

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

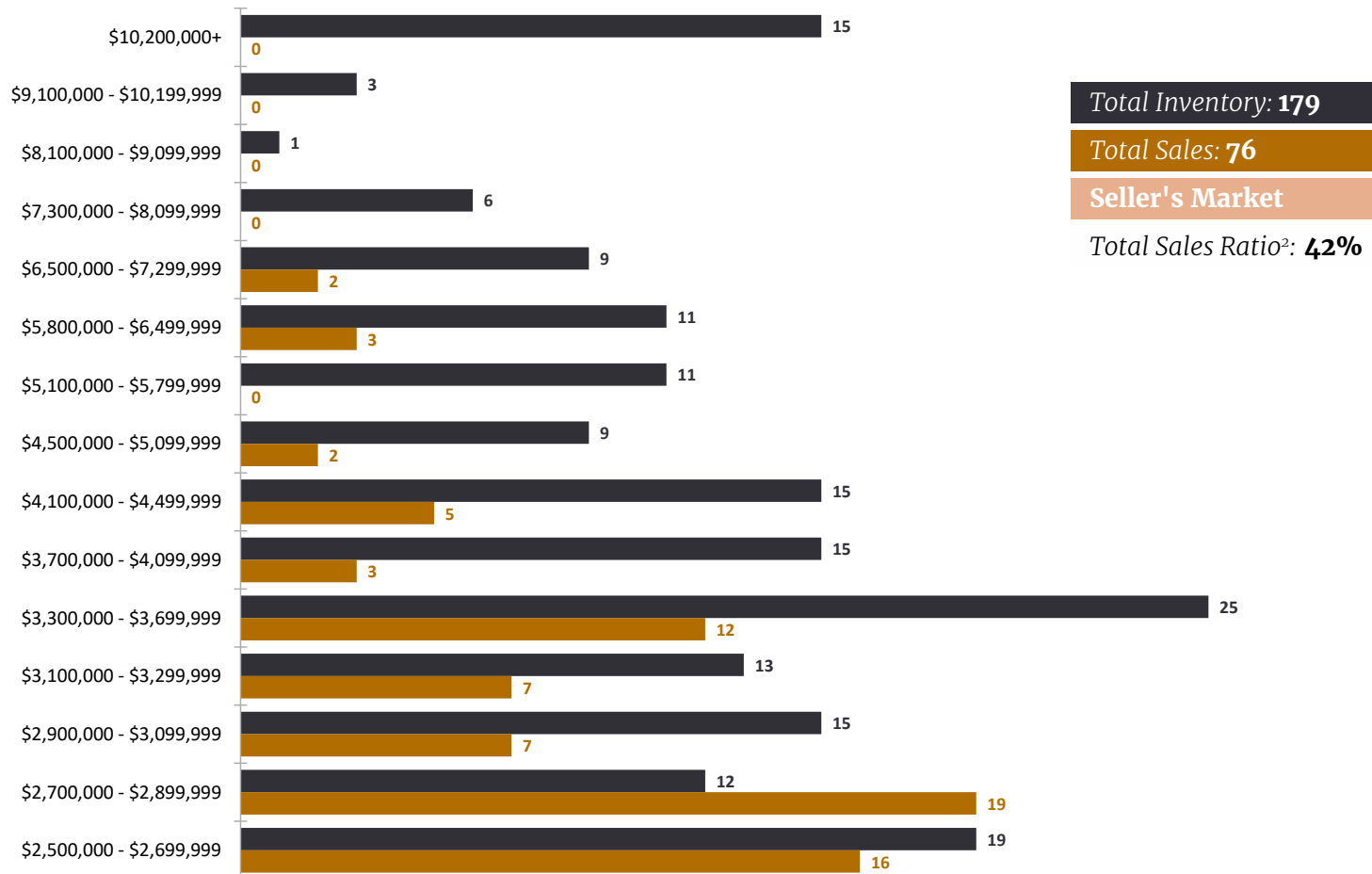
TORONTO

ONTARIO

www.LuxuryHomeMarketing.com

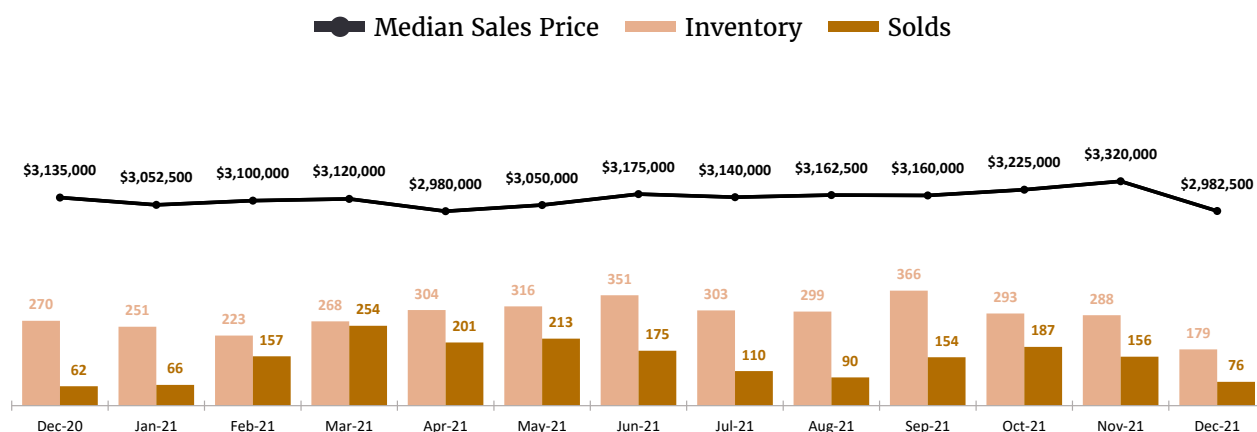
LUXURY INVENTORY VS. SALES | DECEMBER 2021

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	2	0%
2 Bedrooms	NA	NA	NA	0	5	0%
3 Bedrooms	\$2,675,500	8	4	14	23	61%
4 Bedrooms	\$3,093,500	16	5	44	72	61%
5 Bedrooms	\$3,169,500	20	5	15	54	28%
6+ Bedrooms	\$2,965,000	6	6	3	23	13%

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

270 179

VARIANCE: -34%

TOTAL SOLD

Dec. 2020 Dec. 2021

62 76

VARIANCE: 23%

SALES PRICE

