

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2023

MISSISSAUGA

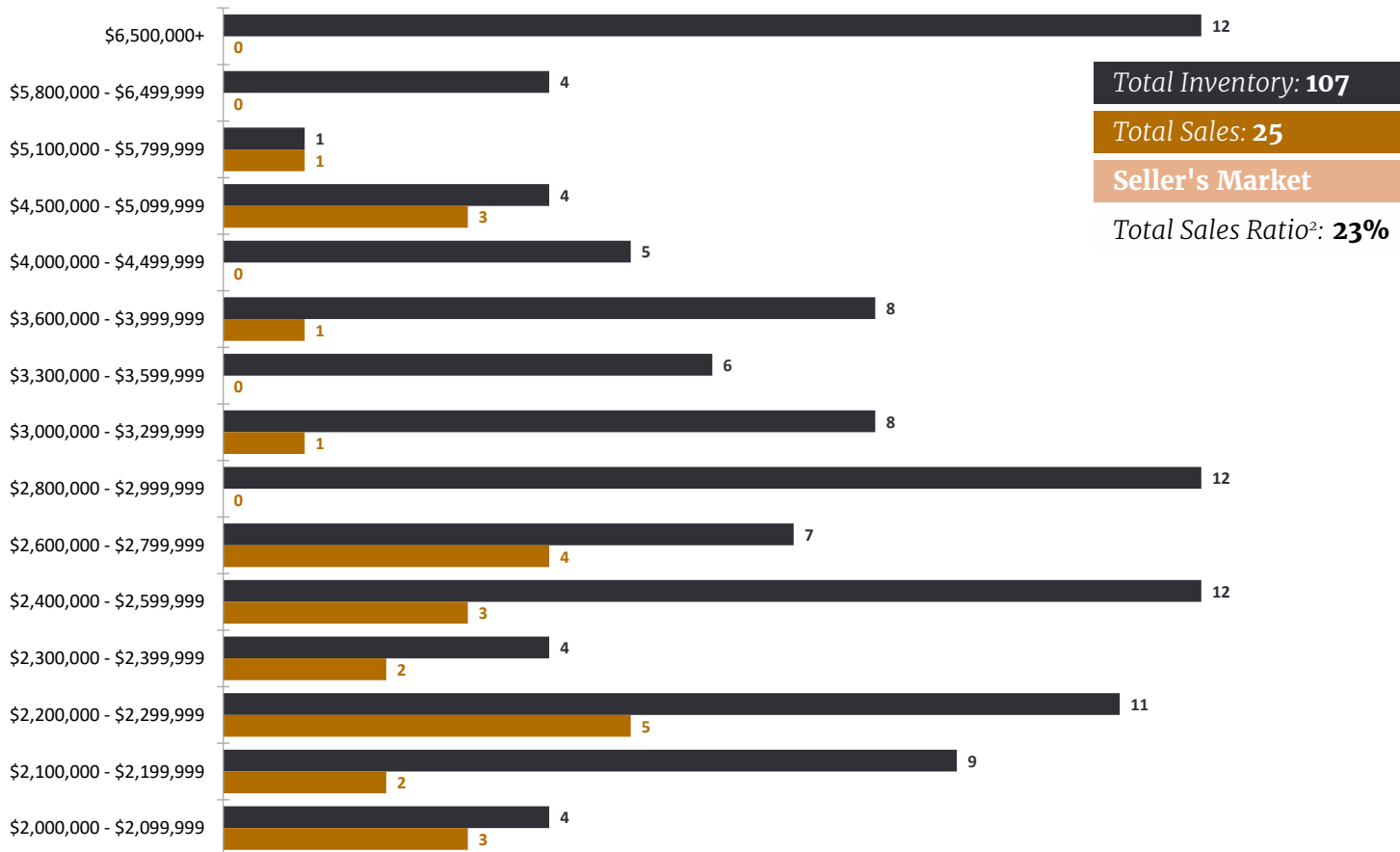
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

