

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

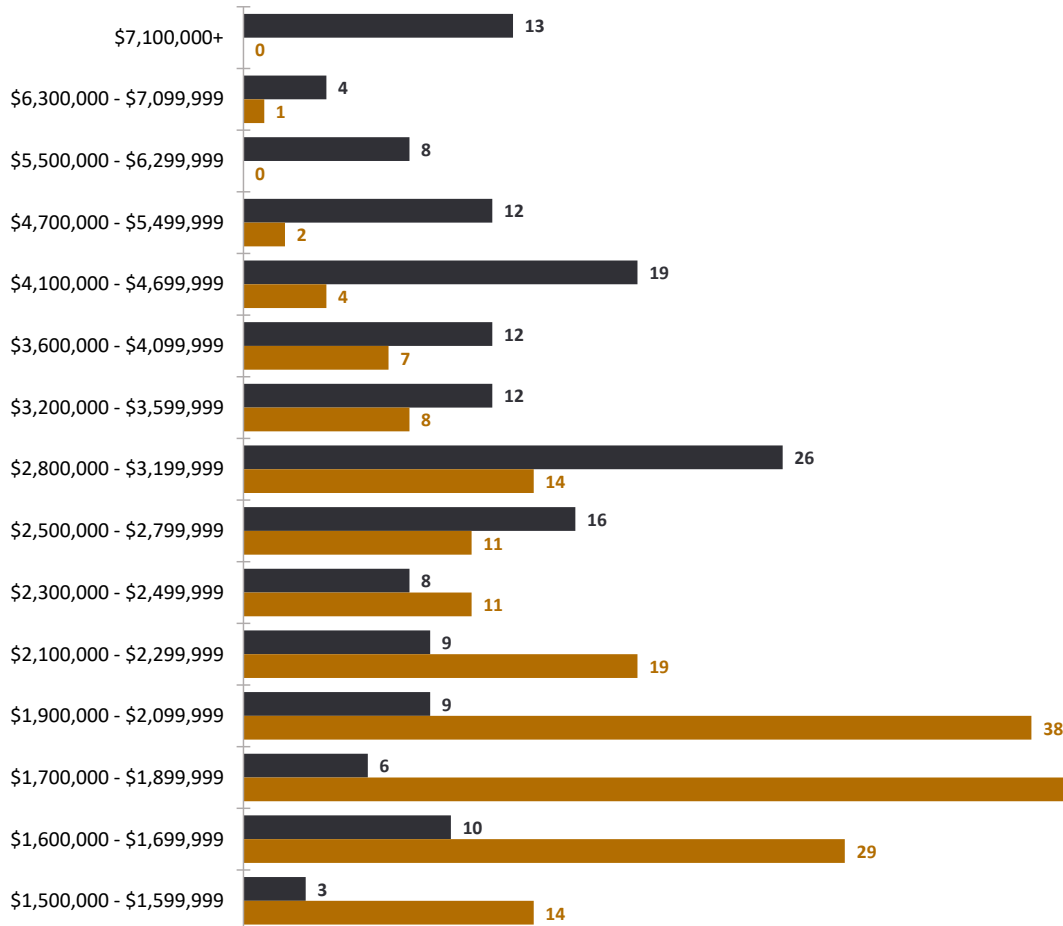
JANUARY
2022

GTA - YORK --- ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

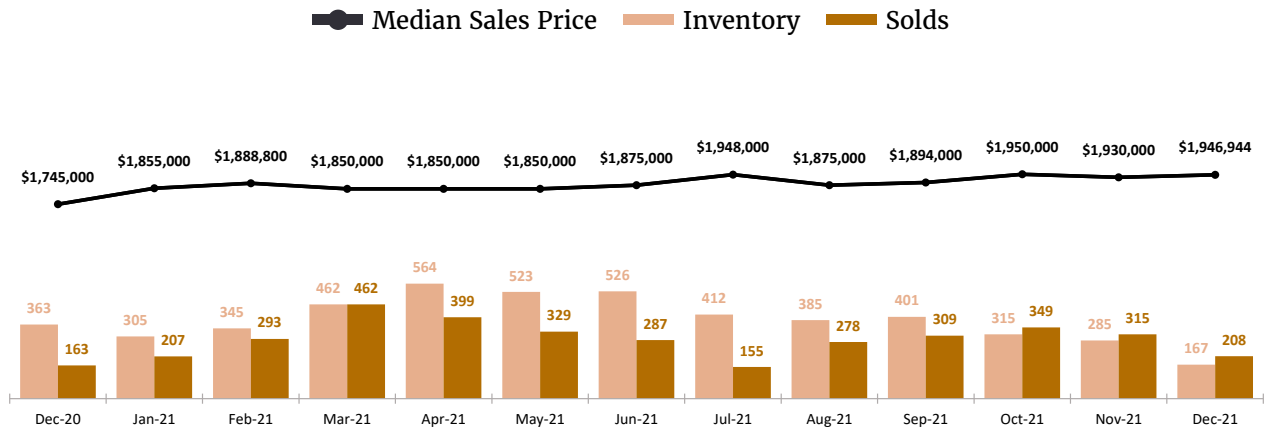
Luxury Benchmark Price¹: **\$1,500,000**Total Inventory: **167**Total Sales: **208**

