

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2022

GTA - DURHAM

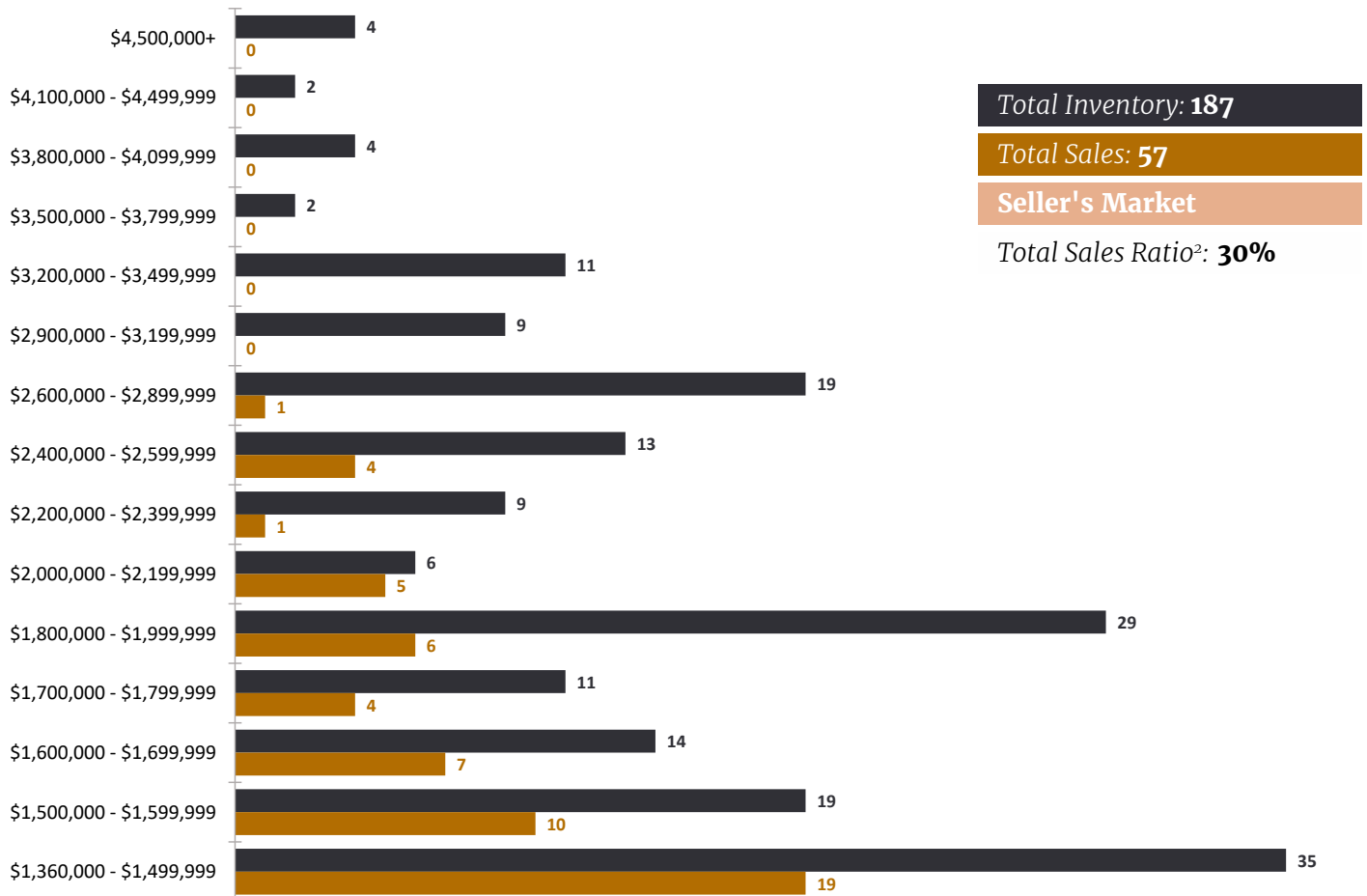
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2022

Inventory Sales

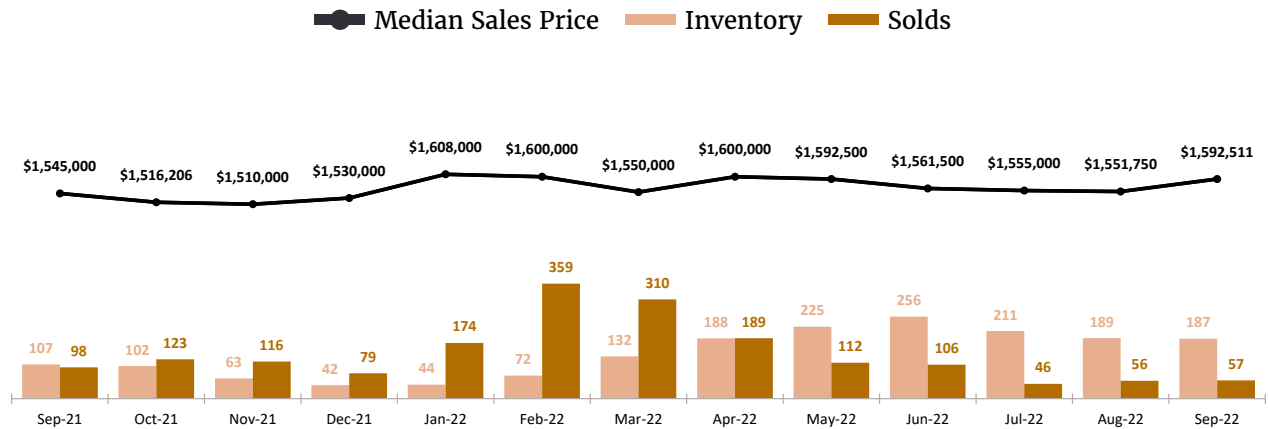
Luxury Benchmark Price¹: **\$1,360,000**



