

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2023

TORONTO
ONTARIO



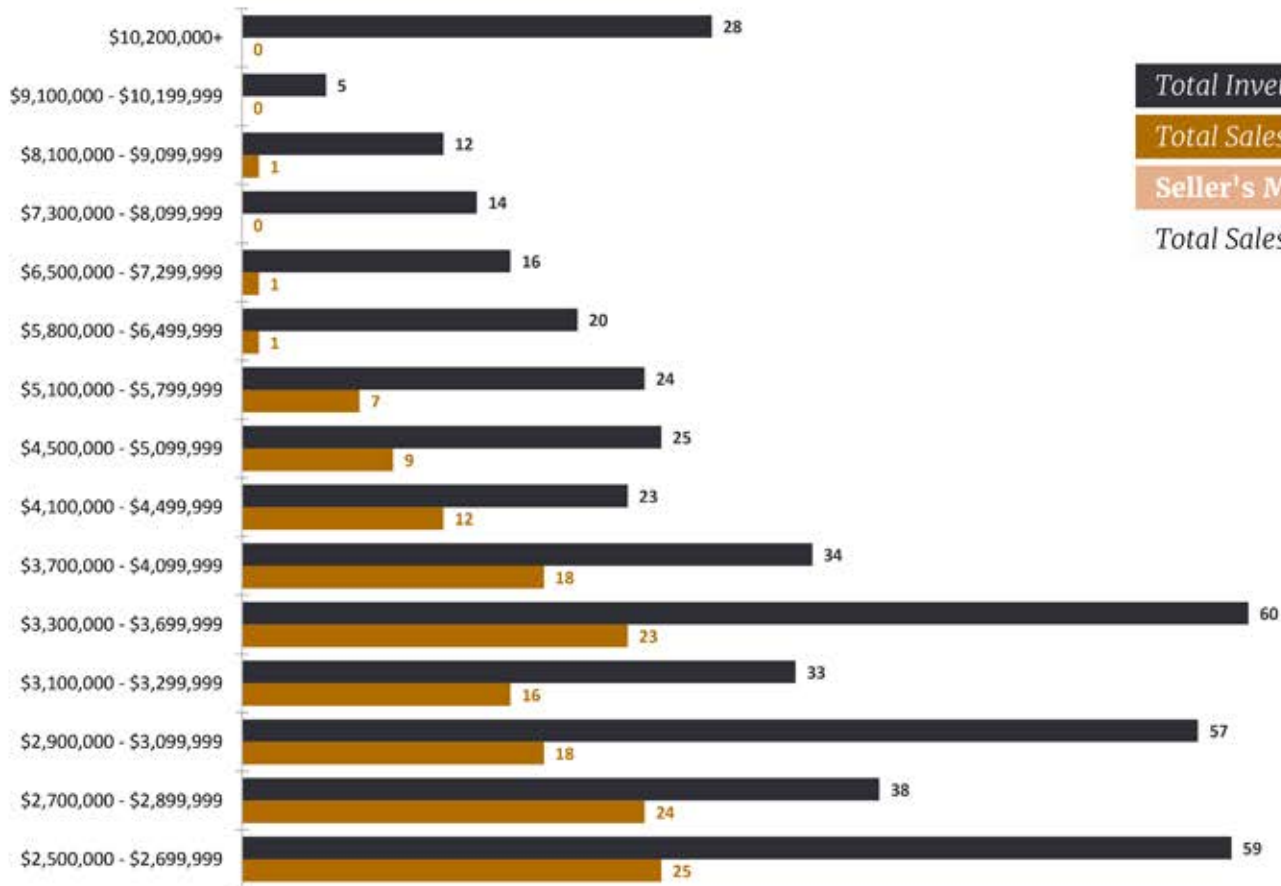
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

