

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2024

MISSISSAUGA

ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2024

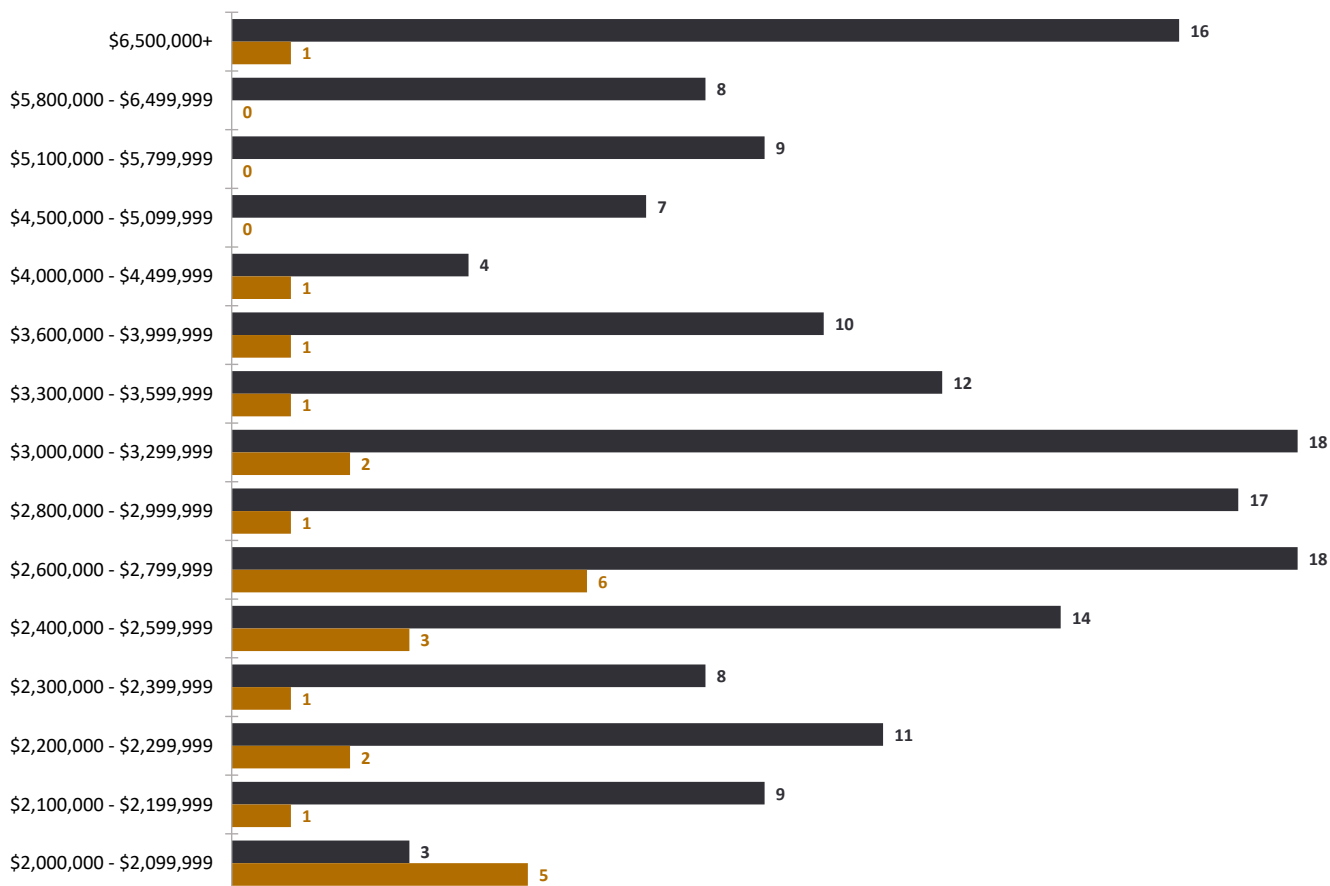
Total Inventory: **164**

Total Sales: **25**

Total Sales Ratio²: **15%**

Balanced Market

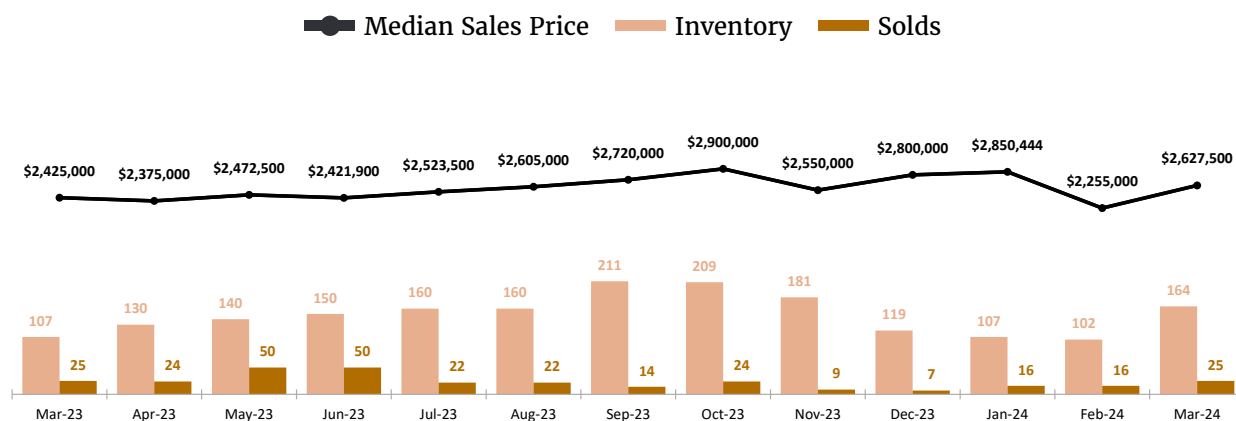
Inventory Sales



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	1	0%
3 Bedrooms	\$2,299,000	21	4	5	34	15%
4 Bedrooms	\$2,357,500	14	5	12	92	13%
5 Bedrooms	\$3,062,500	23	6	8	34	24%
6+ Bedrooms	NA	NA	NA	0	3	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2023 Mar. 2024

107 164

VARIANCE: **53%**

TOTAL SOLDS

Mar. 2023 Mar. 2024

25 25

VARIANCE: **0%**

SALES PRICE

Mar. 2023 Mar. 2024

\$2.43m \$2.63m

VARIANCE: **8%**

SALE PRICE PER SQFT.

Mar. 2023 Mar. 2024

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2023 Mar. 2024

94.03% 93.76%

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2023 Mar. 2024

15 20

VARIANCE: **33%**

MISSISSAUGA MARKET SUMMARY | MARCH 2024

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **93.76% of list price** in March 2024.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **167%**.
- The median luxury sales price for single-family homes is **\$2,627,500**.
- The median days on market for March 2024 was **20** days, up from **15** in March 2023.

