

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

SEPTEMBER  
2022

TORONTO  
ONTARIO



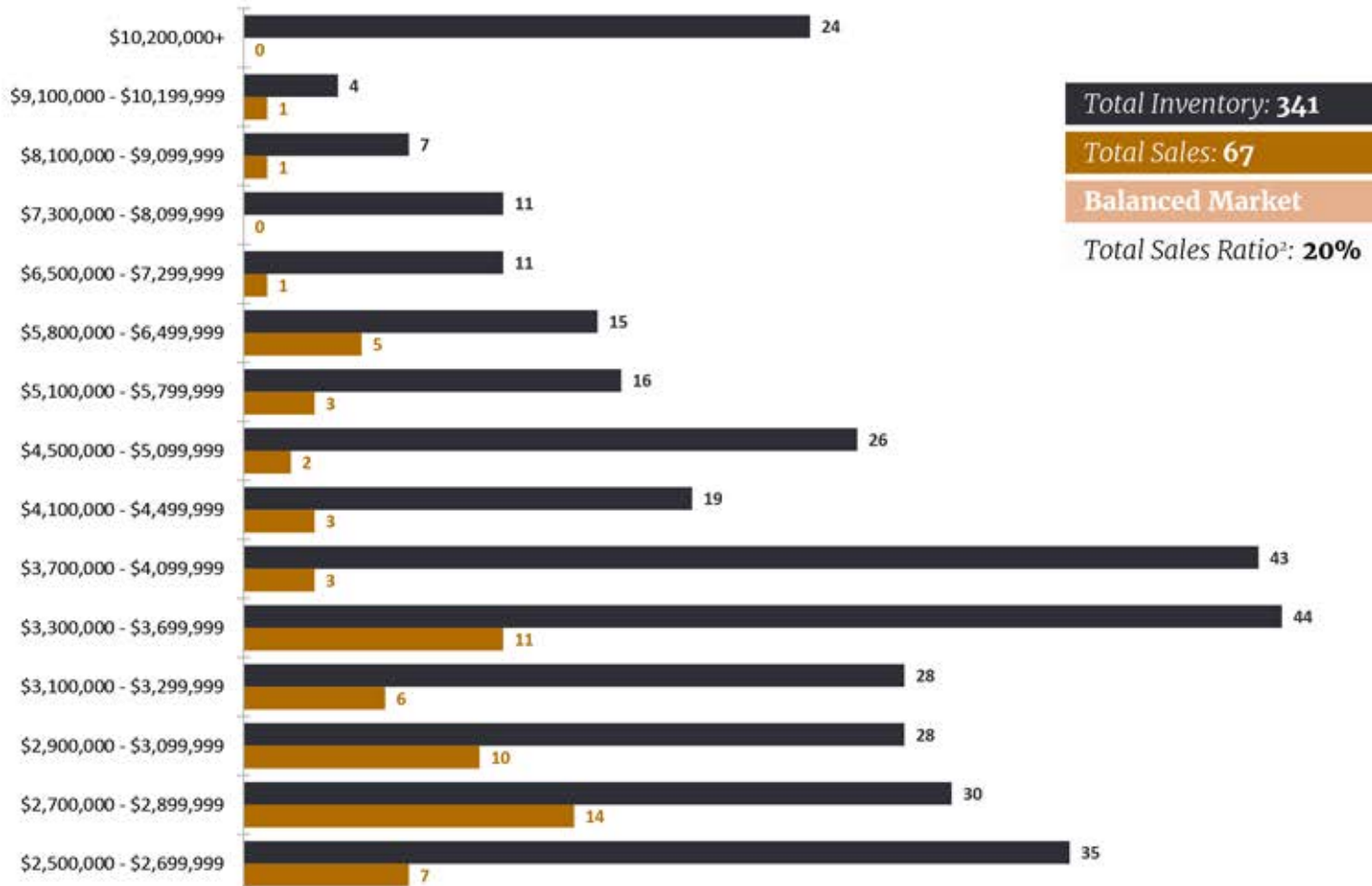
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

