

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JUNE
2023

MISSISSAUGA

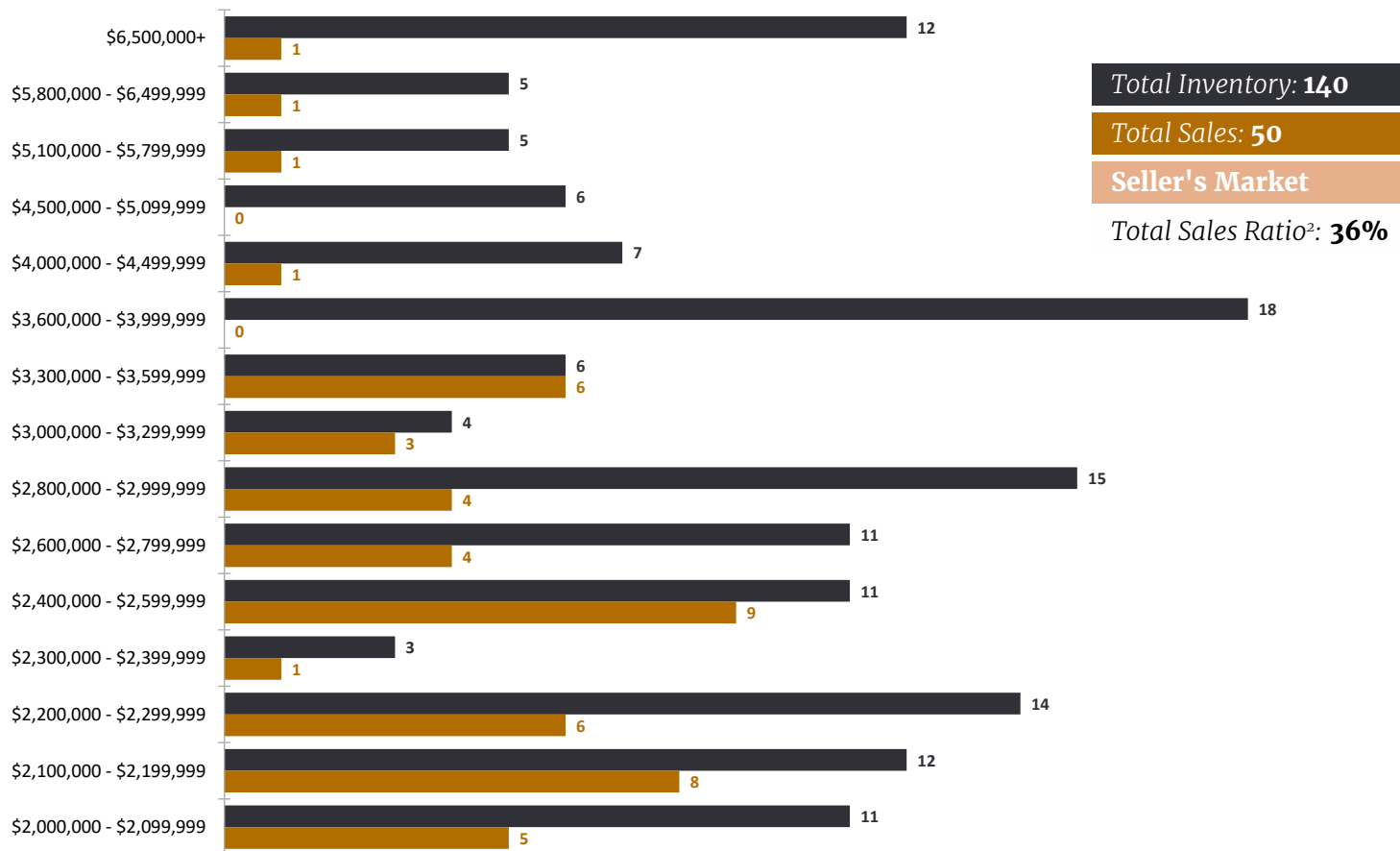
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2023

