

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2022

TORONTO
ONTARIO



collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

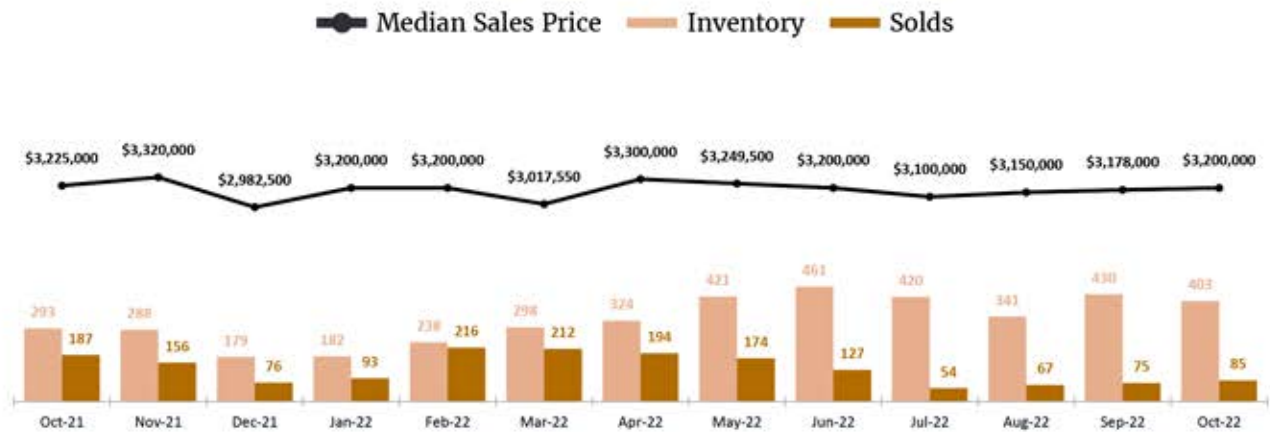
Luxury Benchmark Price¹: **\$2,500,000**



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	NA	NA	NA	0	9	0%
3 Bedrooms	\$2,820,000	4	3	11	56	20%
4 Bedrooms	\$3,160,000	15	5	52	219	24%
5 Bedrooms	\$3,860,000	13	5	16	77	21%
6+ Bedrooms	\$3,670,000	30	7	6	38	16%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2021	Oct. 2022
293	403

VARIANCE: **38%**

TOTAL SOLDS

Oct. 2021	Oct. 2022
187	85

VARIANCE: **-55%**

SALES PRICE

Oct. 2021	Oct. 2022
\$3.23m	\$3.20m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Oct. 2021	Oct. 2022
N/A	\$4,030

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2021	Oct. 2022
98.98%	95.40%

VARIANCE: **-4%**

DAYS ON MARKET

Oct. 2021	Oct. 2022
10	13

VARIANCE: **30%**

TORONTO MARKET SUMMARY | OCTOBER 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **95.40% of list price** in October 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for October 2022 was **13** days, up from **10** in October 2021.

