



TORONTO ONTARIO

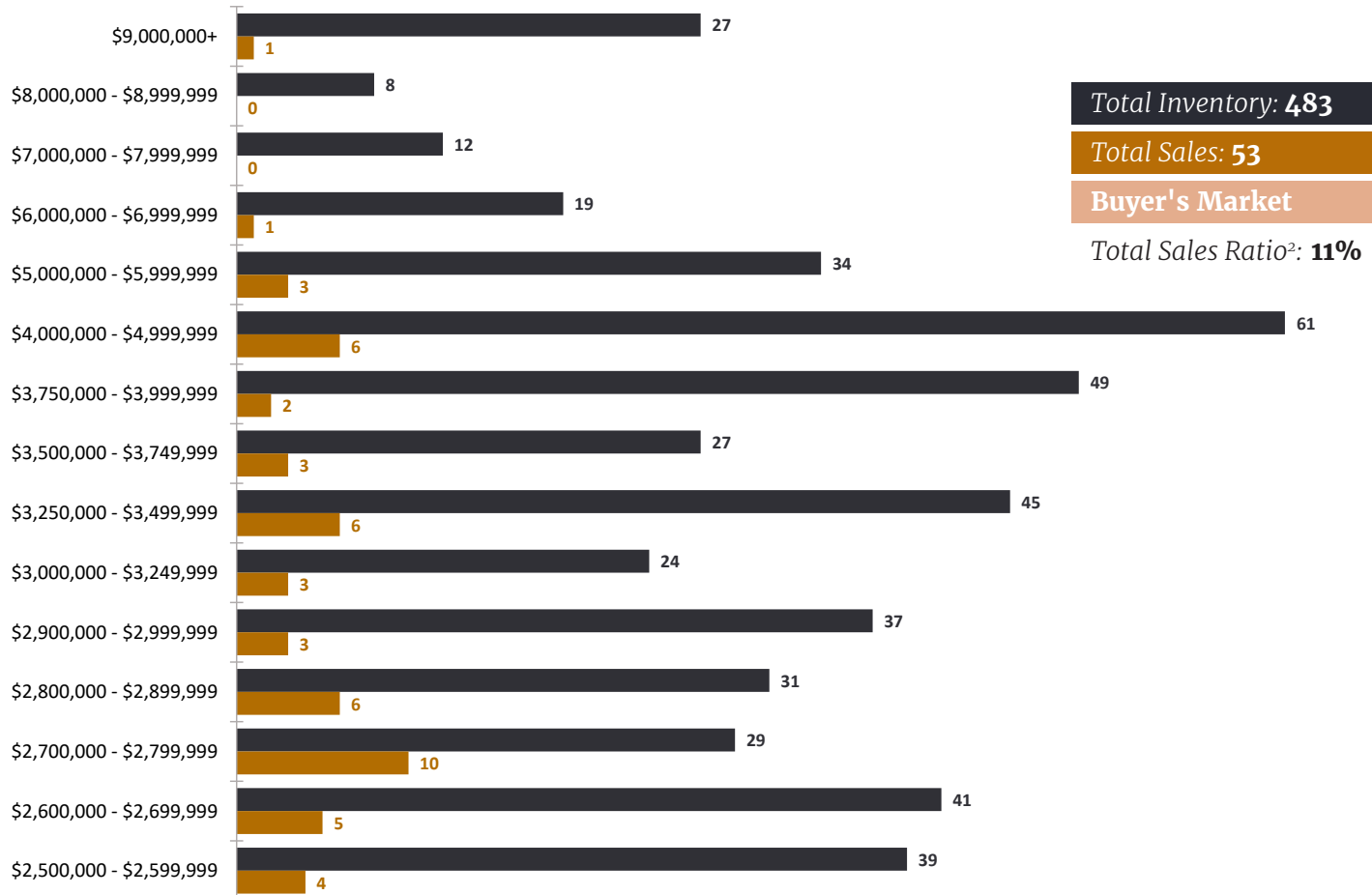
–September 2019–

INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

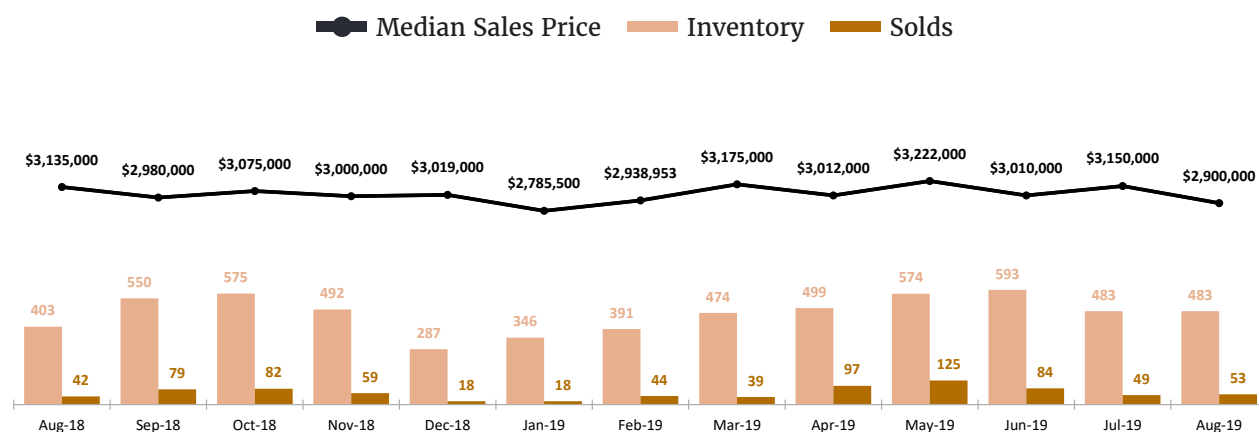
LUXURY INVENTORY VS. SALES | AUGUST 2019

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	3	0%
2 Bedrooms	NA	NA	NA	0	7	0%
3 Bedrooms	\$2,750,000	49	4	9	48	19%
4 Bedrooms	\$2,890,000	36	5	30	239	13%
5 Bedrooms	\$3,637,500	26	6	12	139	9%
6+ Bedrooms	\$2,670,000	43	4	2	40	5%

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

INVENTORY

July

483

August

483

VARIANCE: 0%

SOLDS

July

49

August

53

VARIANCE: 8%

SALES PRICE

July

\$3.15m

August

\$2.90m

VARIANCE: -8%

SALE PRICE PER SQFT.

