

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2023

MISSISSAUGA

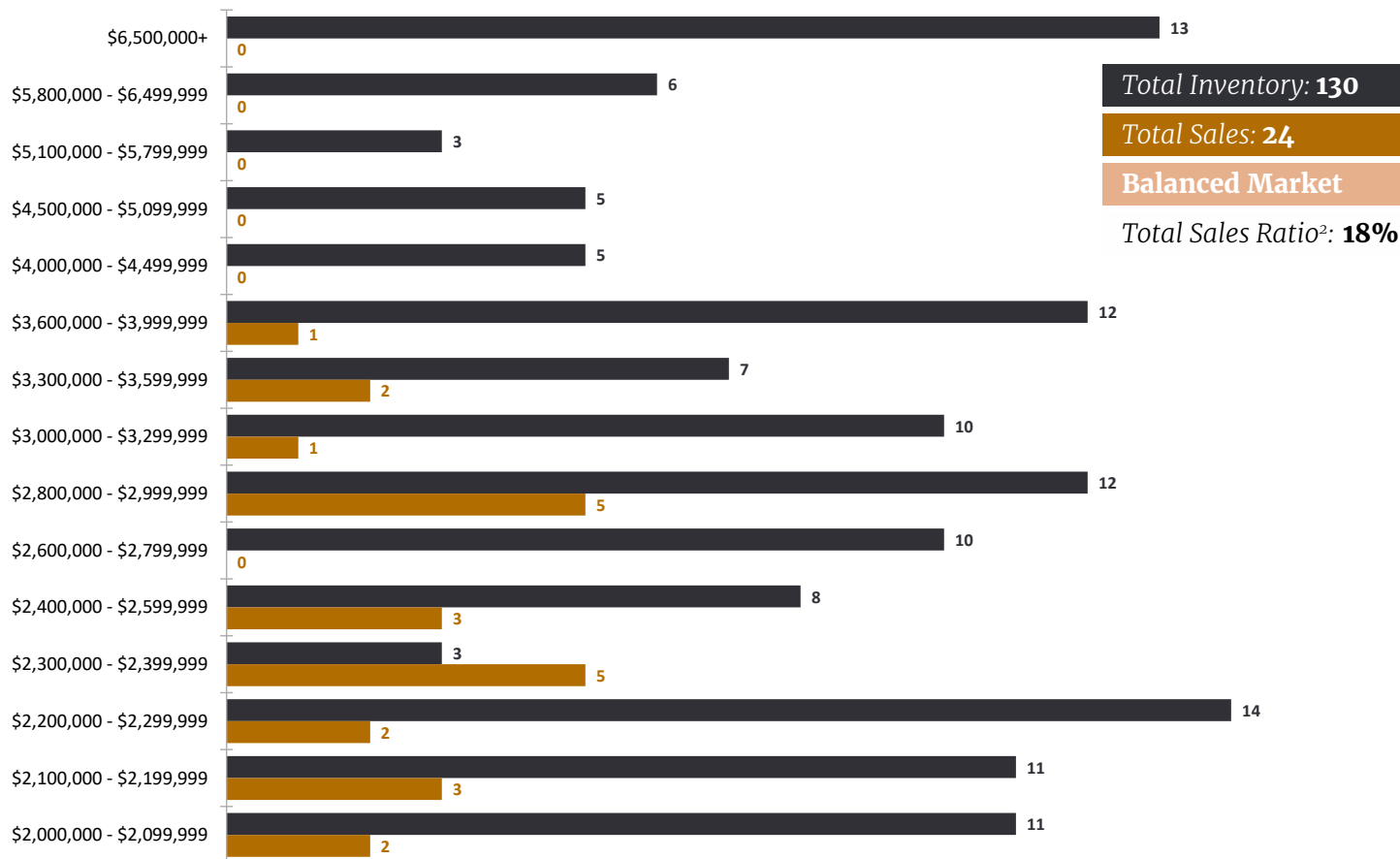
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

