

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2023

MISSISSAUGA

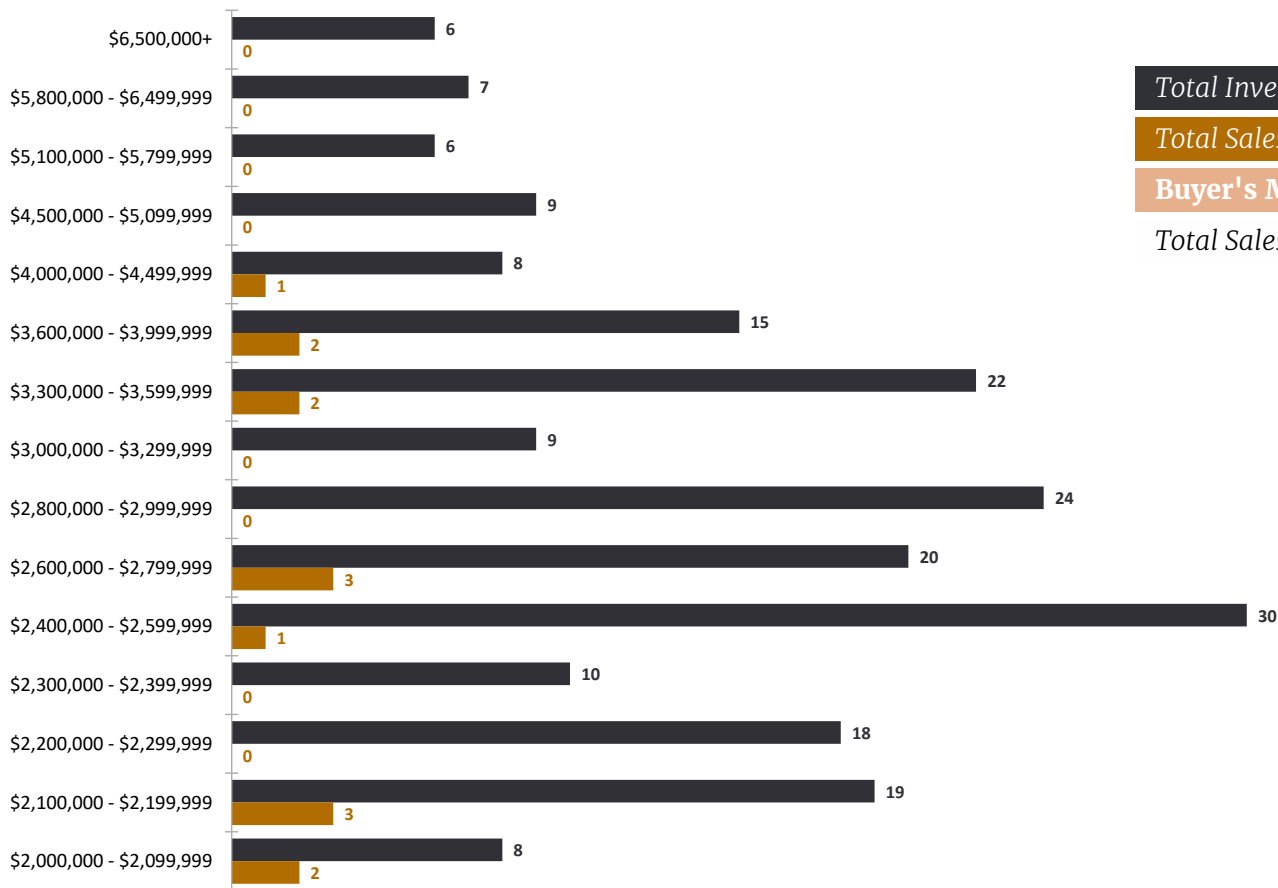
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2023

