

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2023

MISSISSAUGA

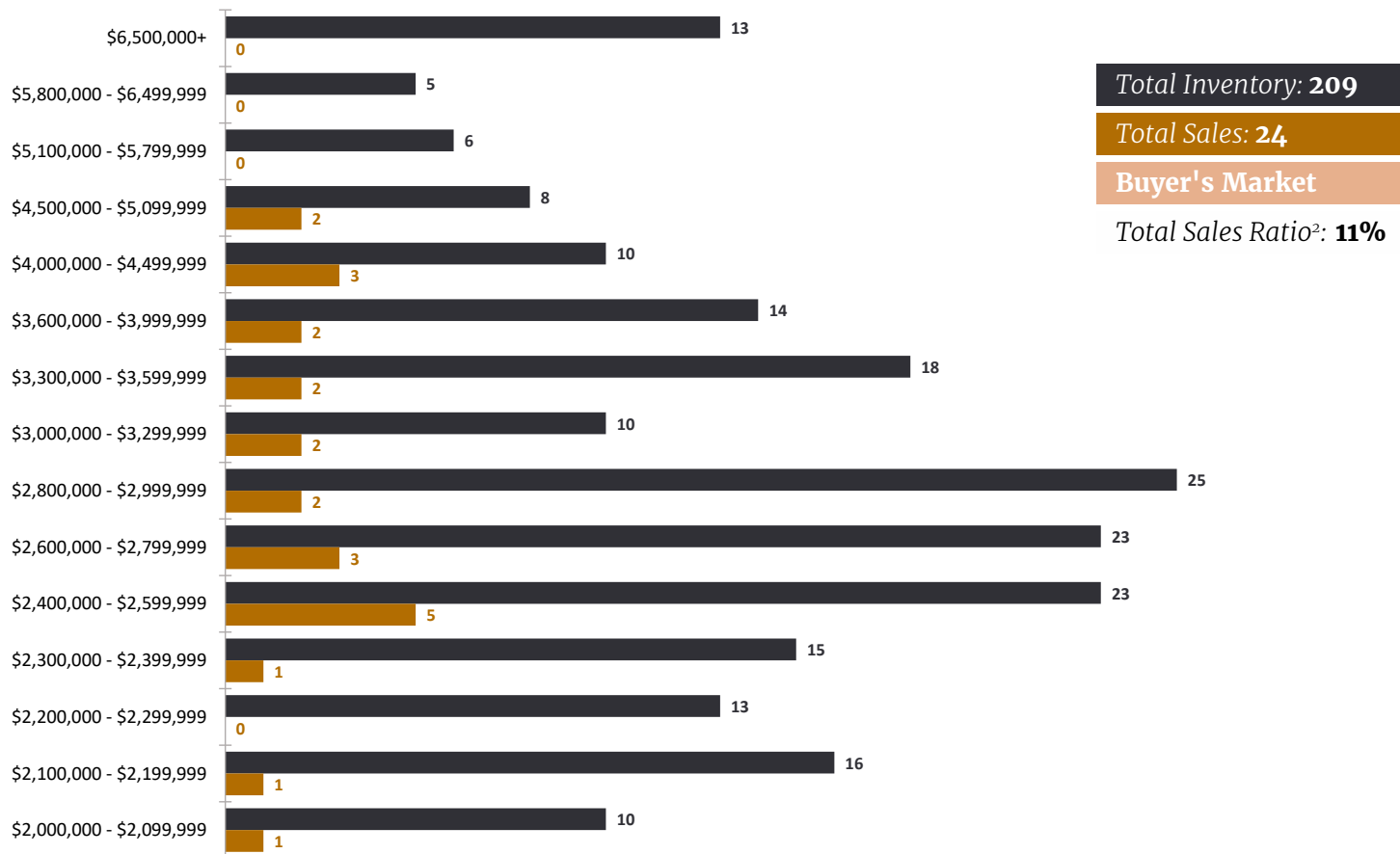
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

