

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

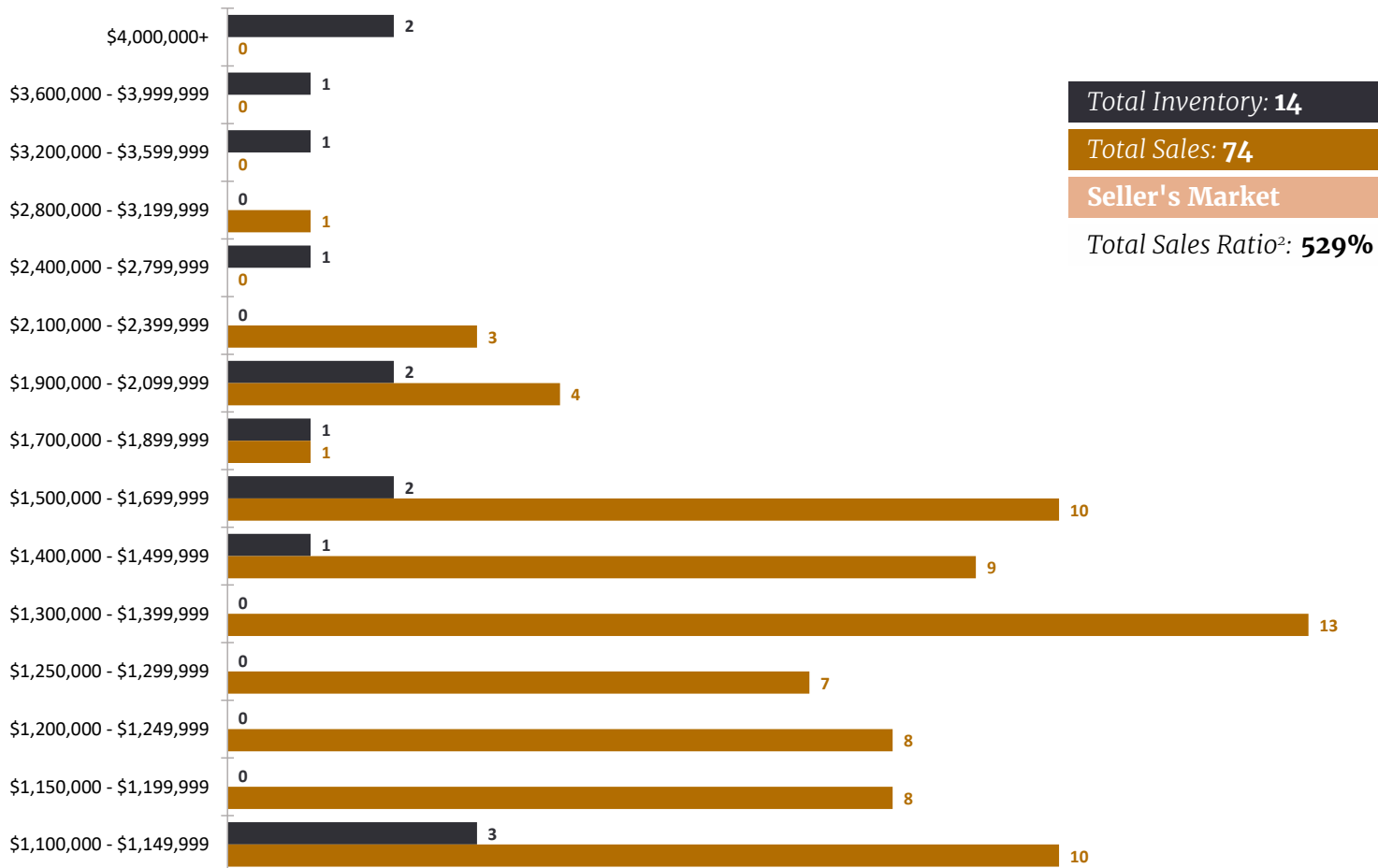
WATERLOO REGION --- ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,100,000**



