

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2022



collaborativerealestate.ca

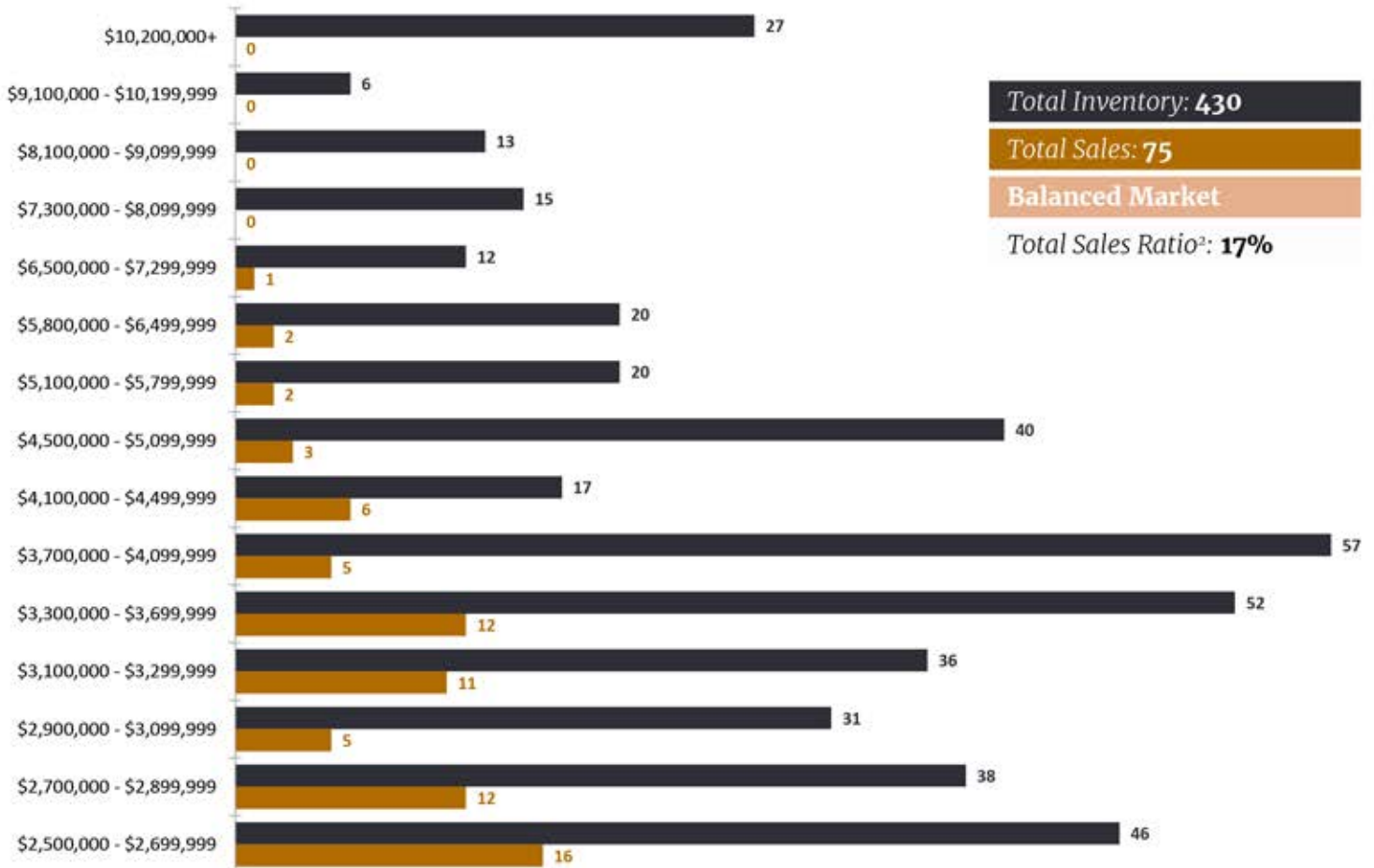
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 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	2	0%
2 Bedrooms	\$2,653,000	18	3	1	5	20%
3 Bedrooms	\$2,878,250	9	4	12	61	20%
4 Bedrooms	\$3,177,000	8	5	44	234	19%
5 Bedrooms	\$4,300,000	7	5	11	85	13%
6+ Bedrooms	\$2,850,000	25	5	7	43	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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022
366 **430**

VARIANCE: **17%**

TOTAL SOLDS

Sept. 2021 Sept. 2022
154 **75**

VARIANCE: **-51%**

SALES PRICE

Sept. 2021 Sept. 2022
\$3.16m **\$3.18m**

VARIANCE: **1%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022
N/A **\$5,430**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022
99.69% **96.74%**

VARIANCE: **-3%**

DAYS ON MARKET

Sept. 2021 Sept. 2022
7 **8**

VARIANCE: **14%**

TORONTO MARKET SUMMARY | SEPTEMBER 2022

- The Toronto single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **96.74% of list price** in September 2022.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **35%**.
- The median luxury sales price for single-family homes is **\$3,178,000**.
- The median days on market for September 2022 was **8** days, up from **7** in September 2021.

