

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2021

TORONTO

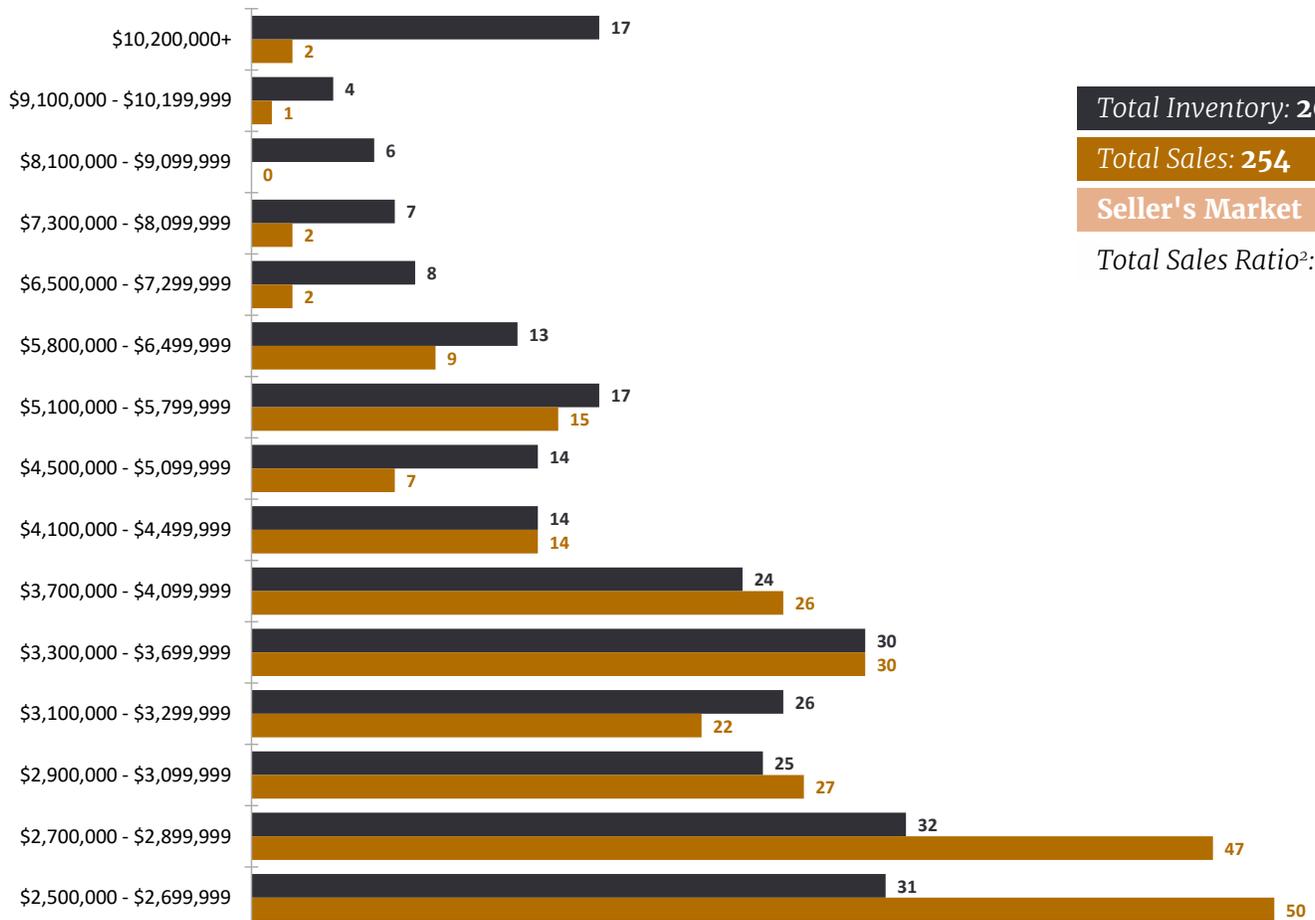
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2021