July

N/A

August

N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

July

95.55%

August

96.23%

VARIANCE: 1%

DAYS ON MARKET

July

30

August

35

VARIANCE: 17%

TORONTO MARKET SUMMARY | AUGUST 2019

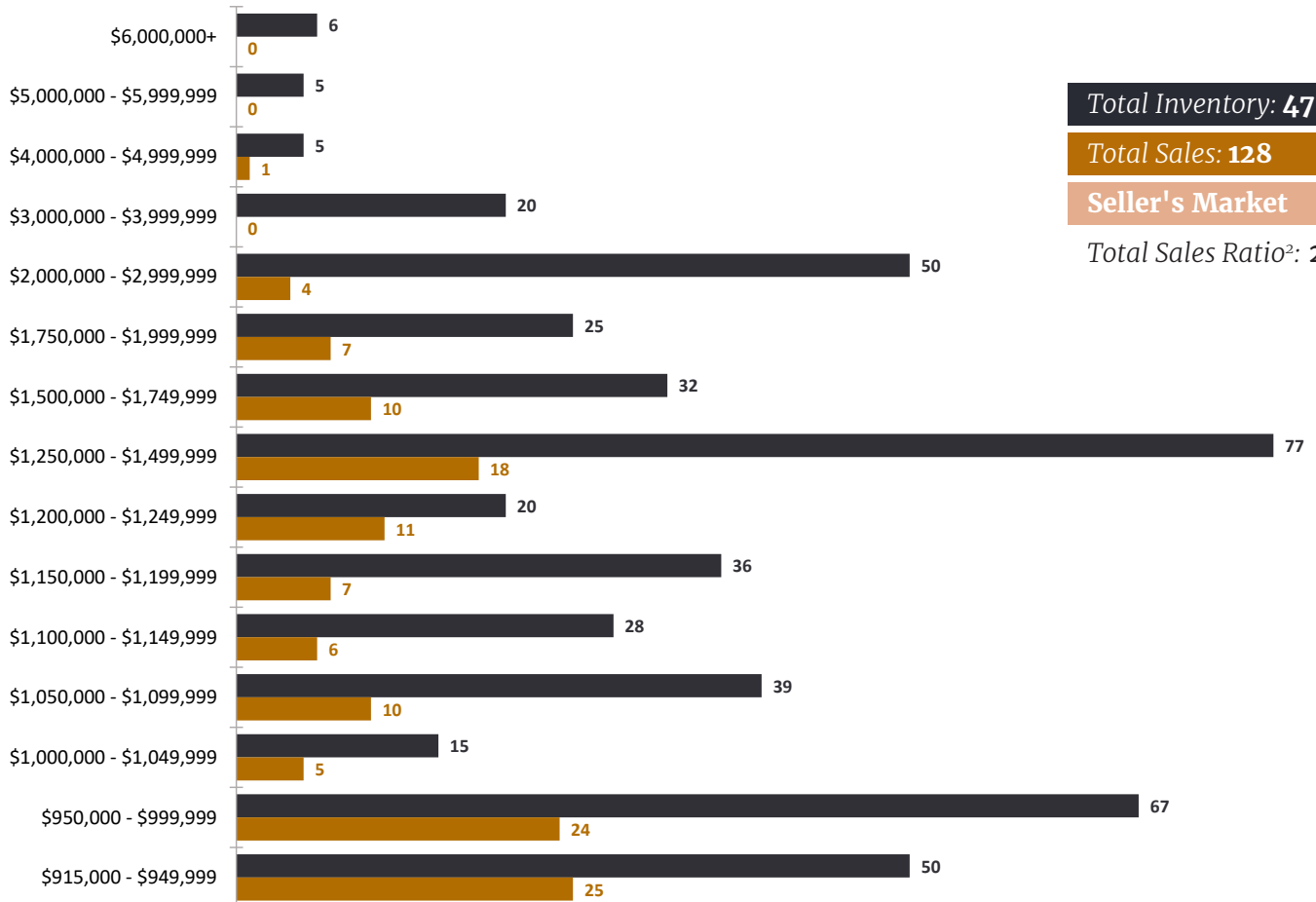
- The Toronto single-family luxury market is a **Buyer's Market** with an **11% Sales Ratio**.
- Homes sold for a median of **96.23% of list price** in August 2019.
- The most active price band is **\$2,700,000-\$2,799,999**, where the sales ratio is **34%**.
- The median luxury sales price for single-family homes has decreased to **\$2,900,000**.
- The median days on market for August 2019 was **35** days, up from **30** in July 2019.

