

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2024

MISSISSAUGA

ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2024

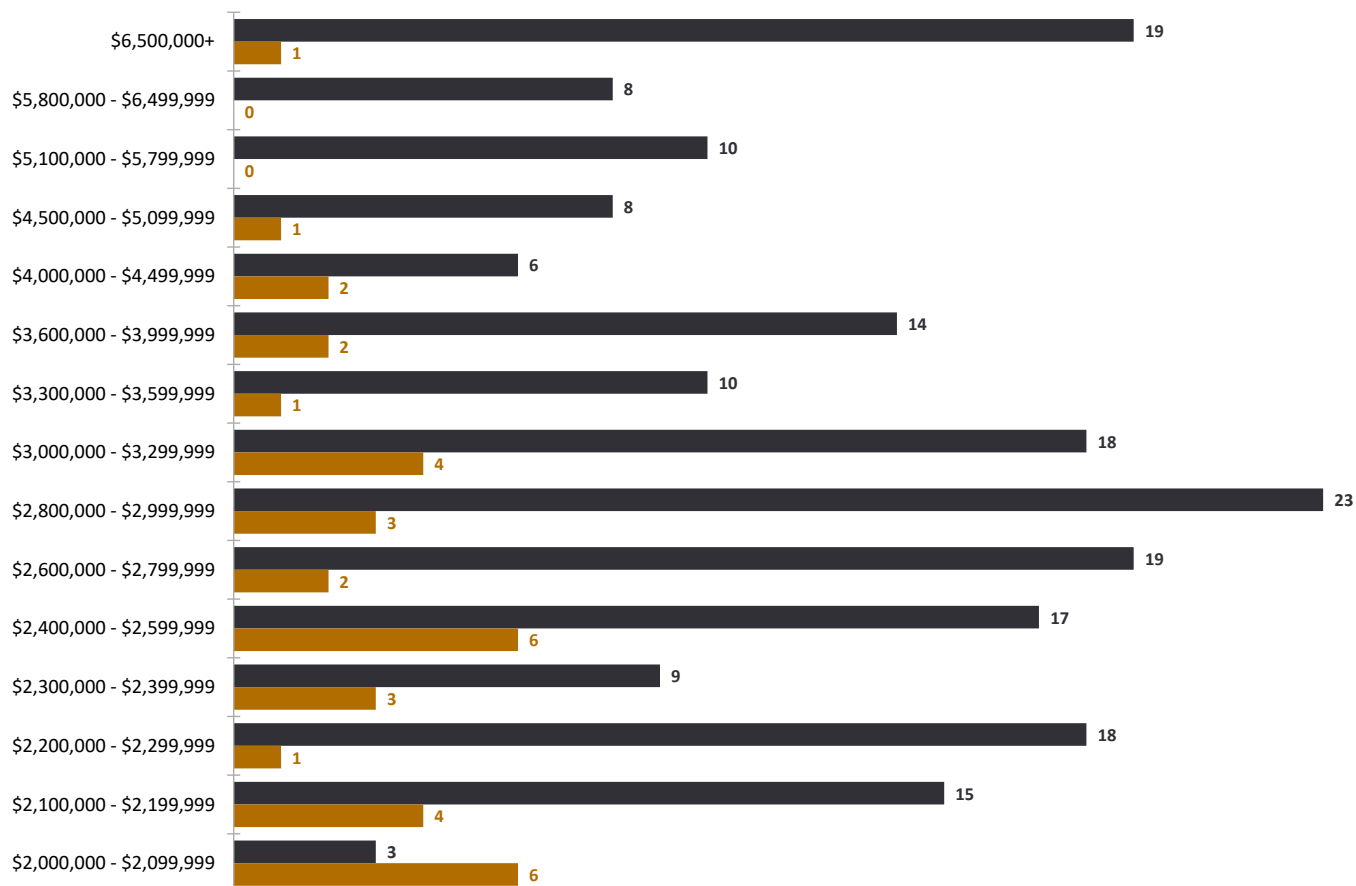
Total Inventory: **197**

Total Sales: **36**

Total Sales Ratio²: **18%**

Balanced Market

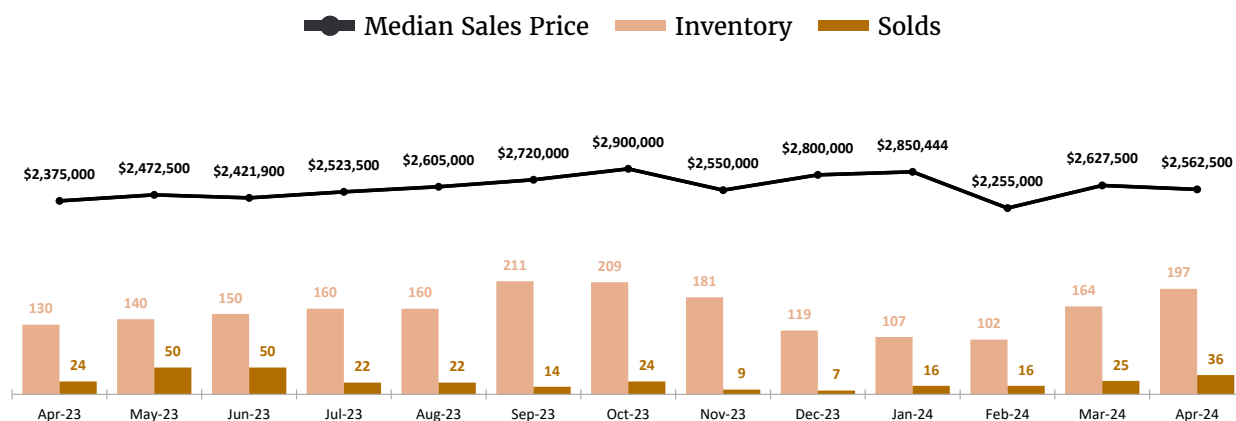
Inventory Sales



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	\$2,000,000	2	4	1	1	100%
3 Bedrooms	\$2,540,000	15	4	5	40	13%
4 Bedrooms	\$2,565,000	11	5	23	111	21%
5 Bedrooms	\$2,952,500	35	6	6	41	15%
6+ Bedrooms	\$2,575,000	5	4	1	4	25%

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 | APRIL

TOTAL INVENTORY

Apr. 2023 Apr. 2024

130 **197**

VARIANCE: 52%

TOTAL SOLDS

Apr. 2023 Apr. 2024

24 **36**

VARIANCE: 50%

SALES PRICE

Apr. 2023 Apr. 2024

\$2.38m **\$2.56m**

VARIANCE: 8%

SALE PRICE PER SQFT.

Apr. 2023 Apr. 2024

N/A **N/A**

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Apr. 2023 Apr. 2024

96.62% **95.61%**

VARIANCE: -1%

DAYS ON MARKET

Apr. 2023 Apr. 2024

18 **14**

VARIANCE: -22%

MISSISSAUGA MARKET SUMMARY | APRIL 2024

- The single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **95.61% of list price** in April 2024.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$2,562,500**.
- The median days on market for April 2024 was **14** days, down from **18** in April 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.