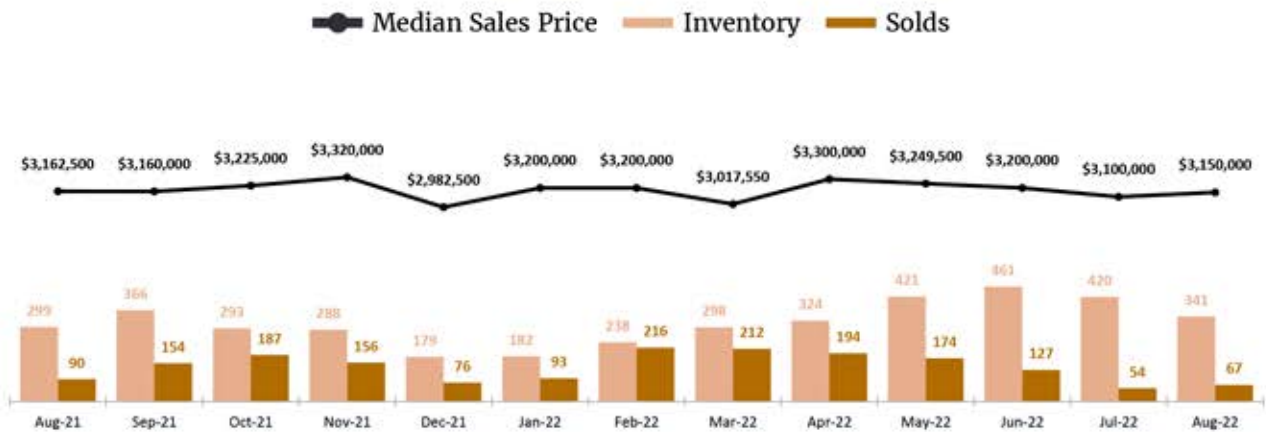
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



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	2	0%
2 Bedrooms	NA	NA	NA	0	3	0%
3 Bedrooms	\$2,832,000	18	4	11	47	23%
4 Bedrooms	\$3,100,000	25	5	35	181	19%
5 Bedrooms	\$3,608,000	15	6	17	73	23%
6+ Bedrooms	\$3,227,500	24	5	4	35	11%

<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 | AUGUST

#### TOTAL INVENTORY

Aug. 2021    Aug. 2022

299    341

VARIANCE: **14%**

#### TOTAL SOLDS

Aug. 2021    Aug. 2022

90    67

VARIANCE: **-26%**

#### SALES PRICE

Aug. 2021    Aug. 2022

\$3.16m    \$3.15m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Aug. 2021    Aug. 2022

N/A    \$5,170

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Aug. 2021    Aug. 2022

96.33%    94.30%

VARIANCE: **-2%**

#### DAYS ON MARKET

Aug. 2021    Aug. 2022

19    20

VARIANCE: **5%**

## TORONTO MARKET SUMMARY | AUGUST 2022

- The Toronto single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **94.30% of list price** in August 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **47%**.
- The median luxury sales price for single-family homes is **\$3,150,000**.
- The median days on market for August 2022 was **20** days, up from **19** in August 2021.

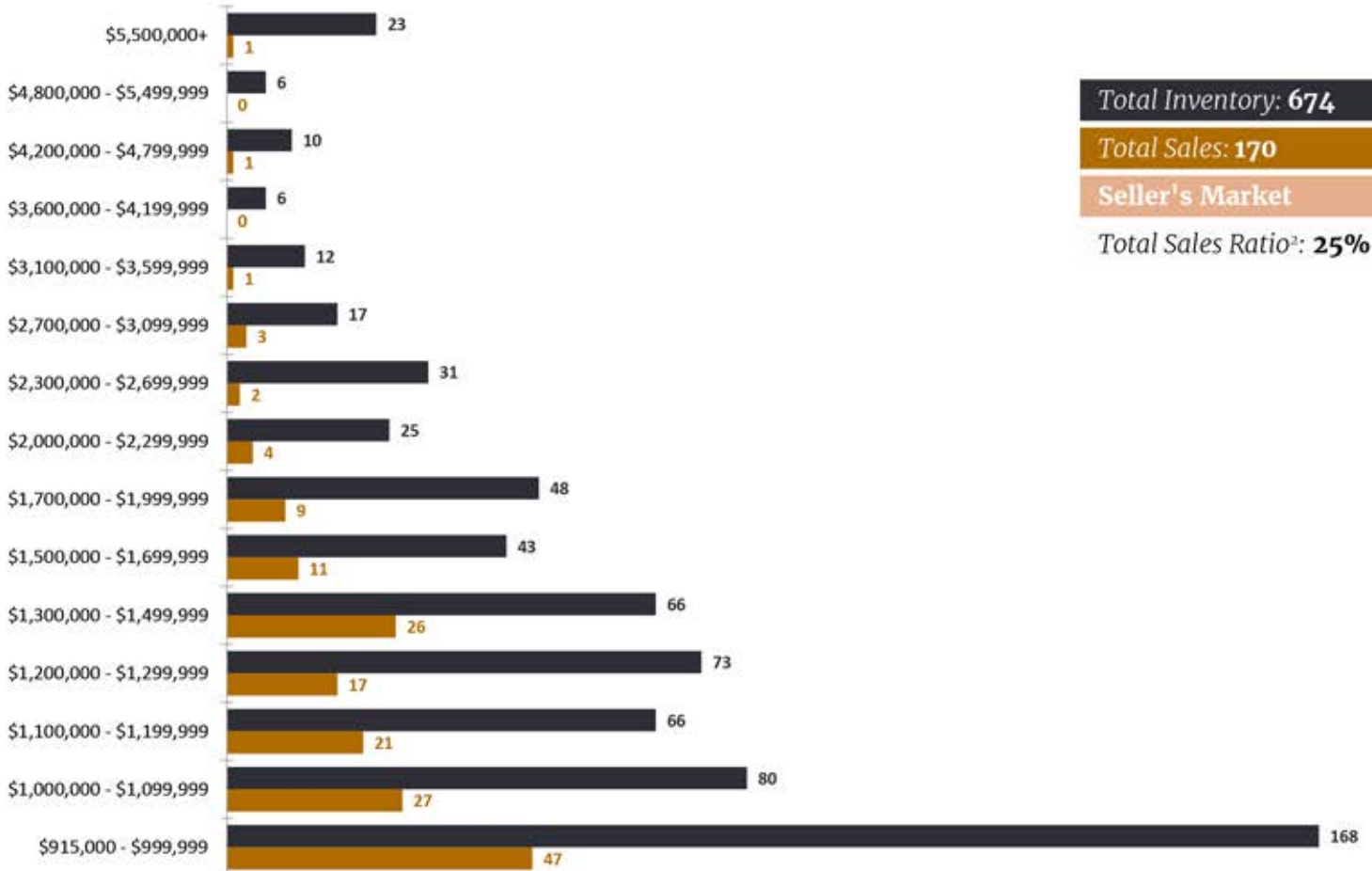
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