Inventory Sales

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



Total Inventory: **268**

Total Sales: **254**

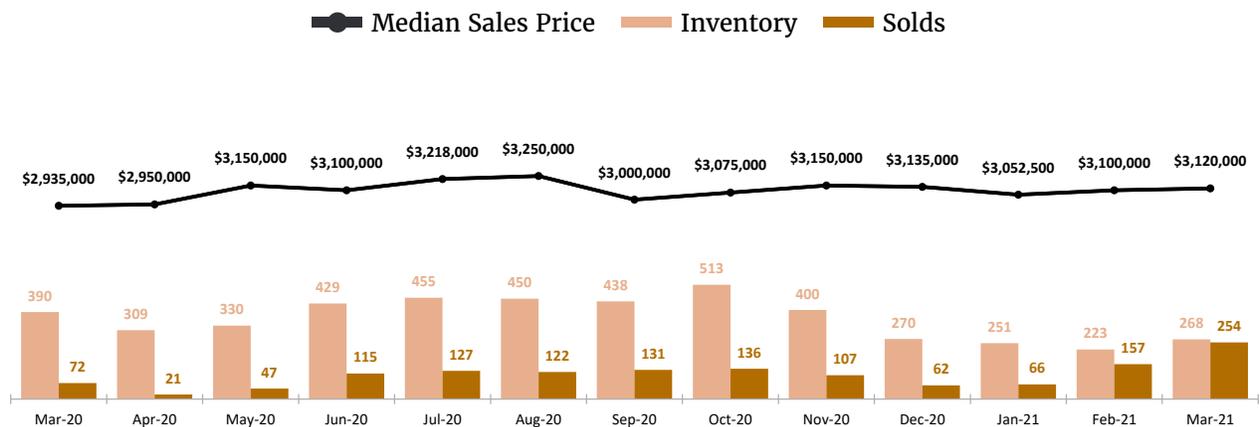
Seller's Market

Total Sales Ratio²: **95%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$3,200,000	5	3	1	4	25%
2 Bedrooms	\$3,000,000	7	3	5	3	167%
3 Bedrooms	\$2,830,000	6	4	46	37	124%
4 Bedrooms	\$3,047,944	7	5	136	135	101%
5 Bedrooms	\$3,650,000	7	6	53	61	87%
6+ Bedrooms	\$4,190,000	7	5	12	28	43%

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 | MARCH

TOTAL INVENTORY

Mar. 2020 Mar. 2021
390 **268**

VARIANCE: **-31%**

TOTAL SOLDS

Mar. 2020 Mar. 2021
72 **254**

VARIANCE: **253%**

SALES PRICE

Mar. 2020 Mar. 2021
\$2.94m **\$3.12m**

VARIANCE: **6%**

SALE PRICE PER SQFT.

Mar. 2020 Mar. 2021
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2020 Mar. 2021
96.54% **100.00%**

VARIANCE: **4%**

DAYS ON MARKET

Mar. 2020 Mar. 2021
15 **7**

VARIANCE: **-53%**

TORONTO MARKET SUMMARY | MARCH 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **95% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **161%**.
- The median luxury sales price for single-family homes is **\$3,120,000**.
- The median days on market for March 2021 was **7** days, down from **15** in March 2020.

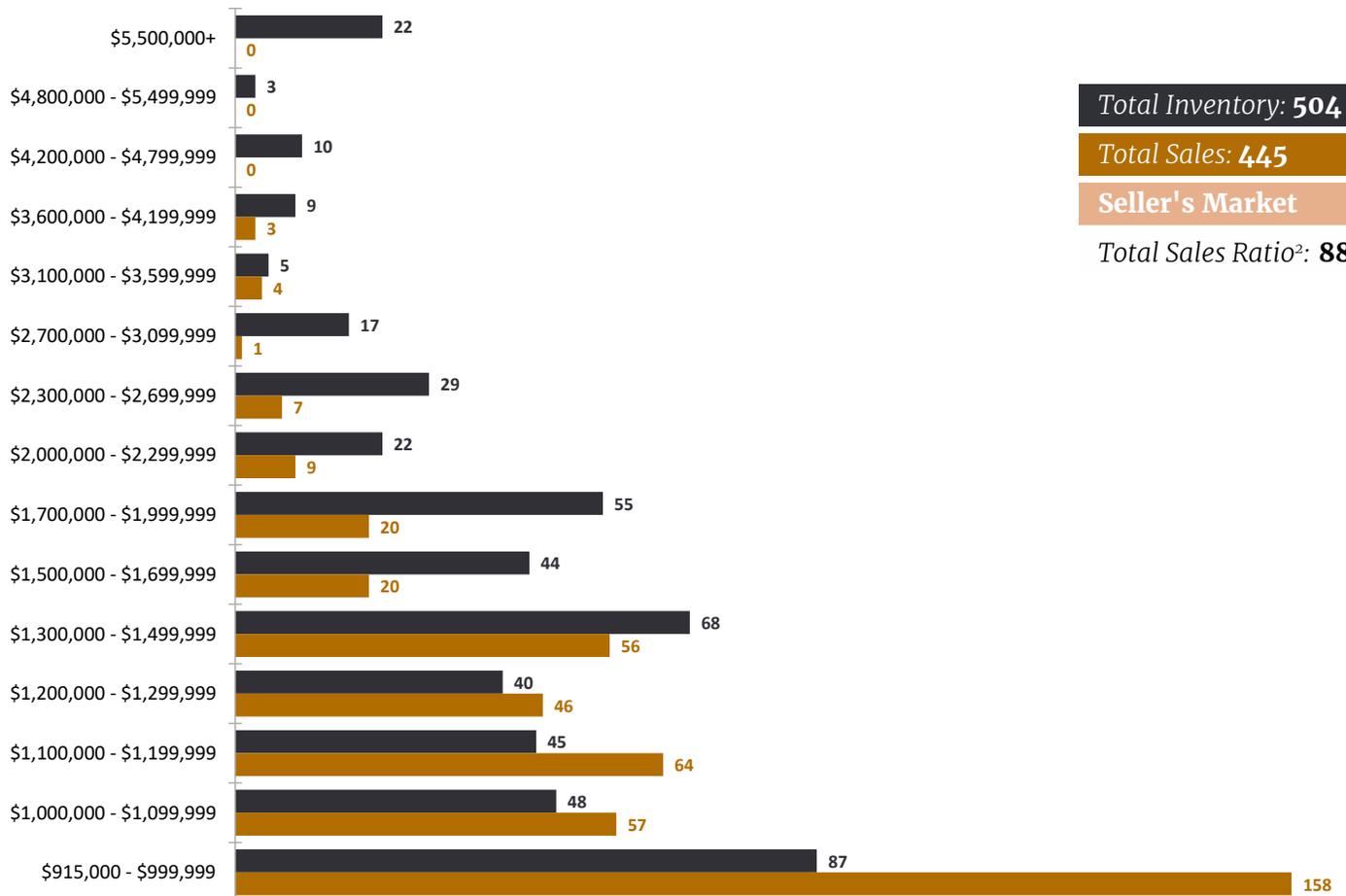
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MARCH 2021