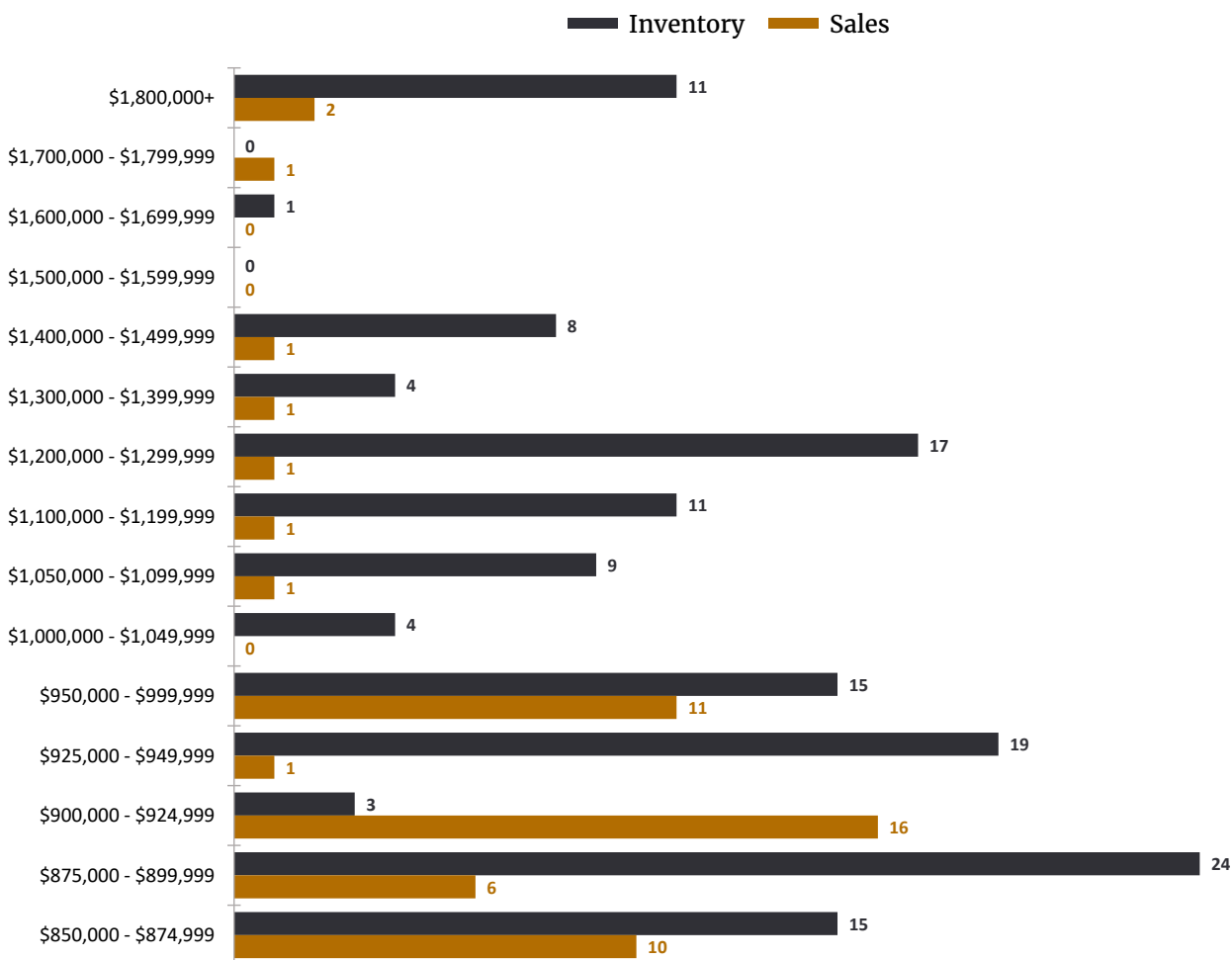
LUXURY INVENTORY VS. SALES | APRIL 2024

Total Inventory: **141**

Total Sales: **52**

Total Sales Ratio²: **37%**

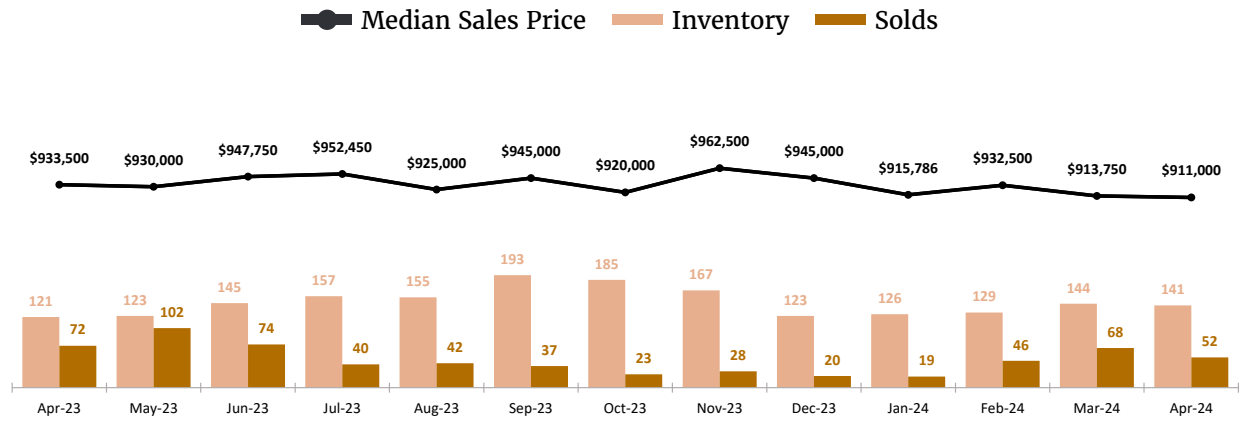
Seller's Market



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	\$975,000	29	2	13	58	22%
3 Bedrooms	\$903,250	14	3	36	77	47%
4 Bedrooms	\$998,000	14	3	3	5	60%
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 | APRIL

TOTAL INVENTORY

Apr. 2023 Apr. 2024
121 **141**

VARIANCE: **17%**

TOTAL SOLDS

Apr. 2023 Apr. 2024
72 **52**

VARIANCE: **-28%**

SALES PRICE

Apr. 2023 Apr. 2024
\$934k **\$911k**

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Apr. 2023 Apr. 2024
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2023 Apr. 2024
100.00% **98.18%**

VARIANCE: **-2%**

DAYS ON MARKET

Apr. 2023 Apr. 2024
9 **15**

VARIANCE: **67%**

MISSISSAUGA MARKET SUMMARY | APRIL 2024

- The attached luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **98.18% of list price** in April 2024.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **533%**.
- The median luxury sales price for attached homes is **\$911,000**.
- The median days on market for April 2024 was **15** days, up from **9** in April 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.