

# TORONTO ONTARIO

–November 2020–



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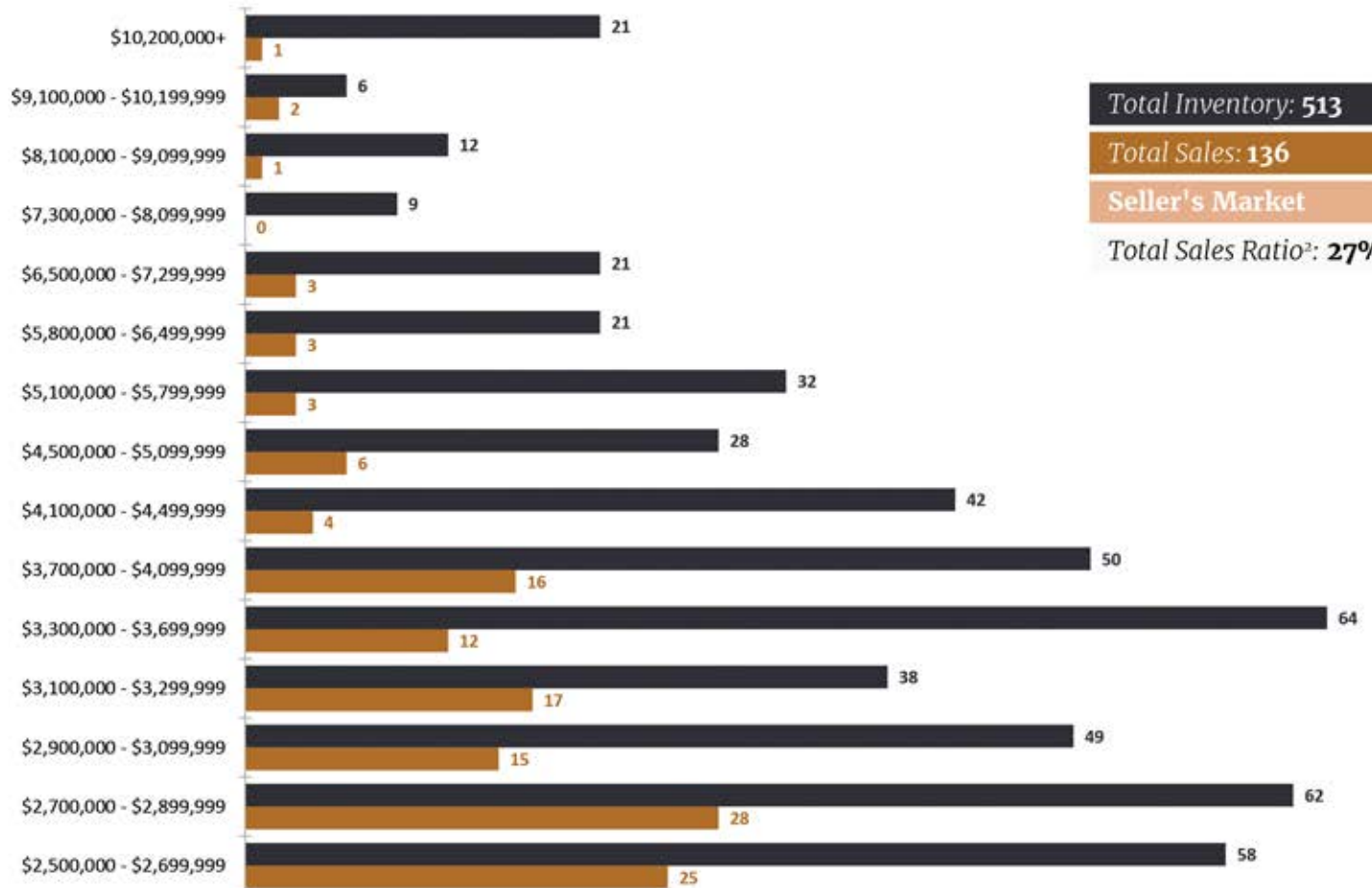
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2020