Luxury Benchmark Price¹: **\$2,500,000**



Total Inventory: **448**

Total Sales: **155**

Seller's Market

Total Sales Ratio²: **35%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	4	0%
2 Bedrooms	\$3,230,000	6	3	1	7	14%
3 Bedrooms	\$2,810,000	7	4	25	70	36%
4 Bedrooms	\$3,275,000	8	5	88	244	36%
5 Bedrooms	\$3,300,000	13	5	35	81	43%
6+ Bedrooms	\$4,850,026	12	5	6	42	14%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023
324 **448**

VARIANCE: **38%**

TOTAL SOLDS

Apr. 2022 Apr. 2023
194 **155**

VARIANCE: **-20%**

SALES PRICE

Apr. 2022 Apr. 2023
\$3.30m **\$3.23m**

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023
101.65% **98.88%**

VARIANCE: **-3%**

DAYS ON MARKET

Apr. 2022 Apr. 2023
7 **9**

VARIANCE: **29%**

TORONTO MARKET SUMMARY | APRIL 2023

- The Toronto single-family luxury market is a **Seller's Market** with a **35% Sales Ratio**.
- Homes sold for a median of **98.88% of list price** in April 2023.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **63%**.
- The median luxury sales price for single-family homes is **\$3,230,000**.
- The median days on market for April 2023 was **9** days, up from **7** in April 2022.

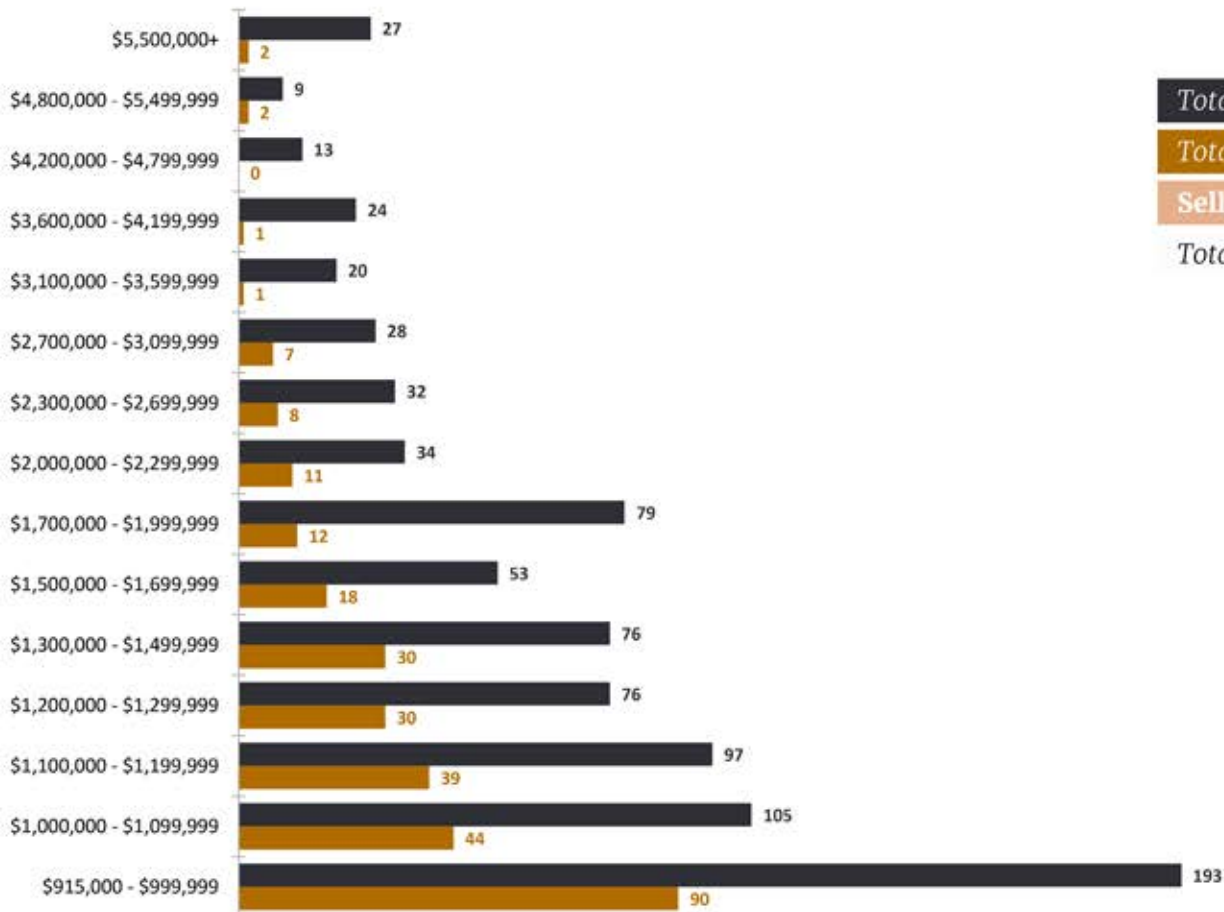
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