Inventory Sales

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



Total Inventory: **211**

Total Sales: **14**

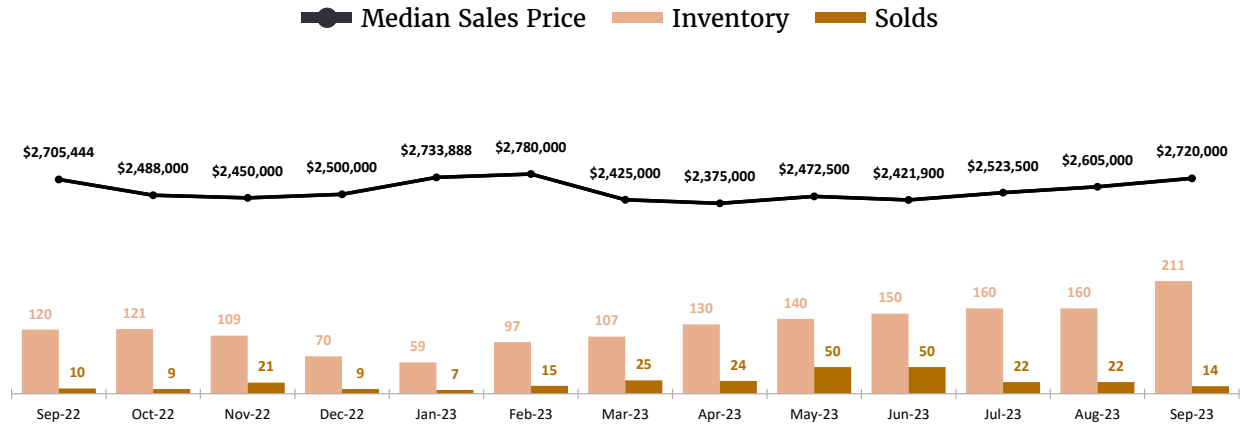
Buyer's Market

Total Sales Ratio²: **7%**

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	\$2,050,000	45	4	1	41	2%
4 Bedrooms	\$2,790,000	28	5	9	124	7%
5 Bedrooms	\$2,159,000	8	5	4	41	10%
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 < 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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2022 Sept. 2023

120 211

VARIANCE: **76%**

TOTAL SOLDS

Sept. 2022 Sept. 2023

10 14

VARIANCE: **40%**

SALES PRICE

Sept. 2022 Sept. 2023

\$2.71m \$2.72m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Sept. 2022 Sept. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2022 Sept. 2023

93.49% 95.10%

VARIANCE: **2%**

DAYS ON MARKET

Sept. 2022 Sept. 2023

23 15

VARIANCE: **-35%**

MISSISSAUGA MARKET SUMMARY | SEPTEMBER 2023

- The Mississauga single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **95.10% of list price** in September 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$2,720,000**.
- The median days on market for September 2023 was **15** days, down from **23** in September 2022.

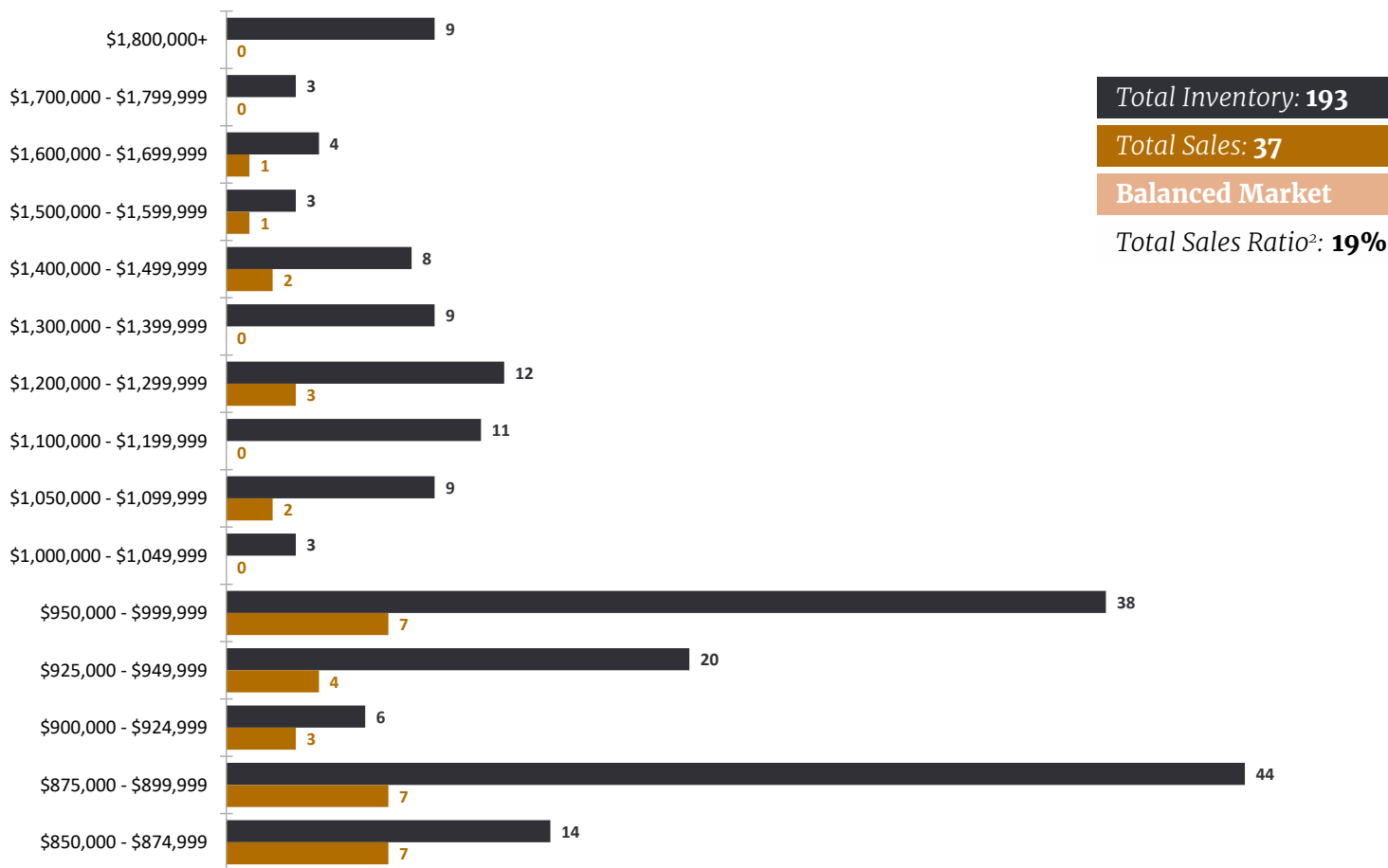
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2023

