

TORONTO ONTARIO

–September 2020–



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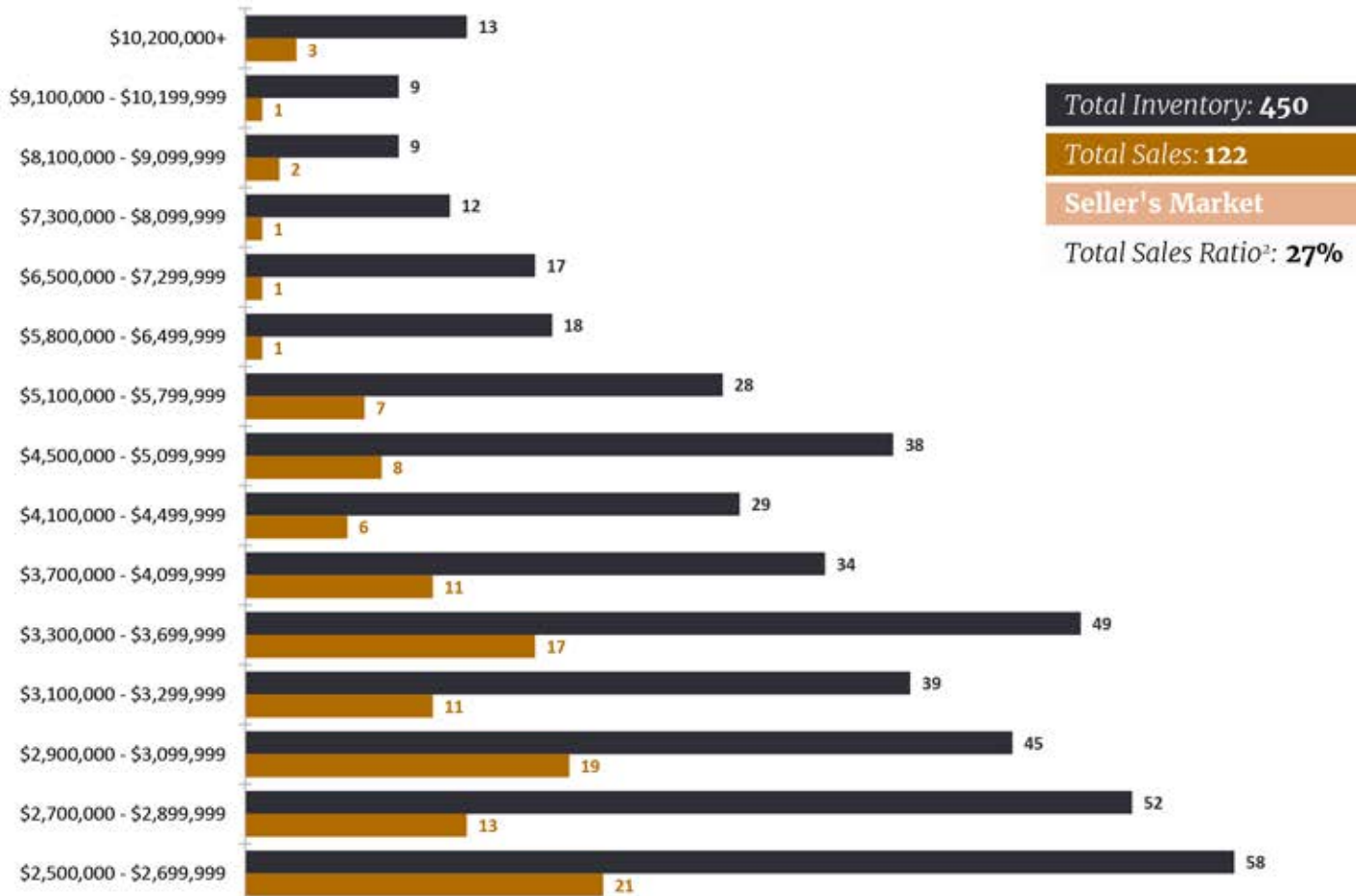
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2020

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	7	0%
2 Bedrooms	NA	NA	NA	0	12	0%
3 Bedrooms	\$3,017,500	7	4	16	52	31%
4 Bedrooms	\$3,170,000	16	5	72	214	34%
5 Bedrooms	\$3,730,000	29	5	25	112	22%
6+ Bedrooms	\$3,400,000	18	6	9	53	17%

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

INVENTORY

July	August
455	450

VARIANCE: **-1%**

SOLDS

July	August
127	122

VARIANCE: **-4%**

SALES PRICE

July	August
\$3.22m	\$3.25m

VARIANCE: **1%**

SALE PRICE PER SQFT.

July	August
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

July	August
96.91%	96.99%

VARIANCE: **0%**

DAYS ON MARKET

July	August
20	16

VARIANCE: **-20%**

TORONTO MARKET SUMMARY | AUGUST 2020

- The Toronto single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **96.99% of list price** in August 2020.
- The most active price band is **\$2,900,000-\$3,099,999**, where the sales ratio is **42%**.
- The median luxury sales price for single-family homes has increased to **\$3,250,000**.
- The median days on market for August 2020 was **16** days, down from **20** in July 2020.

