

# TORONTO ONTARIO

–August 2020–



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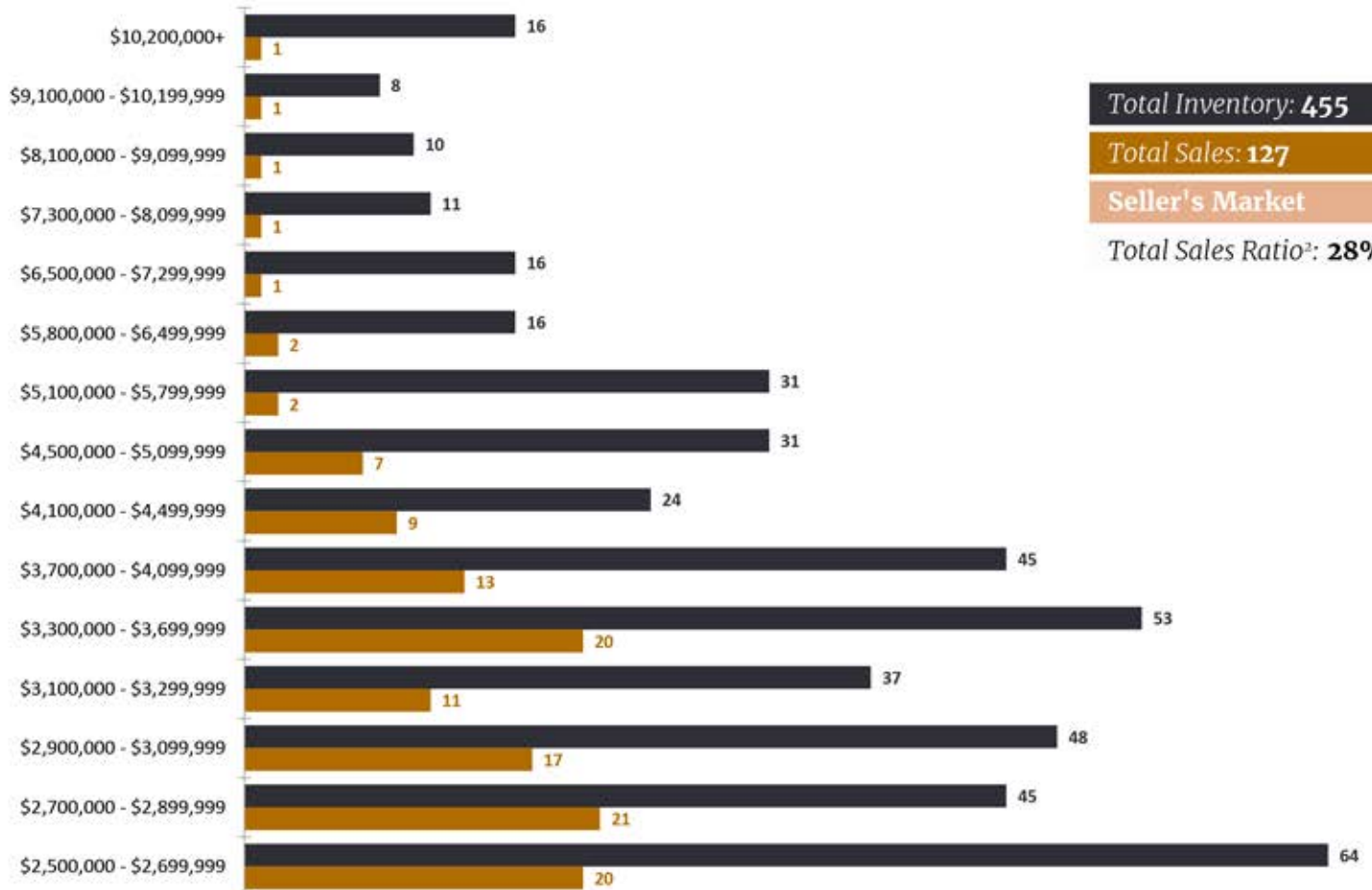
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

### LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **455**

Total Sales: **127**

Seller's Market

Total Sales Ratio<sup>2</sup>: **28%**

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	8	0%
2 Bedrooms	\$2,700,000	19	4	2	8	25%
3 Bedrooms	\$3,252,555	13	4	10	46	22%
4 Bedrooms	\$3,001,000	20	5	72	238	30%
5 Bedrooms	\$3,390,000	23	5	32	106	30%
6+ Bedrooms	\$3,950,000	22	7	11	49	22%

<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

June	July
429	455

VARIANCE: **6%**

#### SOLDS

June	July
115	127

VARIANCE: **10%**

#### SALES PRICE

June	July
\$3.10m	\$3.22m

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

June	July
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

June	July
96.93%	96.91%

VARIANCE: **0%**

#### DAYS ON MARKET

June	July
11	20

VARIANCE: **82%**

## TORONTO MARKET SUMMARY | JULY 2020

- The Toronto single-family luxury market is a **Seller's Market** with a **28% Sales Ratio**.
- Homes sold for a median of **96.91% of list price** in July 2020.
- 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 has increased to **\$3,218,000**.
- The median days on market for July 2020 was **20** days, up from **11** in June 2020.

