

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2021



VANCOUVER  

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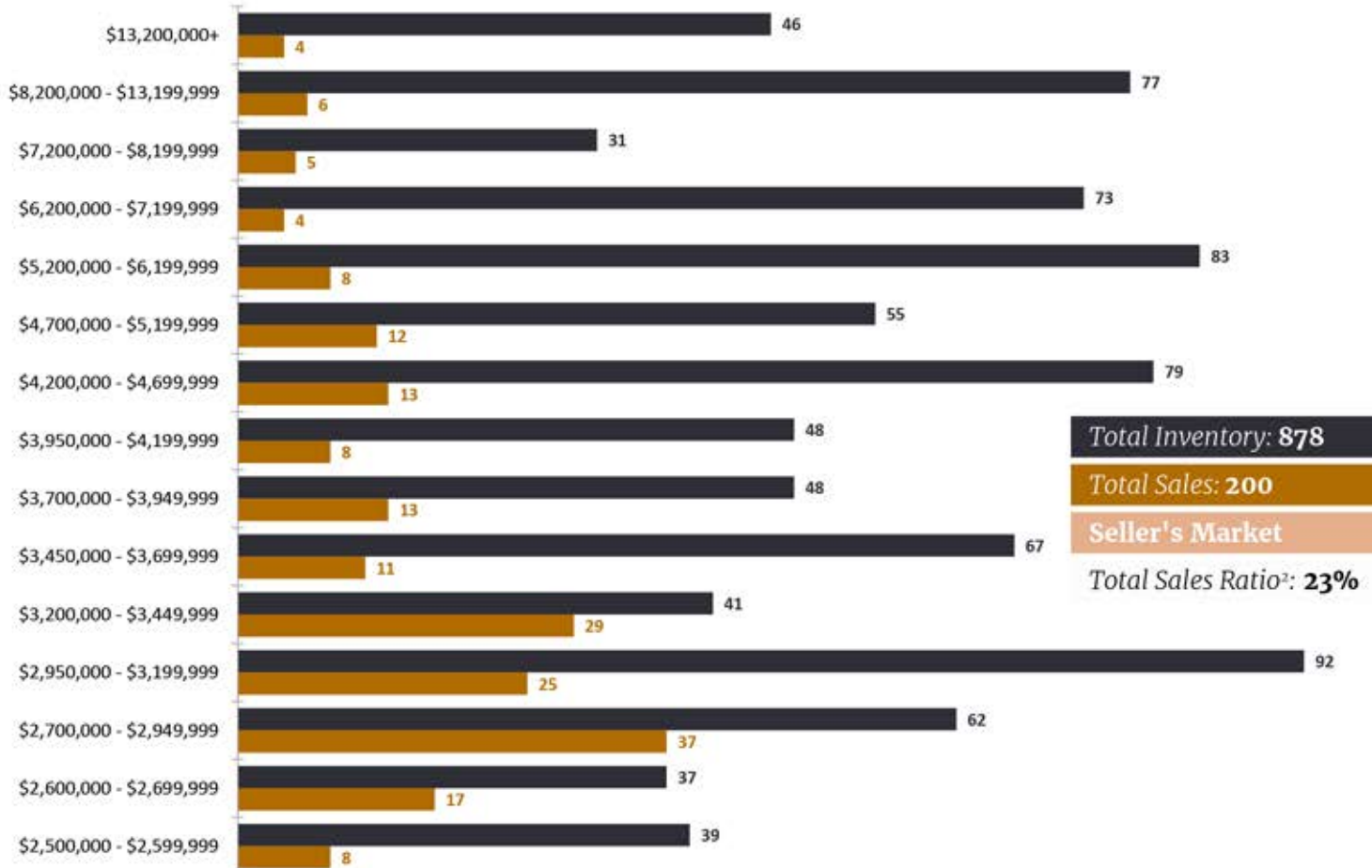
BRITISH COLUMBIA

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

### LUXURY INVENTORY VS. SALES | MARCH 2021

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	\$2,879,000	4	2	8	61	13%
2,000 - 2,999	\$2,975,000	4	3	62	210	30%
3,000 - 3,999	\$3,458,000	5	4	51	210	24%
4,000 - 4,999	\$3,385,000	6	5	50	166	30%
5,000 - 5,999	\$4,447,500	6	6	20	99	20%
6,000+	\$9,570,000	5	8	9	131	7%

<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 REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2020    Mar. 2021

868    878

VARIANCE: **1%**

#### TOTAL SOLDS

Mar. 2020    Mar. 2021

66    200

VARIANCE: **203%**

#### SALES PRICE

Mar. 2020    Mar. 2021

\$3.24m    \$3.32m

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Mar. 2020    Mar. 2021

\$969    \$1,079

VARIANCE: **11%**

#### SALE TO LIST PRICE RATIO

Mar. 2020    Mar. 2021

93.85%    99.77%

VARIANCE: **6%**

#### DAYS ON MARKET

Mar. 2020    Mar. 2021

16    8

VARIANCE: **-50%**

## VANCOUVER MARKET SUMMARY | MARCH 2021

- The Vancouver single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **99.77% of list price** in March 2021.
- The most active price band is **\$3,200,000-\$3,449,999**, where the sales ratio is **71%**.
- The median luxury sales price for single-family homes is **\$3,321,500**.
- The median days on market for March 2021 was **8** days, down from **16** in March 2020.