Seller's Market

Total Sales Ratio²: **125%**

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	\$2,280,000	8	4	3	11	27%
3 Bedrooms	\$1,664,500	7	4	24	29	83%
4 Bedrooms	\$1,901,000	9	4	149	79	189%
5 Bedrooms	\$2,350,000	16	5	29	31	94%
6+ Bedrooms	\$4,577,000	15	5	3	16	19%

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
363	167

VARIANCE: -54%

TOTAL SOLDs

Dec. 2020	Dec. 2021
163	208

VARIANCE: 28%

SALES PRICE

Dec. 2020	Dec. 2021
\$1.75m	\$1.95m

VARIANCE: 12%

SALE PRICE PER SQFT.

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

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
96.98%	100.35%

VARIANCE: 3%

DAYS ON MARKET

Dec. 2020	Dec. 2021
32	9

VARIANCE: -72%

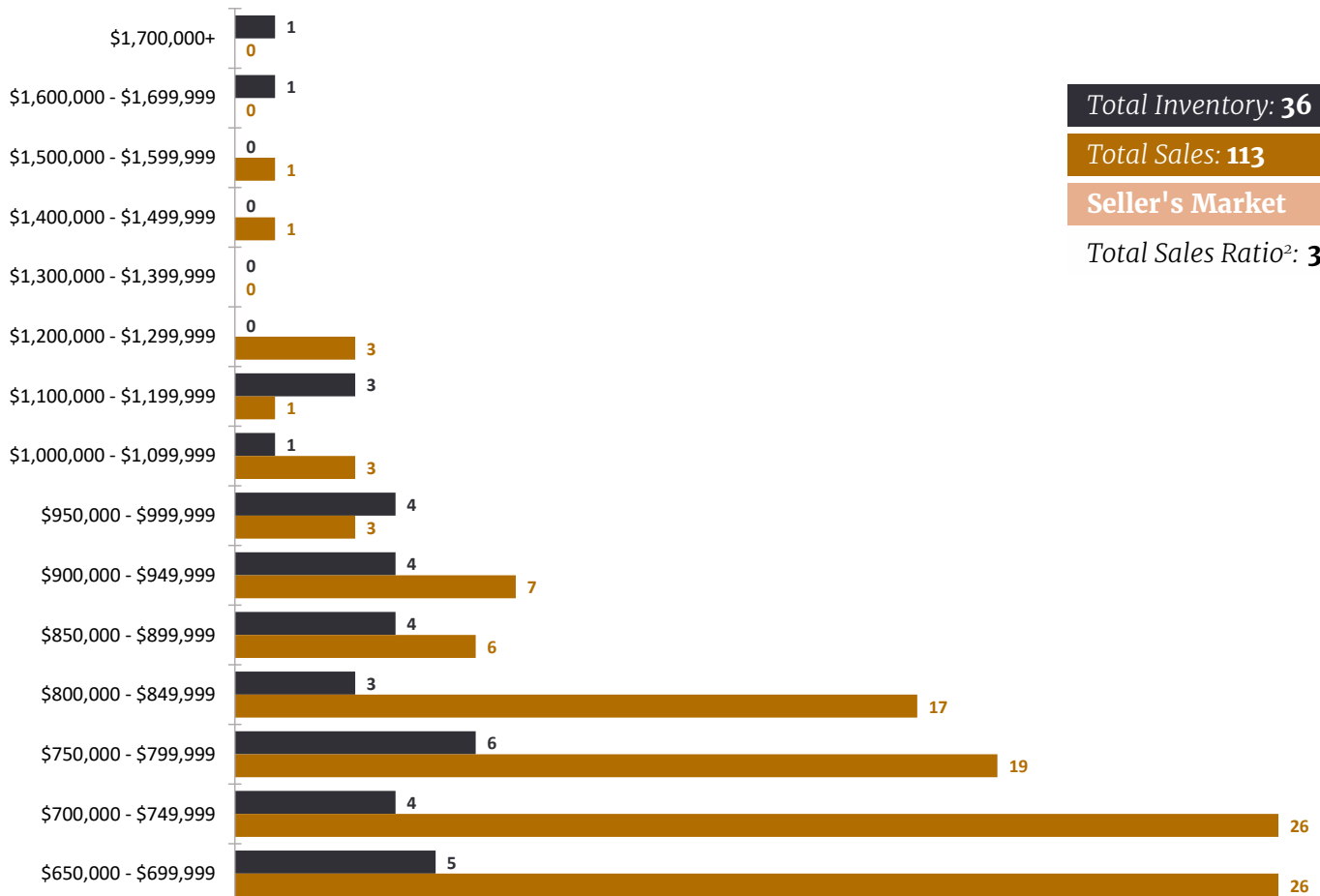
GTA - YORK MARKET SUMMARY | DECEMBER 2021

