

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

GTA - DURHAM

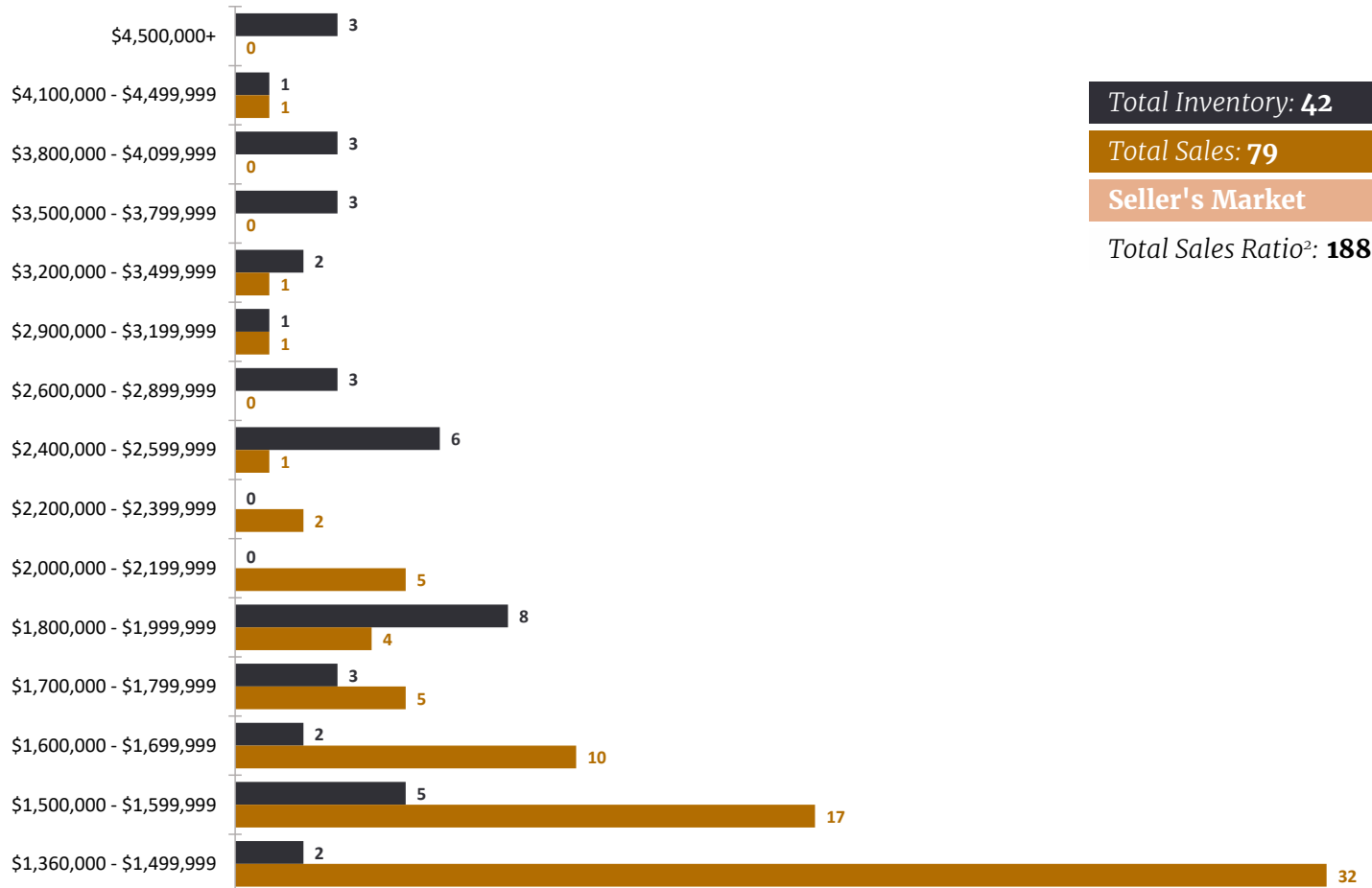
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,360,000**