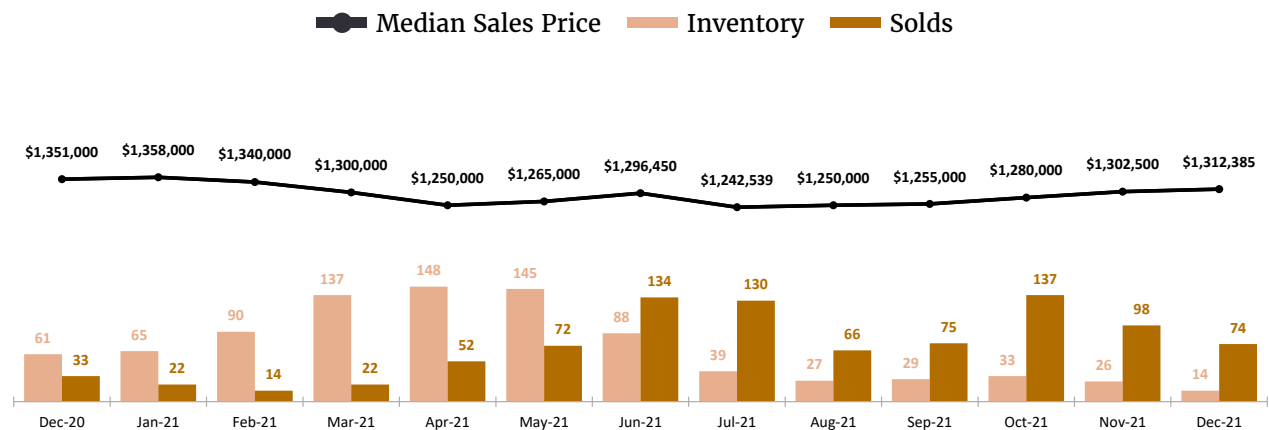
Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	0	NA
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	\$1,232,500	7	3	16	3	533%
4 Bedrooms	\$1,322,335	7	4	44	4	1100%
5 Bedrooms	\$1,453,000	7	4	7	1	700%
6+ Bedrooms	\$1,695,000	8	5	7	6	117%

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.

WATERLOO REGION

SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

61 14

VARIANCE: -77%

TOTAL SOLD

Dec. 2020 Dec. 2021

33 74

VARIANCE: 124%

SALES PRICE

Dec. 2020 Dec. 2021

\$1.35m \$1.31m

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

98.34% 119.76%

VARIANCE: 22%

DAYS ON MARKET

Dec. 2020 Dec. 2021

12 7

VARIANCE: -42%

WATERLOO REGION MARKET SUMMARY | DECEMBER 2021

- The Waterloo Region single-family luxury market is a **Seller's Market** with a **529% Sales Ratio**.
- Homes sold for a median of **119.76% of list price** in December 2021.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **900%**.
- The median luxury sales price for single-family homes is **\$1,312,385**.
- The median days on market for December 2021 was **7** days, down from **12** in December 2020.

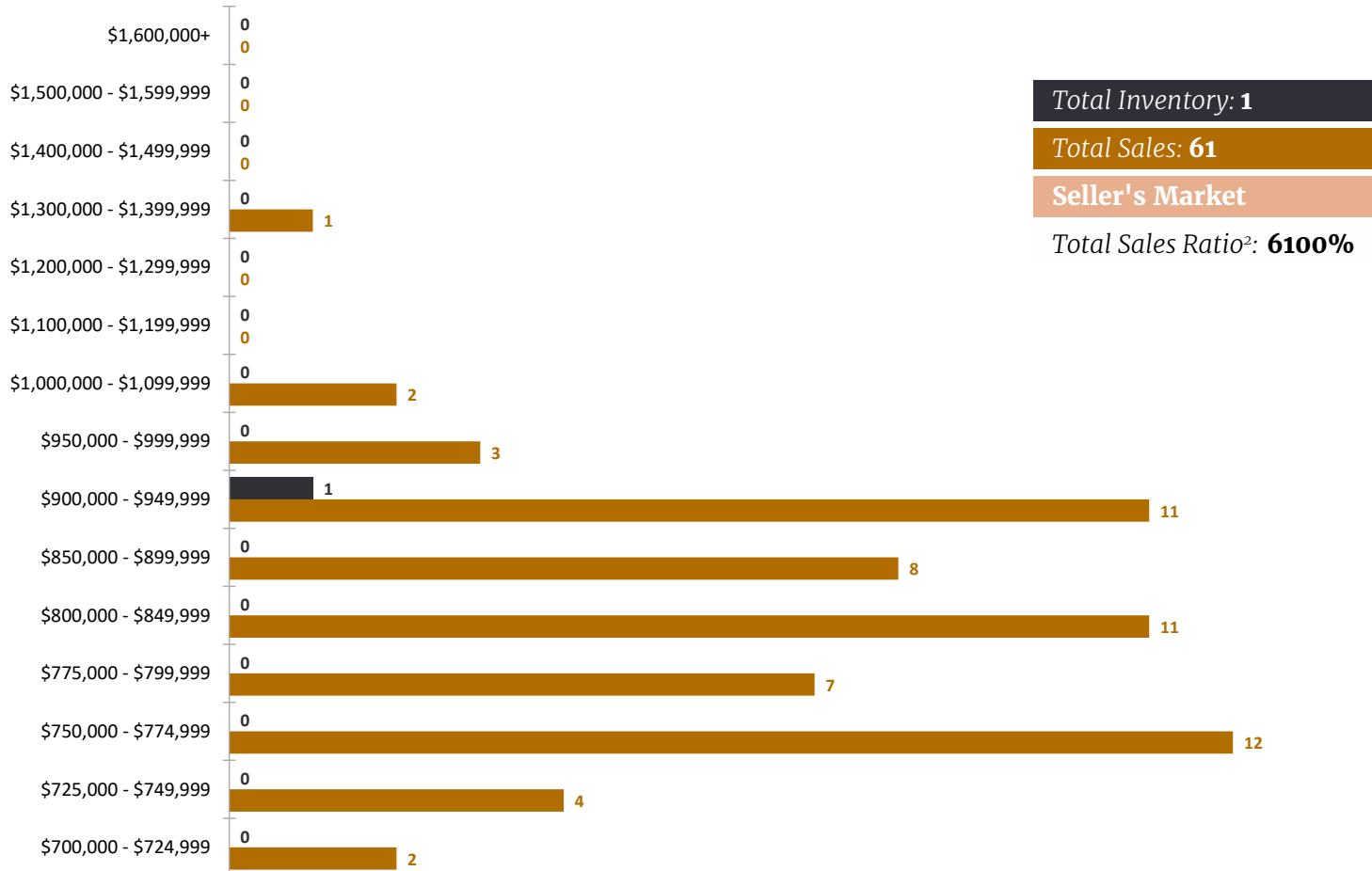
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$700,000**