Inventory Sales

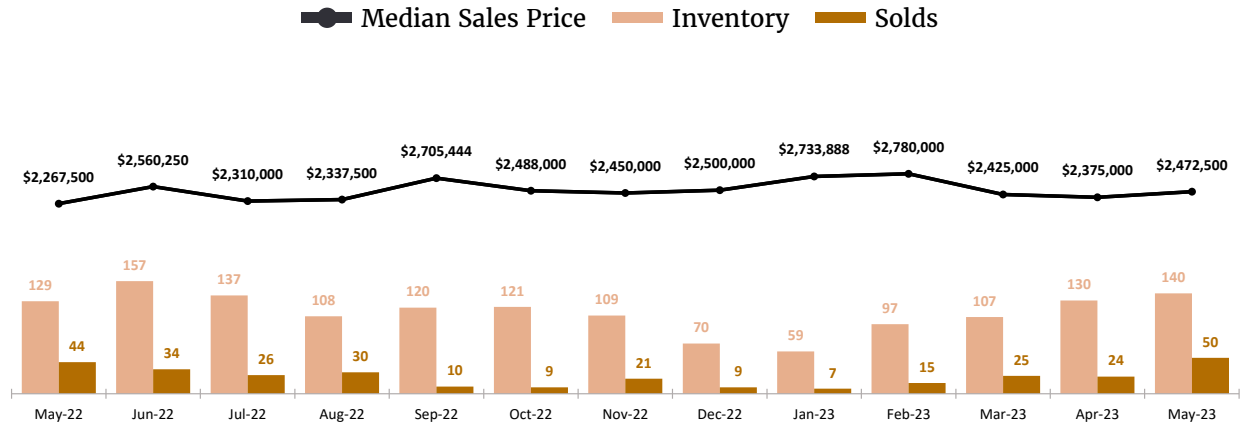
Luxury Benchmark Price¹: **\$2,000,000**



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	\$2,514,000	14	2	3	3	100%
3 Bedrooms	\$2,100,000	7	3	1	17	6%
4 Bedrooms	\$2,400,000	11	4	37	87	43%
5 Bedrooms	\$2,800,000	29	5	9	24	38%
6+ Bedrooms	NA	NA	NA	0	8	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 | MAY

TOTAL INVENTORY

May 2022 May 2023
129 **140**

VARIANCE: 9%

TOTAL SOLDS

May 2022 May 2023
44 **50**

VARIANCE: 14%

SALES PRICE

May 2022 May 2023
\$2.27m **\$2.47m**

VARIANCE: 9%

SALE PRICE PER SQFT.

May 2022 May 2023
N/A **N/A**

VARIANCE: N/A

SALE TO LIST PRICE RATIO

May 2022 May 2023
99.00% **96.63%**

VARIANCE: -2%

DAYS ON MARKET

May 2022 May 2023
9 **13**

VARIANCE: 44%

MISSISSAUGA MARKET SUMMARY | MAY 2023

- The Mississauga single-family luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **96.63% of list price** in May 2023.
- The most active price band is **\$3,300,000-\$3,599,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,472,500**.
- The median days on market for May 2023 was **13** days, up from **9** in May 2022.

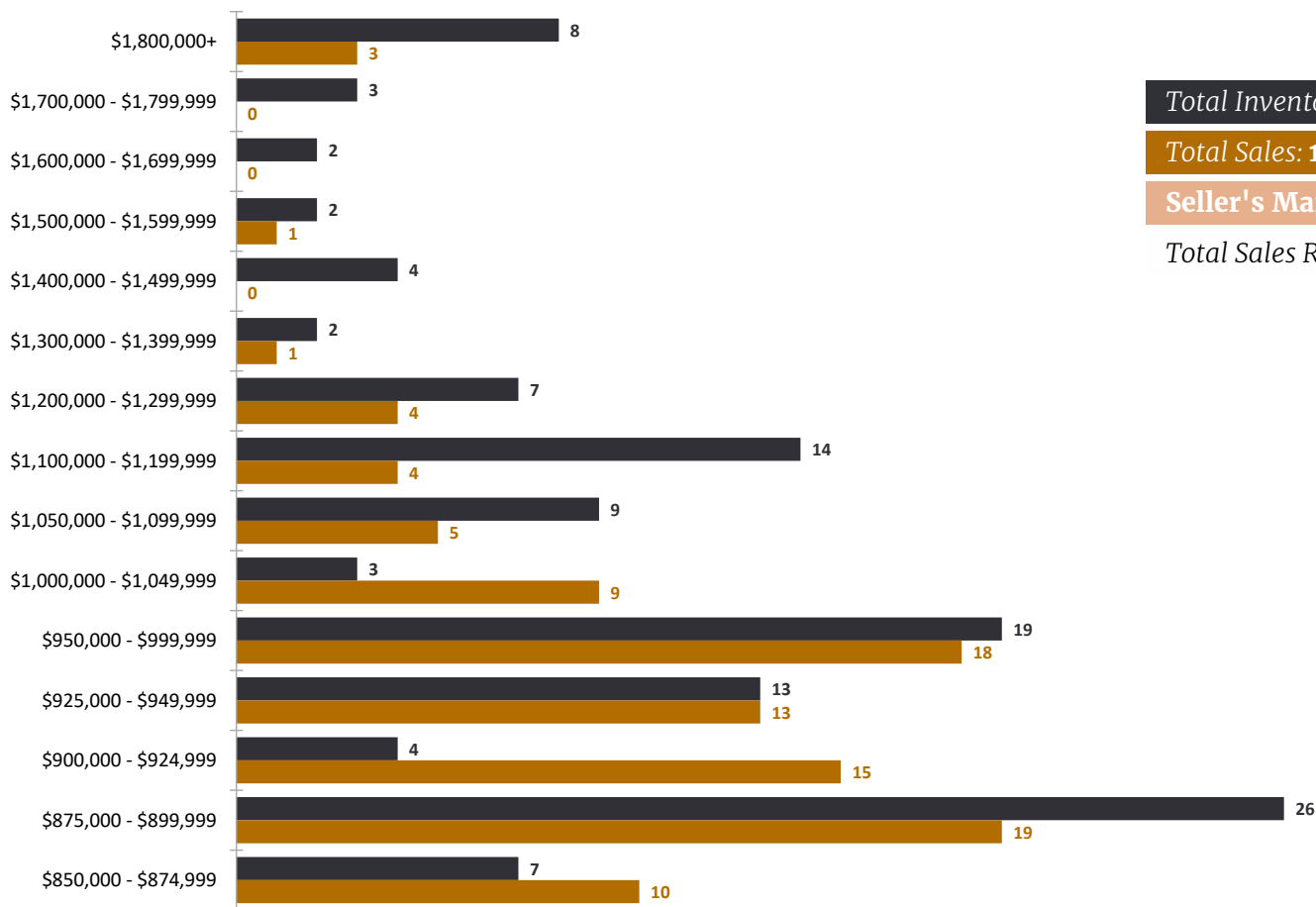
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MAY 2023