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



Total Inventory: **674**

Total Sales: **170**

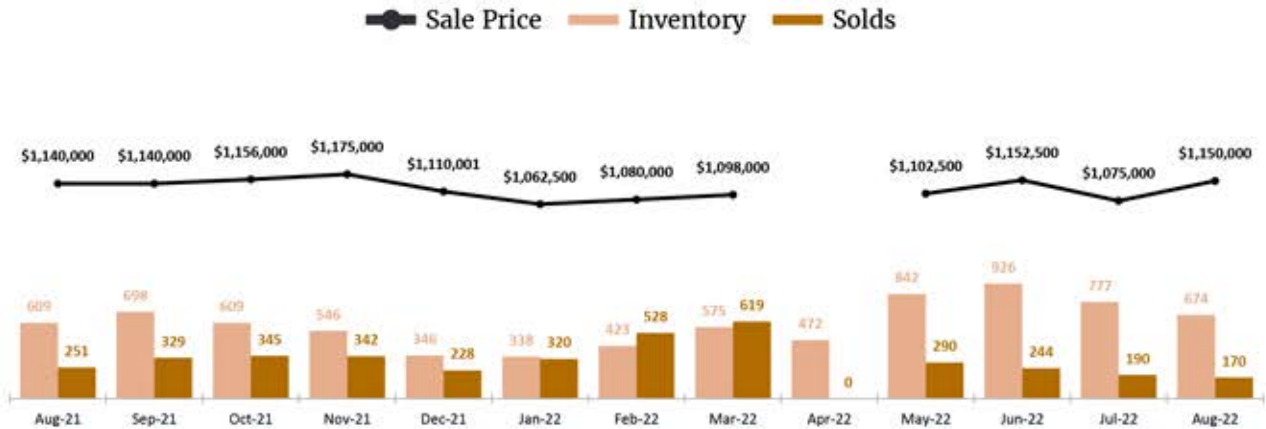
Seller's Market

Total Sales Ratio<sup>2</sup>: **25%**

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	\$985,000	21	2	15	62	24%
2 Bedrooms	\$1,170,107	21	2	122	437	28%
3 Bedrooms	\$1,210,000	20	3	32	167	19%
4 Bedrooms	\$1,800,000	23	3	1	6	17%
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 | AUGUST

#### TOTAL INVENTORY

Aug. 2021    Aug. 2022  
**609**        **674**

VARIANCE: **11%**

#### TOTAL SOLDS

Aug. 2021    Aug. 2022  
**251**        **170**

VARIANCE: **-32%**

#### SALES PRICE

Aug. 2021    Aug. 2022  
**\$1.14m**    **\$1.15m**

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

Aug. 2021    Aug. 2022  
**N/A**        **\$4,995**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Aug. 2021    Aug. 2022  
**99.12%**    **96.35%**

VARIANCE: **-3%**

#### DAYS ON MARKET

Aug. 2021    Aug. 2022  
**13**        **21**

VARIANCE: **62%**

## TORONTO MARKET SUMMARY | AUGUST 2022

- The Toronto attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **96.35% of list price** in August 2022.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **39%**.
- The median luxury sales price for attached homes is **\$1,150,000**.
- The median days on market for August 2022 was **21** days, up from **13** in August 2021.

<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.