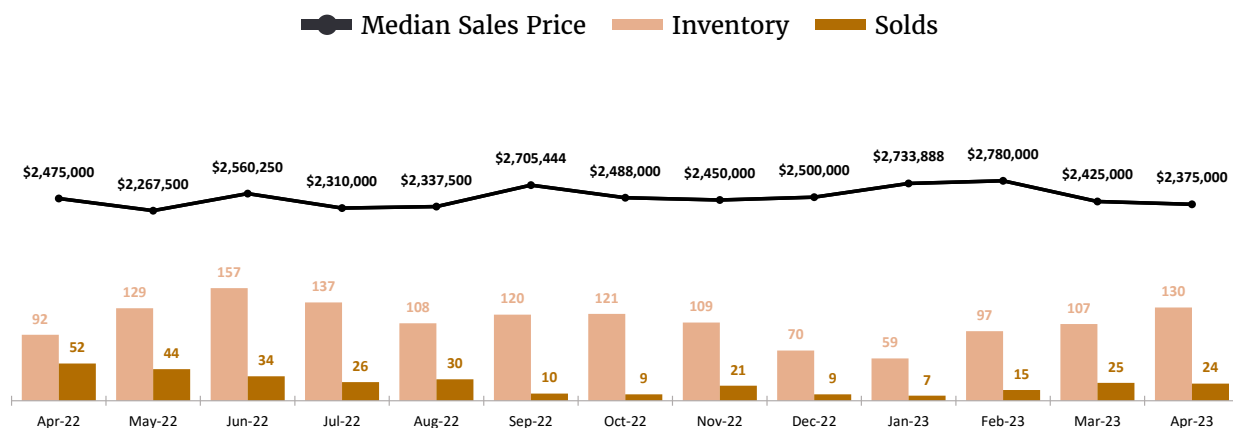
Luxury Benchmark Price¹: **\$2,000,000**



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	4	0%
3 Bedrooms	\$2,350,000	20	4	5	12	42%
4 Bedrooms	\$2,402,500	18	5	16	87	18%
5 Bedrooms	\$2,013,077	10	4	1	20	5%
6+ Bedrooms	\$3,350,000	36	6	2	7	29%

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 | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

92 130

VARIANCE: **41%**

TOTAL SOLDS

Apr. 2022 Apr. 2023

52 24

VARIANCE: **-54%**

SALES PRICE

Apr. 2022 Apr. 2023

\$2.48m \$2.38m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

100.00% 96.62%

VARIANCE: **-3%**

DAYS ON MARKET

Apr. 2022 Apr. 2023

7 18

VARIANCE: **157%**

MISSISSAUGA MARKET SUMMARY | APRIL 2023

- The Mississauga single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **96.62% of list price** in April 2023.
- The most active price band is **\$2,300,000-\$2,399,999**, where the sales ratio is **167%**.
- The median luxury sales price for single-family homes is **\$2,375,000**.
- The median days on market for April 2023 was **18** days, up from **7** in April 2022.

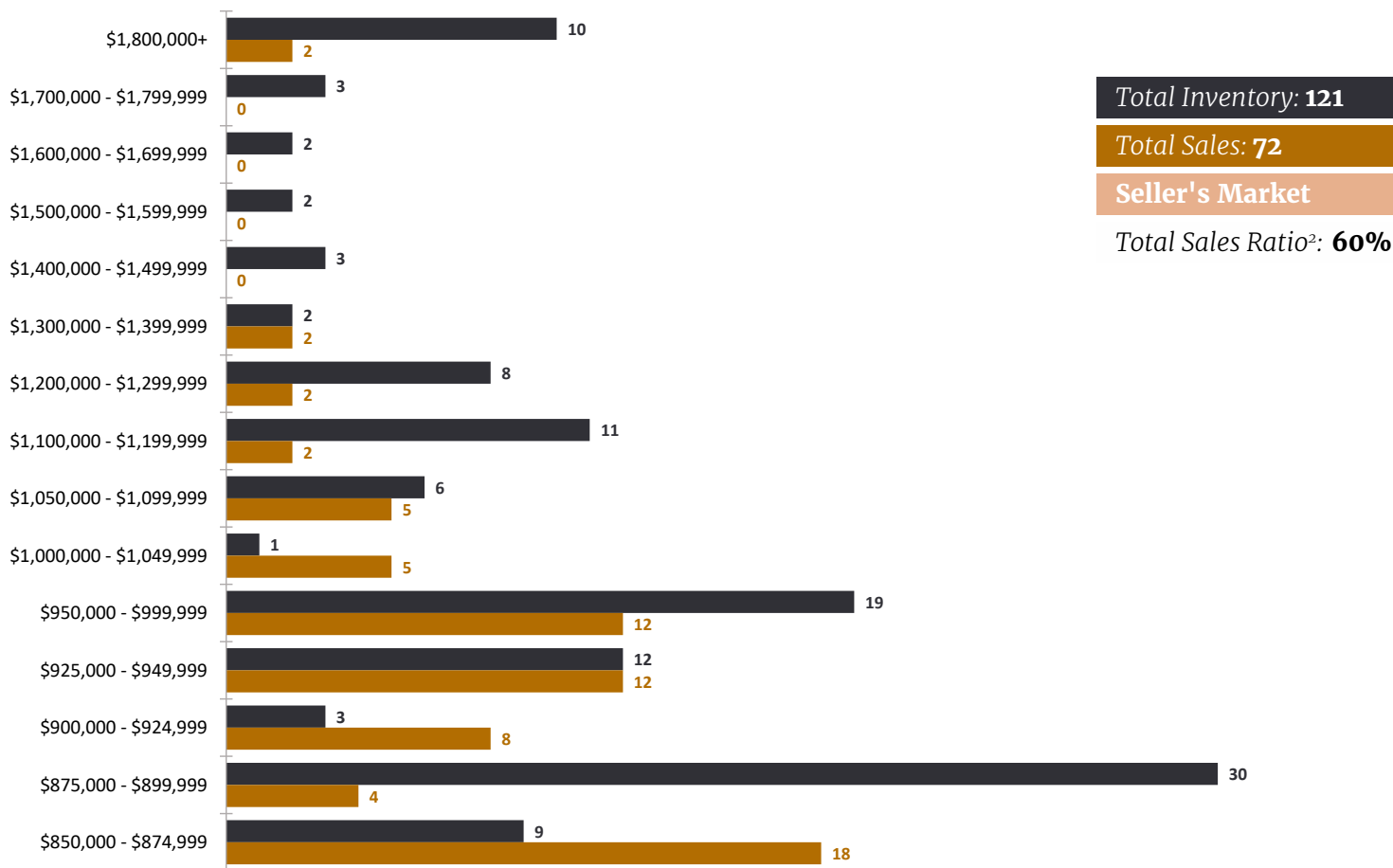
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