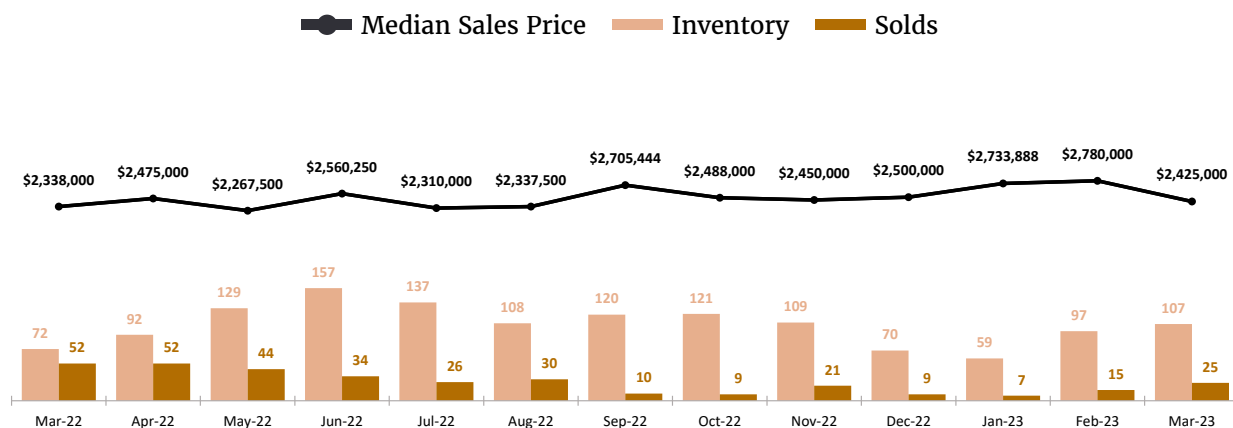
Luxury Benchmark Price¹: **\$2,000,000**



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	1	0%
3 Bedrooms	\$2,600,000	15	4	5	15	33%
4 Bedrooms	\$2,500,000	27	4	15	69	22%
5 Bedrooms	\$2,250,000	12	6	5	15	33%
6+ Bedrooms	NA	NA	NA	0	7	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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. 2022 Mar. 2023

72 107

VARIANCE: **49%**

TOTAL SOLDS

Mar. 2022 Mar. 2023

52 25

VARIANCE: **-52%**

SALES PRICE

Mar. 2022 Mar. 2023

\$2.34m \$2.43m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

114.34% 94.03%

VARIANCE: **-18%**

DAYS ON MARKET

Mar. 2022 Mar. 2023

5 15

VARIANCE: **200%**

MISSISSAUGA MARKET SUMMARY | MARCH 2023

- The Mississauga single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **94.03% of list price** in March 2023.
- The most active price band is **\$5,100,000-\$5,799,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,425,000**.
- The median days on market for March 2023 was **15** days, up from **5** in March 2022.

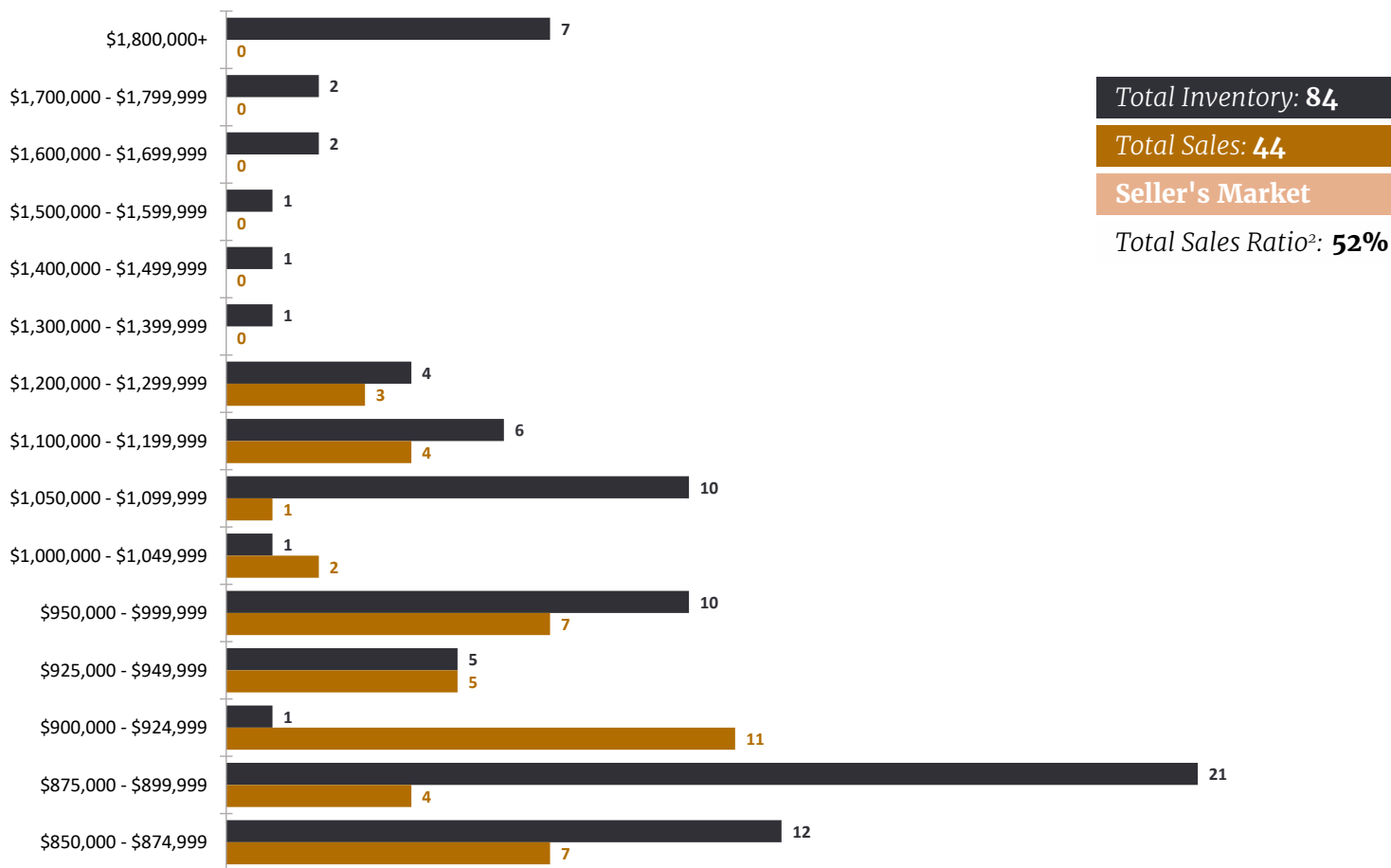
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

