

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2023

MISSISSAUGA

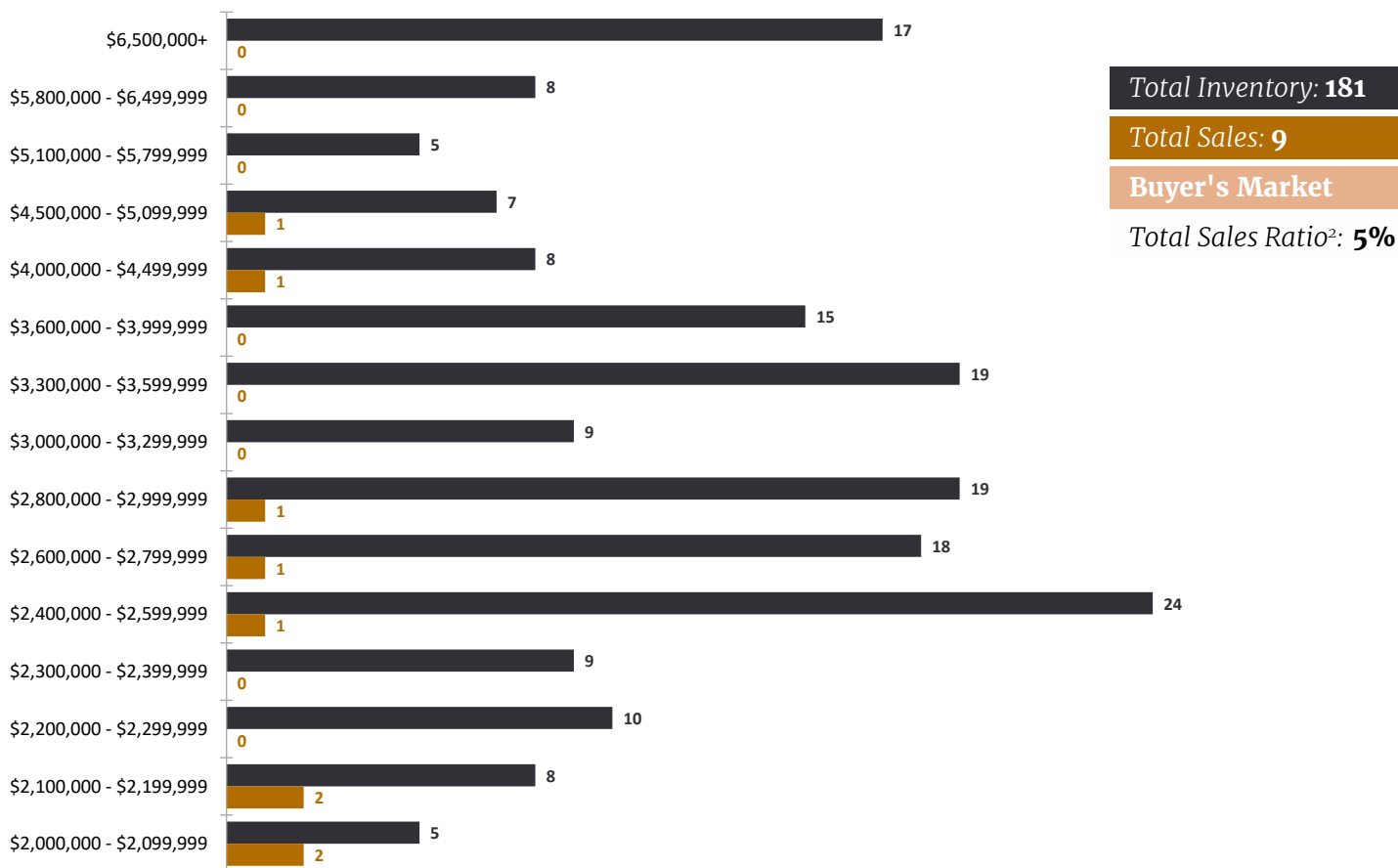
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

