

TORONTO ONTARIO

–March 2020–



INSTITUTE *for* LUXURY HOME MARKETING®

RE/MAX Hallmark Realty Ltd., Brokerage
Independently Owned and Operated

TORONTO

SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | FEBRUARY 2020



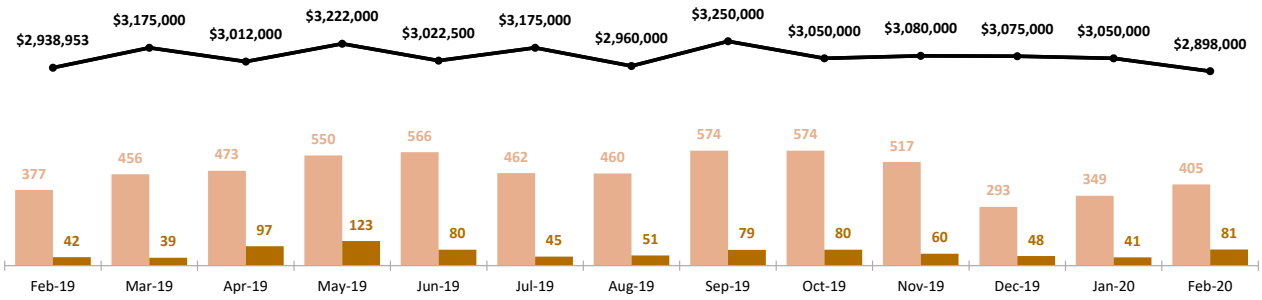
Beds[3] -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0–1 Bedrooms	NA	NA	NA	0	5	0%
2 Bedrooms	$3,950,000	14	4	1	5	20%
3 Bedrooms	$2,839,300	13	4	10	29	34%
4 Bedrooms	$2,897,000	14	5	55	204	27%
5 Bedrooms	$2,950,000	13	6	12	116	10%
6+ Bedrooms	$2,895,000	12	5	3	46	7%

[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.

TORONTO

SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA

INVENTORY

January	February
349	405

VARIANCE: 16%

SOLDS

January	February
41	81

VARIANCE: 98%

SALES PRICE

January	February
$3.05m	$2.90m

VARIANCE: -5%

SALE PRICE PER SQFT.

January	February
N/A	N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

January	February
97.20%	97.54%

VARIANCE: 0%

DAYS ON MARKET

January	February
14	14

VARIANCE: 0%

TORONTO MARKET SUMMARY | FEBRUARY 2020

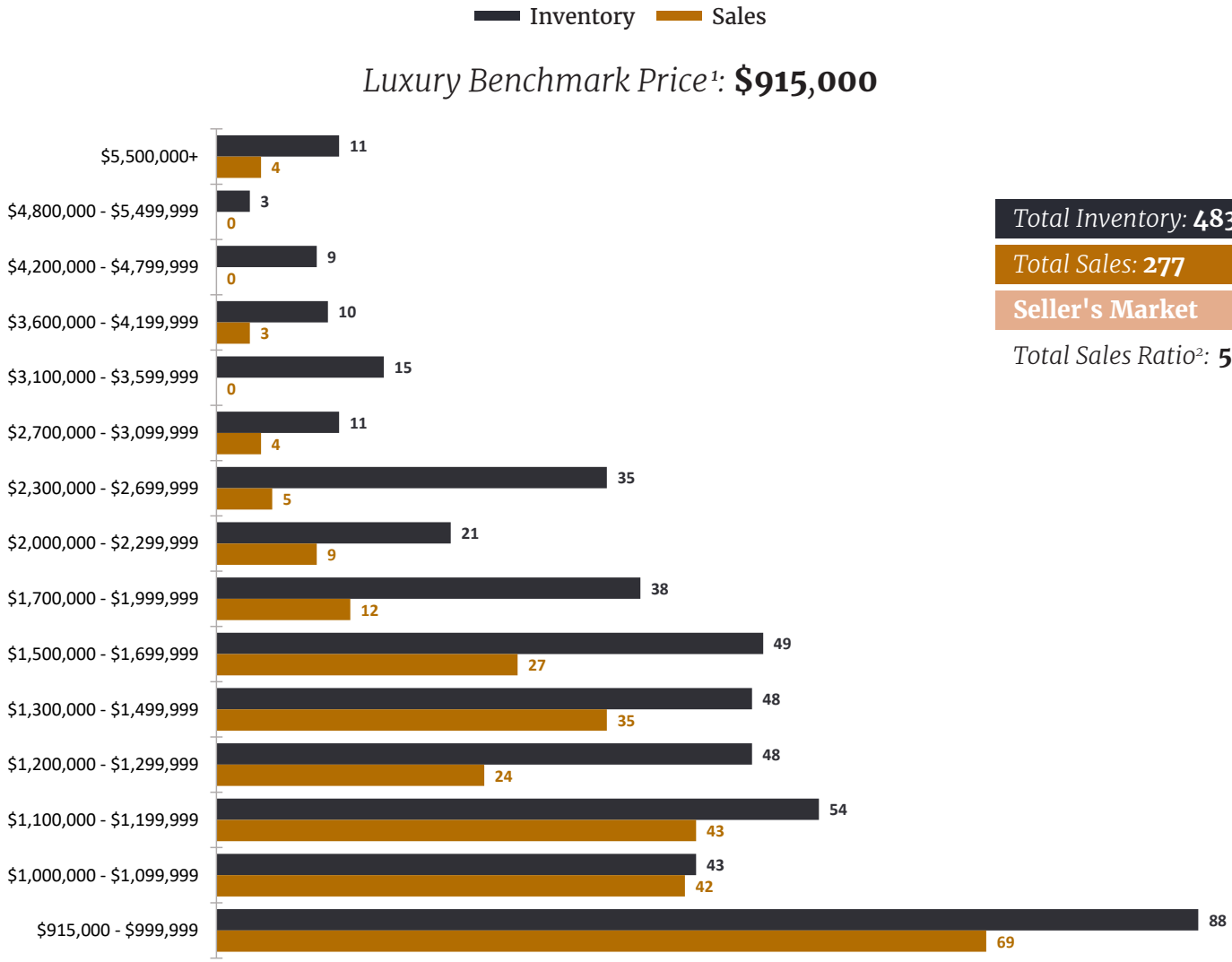
- The Toronto single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **97.54% of list price** in February 2020.
- The most active price band is **$2,500,000-$2,699,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes has decreased to **$2,898,000**.
- The median days on market for February 2020 was **14** days, remaining the same from January 2020.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.