Luxury Benchmark Price¹: **\$915,000**



Total Inventory: **866**

Total Sales: **295**

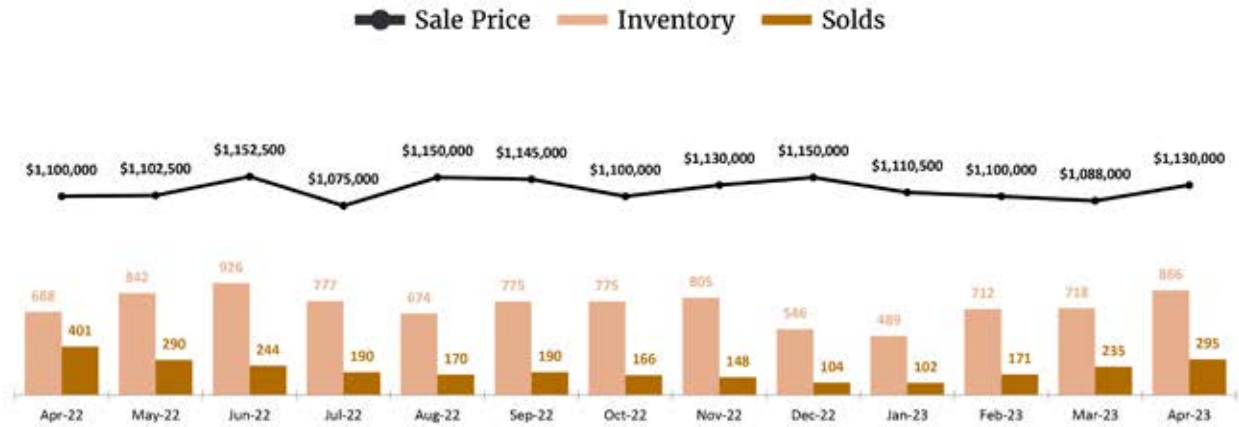
Seller's Market

Total Sales Ratio²: **34%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 Bedrooms	NA	NA	NA	0	1	0%
1 Bedrooms	\$1,050,000	25	2	17	77	22%
2 Bedrooms	\$1,107,500	10	2	192	552	35%
3 Bedrooms	\$1,200,000	13	3	75	225	33%
4 Bedrooms	\$1,018,000	10	3	11	9	122%
5+ Bedrooms	NA	NA	NA	0	2	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

688 866

VARIANCE: **26%**

TOTAL SOLDS

Apr. 2022 Apr. 2023

401 295

VARIANCE: **-26%**

SALES PRICE

Apr. 2022 Apr. 2023

\$1.10m \$1.13m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

102.70% 98.79%

VARIANCE: **-4%**

DAYS ON MARKET

Apr. 2022 Apr. 2023

8 12

VARIANCE: **50%**

TORONTO MARKET SUMMARY | APRIL 2023

- The Toronto attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **98.79% of list price** in April 2023.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **47%**.
- The median luxury sales price for attached homes is **\$1,130,000**.
- The median days on market for April 2023 was **12** days, up from **8** in April 2022.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.