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. All prices are listed in CAD.

LUXURY INVENTORY VS. SALES | AUGUST 2019

Inventory Sales

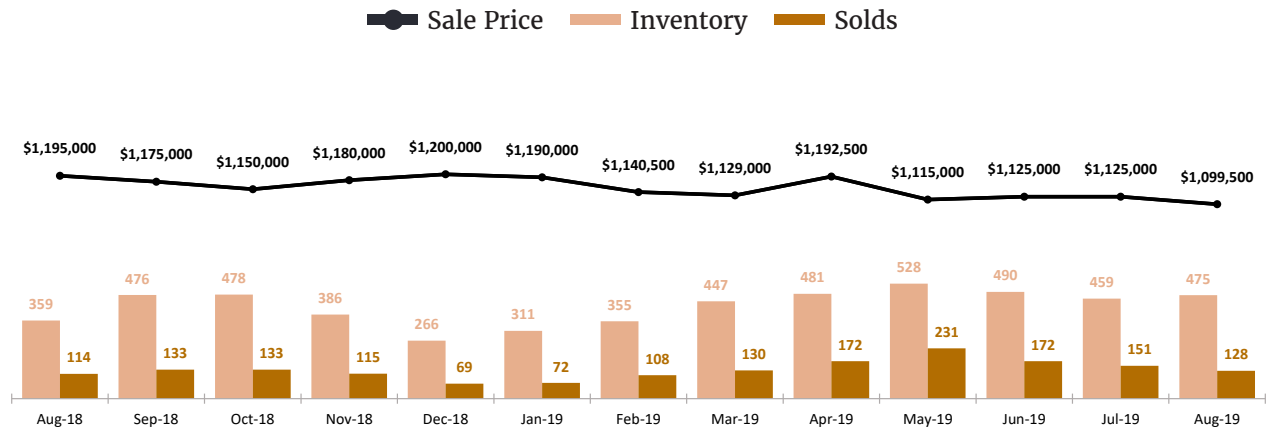
Luxury Benchmark Price¹: **\$915,000**Total Inventory: **475**Total Sales: **128**

Seller's Market

Total Sales Ratio²: **27%**

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	\$1,136,000	14	2	8	33	24%
2 Bedrooms	\$1,100,000	14	2	95	314	30%
3 Bedrooms	\$1,035,000	19	3	24	122	20%
4 Bedrooms	\$1,280,000	14	3	1	6	17%
5+ 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

INVENTORY

July

459

August

475

VARIANCE: 3%

SOLDS

July

151

August

128

VARIANCE: -15%

SALES PRICE

July

\$1.13m

August

\$1.10m

VARIANCE: -2%

SALE PRICE PER SQFT.

July

N/A

August

N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

July

98.07%

August

98.62%

VARIANCE: 1%

DAYS ON MARKET

July

16

August

15

VARIANCE: -6%

TORONTO MARKET SUMMARY | AUGUST 2019

- The Toronto attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **98.62% of list price** in August 2019.
- The most active price band is **\$1,200,000–\$1,249,999**, where the sales ratio is **55%**.
- The median luxury sales price for attached homes has decreased to **\$1,099,500**.
- The median days on market for August 2019 was **15** days, down from **16** in July 2019.

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. All prices are listed in CAD.