

# TORONTO ONTARIO

–February 2021–



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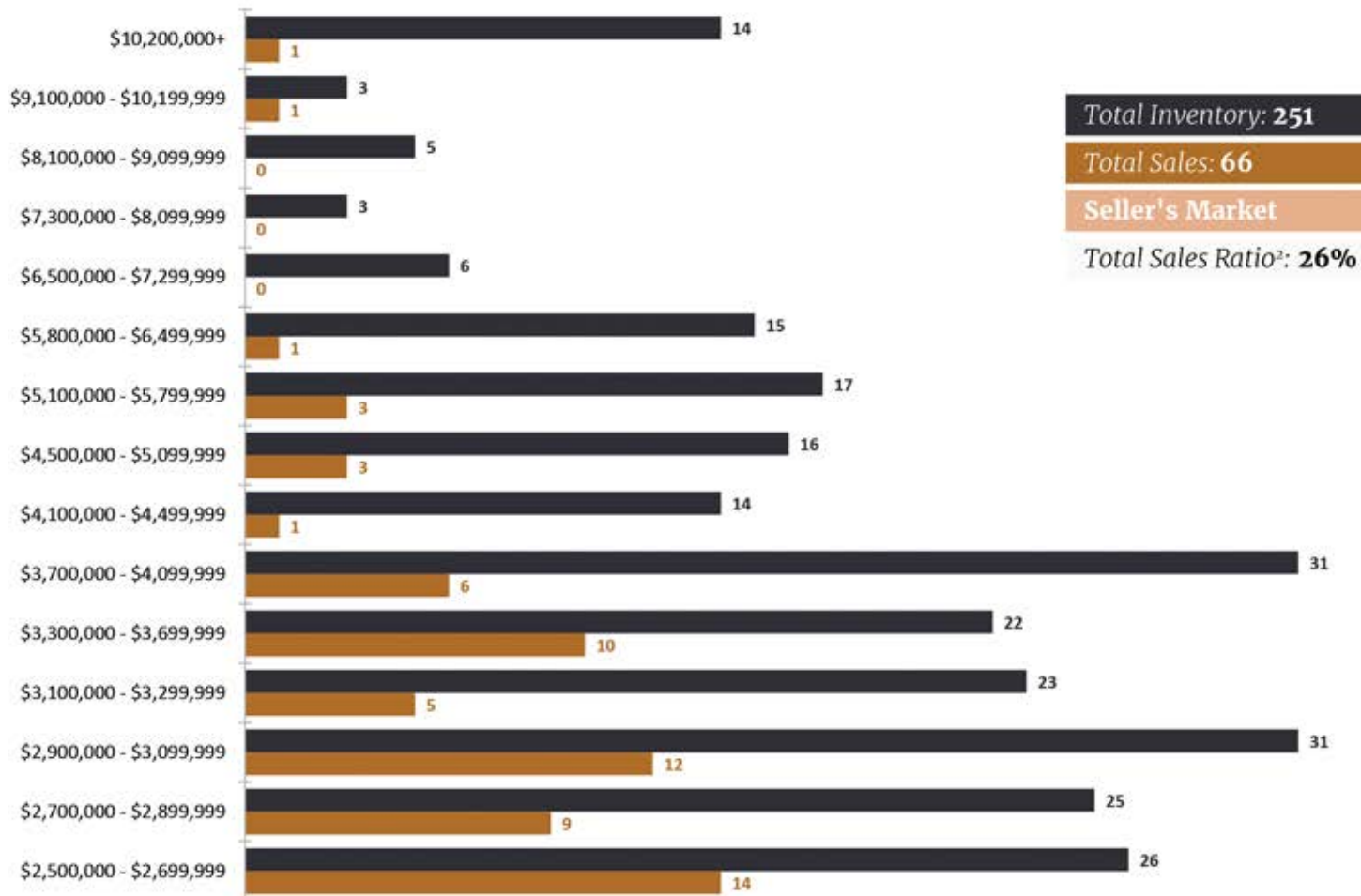
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

### LUXURY INVENTORY VS. SALES | JANUARY 2021

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	1	0%
2 Bedrooms	NA	NA	NA	0	5	0%
3 Bedrooms	\$2,900,000	66	4	9	28	32%
4 Bedrooms	\$3,055,000	12	5	39	115	34%
5 Bedrooms	\$2,900,000	10	6	13	67	19%
6+ Bedrooms	\$4,105,000	39	6	5	35	14%

<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

#### INVENTORY

December	January
270	251

VARIANCE: **-7%**

#### SOLDS

December	January
62	66

VARIANCE: **6%**

#### SALES PRICE

December	January
\$3.14m	\$3.05m

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

December	January
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

December	January
96.63%	96.38%

VARIANCE: **0%**

#### DAYS ON MARKET

December	January
40	16

VARIANCE: **-60%**

## TORONTO MARKET SUMMARY | JANUARY 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **96.38% of list price** in January 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **54%**.
- The median luxury sales price for single-family homes has decreased to **\$3,052,500**.
- The median days on market for January 2021 was **16** days, down from **40** in December 2020.