- The GTA - York single-family luxury market is a **Seller's Market** with a **125% Sales Ratio**.
- Homes sold for a median of **100.35% of list price** in December 2021.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **833%**.
- The median luxury sales price for single-family homes is **\$1,946,944**.
- The median days on market for December 2021 was **9** days, down from **32** 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

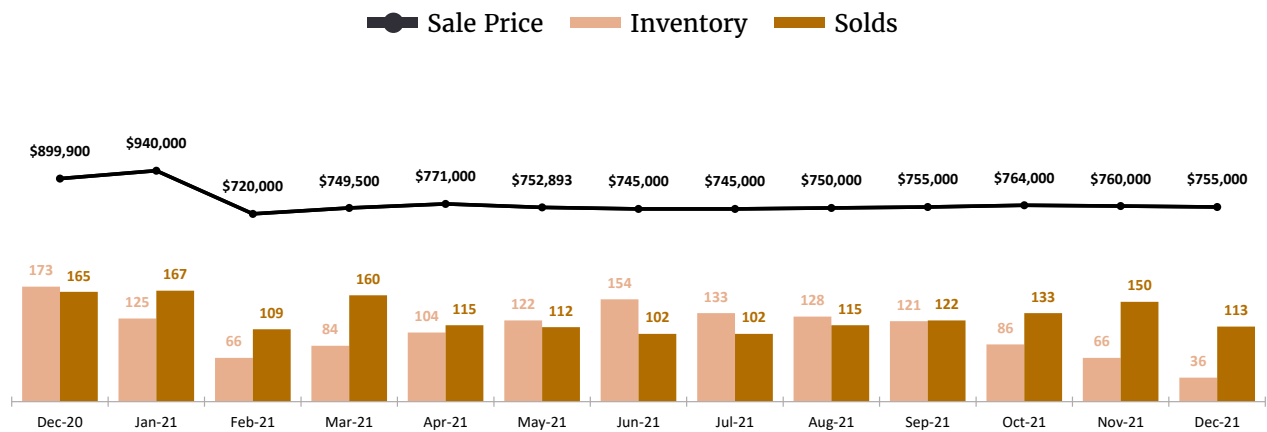
Luxury Benchmark Price¹: **\$650,000**Total Inventory: **36**Total Sales: **113**

Seller's Market

Total Sales Ratio²: **314%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$680,500	5	2	24	4	600%
2 Bedrooms	\$756,500	9	2	70	28	250%
3 Bedrooms	\$928,000	9	3	19	4	475%
4 Bedrooms	NA	NA	NA	0	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

173 **36**

VARIANCE: **-79%**

TOTAL SOLD

Dec. 2020 Dec. 2021

165 **113**

VARIANCE: **-32%**

SALES PRICE

Dec. 2020 Dec. 2021

\$900k **\$755k**

VARIANCE: **-16%**

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$1,945 **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

98.78% **101.08%**

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2020 Dec. 2021

18 **8**

VARIANCE: **-56%**

GTA - YORK MARKET SUMMARY | DECEMBER 2021

- The GTA - York attached luxury market is a **Seller's Market** with a **314% Sales Ratio**.
- Homes sold for a median of **101.08% of list price** in December 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **650%**.
- The median luxury sales price for attached homes is **\$755,000**.
- The median days on market for December 2021 was **8** days, down from **18** 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.