

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

NOVEMBER  
2021

TORONTO  
ONTARIO



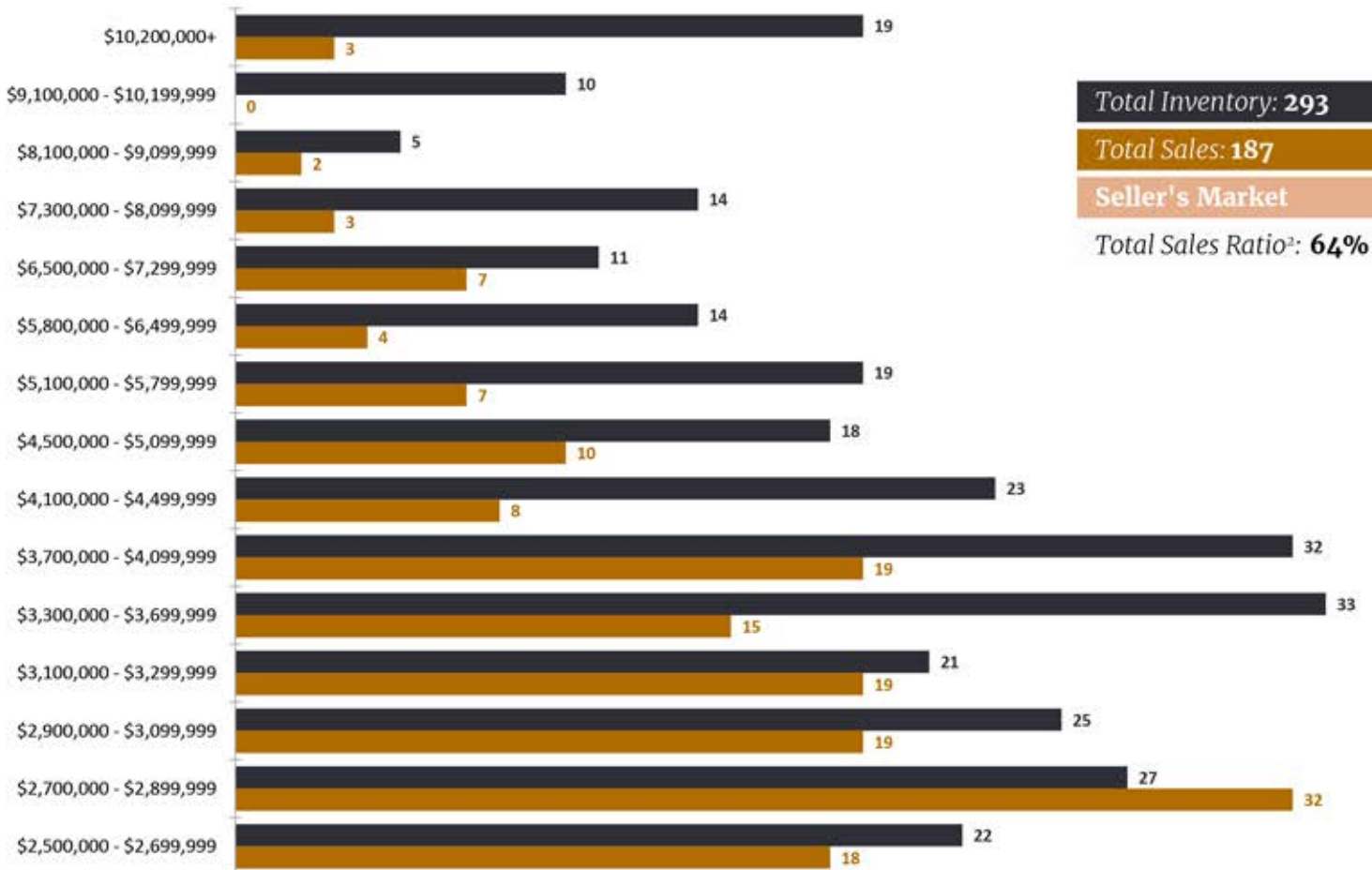
[collaborativerealestate.ca](http://collaborativerealestate.ca)

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Total Inventory: **293**

Total Sales: **187**

Seller's Market

Total Sales Ratio<sup>2</sup>: **64%**

Beds <sup>3</sup> -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	\$3,548,000	10	3	2	6	33%
3 Bedrooms	\$2,870,000	7	4	22	47	47%
4 Bedrooms	\$3,150,000	10	5	93	135	69%
5 Bedrooms	\$3,917,500	11	6	36	74	49%
6+ Bedrooms	\$4,200,000	10	6	13	27	48%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | OCTOBER

#### TOTAL INVENTORY

Oct. 2020	Oct. 2021
513	293

VARIANCE: **-43%**

#### TOTAL SOLDS

Oct. 2020	Oct. 2021
136	187

VARIANCE: **38%**

#### SALES PRICE

Oct. 2020	Oct. 2021
\$3.08m	\$3.23m

VARIANCE: **5%**

#### SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
97.05%	98.98%

VARIANCE: **2%**

#### DAYS ON MARKET

Oct. 2020	Oct. 2021
15	10

VARIANCE: **-33%**

### TORONTO MARKET SUMMARY | OCTOBER 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **64% Sales Ratio**.
- Homes sold for a median of **98.98% of list price** in October 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **119%**.
- The median luxury sales price for single-family homes is **\$3,225,000**.
- The median days on market for October 2021 was **10** days, down from **15** in October 2020.