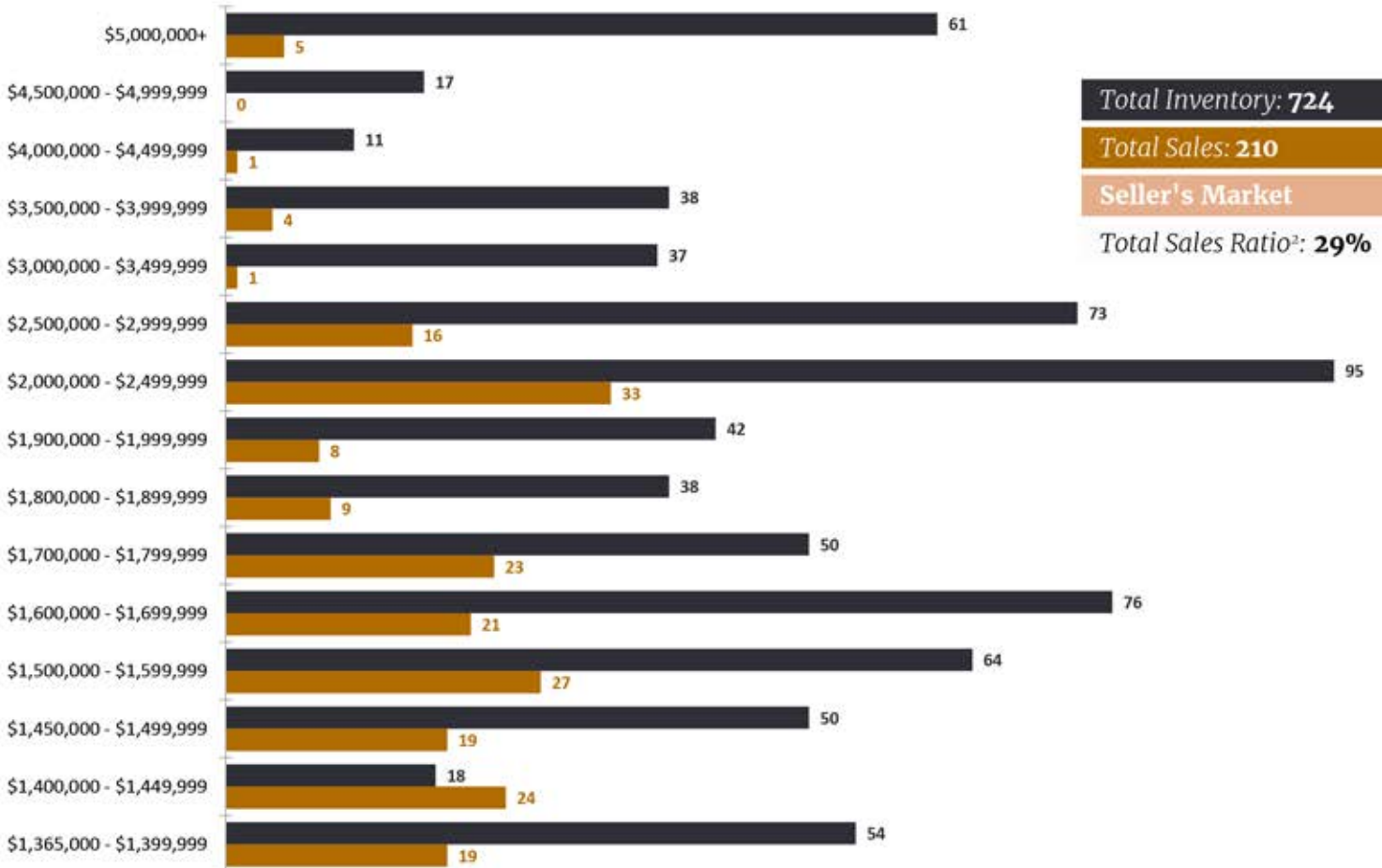
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MARCH 2021

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	\$1,500,000	2	2	5	41	12%
1,000 - 1,999	\$1,657,000	3	3	158	516	31%
2,000 - 2,999	\$1,955,000	3	3	42	127	33%
3,000 - 3,999	\$2,165,000	3	3	5	32	16%
4,000 - 4,999	NA	NA	NA	0	6	0%
5,000+	NA	NA	NA	0	2	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 REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2020    Mar. 2021  
**694**      **724**

VARIANCE: **4%**

#### TOTAL SOLDS

Mar. 2020    Mar. 2021  
**50**      **210**

VARIANCE: **320%**

#### SALES PRICE

Mar. 2020    Mar. 2021  
**\$1.56m**    **\$1.68m**

VARIANCE: **8%**

#### SALE PRICE PER SQFT.

Mar. 2020    Mar. 2021  
**\$1,168**    **\$1,088**

VARIANCE: **-7%**

#### SALE TO LIST PRICE RATIO

Mar. 2020    Mar. 2021  
**96.93%**    **99.96%**

VARIANCE: **3%**

#### DAYS ON MARKET

Mar. 2020    Mar. 2021  
**11**      **8**

VARIANCE: **-27%**

## VANCOUVER MARKET SUMMARY | MARCH 2021

- The Vancouver attached luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **99.96% of list price** in March 2021.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **133%**.
- The median luxury sales price for attached homes is **\$1,677,500**.
- The median days on market for March 2021 was **8** days, down from **11** in March 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.