

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2021



collaborativerealestate.ca

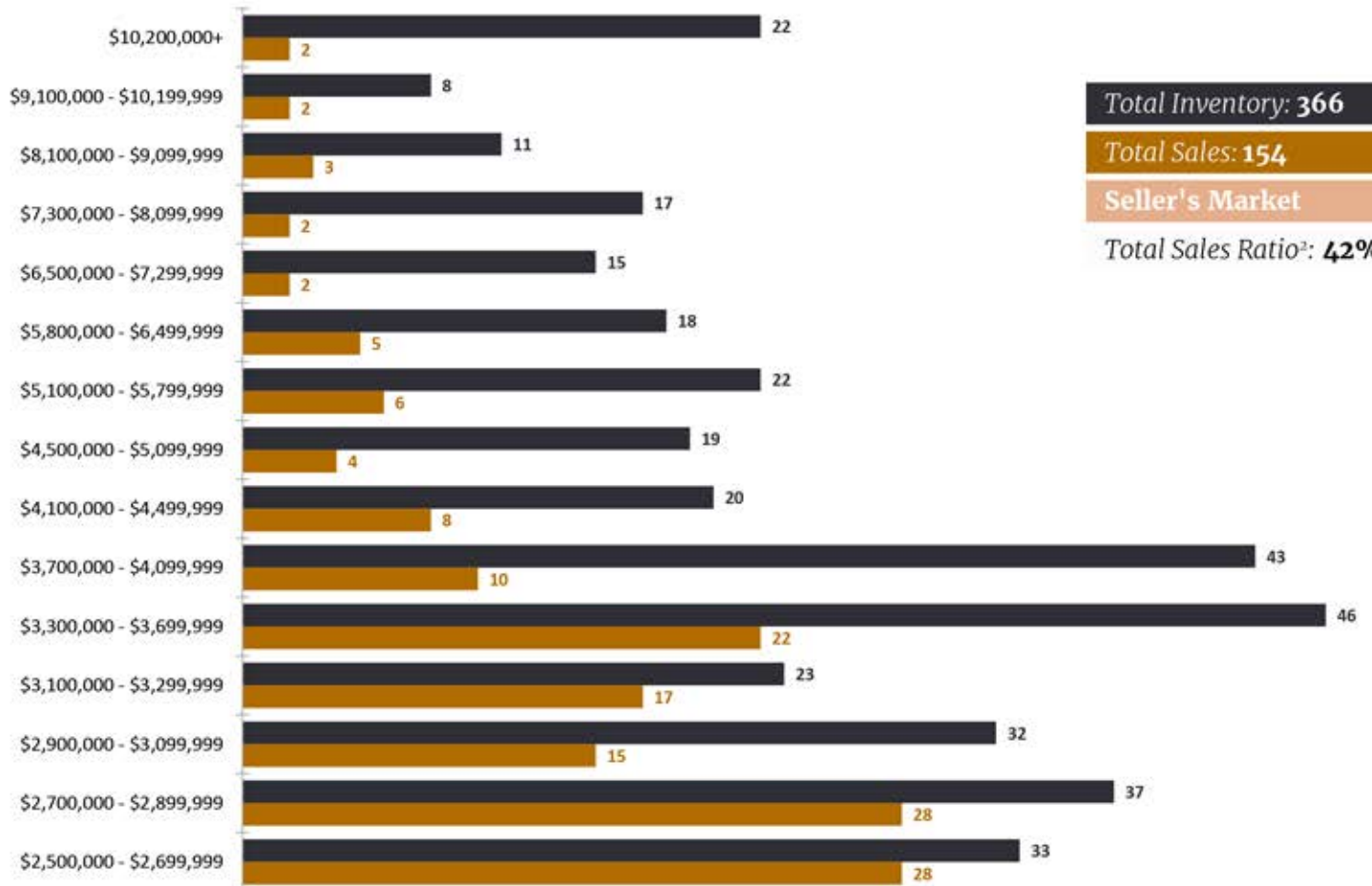
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