Inventory Sales

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



Total Inventory: **504**

Total Sales: **445**

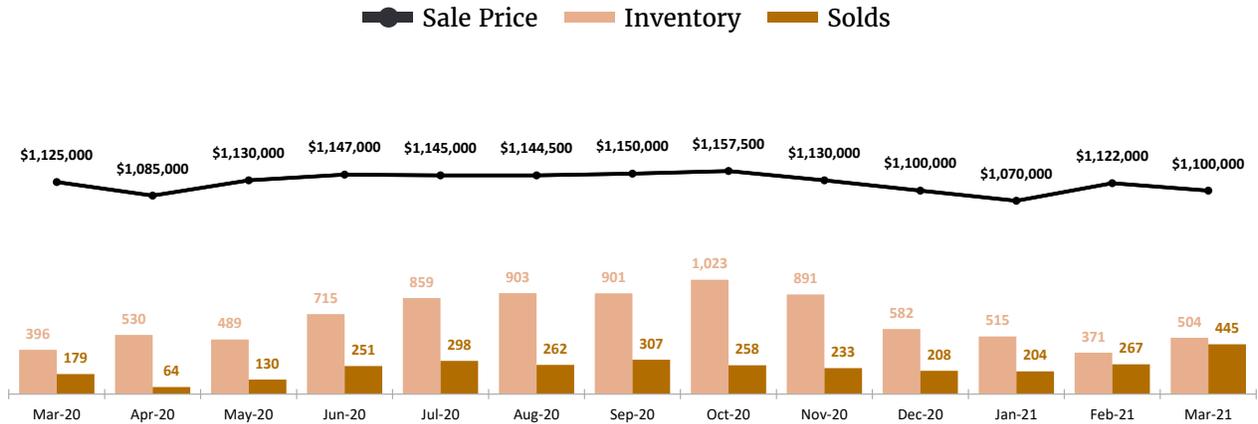
Seller's Market

Total Sales Ratio²: **88%**

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	0	NA
1 Bedrooms	\$996,250	10	2	30	30	100%
2 Bedrooms	\$1,070,000	8	2	315	328	96%
3 Bedrooms	\$1,200,000	7	3	96	138	70%
4 Bedrooms	\$1,200,000	8	4	4	7	57%
5+ Bedrooms	NA	NA	NA	0	1	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 | MARCH

TOTAL INVENTORY

Mar. 2020 Mar. 2021
396 **504**

VARIANCE: **27%**

TOTAL SOLD

Mar. 2020 Mar. 2021
179 **445**

VARIANCE: **149%**

SALES PRICE

Mar. 2020 Mar. 2021
\$1.13m **\$1.10m**

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Mar. 2020 Mar. 2021
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2020 Mar. 2021
99.62% **100.00%**

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2020 Mar. 2021
9 **8**

VARIANCE: **-11%**

TORONTO MARKET SUMMARY | MARCH 2021

- The Toronto attached luxury market is a **Seller's Market** with a **88% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **182%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for March 2021 was **8** days, down from **9** in March 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.