

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2023

MISSISSAUGA

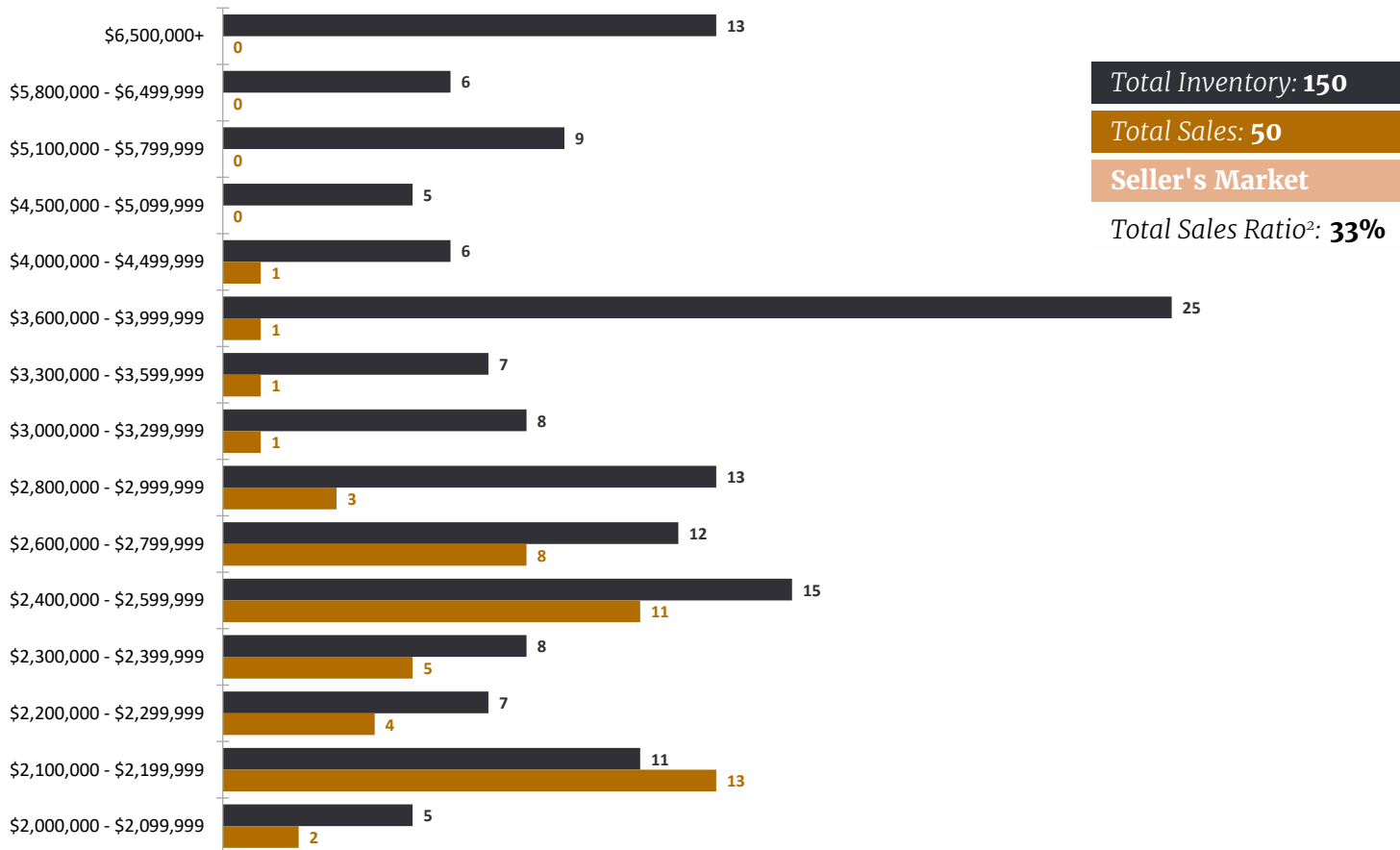
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