Dec. 2020 Dec. 2021

\$3.14m \$2.98m

VARIANCE: -5%

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

96.63% 98.22%

VARIANCE: 2%

DAYS ON MARKET

Dec. 2020 Dec. 2021

40 13

VARIANCE: -68%

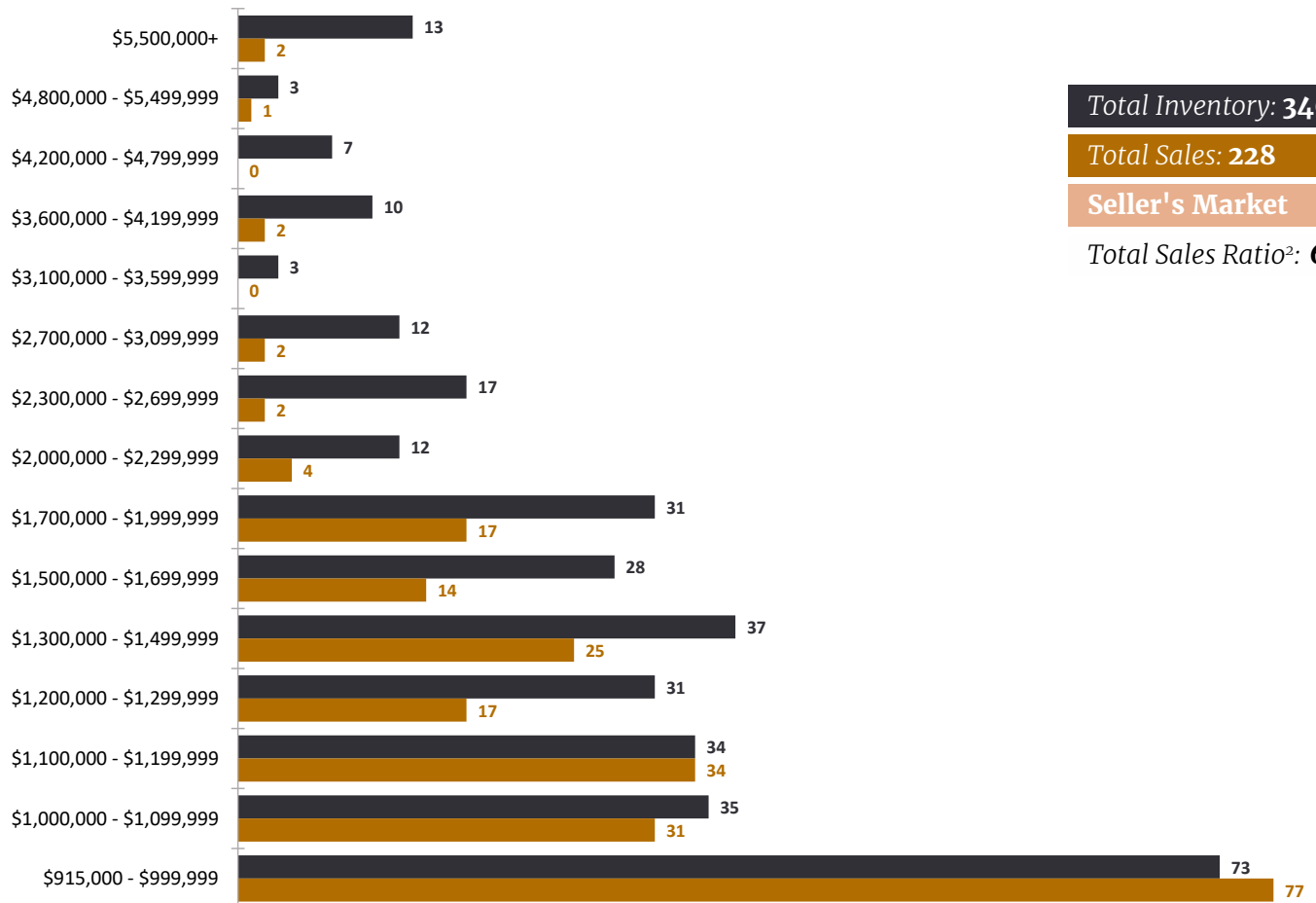
TORONTO MARKET SUMMARY | DECEMBER 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **98.22% of list price** in December 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **158%**.
- The median luxury sales price for single-family homes is **\$2,982,500**.
- The median days on market for December 2021 was **13** days, down from **40** 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