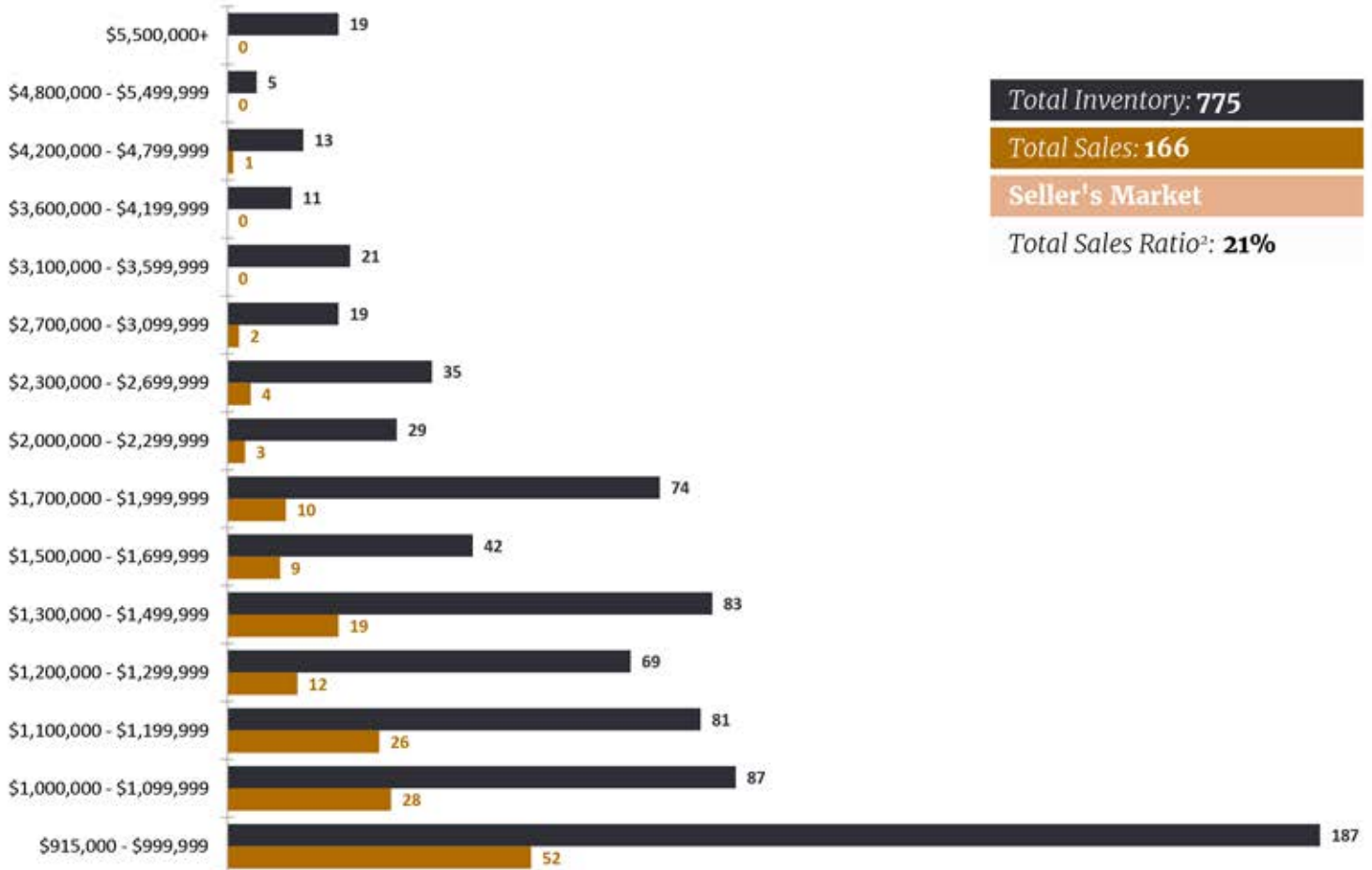
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

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



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	0	NA
1 Bedrooms	\$1,050,000	23	2	11	58	19%
2 Bedrooms	\$1,100,000	15	2	117	513	23%
3 Bedrooms	\$1,220,000	19	3	37	189	20%
4 Bedrooms	\$1,310,000	0	3	1	14	7%
5+ Bedrooms	NA	NA	NA	0	1	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 | OCTOBER

TOTAL INVENTORY

Oct. 2021 Oct. 2022
609 **775**

VARIANCE: **27%**

TOTAL SOLDS

Oct. 2021 Oct. 2022
345 **166**

VARIANCE: **-52%**

SALES PRICE

Oct. 2021 Oct. 2022
\$1.16m **\$1.10m**

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Oct. 2021 Oct. 2022
N/A **\$4,453**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2021 Oct. 2022
99.48% **97.64%**

VARIANCE: **-2%**

DAYS ON MARKET

Oct. 2021 Oct. 2022
11 **17**

VARIANCE: **55%**

TORONTO MARKET SUMMARY | OCTOBER 2022

- The Toronto attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **97.64% of list price** in October 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **32%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for October 2022 was **17** days, up from **11** in October 2021.

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.