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

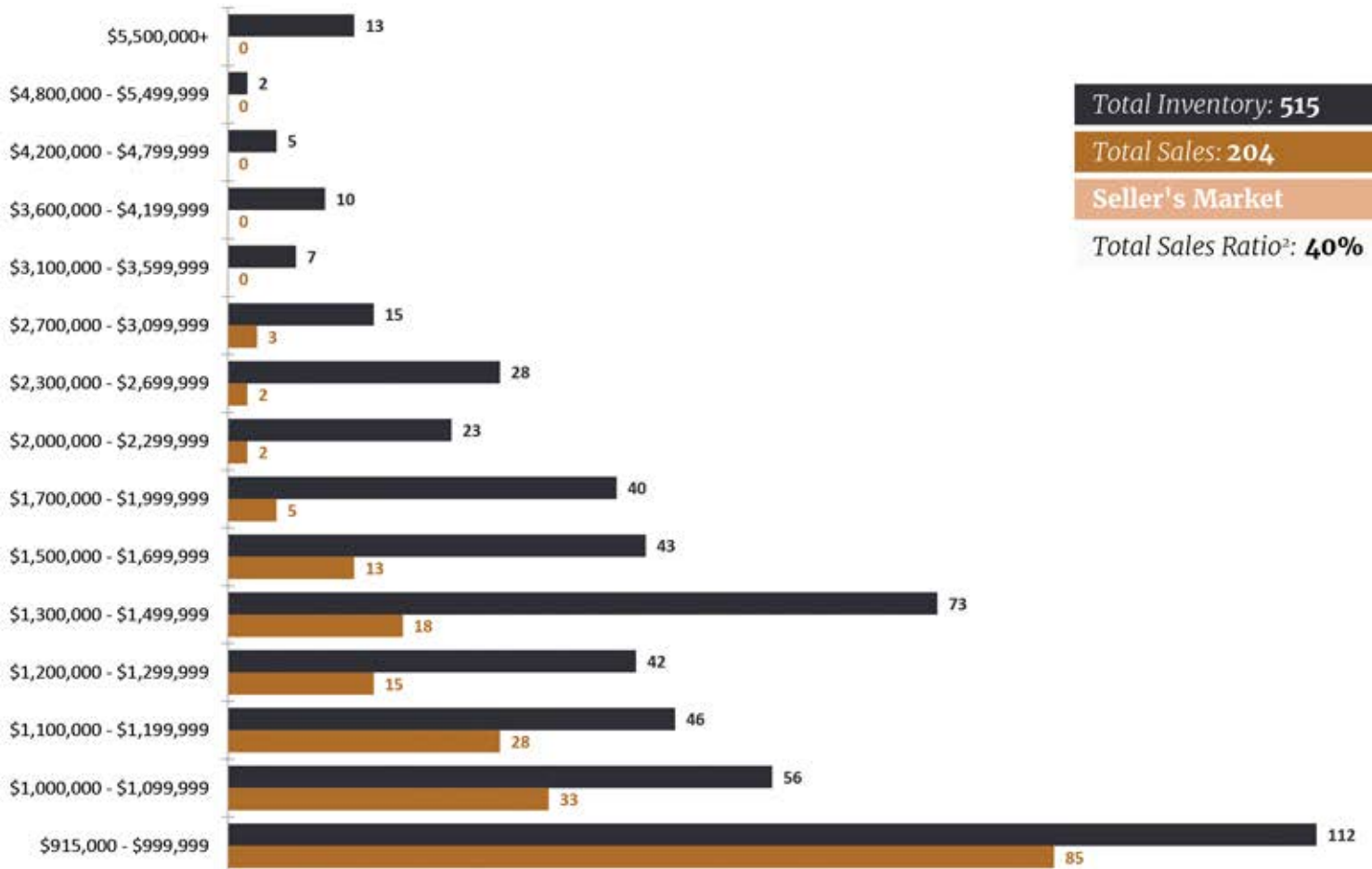
<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in SCAD.



### LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

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



Total Inventory: **515**

Total Sales: **204**

Seller's Market

Total Sales Ratio<sup>2</sup>: **40%**

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	\$1,070,000	41	2	8	23	35%
2 Bedrooms	\$1,005,000	16	2	131	334	39%
3 Bedrooms	\$1,150,000	7	3	60	132	45%
4 Bedrooms	\$1,220,000	4	4	5	14	36%
5+ Bedrooms	NA	NA	NA	0	12	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

#### INVENTORY

December	January
582	515

VARIANCE: **-12%**

#### SOLDS

December	January
208	204

VARIANCE: **-2%**

#### SALES PRICE

December	January
\$1.10m	\$1.07m

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

December	January
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

December	January
98.00%	98.06%

VARIANCE: **0%**

#### DAYS ON MARKET

December	January
28	13

VARIANCE: **-54%**

## TORONTO MARKET SUMMARY | JANUARY 2021

- The Toronto attached luxury market is a **Seller's Market** with a **40% Sales Ratio**.
- Homes sold for a median of **98.06% of list price** in January 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **76%**.
- The median luxury sales price for attached homes has decreased to **\$1,070,000**.
- The median days on market for January 2021 was **13** days, down from **28** in December 2020.

<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. All prices are listed in SCAD.