

VANCOUVER BRITISH COLUMBIA

–December 2020–



collaborativerealestate.ca

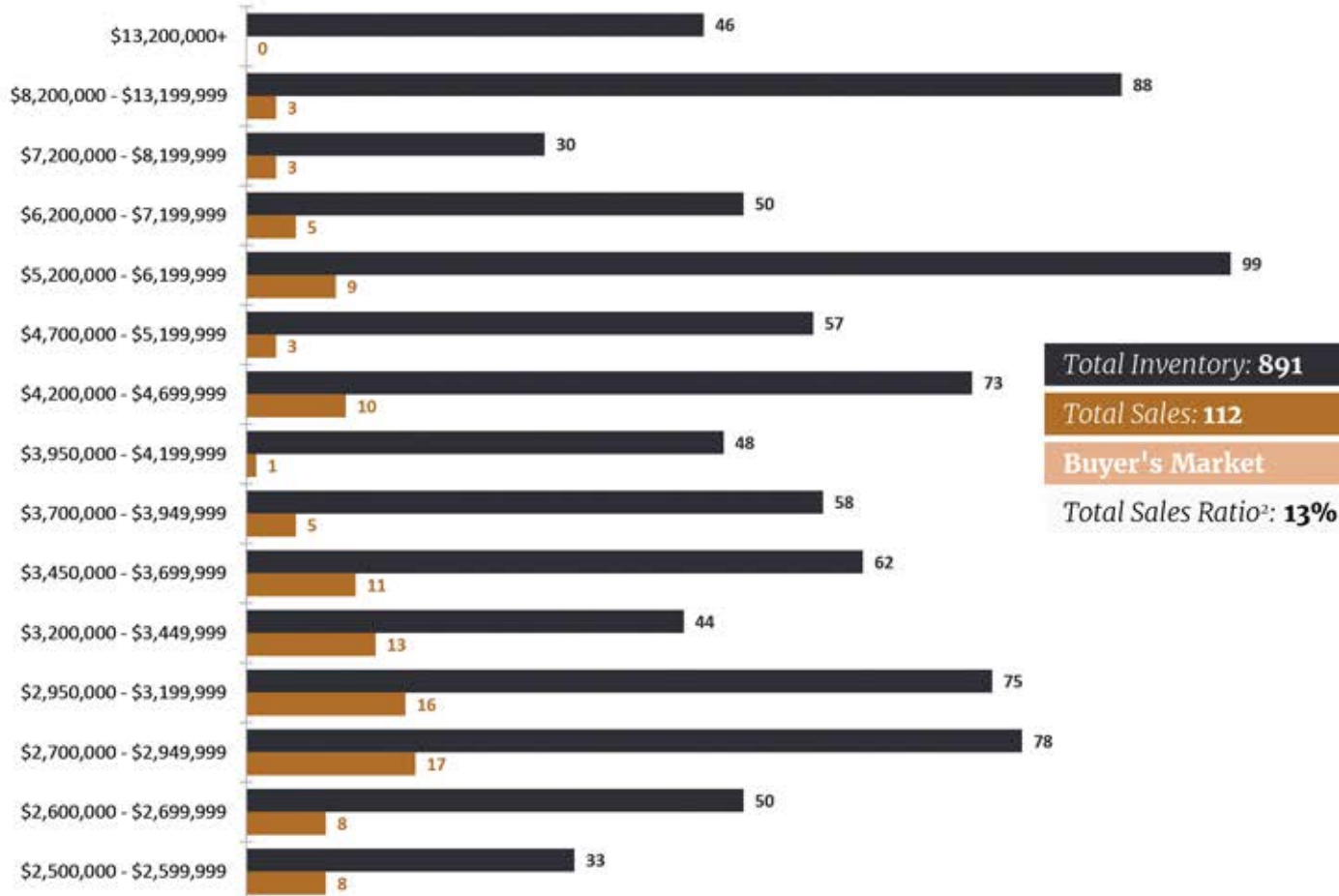
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,600,000	3	3	3	53	6%
2,000 - 2,999	\$2,920,000	4	3	35	183	19%
3,000 - 3,999	\$3,150,000	5	4	23	200	12%
4,000 - 4,999	\$3,534,000	5	6	26	193	13%
5,000 - 5,999	\$5,180,000	6	7	13	103	13%
6,000+	\$5,950,000	5	7	12	159	8%

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

INVENTORY

October	November
910	891

VARIANCE: **-2%**

SOLDS

October	November
117	112

VARIANCE: **-4%**

SALES PRICE

October	November
\$3.23m	\$3.32m

VARIANCE: **3%**

SALE PRICE PER SQFT.

October	November
\$914	\$1,035

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

October	November
95.38%	95.23%

VARIANCE: **0%**

DAYS ON MARKET

October	November
30	31

VARIANCE: **3%**

VANCOUVER MARKET SUMMARY | NOVEMBER 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **95.23% of list price** in November 2020.
- The most active price band is **\$3,200,000–\$3,449,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes has increased to **\$3,324,000**.
- The median days on market for November 2020 was **31** days, up from **30** in October 2020.