| 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 | 7 | 0% |
| 3 Bedrooms | \$1,500,000 | 18 | 3 | 14 | 51 | 27% |
| 4 Bedrooms | \$1,676,940 | 15 | 4 | 32 | 103 | 31% |
| 5 Bedrooms | \$1,635,000 | 18 | 4 | 9 | 18 | 50% |
| 6+ Bedrooms | \$1,477,500 | 55 | 4 | 2 | 6 | 33% |

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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022

107 187

VARIANCE: **75%**

TOTAL SOLDS

Sept. 2021 Sept. 2022

98 57

VARIANCE: **-42%**

SALES PRICE

Sept. 2021 Sept. 2022

\$1.55m \$1.59m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022

N/A \$3,000

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022

112.90% 96.23%

VARIANCE: **-15%**

DAYS ON MARKET

Sept. 2021 Sept. 2022

6 16

VARIANCE: **167%**

GTA - DURHAM MARKET SUMMARY | SEPTEMBER 2022

- The GTA - Durham single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **96.23% of list price** in September 2022.
- The most active price band is **\$2,000,000-\$2,199,999**, where the sales ratio is **83%**.
- The median luxury sales price for single-family homes is **\$1,592,511**.
- The median days on market for September 2022 was **16** days, up from **6** in September 2021.

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 | SEPTEMBER 2022

Inventory Sales

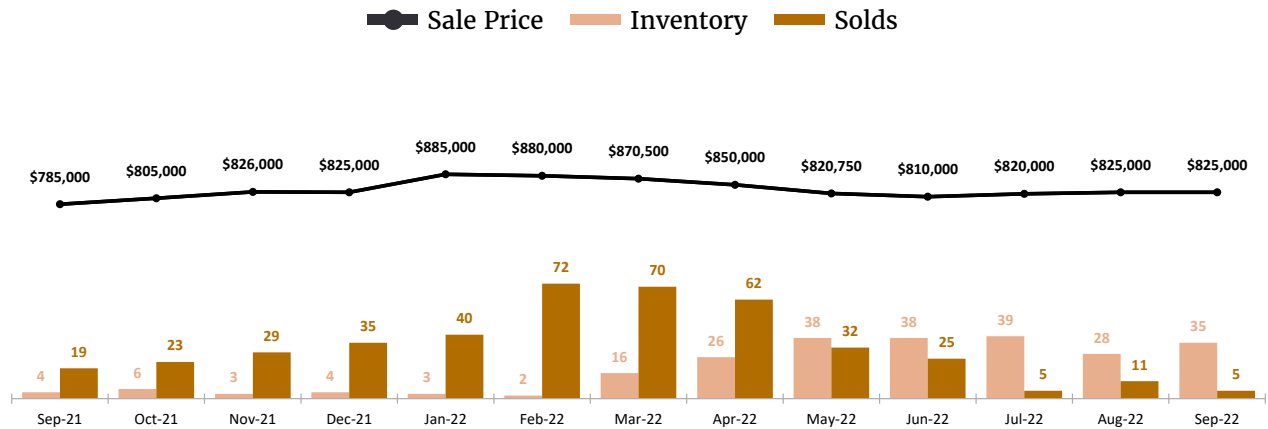
Luxury Benchmark Price¹: **\$770,000**



| 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 | \$798,000 | 7 | 2 | 3 | 16 | 19% |
| 3 Bedrooms | \$827,500 | 10 | 3 | 2 | 16 | 13% |
| 4 Bedrooms | NA | NA | NA | 0 | 3 | 0% |
| 5 Bedrooms | NA | NA | NA | 0 | 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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022

4 35

VARIANCE: **775%**

TOTAL SOLDS

Sept. 2021 Sept. 2022

19 5

VARIANCE: **-74%**

SALES PRICE

Sept. 2021 Sept. 2022

\$785k \$825k

VARIANCE: **5%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022

N/A \$1,386

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022

114.07% 99.50%

VARIANCE: **-13%**

DAYS ON MARKET

Sept. 2021 Sept. 2022

5 7

VARIANCE: **40%**

GTA - DURHAM MARKET SUMMARY | SEPTEMBER 2022

- The GTA - Durham attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **99.50% of list price** in September 2022.
- The most active price band is **\$860,000-\$879,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$825,000**.
- The median days on market for September 2022 was **7** days, up from **5** in September 2021.

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.