Total Inventory: **42**

Total Sales: **79**

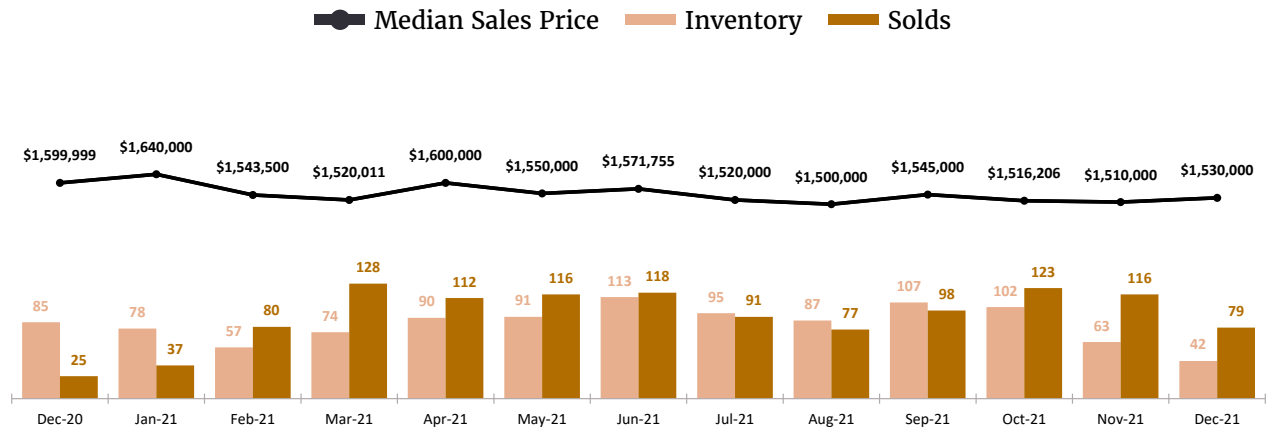
Seller's Market

Total Sales Ratio²: **188%**

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	1	0%
2 Bedrooms	\$1,853,000	8	3	2	2	100%
3 Bedrooms	\$1,550,000	8	3	19	17	112%
4 Bedrooms	\$1,496,500	6	4	50	13	385%
5 Bedrooms	\$1,537,500	8	5	8	5	160%
6+ Bedrooms	NA	NA	NA	0	4	0%

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 REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020	Dec. 2021
85	42

VARIANCE: **-51%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
25	79

VARIANCE: **216%**

SALES PRICE

Dec. 2020	Dec. 2021
\$1.60m	\$1.53m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
95.00%	118.36%

VARIANCE: **25%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
38	7

VARIANCE: **-82%**

GTA - DURHAM MARKET SUMMARY | DECEMBER 2021

- The GTA - Durham single-family luxury market is a **Seller's Market** with a **188% Sales Ratio**.
- Homes sold for a median of **118.36% of list price** in December 2021.
- The most active price band is **\$1,360,000-\$1,499,999**, where the sales ratio is **1600%**.
- The median luxury sales price for single-family homes is **\$1,530,000**.
- The median days on market for December 2021 was **7** days, down from **38** in December 2020.

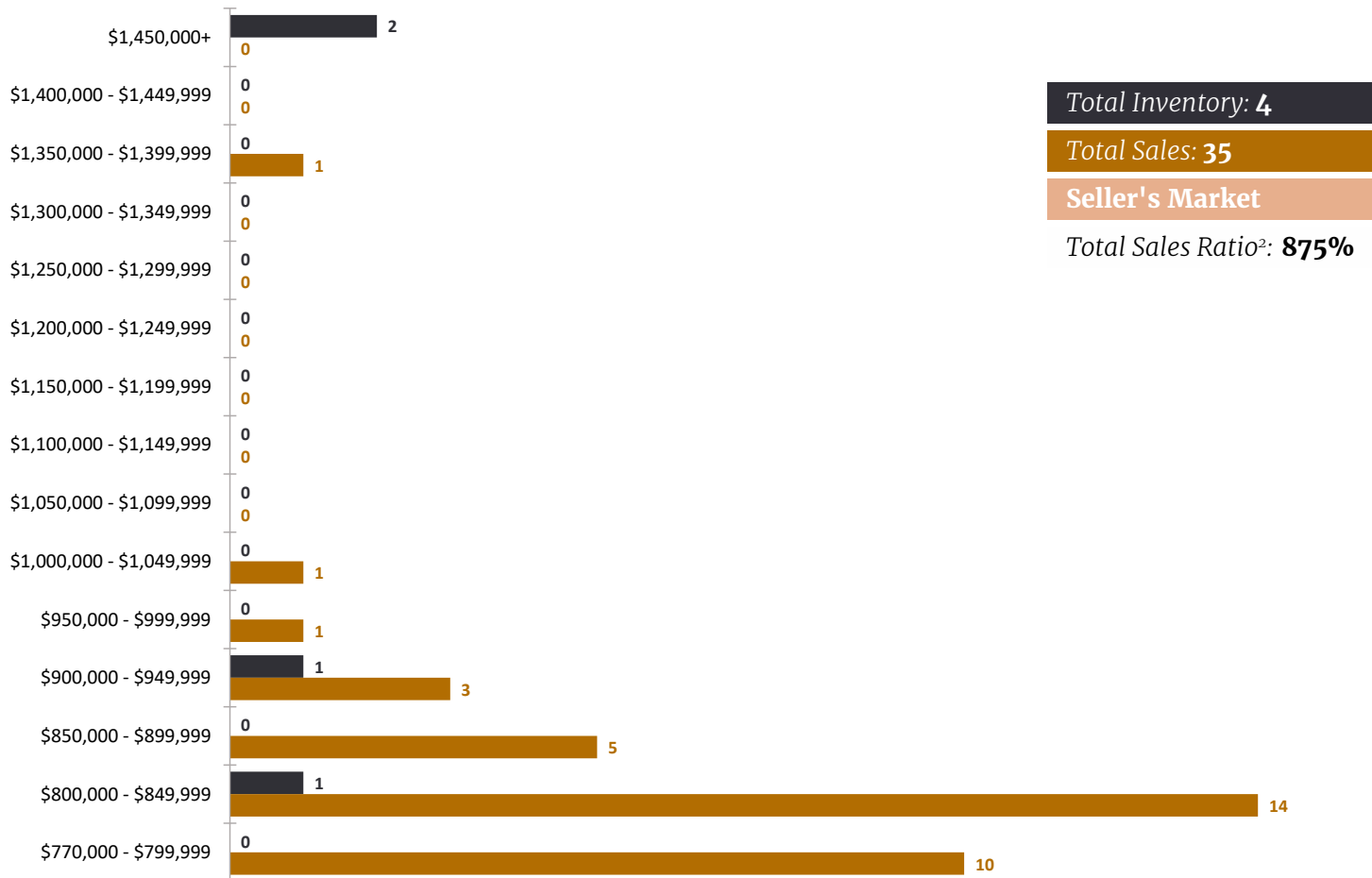
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