Inventory Sales

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



Total Inventory: **513**

Total Sales: **136**

Seller's Market

Total Sales Ratio<sup>2</sup>: **27%**

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	4	0%
2 Bedrooms	\$3,025,000	61	7	2	11	18%
3 Bedrooms	\$2,775,000	11	4	18	54	33%
4 Bedrooms	\$2,997,000	15	5	72	265	27%
5 Bedrooms	\$3,125,000	17	5	26	119	22%
6+ Bedrooms	\$3,500,000	16	5	17	59	29%

<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

September	October
438	513

VARIANCE: **17%**

#### SOLDS

September	October
131	136

VARIANCE: **4%**

#### SALES PRICE

September	October
\$3.00m	\$3.08m

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

September	October
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

September	October
97.29%	97.05%

VARIANCE: **0%**

#### DAYS ON MARKET

September	October
12	15

VARIANCE: **25%**

## TORONTO MARKET SUMMARY | OCTOBER 2020

- The Toronto single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **97.05% of list price** in October 2020.
- The most active price band is **\$2,700,000–\$2,899,999**, where the sales ratio is **45%**.
- The median luxury sales price for single-family homes has increased to **\$3,075,000**.
- The median days on market for October 2020 was **15** days, up from **12** in September 2020.

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

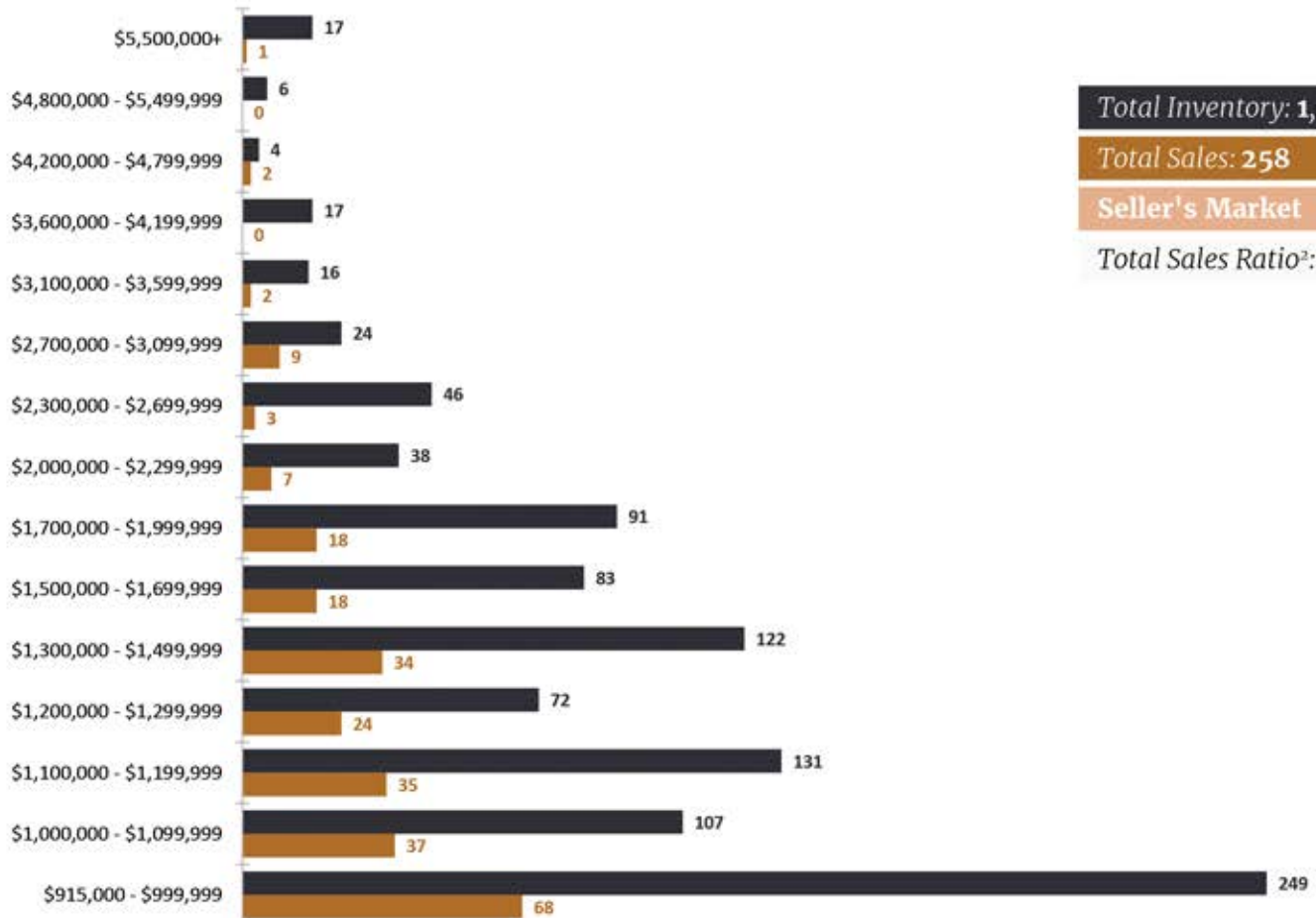
<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are featured in \$CAD.