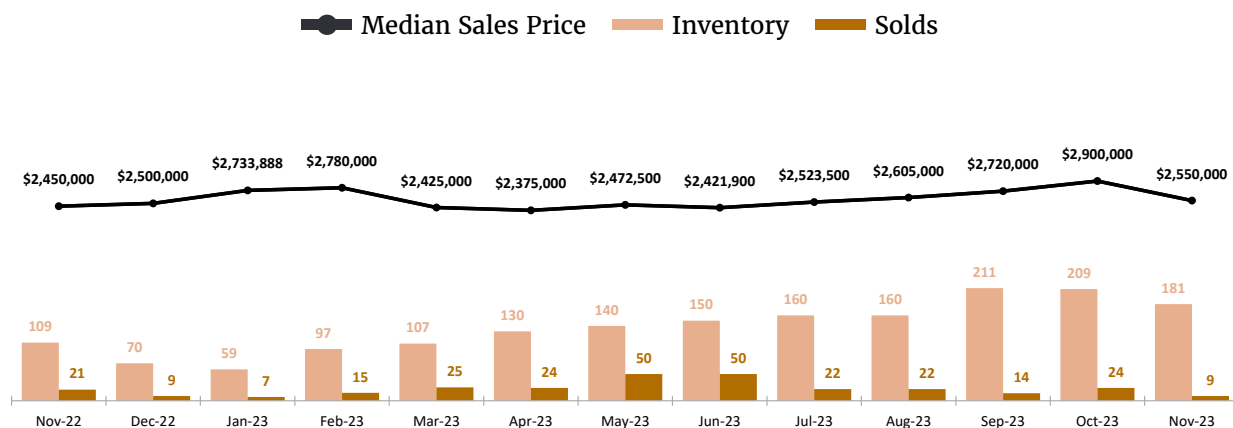
Luxury Benchmark Price¹: **\$2,000,000**



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	3	0%
3 Bedrooms	\$2,810,000	42	3	1	32	3%
4 Bedrooms	\$2,550,000	14	4	7	102	7%
5 Bedrooms	\$2,125,000	20	5	1	39	3%
6+ Bedrooms	NA	NA	NA	0	5	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023

109 181

VARIANCE: **66%**

TOTAL SOLDS

Nov. 2022 Nov. 2023

21 9

VARIANCE: **-57%**

SALES PRICE

Nov. 2022 Nov. 2023

\$2.45m \$2.55m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023

92.55% 94.55%

VARIANCE: **2%**

DAYS ON MARKET

Nov. 2022 Nov. 2023

15 20

VARIANCE: **33%**

MISSISSAUGA MARKET SUMMARY | NOVEMBER 2023

- The Mississauga single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.55% of list price** in November 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes is **\$2,550,000**.
- The median days on market for November 2023 was **20** days, up from **15** in November 2022.

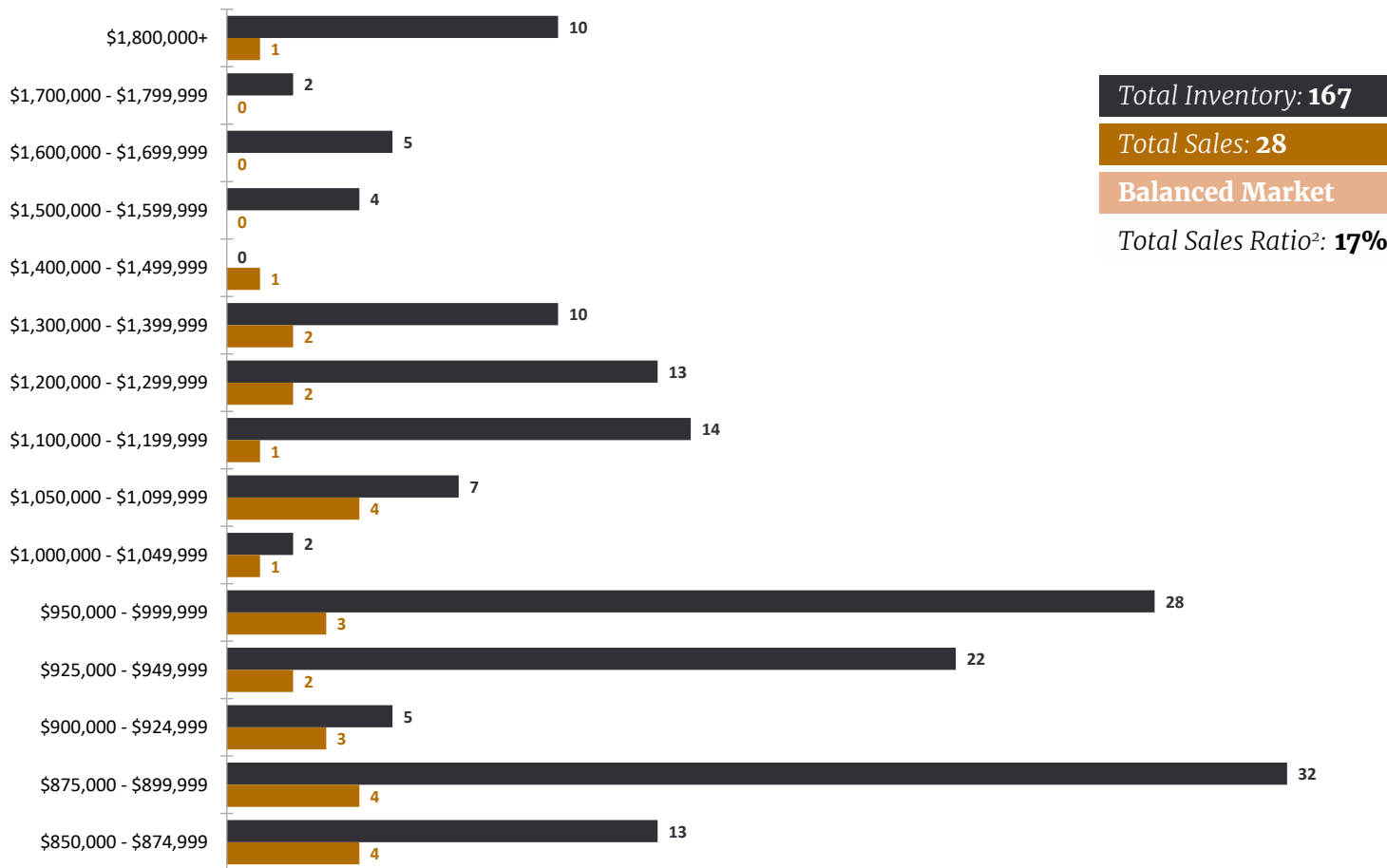
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

