

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

SEPTEMBER  
2023

MISSISSAUGA  

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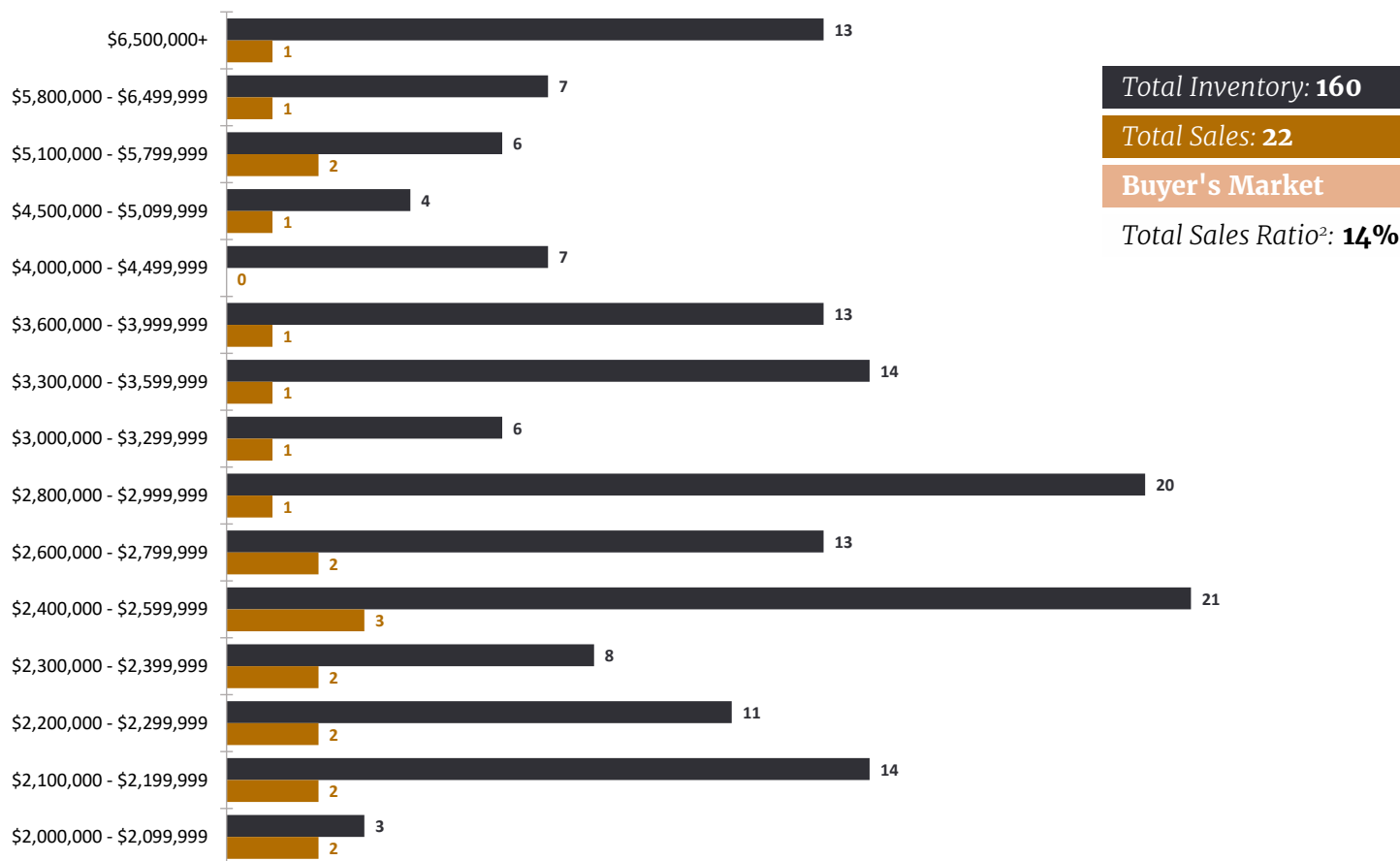
ONTARIO

