

TORONTO ONTARIO

–January 2021–

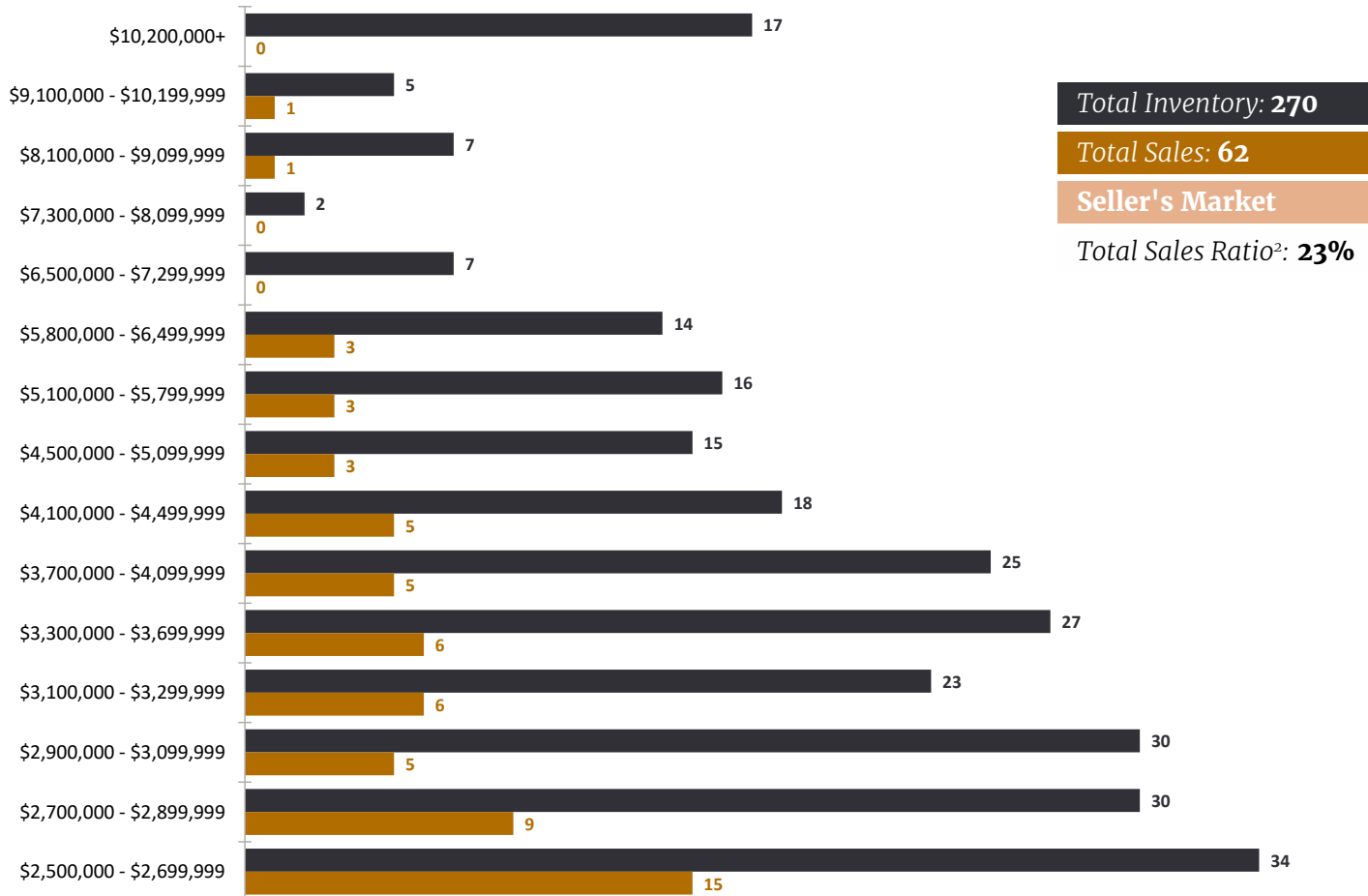


collaborativerealestate.ca

LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

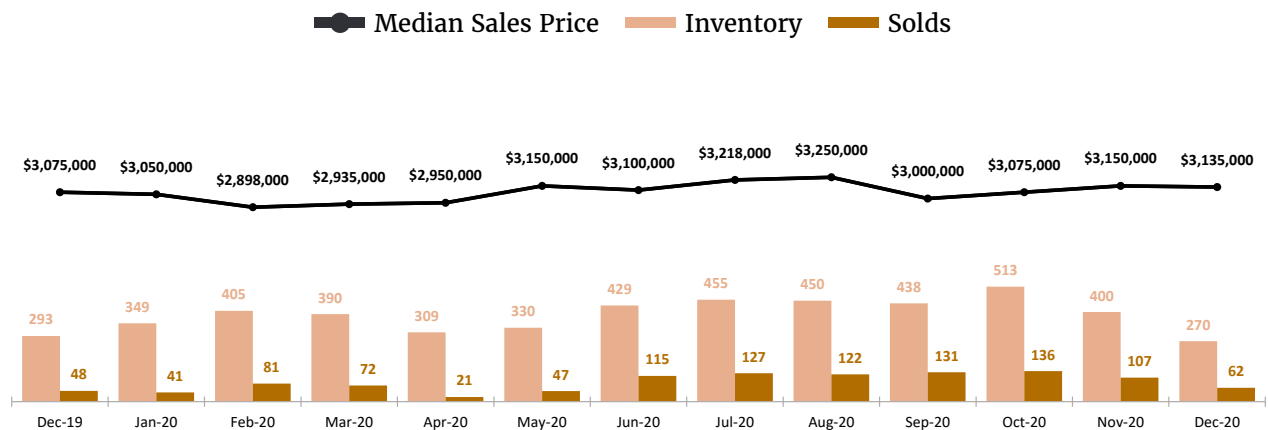
Luxury Benchmark Price¹: **\$2,500,000**



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	4	0%
2 Bedrooms	NA	NA	NA	0	5	0%
3 Bedrooms	\$3,100,000	30	5	9	33	27%
4 Bedrooms	\$2,880,000	50	5	35	126	28%
5 Bedrooms	\$4,260,000	23	8	12	68	18%
6+ Bedrooms	\$3,700,444	32	5	6	34	18%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴



MEDIAN DATA

INVENTORY

November	December
400	270

VARIANCE: **-33%**

SOLDS

November	December
107	62

VARIANCE: **-42%**

SALES PRICE

November	December