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 | MARCH 2024

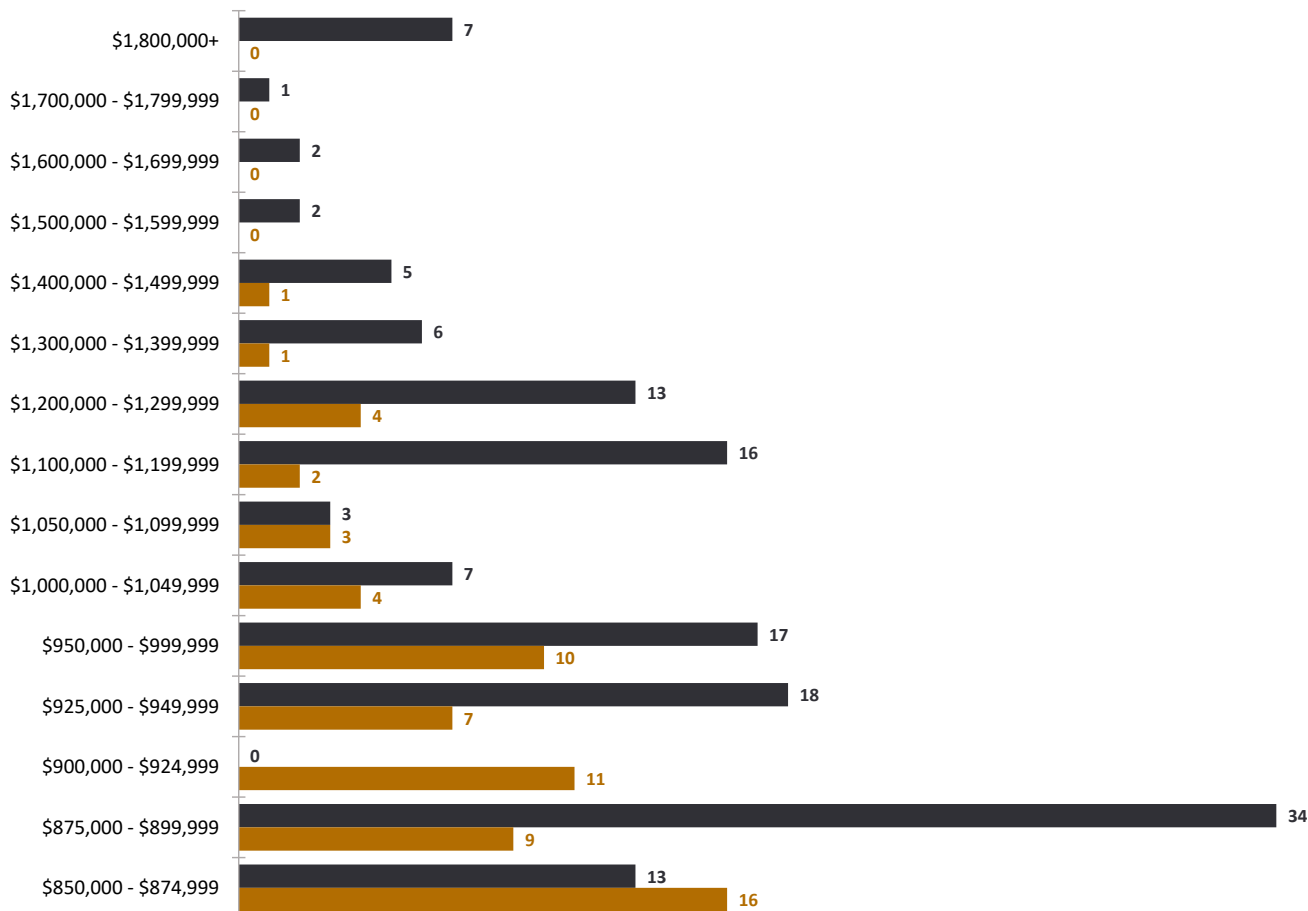
Total Inventory: **144**

Total Sales: **68**

Total Sales Ratio²: **47%**

Seller's Market

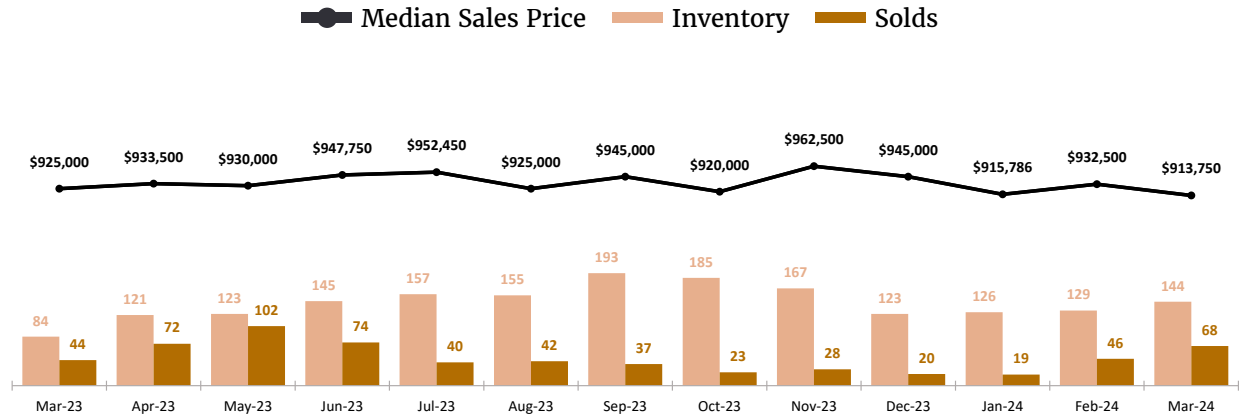
Inventory Sales



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	\$926,950	28	3	12	59	20%
3 Bedrooms	\$915,000	12	3	55	80	69%
4 Bedrooms	\$850,000	3	3	1	4	25%
5 Bedrooms	NA	NA	NA	0	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2023 Mar. 2024
84 **144**

VARIANCE: **71%**

TOTAL SOLD

Mar. 2023 Mar. 2024
44 **68**

VARIANCE: **55%**

SALES PRICE

Mar. 2023 Mar. 2024
\$925k **\$914k**

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Mar. 2023 Mar. 2024
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2023 Mar. 2024
100.96% **98.85%**

VARIANCE: **-2%**

DAYS ON MARKET

Mar. 2023 Mar. 2024
9 **14**

VARIANCE: **56%**

MISSISSAUGA MARKET SUMMARY | MARCH 2024

- The attached luxury market is a **Seller's Market** with a **47% Sales Ratio**.
- Homes sold for a median of **98.85% of list price** in March 2024.
- The most active price band is **\$850,000-\$874,999**, where the sales ratio is **123%**.
- The median luxury sales price for attached homes is **\$913,750**.
- The median days on market for March 2024 was **14** days, up from **9** in March 2023.

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