TORONTO

ATTACHED HOMES

LUXURY INVENTORY VS. SALES | FEBRUARY 2020



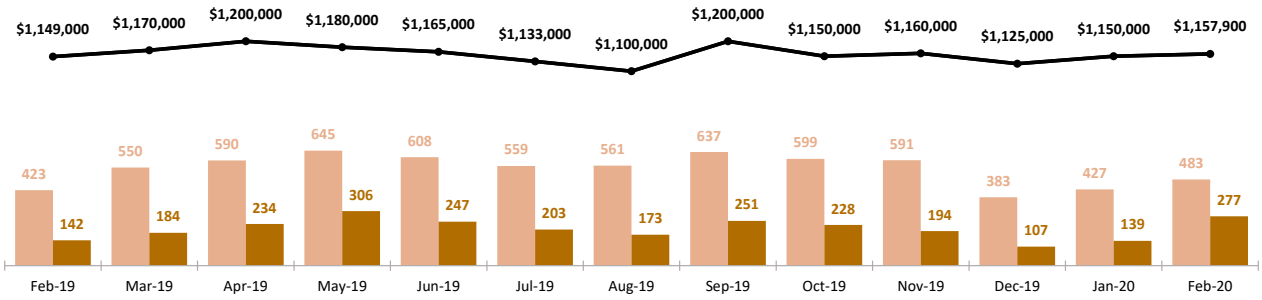
Beds[3] -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 Bedrooms	NA	NA	NA	**0**	**3**	**0%**
1 Bedrooms	$1,025,000	12	2	**23**	**20**	**115%**
2 Bedrooms	$1,123,000	10	2	**156**	**296**	**53%**
3 Bedrooms	$1,200,000	11	3	**82**	**125**	**66%**
4 Bedrooms	$1,437,500	8	4	**12**	**25**	**48%**
5+ Bedrooms	$1,421,000	10	3	**3**	**14**	**21%**

[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.

TORONTO

ATTACHED HOMES

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA

INVENTORY

January	February
427	483

VARIANCE: 13%

SOLDS

January	February
139	277

VARIANCE: 99%

SALES PRICE

January	February
$1.15m	$1.16m

VARIANCE: 1%

SALE PRICE PER SQFT.

January	February
N/A	N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

January	February
98.60%	100.00%

VARIANCE: 1%

DAYS ON MARKET

January	February
18	10

VARIANCE: -44%

TORONTO MARKET SUMMARY | FEBRUARY 2020

- The Toronto attached luxury market is a **Seller's Market** with a **57% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2020.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **98%**.
- The median luxury sales price for attached homes has increased to **$1,157,900**.
- The median days on market for February 2020 was **10** days, down from **18** in January 2020.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.