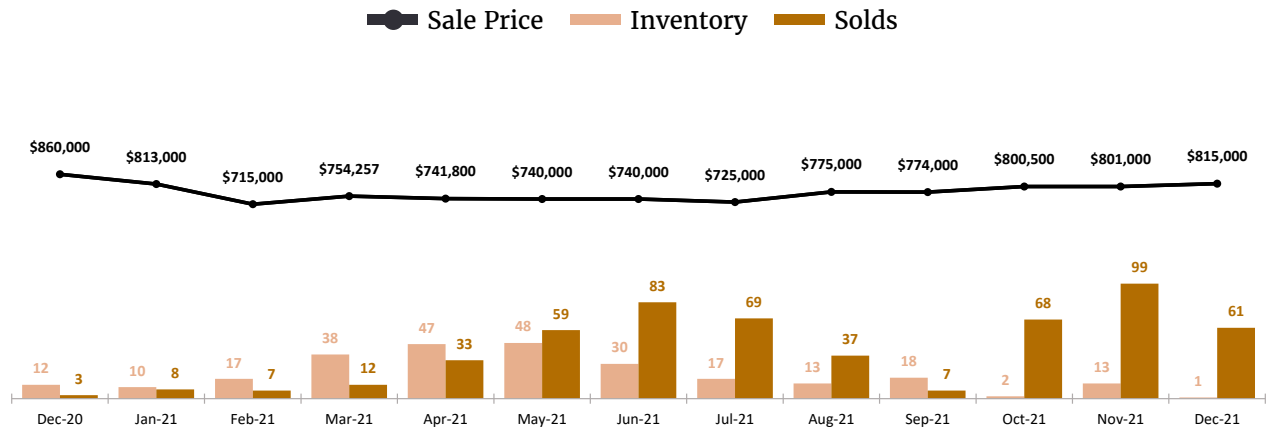
Beds ³	Price	DOM	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	0	NA
2 Bedrooms	\$782,980	7	3	16	1	1600%
3 Bedrooms	\$810,500	6	3	32	0	NA
4 Bedrooms	\$897,450	7	3	10	0	NA
5 Bedrooms	\$942,000	27	3	3	0	NA
6+ Bedrooms	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.

WATERLOO REGION

ATTACHED HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020: 12
Dec. 2021: 1

VARIANCE: -92%

TOTAL SOLDs

Dec. 2020: 3
Dec. 2021: 61

VARIANCE: 1933%

SALES PRICE

Dec. 2020: \$860k
Dec. 2021: \$815k

VARIANCE: -5%

SALE PRICE PER SQFT.

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

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Dec. 2020: 105.26%
Dec. 2021: 121.76%

VARIANCE: 16%

DAYS ON MARKET

Dec. 2020: 11
Dec. 2021: 7

VARIANCE: -36%

WATERLOO REGION MARKET SUMMARY | DECEMBER 2021

- The Waterloo Region attached luxury market is a **Seller's Market** with a **6100% Sales Ratio**.
- Homes sold for a median of **121.76% of list price** in December 2021.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **1100%**.
- The median luxury sales price for attached homes is **\$815,000**.
- The median days on market for December 2021 was **7** days, down from **11** 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.