Luxury Benchmark Price¹: **\$850,000**



Total Inventory: **84**

Total Sales: **44**

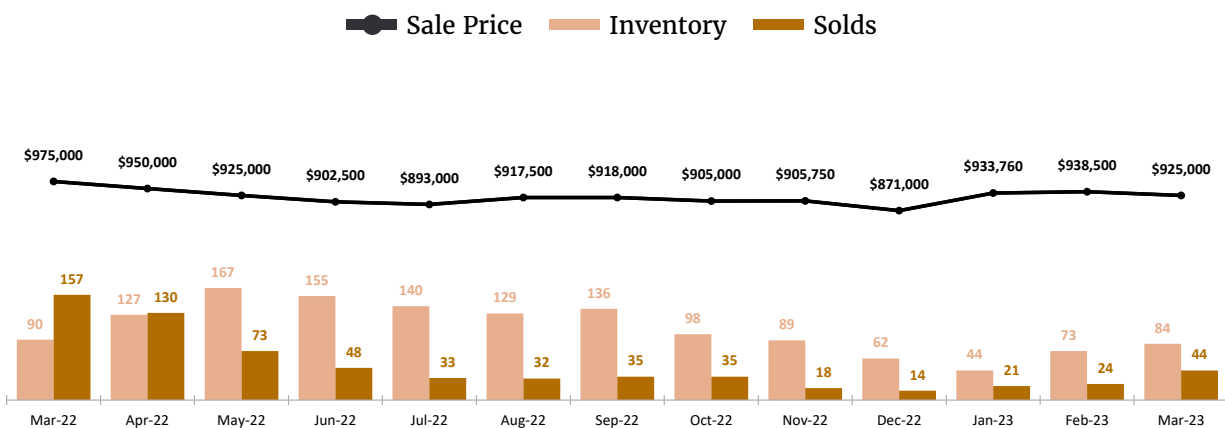
Seller's Market

Total Sales Ratio²: **52%**

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	\$955,000	15	3	10	43	23%
3 Bedrooms	\$910,776	8	3	32	38	84%
4 Bedrooms	\$1,060,000	9	4	2	3	67%
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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

90 84

VARIANCE: -7%

TOTAL SOLDS

Mar. 2022 Mar. 2023

157 44

VARIANCE: -72%

SALES PRICE

Mar. 2022 Mar. 2023

\$975k \$925k

VARIANCE: -5%

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

114.72% 100.96%

VARIANCE: -12%

DAYS ON MARKET

Mar. 2022 Mar. 2023

5 9

VARIANCE: 80%

MISSISSAUGA MARKET SUMMARY | MARCH 2023

- The Mississauga attached luxury market is a **Seller's Market** with a **52% Sales Ratio**.
- Homes sold for a median of **100.96% of list price** in March 2023.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **1100%**.
- The median luxury sales price for attached homes is **\$925,000**.
- The median days on market for March 2023 was **9** days, up from **5** in March 2022.

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.