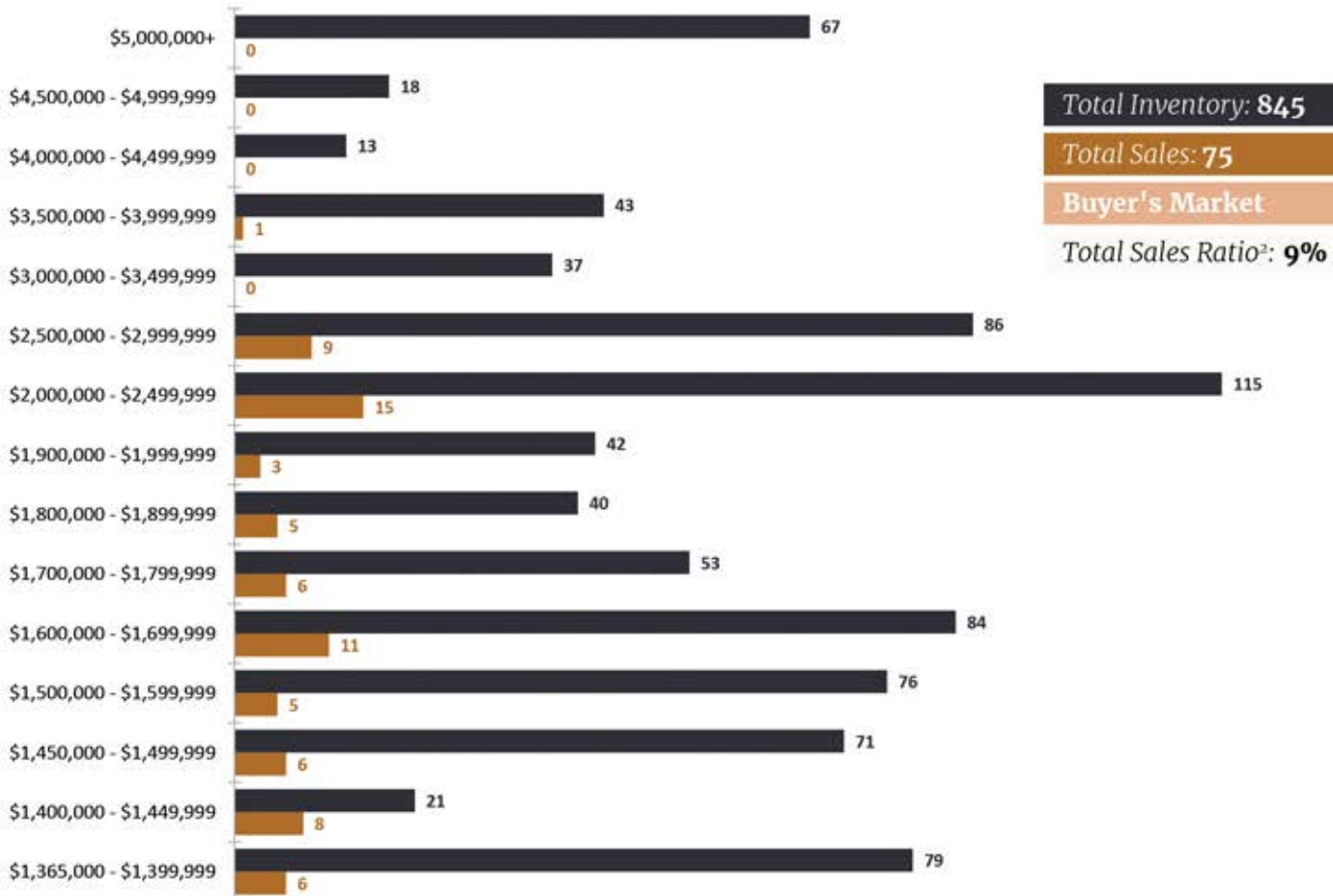
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in SCAD.

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$1,365,000**



Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	46	0%
1,000 - 1,999	\$1,660,000	3	2	54	606	9%
2,000 - 2,999	\$1,880,000	3	4	17	152	11%
3,000 - 3,999	\$2,255,000	4	4	3	32	9%
4,000 - 4,999	\$2,700,000	2	3	1	5	20%
5,000+	NA	NA	NA	0	4	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

INVENTORY

October November
900 **845**

VARIANCE: **-6%**

SOLDS

October November
82 **75**

VARIANCE: **-9%**

SALES PRICE

October November
\$1.63m **\$1.70m**

VARIANCE: **4%**

SALE PRICE PER SQFT.

October November
\$1,031 **\$1,134**

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

October November
98.09% **98.65%**

VARIANCE: **1%**

DAYS ON MARKET

October November
28 **22**

VARIANCE: **-21%**

VANCOUVER MARKET SUMMARY | NOVEMBER 2020

- The Vancouver attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **98.65% of list price** in November 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes has increased to **\$1,700,000**.
- The median days on market for November 2020 was **22** days, down from **28** in October 2020.

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. All prices are listed in SCAD.