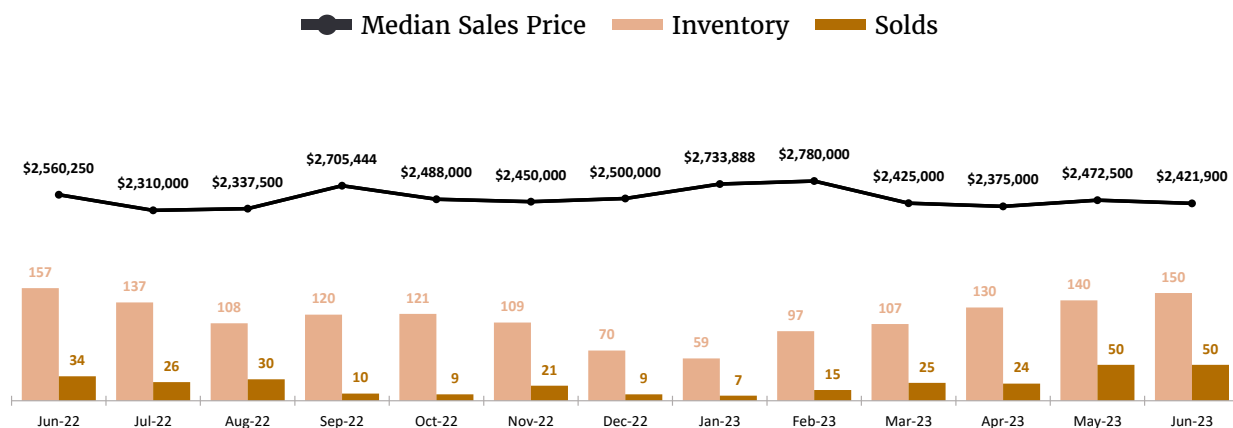
Luxury Benchmark Price¹: **\$2,000,000**



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	1	0%
2 Bedrooms	NA	NA	NA	0	3	0%
3 Bedrooms	\$2,444,400	7	4	12	23	52%
4 Bedrooms	\$2,492,500	10	4	32	83	39%
5 Bedrooms	\$2,250,000	9	4	5	33	15%
6+ Bedrooms	\$2,100,000	6	3	1	7	14%

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 | JUNE

TOTAL INVENTORY

Jun. 2022 Jun. 2023

157 150

VARIANCE: -4%

TOTAL SOLDS

Jun. 2022 Jun. 2023

34 50

VARIANCE: 47%

SALES PRICE

Jun. 2022 Jun. 2023

\$2.56m \$2.42m

VARIANCE: -5%

SALE PRICE PER SQFT.

Jun. 2022 Jun. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Jun. 2022 Jun. 2023

95.25% 97.55%

VARIANCE: 2%

DAYS ON MARKET

Jun. 2022 Jun. 2023

15 9

VARIANCE: -40%

MISSISSAUGA MARKET SUMMARY | JUNE 2023

- The Mississauga single-family luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **97.55% of list price** in June 2023.
- The most active price band is **\$2,100,000-\$2,199,999**, where the sales ratio is **118%**.
- The median luxury sales price for single-family homes is **\$2,421,900**.
- The median days on market for June 2023 was **9** days, down from **15** in June 2022.

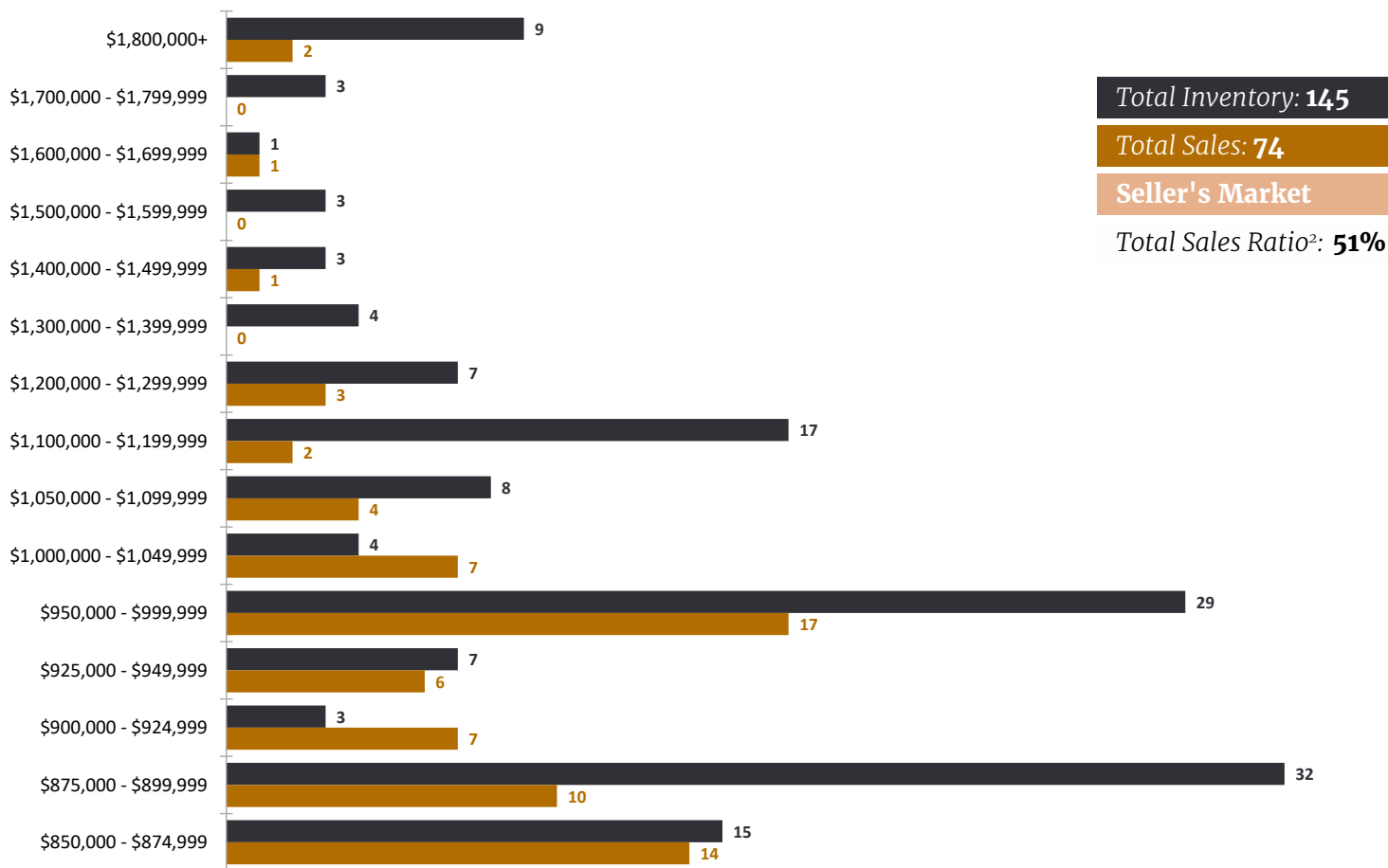
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