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

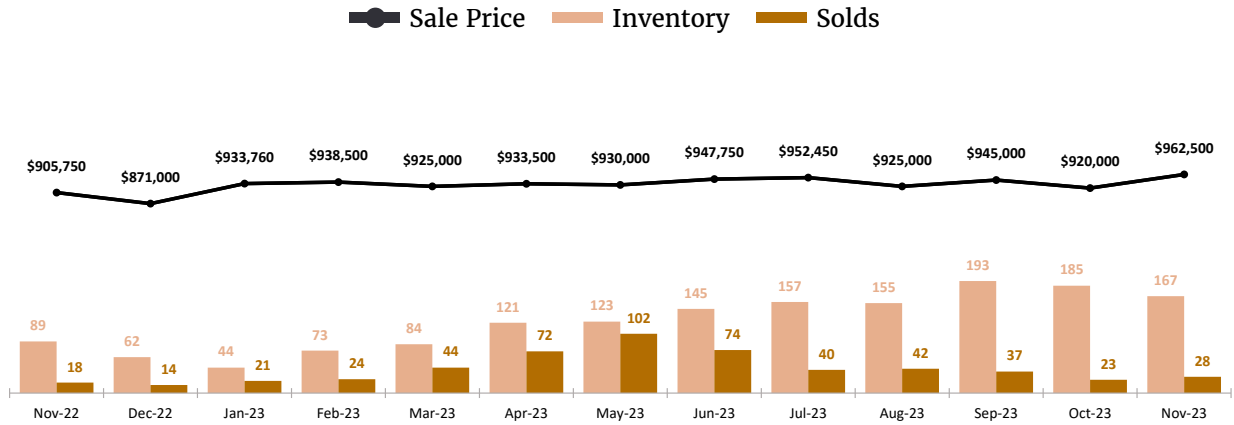


Total Inventory: 167
Total Sales: 28
Balanced Market
Total Sales Ratio²: 17%

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$1,300,000	20	2	1	1	100%
2 Bedrooms	\$1,010,000	46	2	8	64	13%
3 Bedrooms	\$931,750	35	4	18	99	18%
4 Bedrooms	\$1,050,000	75	3	1	3	33%
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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023
89 **167**

VARIANCE: **88%**

TOTAL SOLDS

Nov. 2022 Nov. 2023
18 **28**

VARIANCE: **56%**

SALES PRICE

Nov. 2022 Nov. 2023
\$906k **\$963k**

VARIANCE: **6%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023
97.80% **96.37%**

VARIANCE: **-1%**

DAYS ON MARKET

Nov. 2022 Nov. 2023
20 **36**

VARIANCE: **80%**

MISSISSAUGA MARKET SUMMARY | NOVEMBER 2023

- The Mississauga attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **96.37% of list price** in November 2023.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **60%**.
- The median luxury sales price for attached homes is **\$962,500**.
- The median days on market for November 2023 was **36** days, up from **20** in November 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.