Inventory Sales

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



Total Inventory: **123**

Total Sales: **102**

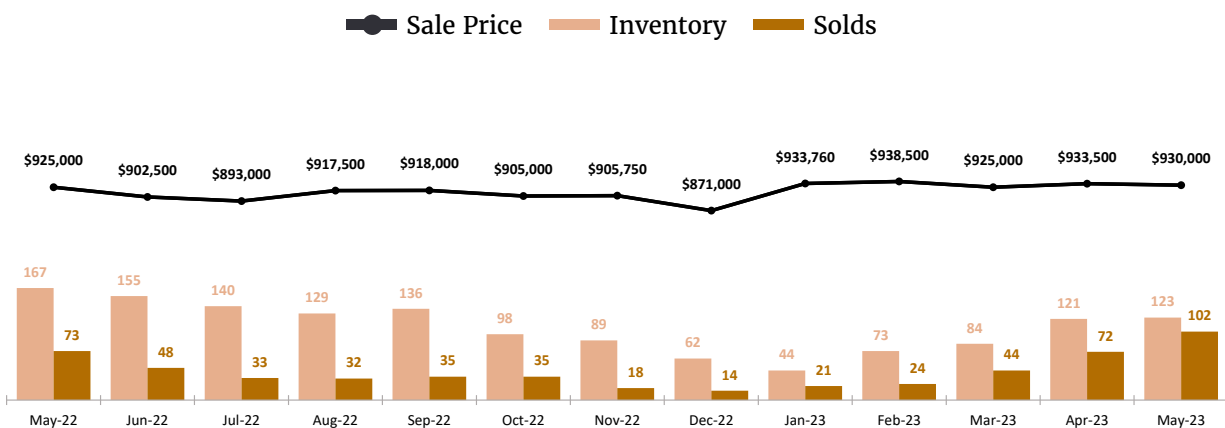
Seller's Market

Total Sales Ratio²: **83%**

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	\$939,500	7	3	12	48	25%
3 Bedrooms	\$930,000	7	3	78	69	113%
4 Bedrooms	\$930,000	7	3	11	6	183%
5 Bedrooms	\$2,168,000	14	4	1	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 | MAY

TOTAL INVENTORY

May 2022 May 2023

167 123

VARIANCE: **-26%**

TOTAL SOLD

May 2022 May 2023

73 102

VARIANCE: **40%**

SALES PRICE

May 2022 May 2023

\$925k \$930k

VARIANCE: **1%**

SALE PRICE PER SQFT.

May 2022 May 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

May 2022 May 2023

100.12% 109.26%

VARIANCE: **9%**

DAYS ON MARKET

May 2022 May 2023

9 7

VARIANCE: **-22%**

MISSISSAUGA MARKET SUMMARY | MAY 2023

- The Mississauga attached luxury market is a **Seller's Market** with an **83% Sales Ratio**.
- Homes sold for a median of **109.26% of list price** in May 2023.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **375%**.
- The median luxury sales price for attached homes is **\$930,000**.
- The median days on market for May 2023 was **7** days, down from **9** in May 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.