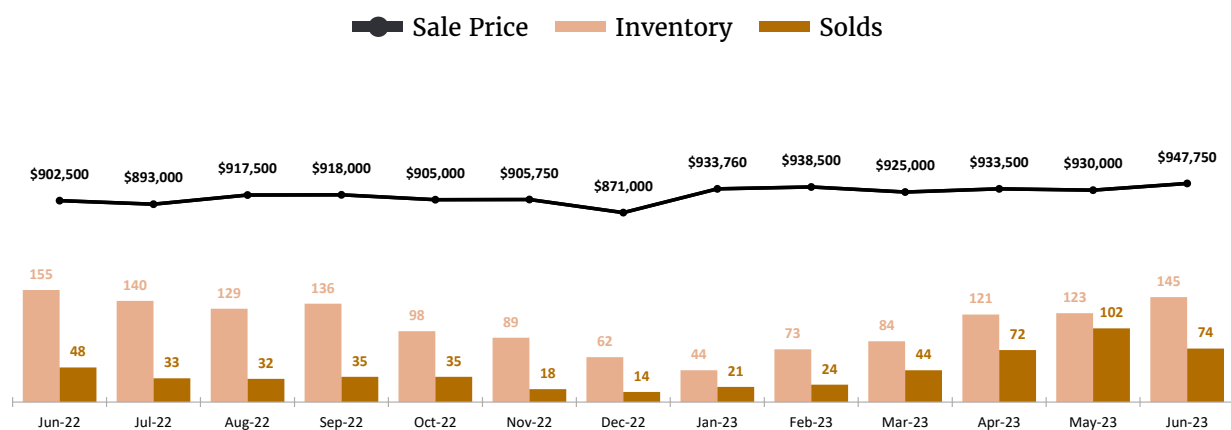
Luxury Benchmark Price¹: **\$850,000**



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$1,249,900	16	2	1	0	NA
2 Bedrooms	\$930,000	16	2	15	59	25%
3 Bedrooms	\$947,750	8	3	48	80	60%
4 Bedrooms	\$940,000	7	3	10	6	167%
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 | JUNE

TOTAL INVENTORY

Jun. 2022 Jun. 2023

155 145

VARIANCE: **-6%**

TOTAL SOLDS

Jun. 2022 Jun. 2023

48 74

VARIANCE: **54%**

SALES PRICE

Jun. 2022 Jun. 2023

\$903k \$948k

VARIANCE: **5%**

SALE PRICE PER SQFT.

Jun. 2022 Jun. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2022 Jun. 2023

100.06% 105.06%

VARIANCE: **5%**

DAYS ON MARKET

Jun. 2022 Jun. 2023

11 9

VARIANCE: **-18%**

MISSISSAUGA MARKET SUMMARY | JUNE 2023

- The Mississauga attached luxury market is a **Seller's Market** with a **51% Sales Ratio**.
- Homes sold for a median of **105.06% of list price** in June 2023.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **233%**.
- The median luxury sales price for attached homes is **\$947,750**.
- The median days on market for June 2023 was **9** days, down from **11** in June 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.