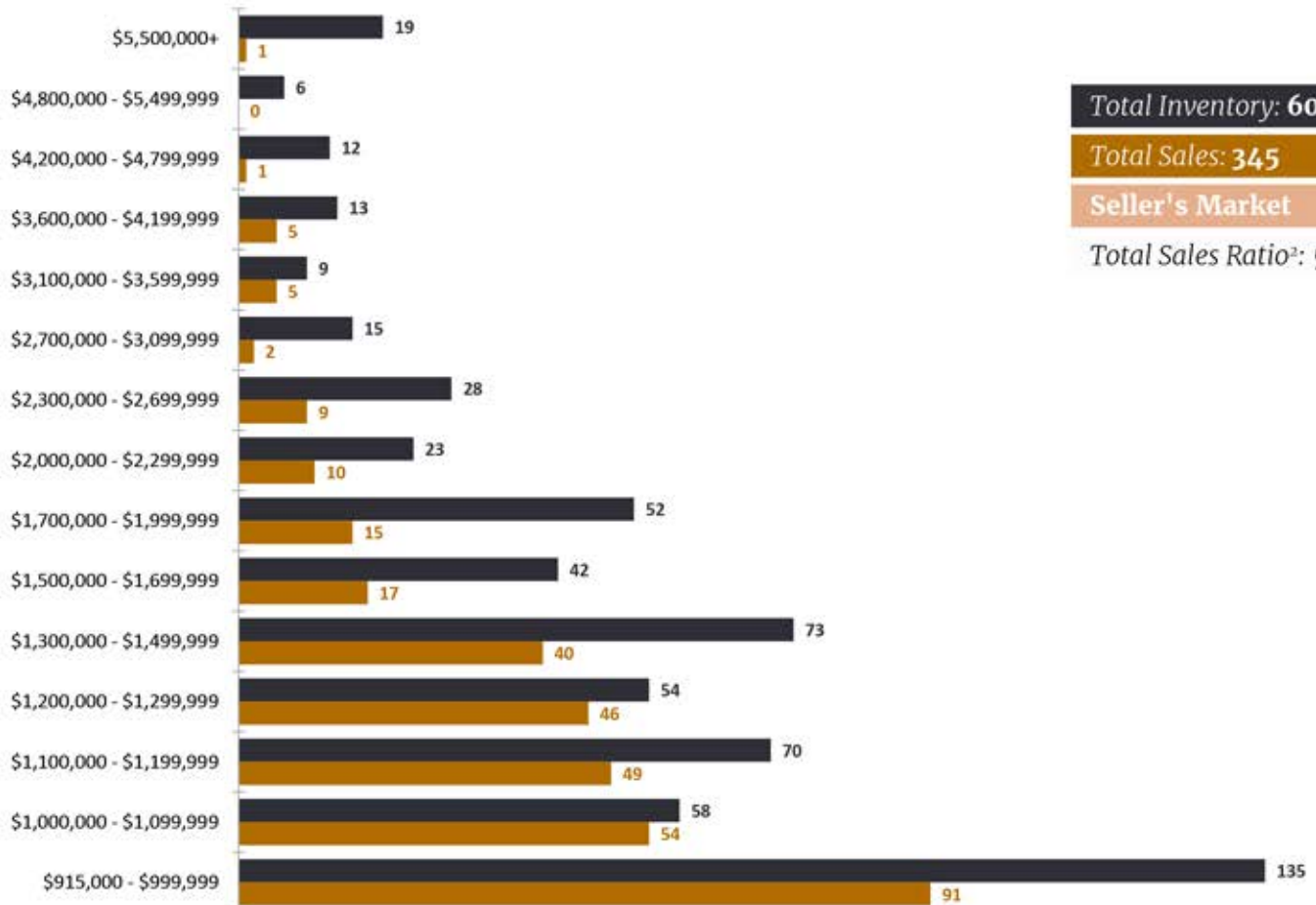
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$915,000**



Total Inventory: **609**

Total Sales: **345**

Seller's Market

Total Sales Ratio<sup>2</sup>: **57%**

Beds <sup>3</sup> -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 Bedrooms	NA	NA	NA	0	0	NA
1 Bedrooms	\$1,025,000	7	2	23	53	43%
2 Bedrooms	\$1,160,000	12	2	243	419	58%
3 Bedrooms	\$1,165,450	11	3	78	128	61%
4 Bedrooms	\$2,270,000	6	5	1	7	14%
5+ Bedrooms	NA	NA	NA	0	2	0%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | OCTOBER

#### TOTAL INVENTORY

Oct. 2020	Oct. 2021
1,023	609

VARIANCE: **-40%**

#### TOTAL SOLDs

Oct. 2020	Oct. 2021
258	345

VARIANCE: **34%**

#### SALES PRICE

Oct. 2020	Oct. 2021
\$1.16m	\$1.16m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
98.86%	99.48%

VARIANCE: **1%**

#### DAYS ON MARKET

Oct. 2020	Oct. 2021
10	11

VARIANCE: **10%**

### TORONTO MARKET SUMMARY | OCTOBER 2021

- The Toronto attached luxury market is a **Seller's Market** with a **57% Sales Ratio**.
- Homes sold for a median of **99.48% of list price** in October 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **93%**.
- The median luxury sales price for attached homes is **\$1,156,000**.
- The median days on market for October 2021 was **11** days, up from **10** in October 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.