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



Total Inventory: **366**

Total Sales: **154**

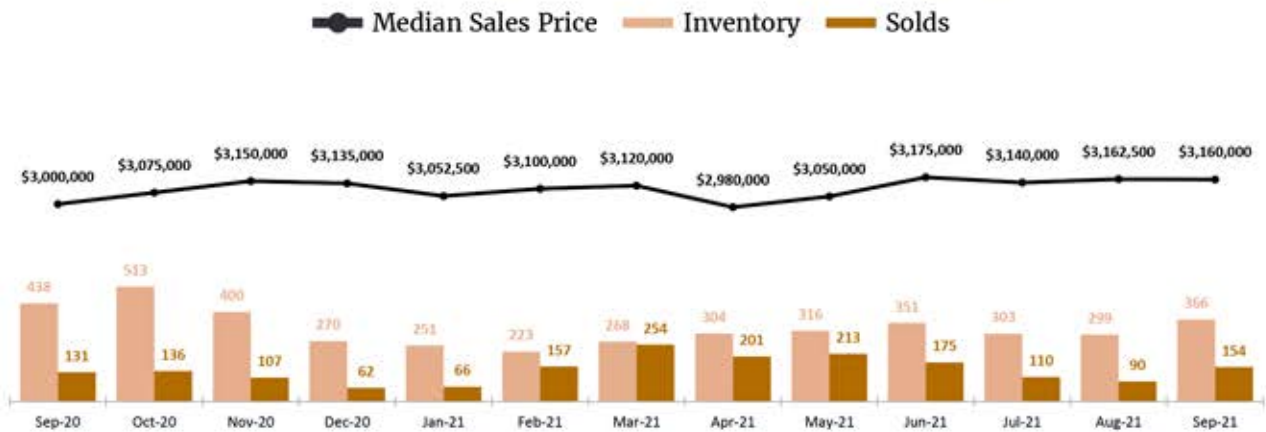
Seller's Market

Total Sales Ratio²: **42%**

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	2	0%
2 Bedrooms	\$3,150,000	71	2	2	6	33%
3 Bedrooms	\$2,894,000	7	4	32	53	60%
4 Bedrooms	\$3,200,000	7	5	83	170	49%
5 Bedrooms	\$4,261,500	9	6	30	88	34%
6+ Bedrooms	\$4,036,000	7	4	7	47	15%

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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

438 366

VARIANCE: -16%

TOTAL SOLDS

Sept. 2020 Sept. 2021

131 154

VARIANCE: 18%

SALES PRICE

Sept. 2020 Sept. 2021

\$3.00m \$3.16m

VARIANCE: 5%

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

97.29% 99.69%

VARIANCE: 2%

DAYS ON MARKET

Sept. 2020 Sept. 2021

12 7

VARIANCE: -42%

TORONTO MARKET SUMMARY | SEPTEMBER 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **99.69% of list price** in September 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **85%**.
- The median luxury sales price for single-family homes is **\$3,160,000**.
- The median days on market for September 2021 was **7** days, down from **12** in September 2020.