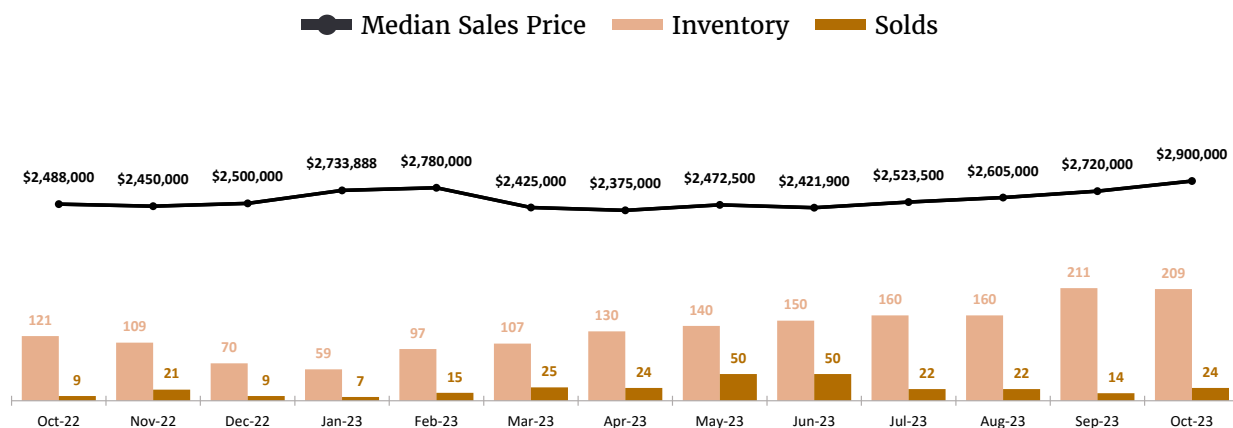
Luxury Benchmark Price¹: **\$2,000,000**



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	2	0%
3 Bedrooms	\$2,680,000	20	4	3	42	7%
4 Bedrooms	\$3,158,500	30	5	16	122	13%
5 Bedrooms	\$2,962,500	9	6	4	39	10%
6+ Bedrooms	\$2,600,000	29	4	1	4	25%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2022 Oct. 2023

121 209

VARIANCE: **73%**

TOTAL SOLDS

Oct. 2022 Oct. 2023

9 24

VARIANCE: **167%**

SALES PRICE

Oct. 2022 Oct. 2023

\$2.49m \$2.90m

VARIANCE: **17%**

SALE PRICE PER SQFT.

Oct. 2022 Oct. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2022 Oct. 2023

94.21% 93.98%

VARIANCE: **0%**

DAYS ON MARKET

Oct. 2022 Oct. 2023

22 29

VARIANCE: **32%**

MISSISSAUGA MARKET SUMMARY | OCTOBER 2023

- The Mississauga single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **93.98% of list price** in October 2023.
- The most active price band is **\$4,000,000-\$4,499,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is **\$2,900,000**.
- The median days on market for October 2023 was **29** days, up from **22** in October 2022.

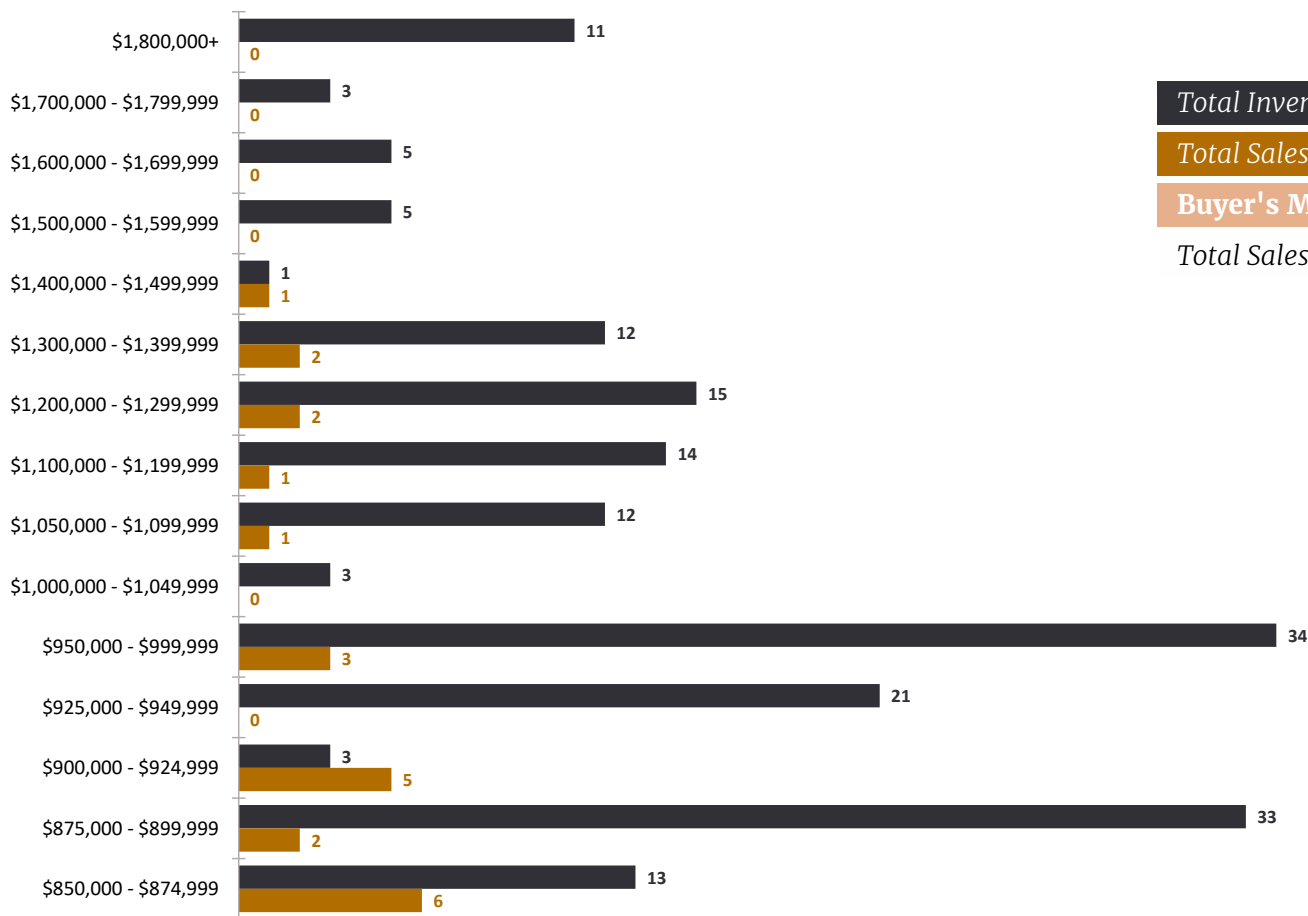
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

