

# VANCOUVER BRITISH COLUMBIA

–October 2020–



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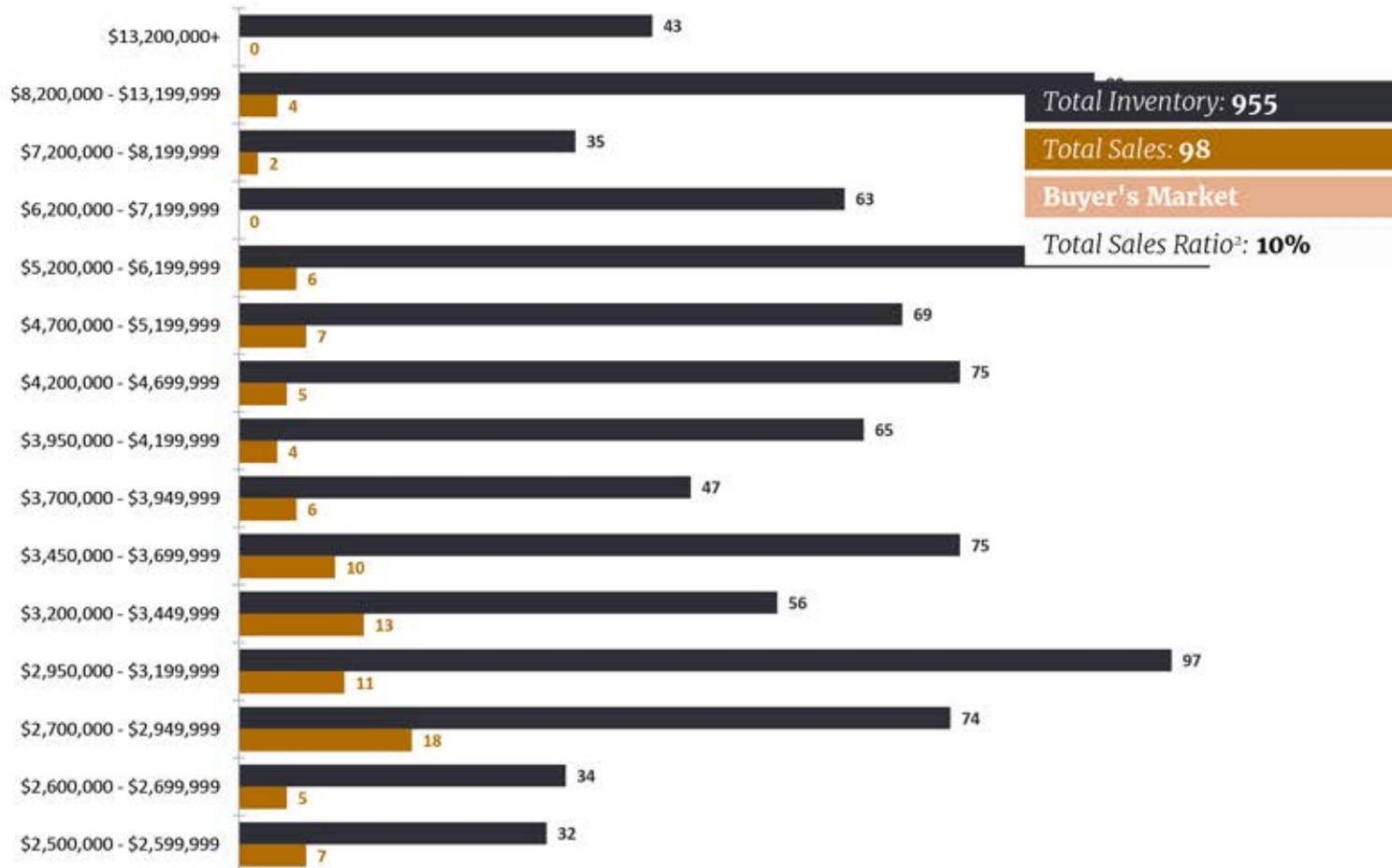
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,590,000	3	3	2	51	4%
2,000 - 2,999	\$2,841,500	4	3	20	187	11%
3,000 - 3,999	\$3,280,000	5	5	33	204	16%
4,000 - 4,999	\$3,812,500	6	6	20	224	9%
5,000 - 5,999	\$3,510,000	6	6	13	122	11%
6,000+	\$5,012,500	6	7	10	167	6%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

August      September

992      955

VARIANCE: **-4%**

#### SOLDS

August      September

86      98

VARIANCE: **14%**

#### SALES PRICE

August      September

\$3.29m      \$3.29m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

August      September

\$930      \$944

VARIANCE: **2%**

#### SALE TO LIST PRICE RATIO

August      September

93.73%      95.46%

VARIANCE: **2%**

#### DAYS ON MARKET

August      September

23      21

VARIANCE: **-9%**

## VANCOUVER MARKET SUMMARY | SEPTEMBER 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **95.46% of list price** in September 2020.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **24%**.
- The median luxury sales price for single-family homes has increased to **\$3,293,500**.
- The median days on market for September 2020 was **21** days, down from **23** in August 2020.