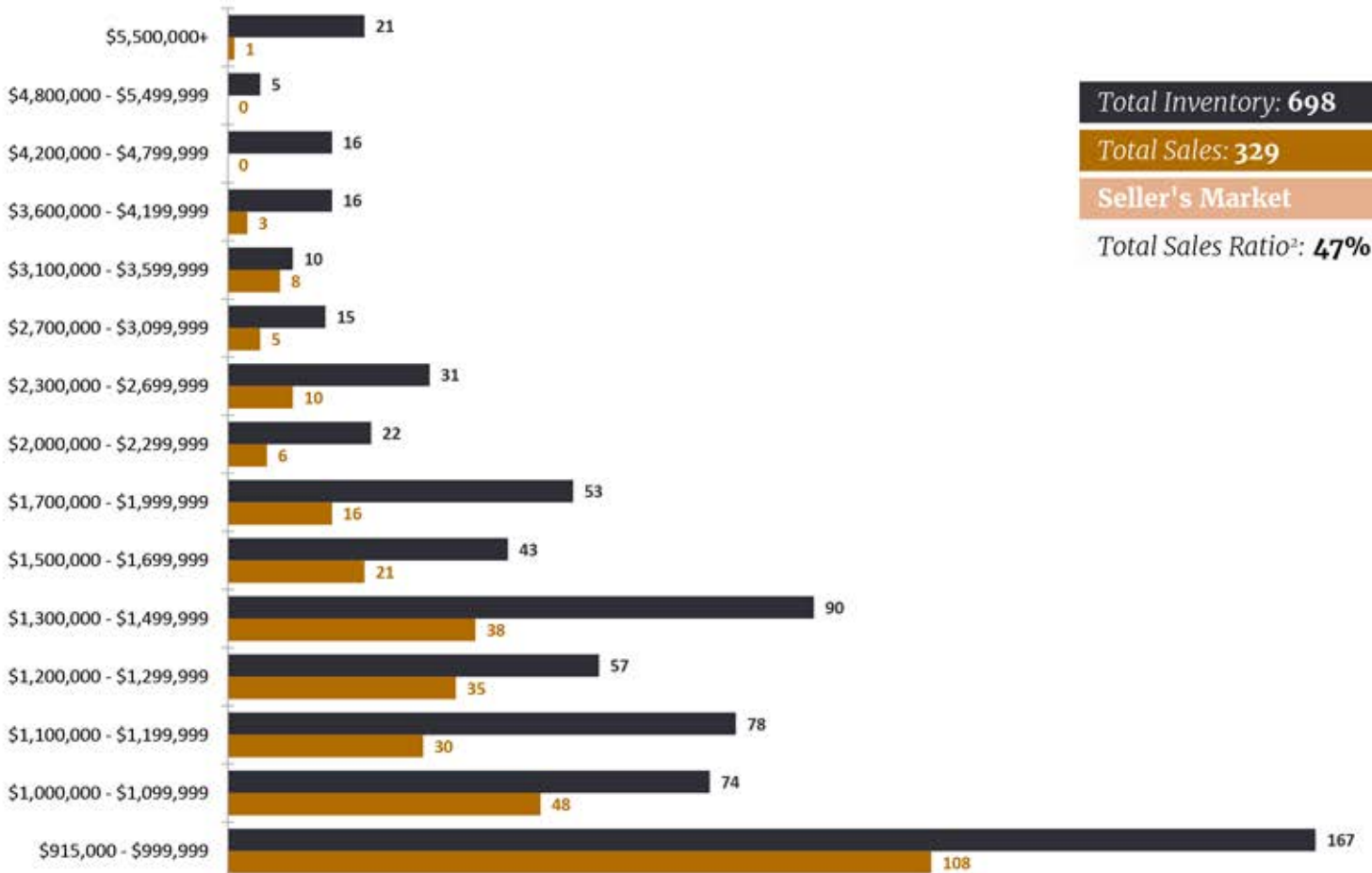
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

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



Total Inventory: **698**

Total Sales: **329**

Seller's Market

Total Sales Ratio²: **47%**

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	\$944,500	18	2	16	51	31%
2 Bedrooms	\$1,115,000	9	2	243	461	53%
3 Bedrooms	\$1,243,500	7	3	68	177	38%
4 Bedrooms	\$1,240,000	6	4	2	7	29%
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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

901 698

VARIANCE: **-23%**

TOTAL SOLDS

Sept. 2020 Sept. 2021

307 329

VARIANCE: **7%**

SALES PRICE

Sept. 2020 Sept. 2021

\$1.15m \$1.14m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

99.29% 99.63%

VARIANCE: **0%**

DAYS ON MARKET

Sept. 2020 Sept. 2021

9 8

VARIANCE: **-11%**

TORONTO MARKET SUMMARY | SEPTEMBER 2021

- The Toronto attached luxury market is a **Seller's Market** with a **47% Sales Ratio**.
- Homes sold for a median of **99.63% of list price** in September 2021.
- The most active price band is **\$3,100,000-\$3,599,999**, where the sales ratio is **80%**.
- The median luxury sales price for attached homes is **\$1,140,000**.
- The median days on market for September 2021 was **8** days, down from **9** in September 2020.

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.