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



Total Inventory: **121**

Total Sales: **72**

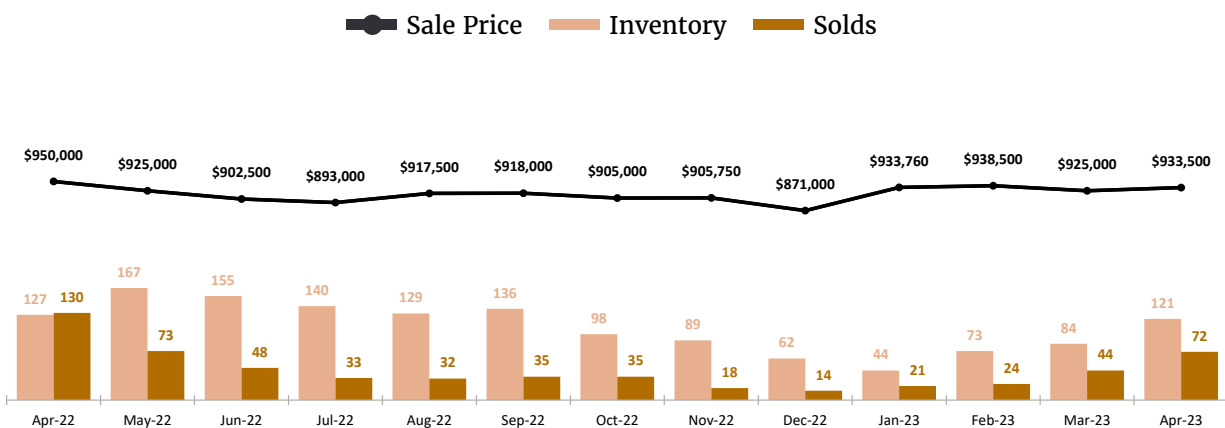
Seller's Market

Total Sales Ratio²: **60%**

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	\$1,065,000	15	2	13	50	26%
3 Bedrooms	\$930,000	8	3	57	62	92%
4 Bedrooms	\$952,500	20	3	2	6	33%
5 Bedrooms	NA	NA	NA	0	1	0%
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 | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

127 121

VARIANCE: **-5%**

TOTAL SOLDS

Apr. 2022 Apr. 2023

130 72

VARIANCE: **-45%**

SALES PRICE

Apr. 2022 Apr. 2023

\$950k \$934k

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

107.27% 100.00%

VARIANCE: **-7%**

DAYS ON MARKET

Apr. 2022 Apr. 2023

7 9

VARIANCE: **29%**

MISSISSAUGA MARKET SUMMARY | APRIL 2023

- The Mississauga attached luxury market is a **Seller's Market** with a **60% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2023.
- The most active price band is **\$1,000,000-\$1,049,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$933,500**.
- The median days on market for April 2023 was **9** days, up from **7** in April 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.