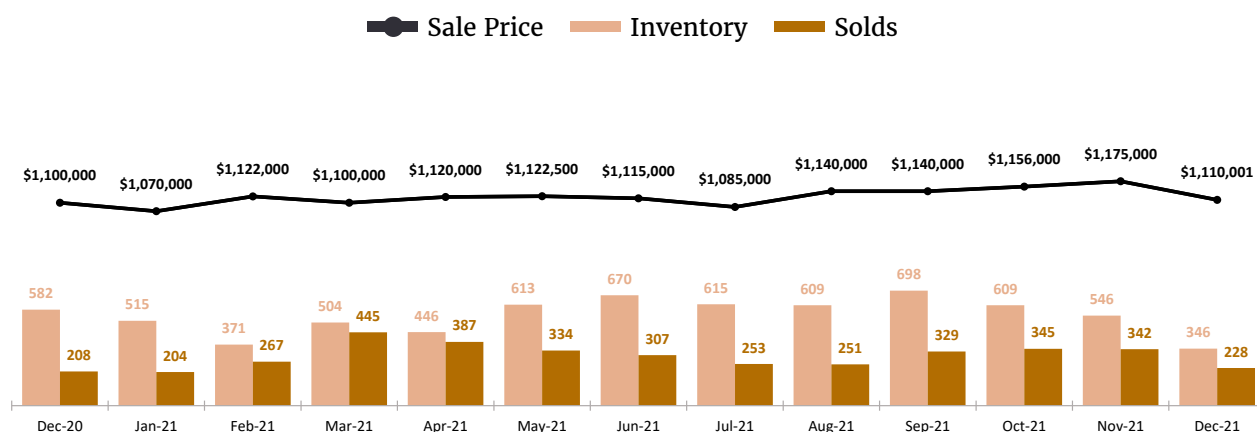
Luxury Benchmark Price¹: **\$915,000**Total Inventory: **346**Total Sales: **228**

Seller's Market

Total Sales Ratio²: **66%**

Beds ³	Price	DOM	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 Bedrooms	NA	NA	NA	0	0	NA
1 Bedrooms	\$1,077,500	9	2	14	25	56%
2 Bedrooms	\$1,071,000	19	2	168	225	75%
3 Bedrooms	\$1,270,000	19	3	42	91	46%
4 Bedrooms	\$943,500	4	3	4	3	133%
5+ Bedrooms	NA	NA	NA	0	2	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

582 346

VARIANCE: -41%

TOTAL SOLD

Dec. 2020 Dec. 2021

208 228

VARIANCE: 10%

SALES PRICE

Dec. 2020 Dec. 2021

\$1.10m \$1.11m

VARIANCE: 1%

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

98.00% 98.71%

VARIANCE: 1%

DAYS ON MARKET

Dec. 2020 Dec. 2021

28 18

VARIANCE: -36%

TORONTO MARKET SUMMARY | DECEMBER 2021

- The Toronto attached luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **98.71% of list price** in December 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **105%**.
- The median luxury sales price for attached homes is **\$1,110,001**.
- The median days on market for December 2021 was **18** days, down from **28** in December 2020.

³Square foot table does not account for listings and sells where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.