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | AUGUST 2023

Inventory Sales

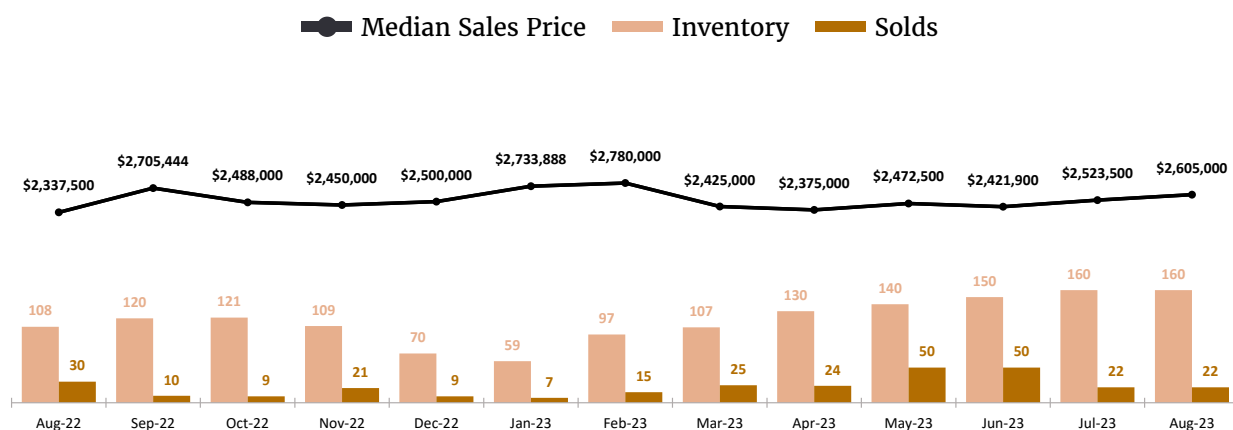
Luxury Benchmark Price<sup>1</sup>: **\$2,000,000**



Beds <sup>3</sup> -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	2	0%
3 Bedrooms	\$2,300,000	35	3	2	25	8%
4 Bedrooms	\$2,550,000	37	5	17	89	19%
5 Bedrooms	\$5,850,000	121	6	2	40	5%
6+ Bedrooms	\$3,980,000	59	4	1	3	33%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | AUGUST

#### TOTAL INVENTORY

Aug. 2022    Aug. 2023  
**108**        **160**

VARIANCE: **48%**

#### TOTAL SOLDS

Aug. 2022    Aug. 2023  
**30**         **22**

VARIANCE: **-27%**

#### SALES PRICE

Aug. 2022    Aug. 2023  
**\$2.34m**    **\$2.61m**

VARIANCE: **11%**

#### SALE PRICE PER SQFT.

Aug. 2022    Aug. 2023  
**N/A**        **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Aug. 2022    Aug. 2023  
**94.88%**    **93.50%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Aug. 2022    Aug. 2023  
**22**         **39**

VARIANCE: **77%**

## MISSISSAUGA MARKET SUMMARY | AUGUST 2023

- The Mississauga single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **93.50% of list price** in August 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$2,605,000**.
- The median days on market for August 2023 was **39** days, up from **22** in August 2022.

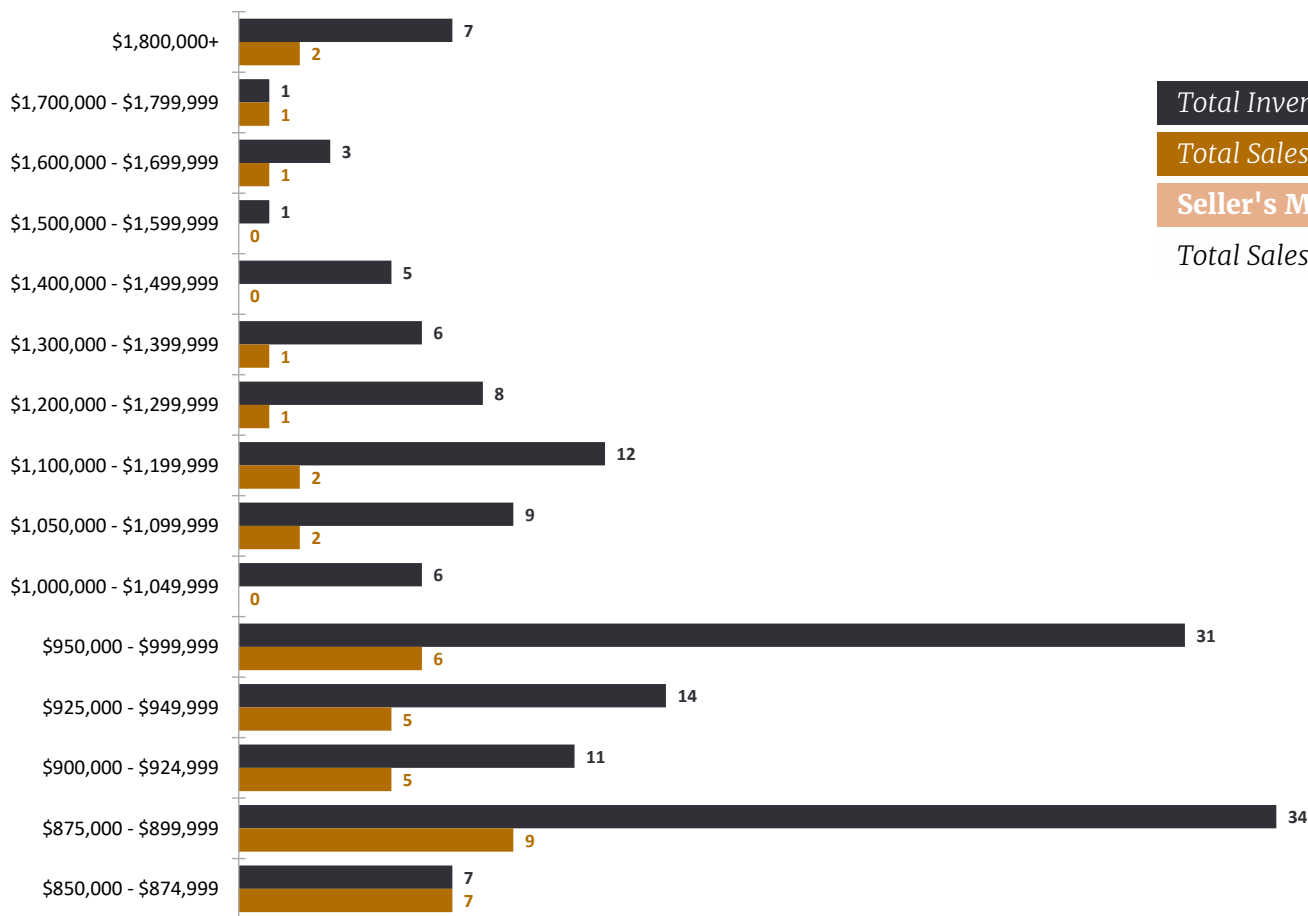
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | AUGUST 2023