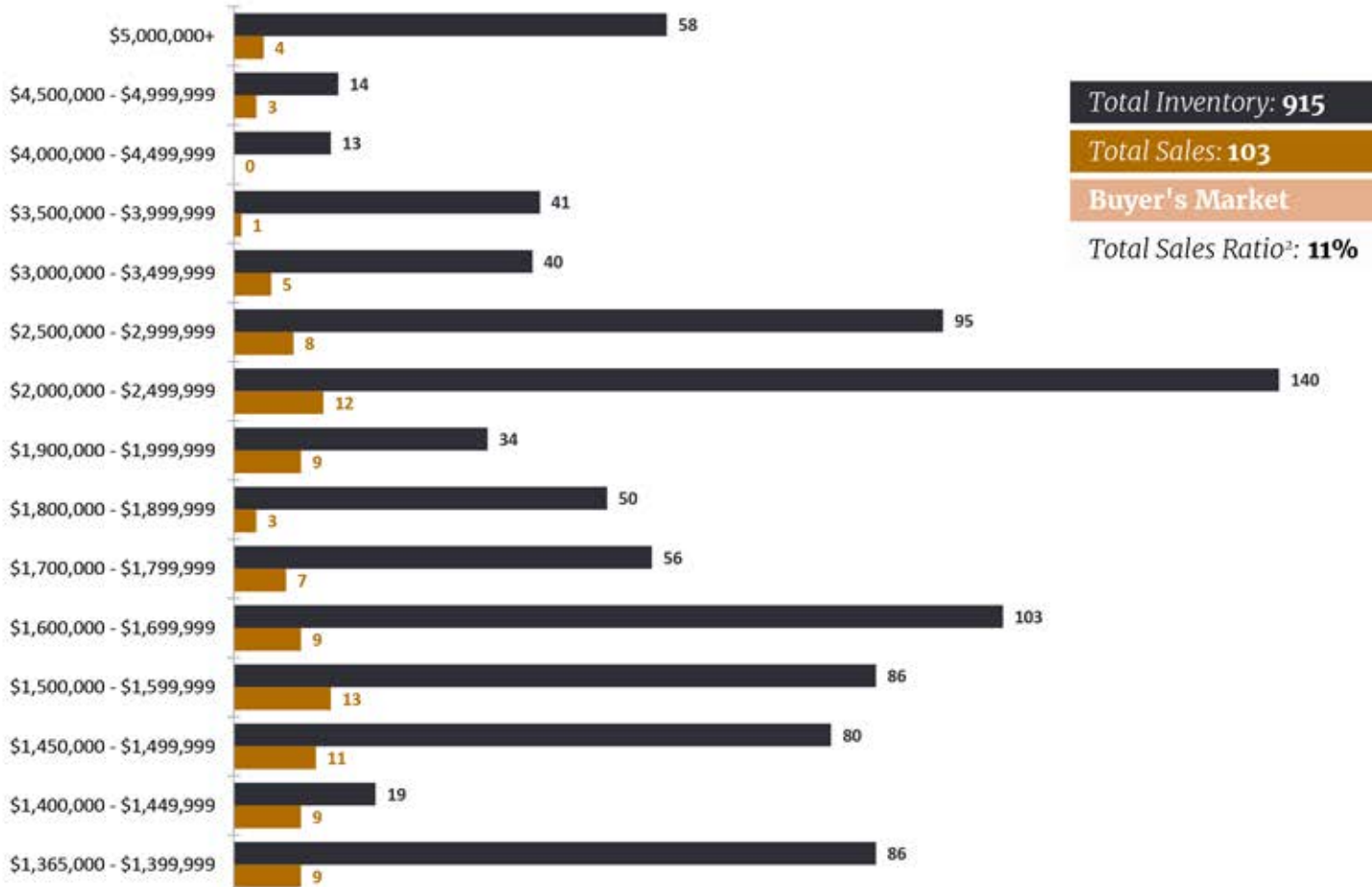
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,365,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,480,000	2	2	1	47	2%
1,000 - 1,999	\$1,599,450	3	3	76	674	11%
2,000 - 2,999	\$2,350,000	3	3	22	151	15%
3,000 - 3,999	\$4,425,000	4	4	2	32	6%
4,000 - 4,999	\$5,300,000	3	4	2	6	33%
5,000+	NA	NA	NA	0	5	0%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

August      September  
824          915

VARIANCE: **11%**

#### SOLDS

August      September  
112          103

VARIANCE: **-8%**

#### SALES PRICE

August      September  
\$1.63m      \$1.70m

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

August      September  
\$1,201      \$1,135

VARIANCE: **-5%**

#### SALE TO LIST PRICE RATIO

August      September  
96.92%      97.41%

VARIANCE: **1%**

#### DAYS ON MARKET

August      September  
23          18

VARIANCE: **-22%**

## VANCOUVER MARKET SUMMARY | SEPTEMBER 2020

- The Vancouver attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.41% of list price** in September 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **47%**.
- The median luxury sales price for attached homes has increased to **\$1,700,000**.
- The median days on market for September 2020 was **18** days, down from **23** in August 2020.

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

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