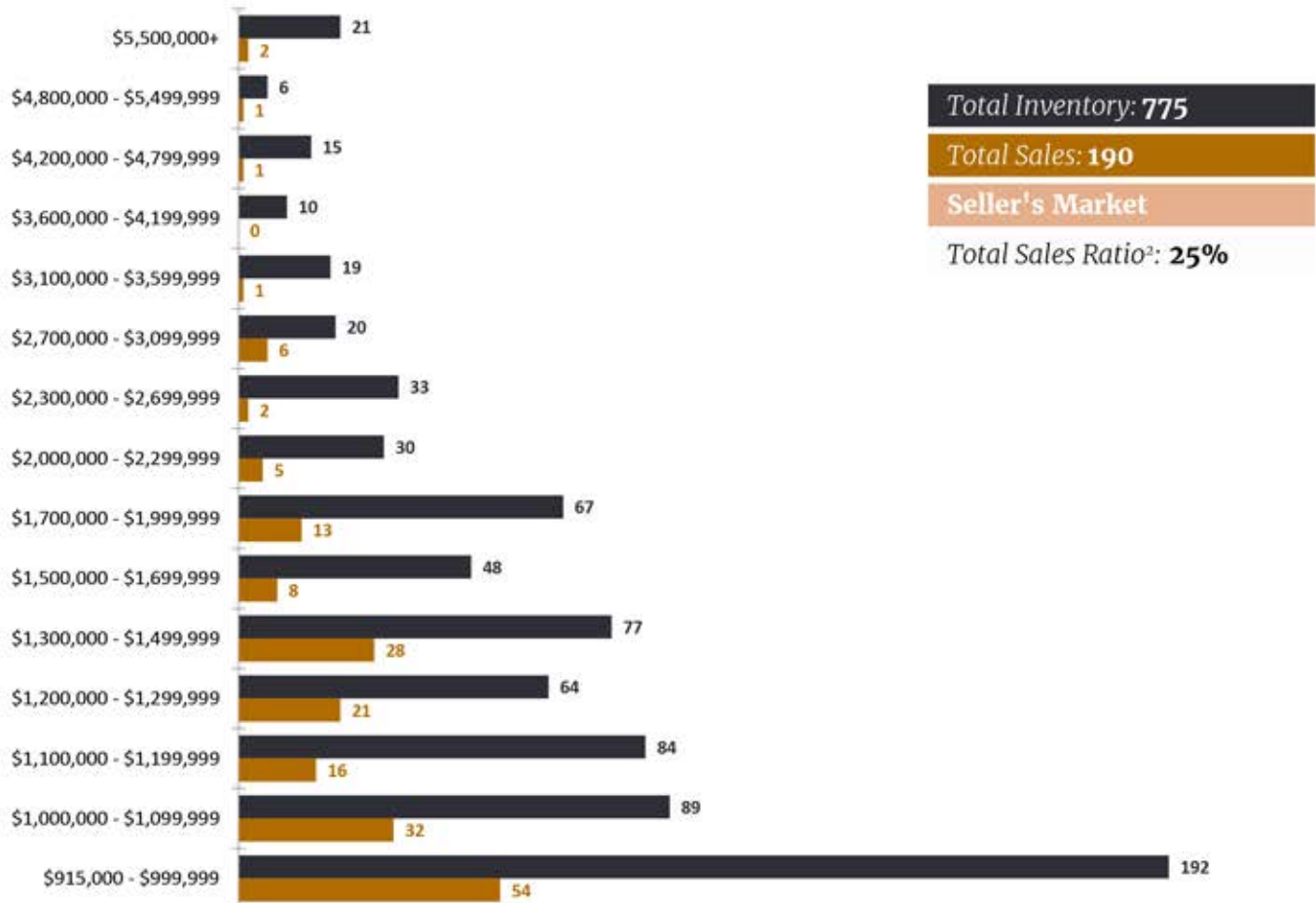
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 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	\$1,025,000	15	2	14	59	24%
2 Bedrooms	\$1,136,950	17	2	130	526	25%
3 Bedrooms	\$1,201,000	17	3	44	182	24%
4 Bedrooms	\$1,192,000	21	4	2	5	40%
5+ Bedrooms	NA	NA	NA	0	3	0%

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022

698 775

VARIANCE: **11%**

TOTAL SOLDS

Sept. 2021 Sept. 2022

329 190

VARIANCE: **-42%**

SALES PRICE

Sept. 2021 Sept. 2022

\$1.14m \$1.15m

VARIANCE: **0%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022

N/A \$5,130

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022

99.63% 97.41%

VARIANCE: **-2%**

DAYS ON MARKET

Sept. 2021 Sept. 2022

8 17

VARIANCE: **113%**

TORONTO MARKET SUMMARY | SEPTEMBER 2022

- The Toronto attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.41% of list price** in September 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **36%**.
- The median luxury sales price for attached homes is **\$1,145,000**.
- The median days on market for September 2022 was **17** days, up from **8** in September 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.