### LUXURY INVENTORY VS. SALES | OCTOBER 2020

Inventory Sales

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



Total Inventory: **1,023**

Total Sales: **258**

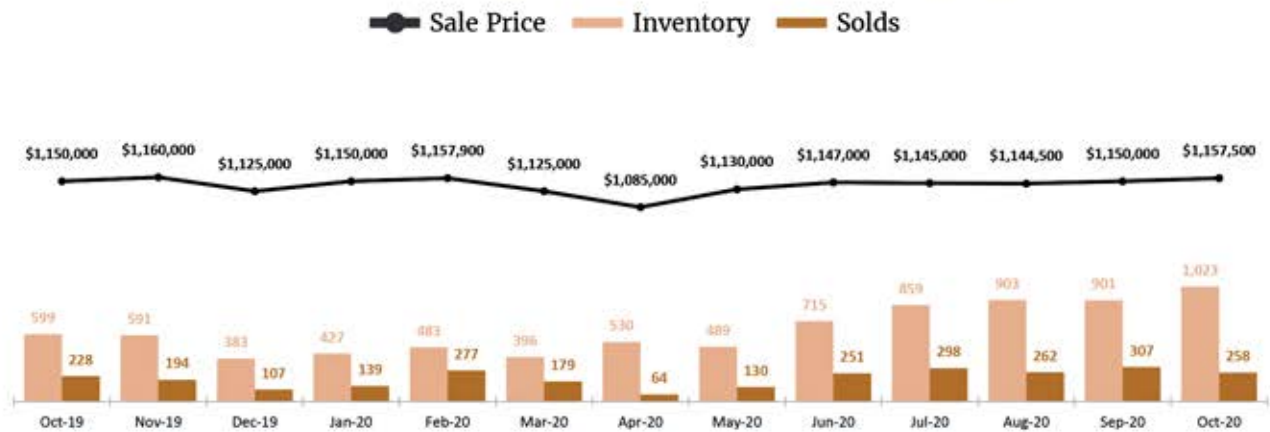
Seller's Market

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	\$999,999	9	2	15	59	25%
2 Bedrooms	\$1,170,000	12	2	137	644	21%
3 Bedrooms	\$1,150,500	9	3	86	271	32%
4 Bedrooms	\$1,489,000	12	4	15	37	41%
5+ Bedrooms	\$1,270,000	8	3	5	12	42%

<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

September	October
901	1,023

VARIANCE: **14%**

#### SOLDS

September	October
307	258

VARIANCE: **-16%**

#### SALES PRICE

September	October
\$1.15m	\$1.16m

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

September	October
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

September	October
99.29%	98.86%

VARIANCE: **0%**

#### DAYS ON MARKET

September	October
9	10

VARIANCE: **11%**

## TORONTO MARKET SUMMARY | OCTOBER 2020

- The Toronto attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **98.86% of list price** in October 2020.
- The most active price band is **\$4,200,000-\$4,799,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes has increased to **\$1,157,500**.
- The median days on market for October 2020 was **10** days, up from **9** in September 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 featured in \$CAD.