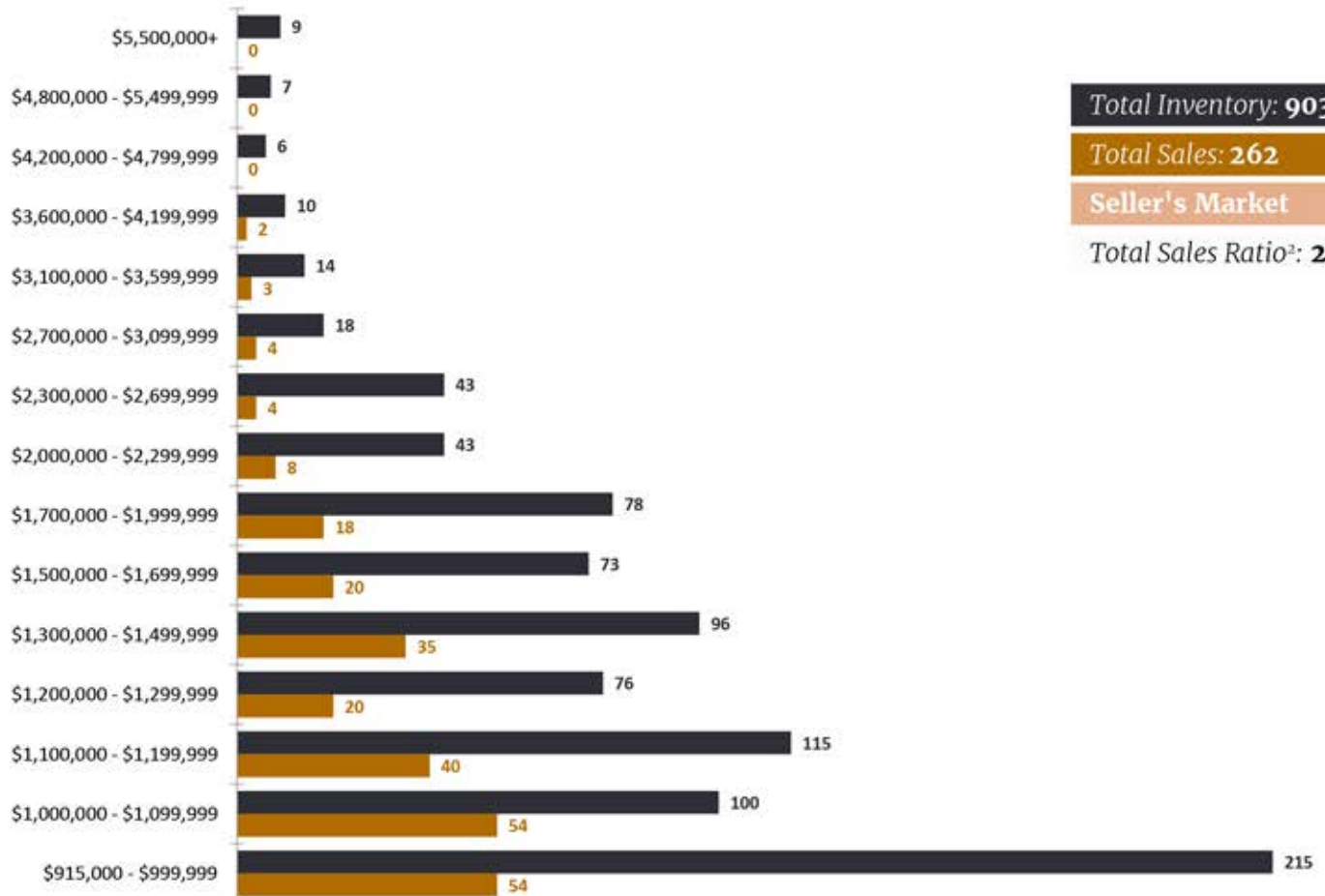
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

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



Total Inventory: **903**

Total Sales: **262**

Seller's Market

Total Sales Ratio²: **29%**

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	2	0%
1 Bedrooms	\$1,030,000	12	2	11	54	20%
2 Bedrooms	\$1,110,000	10	2	151	584	26%
3 Bedrooms	\$1,200,850	12	3	90	232	39%
4 Bedrooms	\$1,555,310	15	3	9	22	41%
5+ Bedrooms	\$1,951,000	8	3	1	9	11%

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

July	August
859	903

VARIANCE: **5%**

SOLDS

July	August
298	262

VARIANCE: **-12%**

SALES PRICE

July	August
\$1.15m	\$1.14m

VARIANCE: **0%**

SALE PRICE PER SQFT.

July	August
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

July	August
99.24%	99.18%

VARIANCE: **0%**

DAYS ON MARKET

July	August
10	11

VARIANCE: **10%**

TORONTO MARKET SUMMARY | AUGUST 2020

- The Toronto attached luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **99.18% of list price** in August 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **54%**.
- The median luxury sales price for attached homes has decreased to **\$1,144,500**.
- The median days on market for August 2020 was **11** days, up from **10** in July 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. All prices are listed in Canadian Dollars.