\$3.15m	\$3.14m

VARIANCE: **0%**

SALE PRICE PER SQFT.

November	December
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

November	December
96.05%	96.63%

VARIANCE: **1%**

DAYS ON MARKET

November	December
28	40

VARIANCE: **43%**

TORONTO MARKET SUMMARY | DECEMBER 2020

- The Toronto single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **96.63% of list price** in December 2020.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes has decreased to **\$3,135,000**.
- The median days on market for December 2020 was **40** days, up from **28** in November 2020.

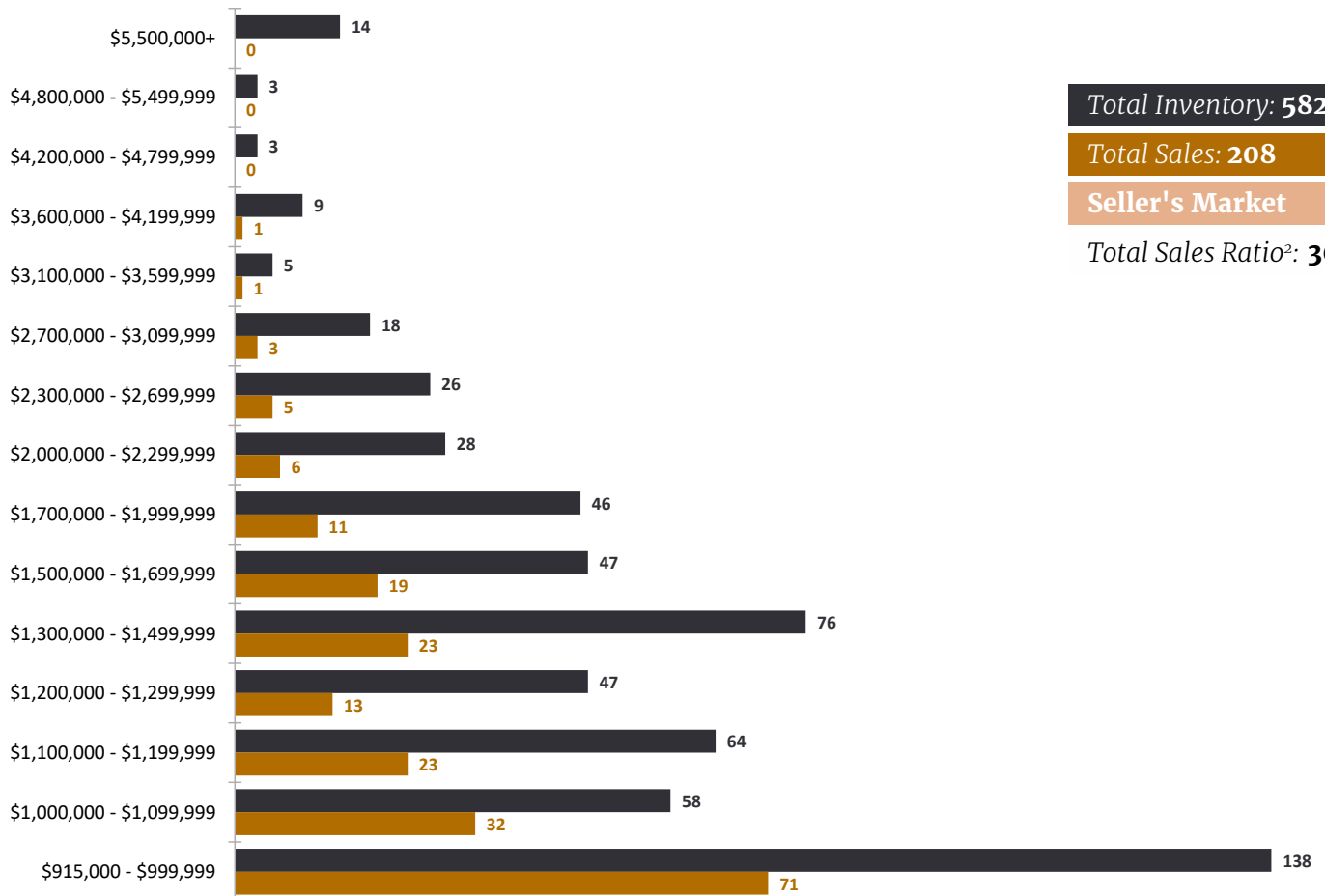
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in \$CAD.

LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

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



Total Inventory: **582**

Total Sales: **208**

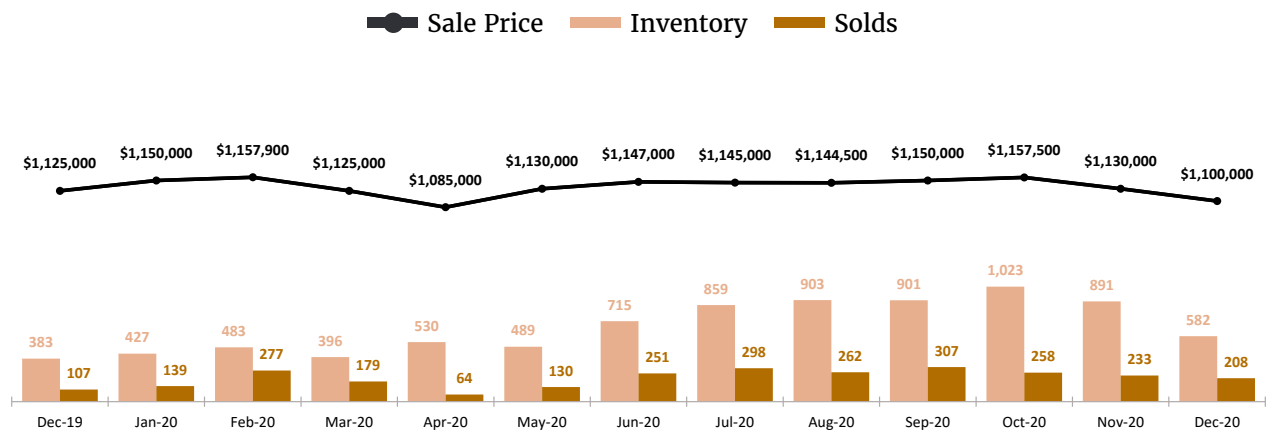
Seller's Market

Total Sales Ratio²: **36%**

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	1	0%
1 Bedrooms	\$1,012,500	54	2	10	35	29%
2 Bedrooms	\$1,057,715	34	2	108	377	29%
3 Bedrooms	\$1,110,000	20	3	78	147	53%
4 Bedrooms	\$1,223,000	67	3	7	14	50%
5+ Bedrooms	\$1,420,000	29	3	5	8	63%

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

November December

891 582

VARIANCE: **-35%**

SOLDS

November December

233 208

VARIANCE: **-11%**

SALES PRICE

November December

\$1.13m \$1.10m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

November December

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

November December

97.90% 98.00%

VARIANCE: **0%**

DAYS ON MARKET

November December

16 28

VARIANCE: **75%**

TORONTO MARKET SUMMARY | DECEMBER 2020

- The Toronto attached luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **98.00% of list price** in December 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **55%**.
- The median luxury sales price for attached homes has decreased to **\$1,100,000**.
- The median days on market for December 2020 was **28** days, up from **16** in November 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 \$CAD.