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$850,000**



Total Inventory: **155**

Total Sales: **42**

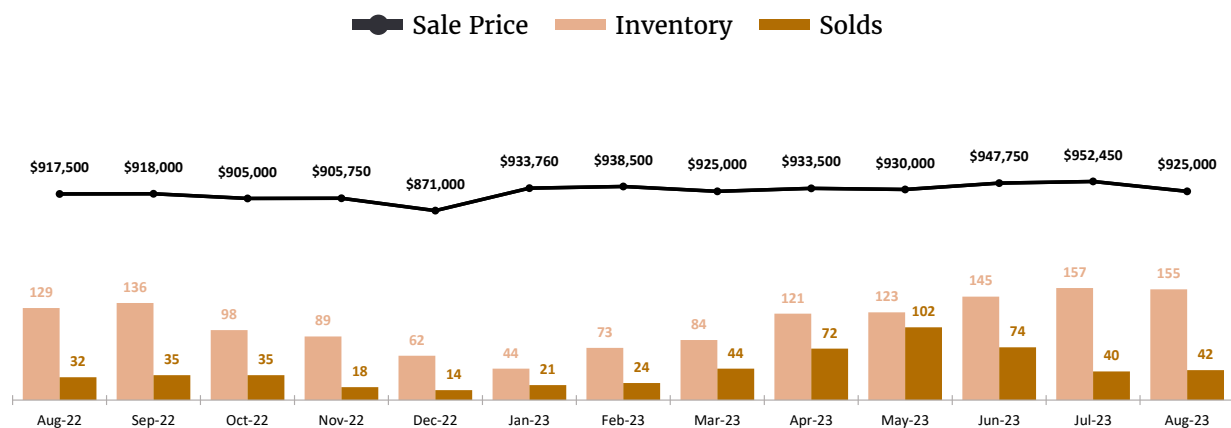
Seller's Market

Total Sales Ratio<sup>2</sup>: **27%**

Beds <sup>3</sup> -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	\$962,500	40	3	8	44	18%
3 Bedrooms	\$910,000	10	3	31	105	30%
4 Bedrooms	\$950,000	21	4	3	6	50%
5 Bedrooms	NA	NA	NA	0	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | AUGUST

#### TOTAL INVENTORY

Aug. 2022      Aug. 2023

129              155

VARIANCE: **20%**

#### TOTAL SOLDS

Aug. 2022      Aug. 2023

32                42

VARIANCE: **31%**

#### SALES PRICE

Aug. 2022      Aug. 2023

\$918k            \$925k

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

Aug. 2022      Aug. 2023

N/A              N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Aug. 2022      Aug. 2023

97.73%        98.75%

VARIANCE: **1%**

#### DAYS ON MARKET

Aug. 2022      Aug. 2023

21                14

VARIANCE: **-33%**

### MISSISSAUGA MARKET SUMMARY | AUGUST 2023

- The Mississauga attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **98.75% of list price** in August 2023.
- The most active price band is **\$850,000-\$874,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$925,000**.
- The median days on market for August 2023 was **14** days, down from **21** in August 2022.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.