

INSTITUTE *for*
LUXURY HOME
MARKETING™

Home of the CLHMS™

APRIL
2022

VANCOUVER

BRITISH COLUMBIA

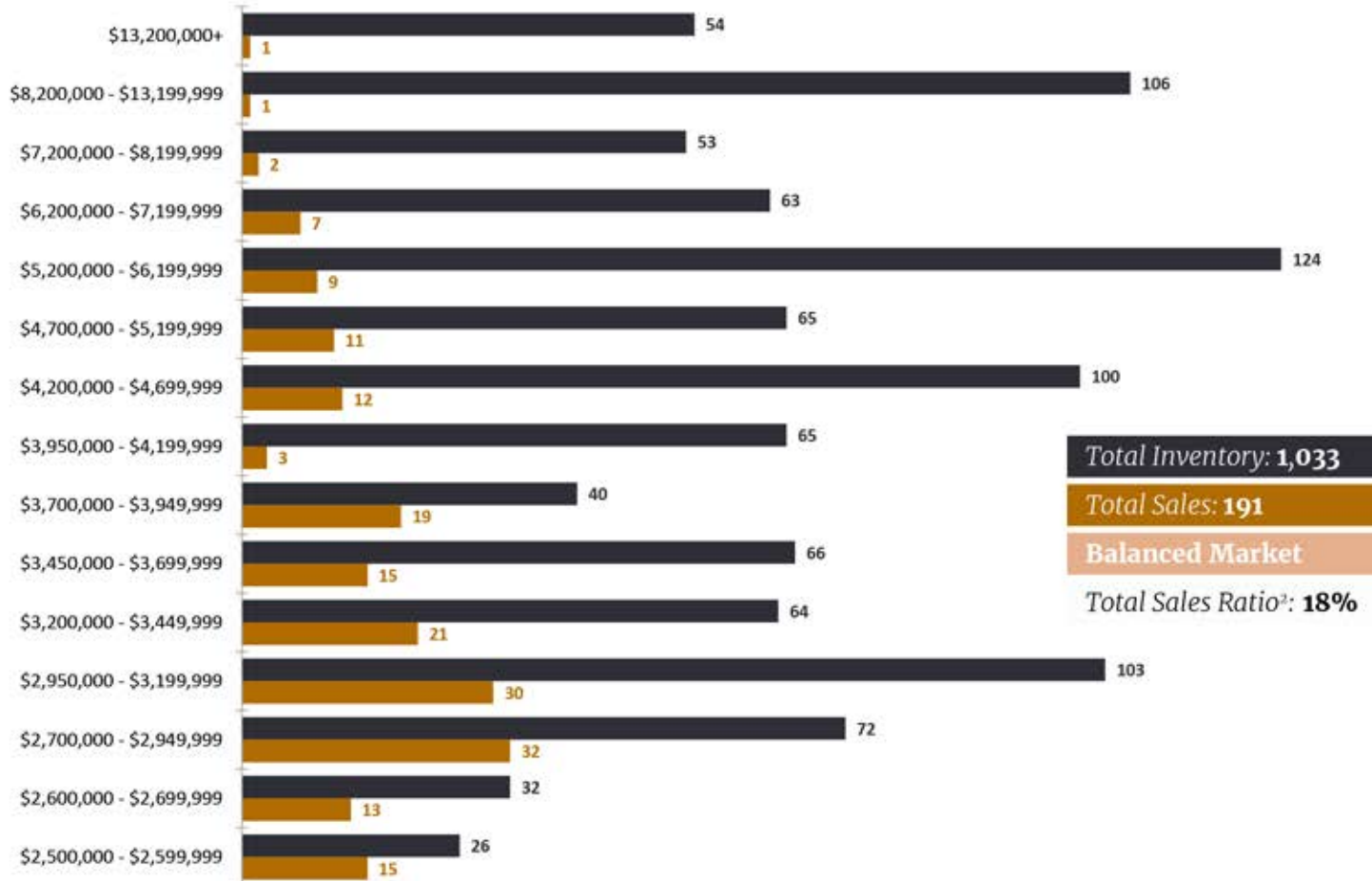


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LUXURY INVENTORY VS. SALES | MARCH 2022

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	\$2,872,500	4	2	14	95	15%
2,000 - 2,999	\$3,000,000	4	3	71	312	23%
3,000 - 3,999	\$3,270,000	5	4	60	213	28%
4,000 - 4,999	\$4,438,888	6	5	25	162	15%
5,000 - 5,999	\$4,250,595	6	6	14	100	14%
6,000+	\$6,030,000	7	6	7	147	5%

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 | MARCH

TOTAL INVENTORY

Mar. 2021 Mar. 2022
878 **1,033**

VARIANCE: **18%**

TOTAL SOLDS

Mar. 2021 Mar. 2022
200 **191**

VARIANCE: **-5%**

SALES PRICE

Mar. 2021 Mar. 2022
\$3.32m **\$3.23m**

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Mar. 2021 Mar. 2022
\$1,079 **\$1,102**

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Mar. 2021 Mar. 2022
99.77% **100.08%**

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2021 Mar. 2022
8 **9**

VARIANCE: **13%**

VANCOUVER MARKET SUMMARY | MARCH 2022

- The Vancouver single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **100.08% of list price** in March 2022.
- The most active price band is **\$2,500,000-\$2,599,999**, where the sales ratio is **58%**.
- The median luxury sales price for single-family homes is **\$3,230,000**.
- The median days on market for March 2022 was **9** days, up from **8** in March 2021.