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



Total Inventory: **185**

Total Sales: **23**

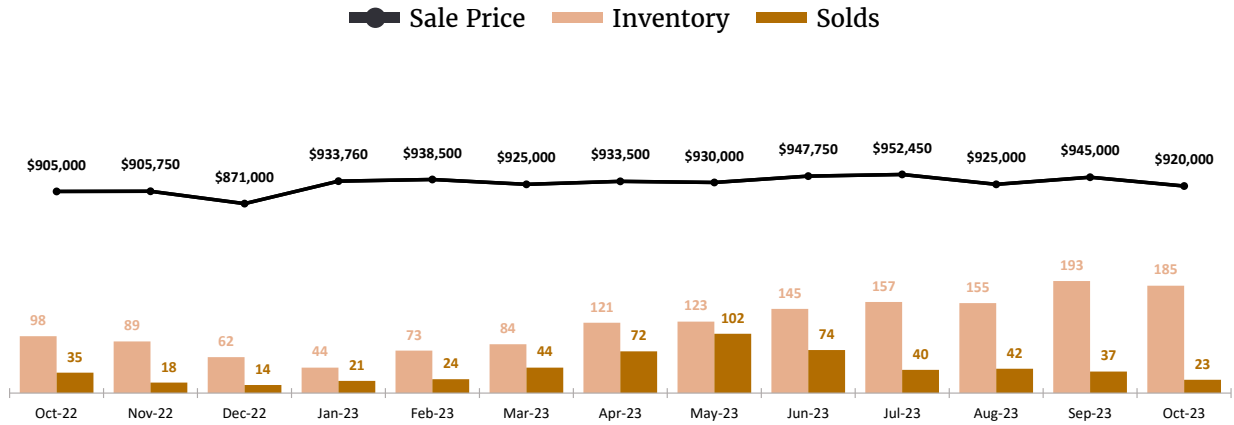
Buyer's Market

Total Sales Ratio²: **12%**

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	\$1,250,000	22	2	5	61	8%
3 Bedrooms	\$905,000	15	3	17	118	14%
4 Bedrooms	\$1,095,000	33	4	1	4	25%
5 Bedrooms	NA	NA	NA	0	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 | OCTOBER

TOTAL INVENTORY

Oct. 2022	Oct. 2023
98	185

VARIANCE: **89%**

TOTAL SOLDS

Oct. 2022	Oct. 2023
35	23

VARIANCE: **-34%**

SALES PRICE

Oct. 2022	Oct. 2023
\$905k	\$920k

VARIANCE: **2%**

SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
96.77%	98.29%

VARIANCE: **2%**

DAYS ON MARKET

Oct. 2022	Oct. 2023
17	21

VARIANCE: **24%**

MISSISSAUGA MARKET SUMMARY | OCTOBER 2023

- The Mississauga attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **98.29% of list price** in October 2023.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **167%**.
- The median luxury sales price for attached homes is **\$920,000**.
- The median days on market for October 2023 was **21** days, up from **17** in October 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.