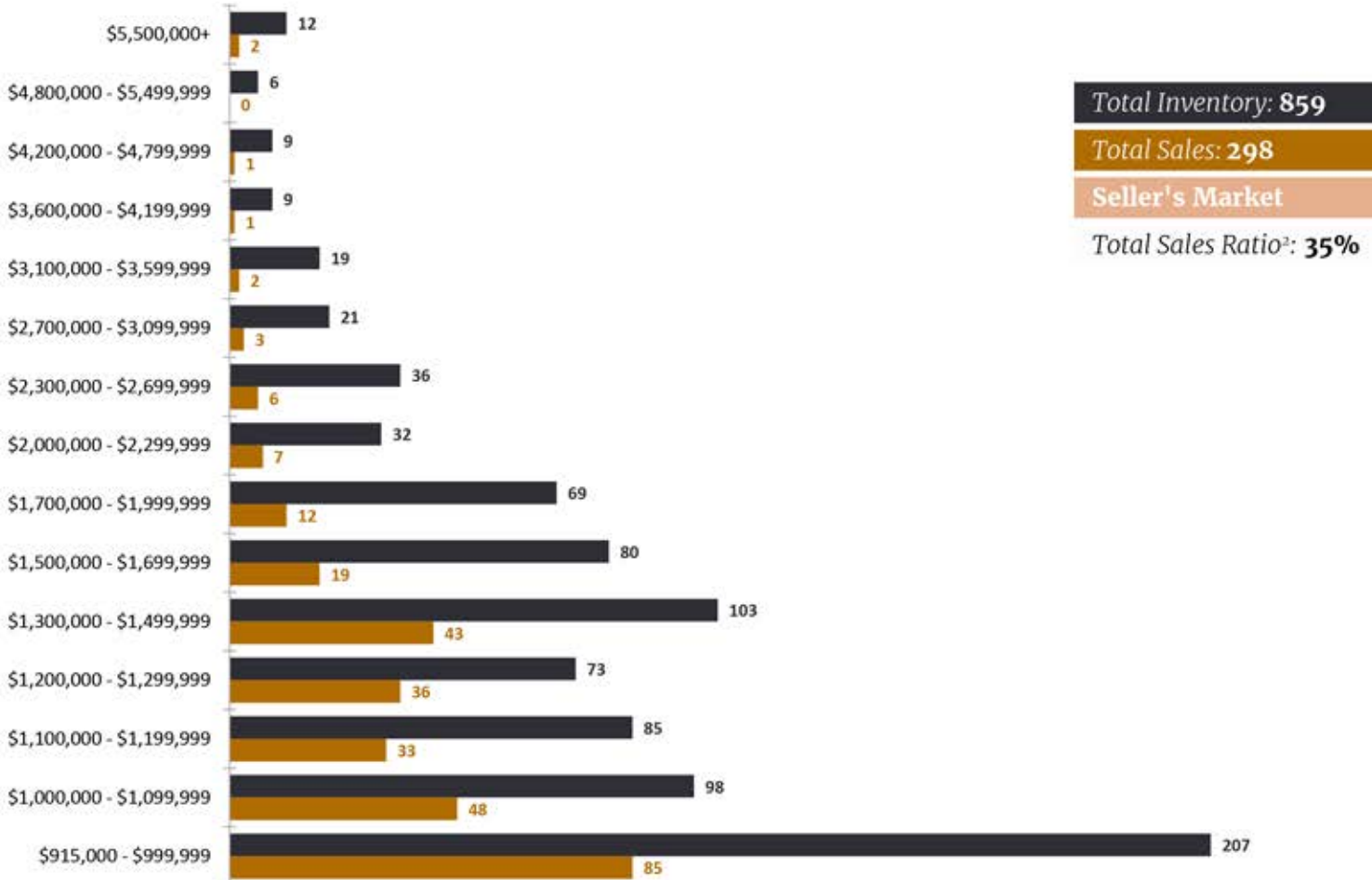
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **859**

Total Sales: **298**

Seller's Market

Total Sales Ratio<sup>2</sup>: **35%**

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	2	0%
1 Bedrooms	\$1,232,500	16	2	12	47	26%
2 Bedrooms	\$1,093,000	11	2	170	558	30%
3 Bedrooms	\$1,190,000	7	3	97	216	45%
4 Bedrooms	\$1,380,000	8	4	17	24	71%
5+ Bedrooms	\$1,325,000	17	4	2	12	17%

<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

June      July  
715      859

VARIANCE: **20%**

#### SOLDS

June      July  
251      298

VARIANCE: **19%**

#### SALES PRICE

June      July  
\$1.15m    \$1.15m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

June      July  
N/A      N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

June      July  
99.38%    99.24%

VARIANCE: **0%**

#### DAYS ON MARKET

June      July  
8      10

VARIANCE: **25%**

## TORONTO MARKET SUMMARY | JULY 2020

- The Toronto attached luxury market is a **Seller's Market** with a **35% Sales Ratio**.
- Homes sold for a median of **99.24% of list price** in July 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **49%**.
- The median luxury sales price for attached homes has decreased to **\$1,145,000**.
- The median days on market for July 2020 was **10** days, up from **8** in June 2020.

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

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