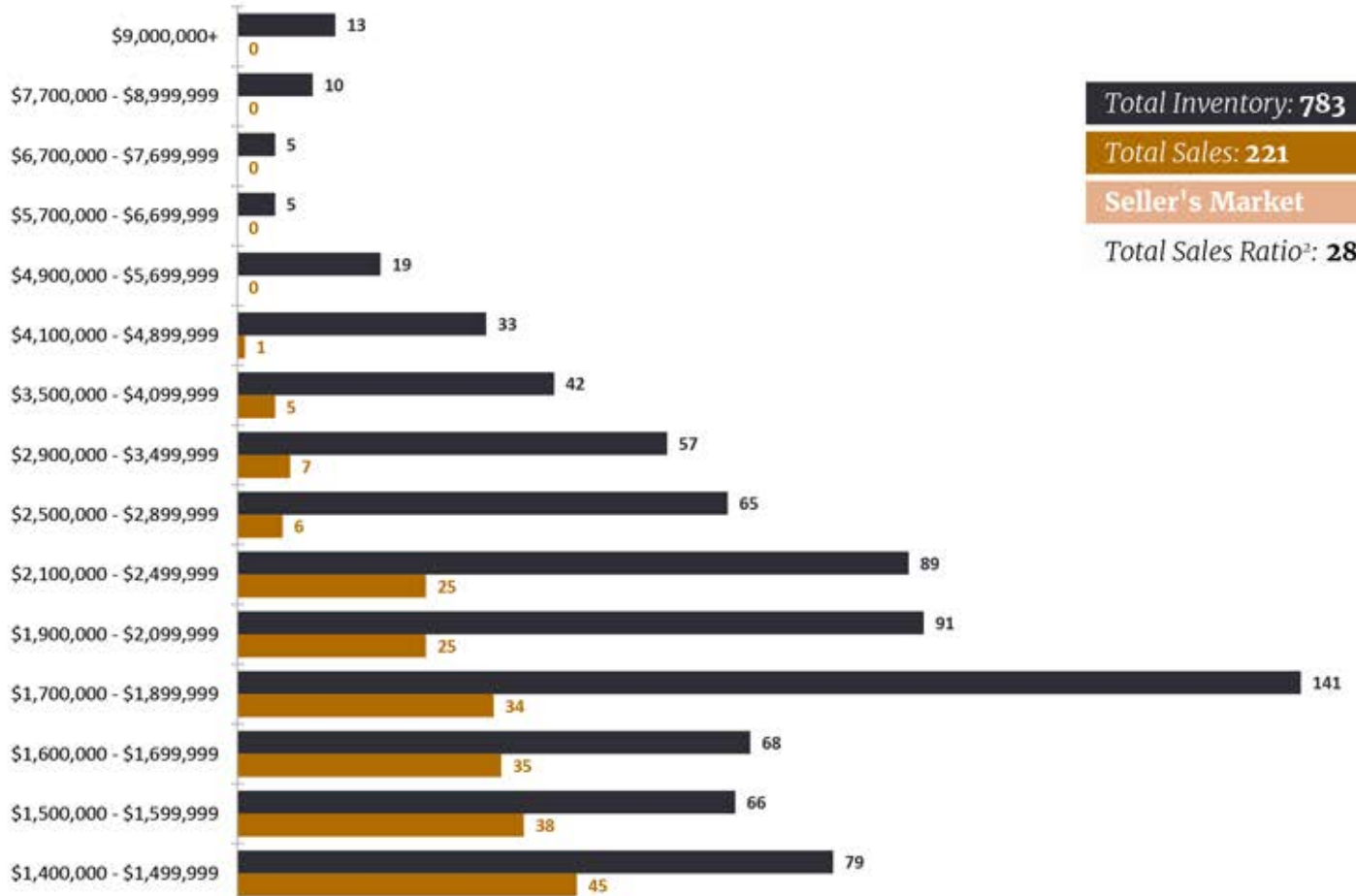
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,400,000**



Total Inventory: **783**

Total Sales: **221**

Seller's Market

Total Sales Ratio²: **28%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,475,000	2	2	11	91	12%
1,000 - 1,999	\$1,650,000	3	2	177	540	33%
2,000 - 2,999	\$1,913,511	4	4	28	123	23%
3,000 - 3,999	\$3,160,000	4	4	5	21	24%
4,000 - 4,999	NA	NA	NA	0	4	0%
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 REVIEW | MARCH

TOTAL INVENTORY

Mar. 2021 Mar. 2022
670 **783**

VARIANCE: 17%

TOTAL SOLDS

Mar. 2021 Mar. 2022
191 **221**

VARIANCE: 16%

SALES PRICE

Mar. 2021 Mar. 2022
\$1.70m **\$1.68m**

VARIANCE: -1%

SALE PRICE PER SQFT.

Mar. 2021 Mar. 2022
\$1,107 **\$1,216**

VARIANCE: 10%

SALE TO LIST PRICE RATIO

Mar. 2021 Mar. 2022
99.94% **100.00%**

VARIANCE: 0%

DAYS ON MARKET

Mar. 2021 Mar. 2022
8 **9**

VARIANCE: 13%

VANCOUVER MARKET SUMMARY | MARCH 2022

- The Vancouver attached luxury market is a **Seller's Market** with a **28% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **58%**.
- The median luxury sales price for attached homes is **\$1,675,900**.
- The median days on market for March 2022 was **9** days, up from **8** in March 2021.

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.