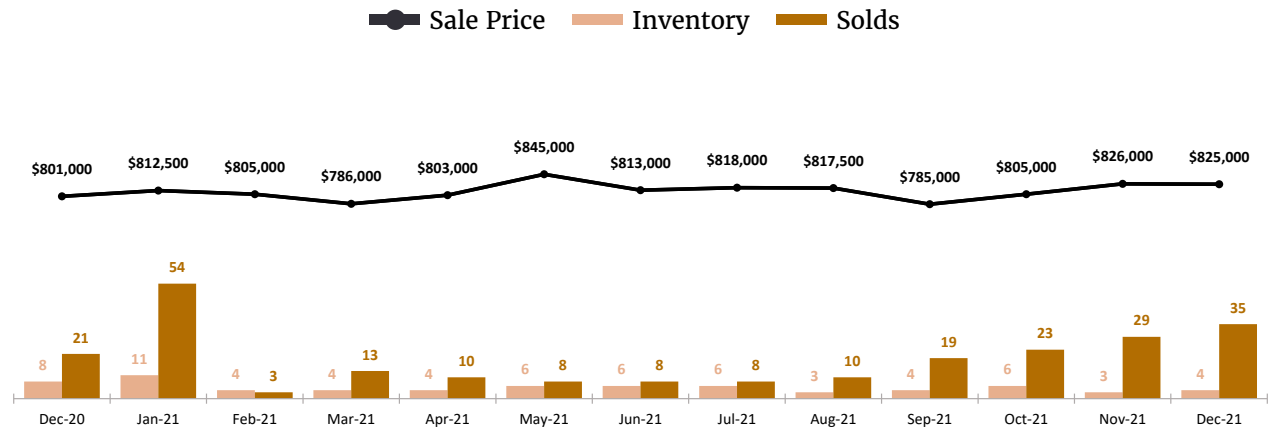
Luxury Benchmark Price¹: **\$770,000**



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	0	NA
2 Bedrooms	\$801,500	4	3	8	3	267%
3 Bedrooms	\$825,000	6	3	25	1	2500%
4 Bedrooms	\$852,500	4	3	2	0	NA
5 Bedrooms	NA	NA	NA	0	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

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 REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020	Dec. 2021
8	4

VARIANCE: **-50%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
21	35

VARIANCE: **67%**

SALES PRICE

Dec. 2020	Dec. 2021
\$801k	\$825k

VARIANCE: **3%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
110.32%	120.89%

VARIANCE: **10%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
5	6

VARIANCE: **20%**

GTA - DURHAM MARKET SUMMARY | DECEMBER 2021

- The GTA - Durham attached luxury market is a **Seller's Market** with a **875% Sales Ratio**.
- Homes sold for a median of **120.89% of list price** in December 2021.
- The most active price band is **\$800,000-\$849,999**, where the sales ratio is **1400%**.
- The median luxury sales price for attached homes is **\$825,000**.
- The median days on market for December 2021 was **6** days, up from **5** in December 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.