

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

SEPTEMBER
2021



collaborativerealestate.ca

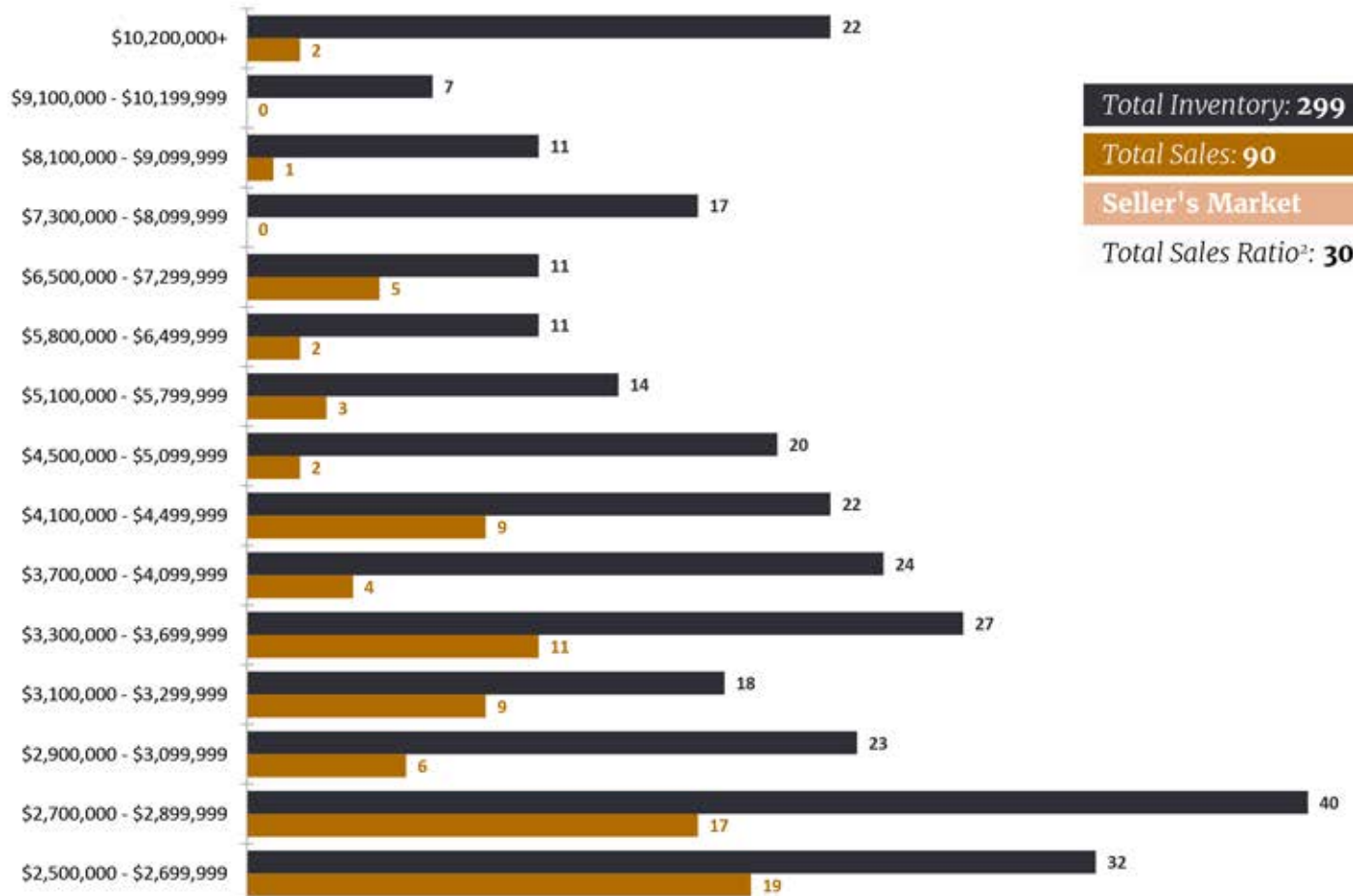
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

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



Total Inventory: **299**

Total Sales: **90**

Seller's Market

Total Sales Ratio²: **30%**

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	3	0%
2 Bedrooms	\$2,650,000	11	4	2	5	40%
3 Bedrooms	\$3,112,500	12	4	14	46	30%
4 Bedrooms	\$3,135,000	15	5	52	120	43%
5 Bedrooms	\$3,275,400	25	6	14	82	17%
6+ Bedrooms	\$5,300,000	68	7	8	43	19%

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 | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

450 299

VARIANCE: -34%

TOTAL SOLDS

Aug. 2020 Aug. 2021

122 90

VARIANCE: -26%

SALES PRICE

Aug. 2020 Aug. 2021

\$3.25m \$3.16m

VARIANCE: -3%

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

96.99% 96.33%

VARIANCE: -1%

DAYS ON MARKET

Aug. 2020 Aug. 2021

16 19

VARIANCE: 19%

TORONTO MARKET SUMMARY | AUGUST 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **96.33% of list price** in August 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **59%**.
- The median luxury sales price for single-family homes is **\$3,162,500**.
- The median days on market for August 2021 was **19** days, up from **16** in August 2020.