Inventory Sales

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



Total Inventory: **193**

Total Sales: **37**

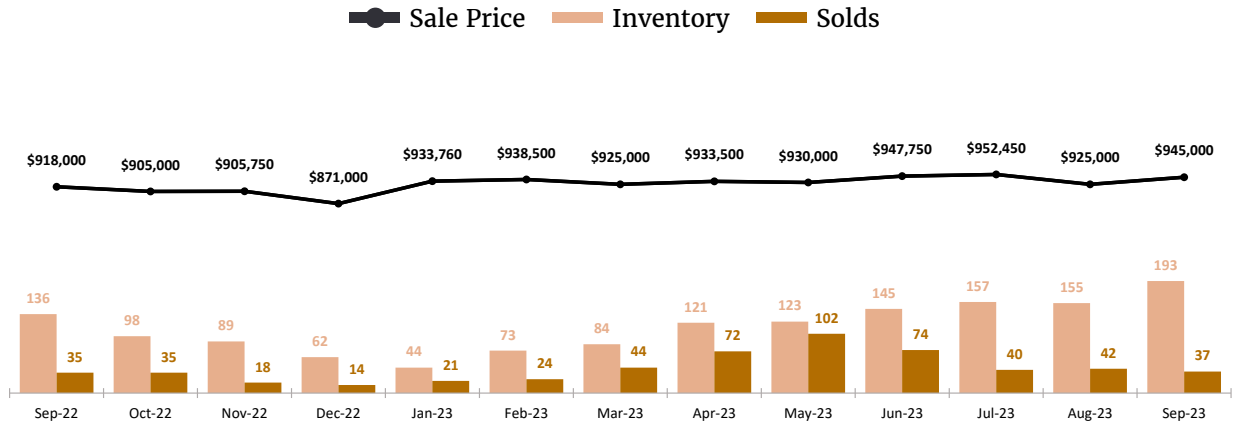
Balanced Market

Total Sales Ratio²: **19%**

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	\$1,080,000	7	3	9	53	17%
3 Bedrooms	\$930,000	14	3	28	133	21%
4 Bedrooms	NA	NA	NA	0	7	0%
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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2022 Sept. 2023
136 **193**

VARIANCE: **42%**

TOTAL SOLDS

Sept. 2022 Sept. 2023
35 **37**

VARIANCE: **6%**

SALES PRICE

Sept. 2022 Sept. 2023
\$918k **\$945k**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Sept. 2022 Sept. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2022 Sept. 2023
97.44% **98.29%**

VARIANCE: **1%**

DAYS ON MARKET

Sept. 2022 Sept. 2023
26 **11**

VARIANCE: **-58%**

MISSISSAUGA MARKET SUMMARY | SEPTEMBER 2023

- The Mississauga attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **98.29% of list price** in September 2023.
- The most active price band is **\$850,000-\$874,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$945,000**.
- The median days on market for September 2023 was **11** days, down from **26** in September 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.