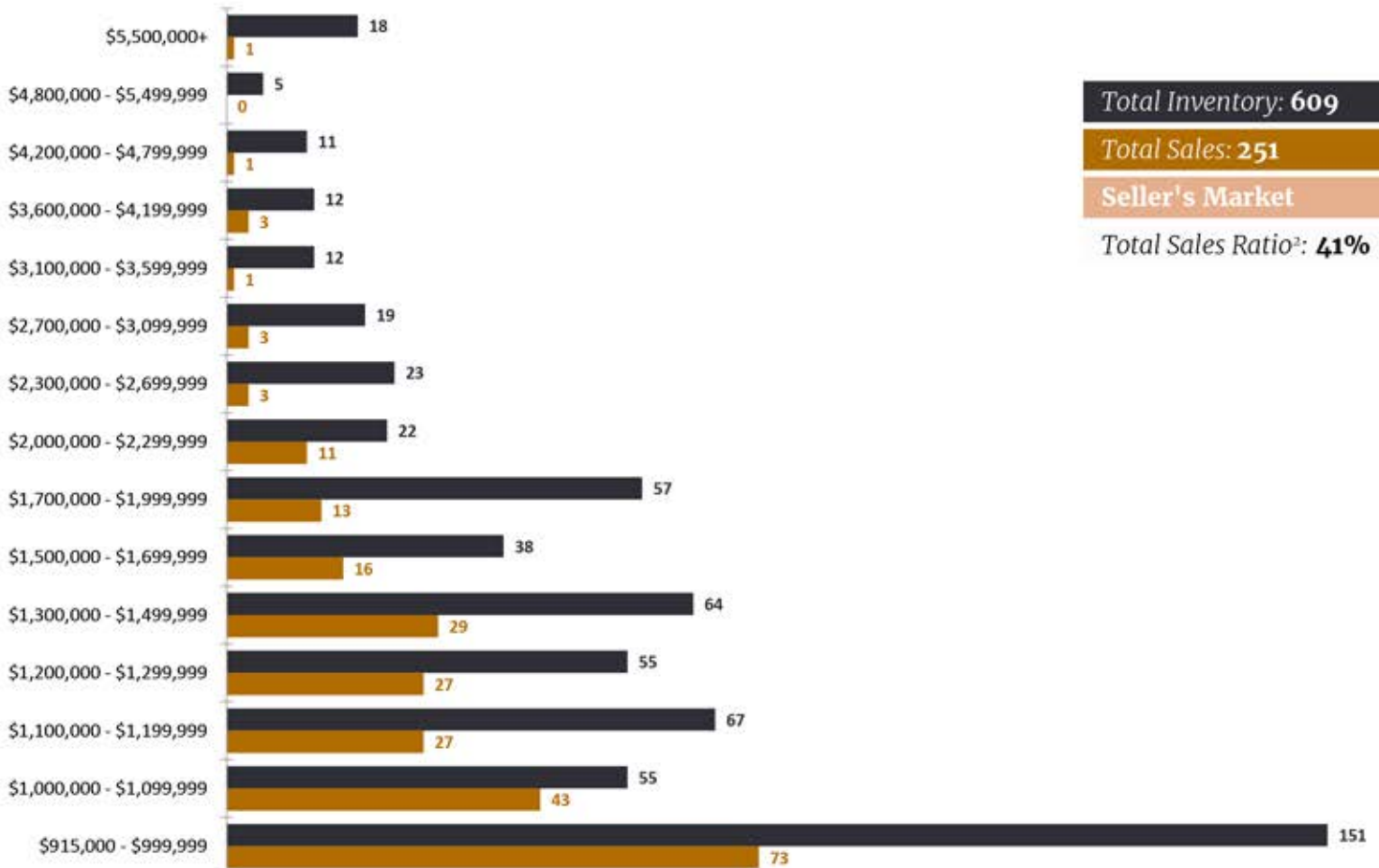
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

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



Total Inventory: **609**

Total Sales: **251**

Seller's Market

Total Sales Ratio²: **41%**

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	\$999,000	13	1	13	41	32%
2 Bedrooms	\$1,088,888	14	2	179	406	44%
3 Bedrooms	\$1,270,000	13	3	57	155	37%
4 Bedrooms	\$2,210,000	16	4	2	5	40%
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 | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

903 609

VARIANCE: **-33%**

TOTAL SOLDS

Aug. 2020 Aug. 2021

262 251

VARIANCE: **-4%**

SALES PRICE

Aug. 2020 Aug. 2021

\$1.14m \$1.14m

VARIANCE: **0%**

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

99.18% 99.12%

VARIANCE: **0%**

DAYS ON MARKET

Aug. 2020 Aug. 2021

11 13

VARIANCE: **18%**

TORONTO MARKET SUMMARY | AUGUST 2021

- The Toronto attached luxury market is a **Seller's Market** with a **41% Sales Ratio**.
- Homes sold for a median of **99.12% of list price** in August 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **78%**.
- The median luxury sales price for attached homes is **\$1,140,000**.
- The median days on market for August 2021 was **13** days, up from **11** in August 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.