

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021

VANCOUVER

BRITISH COLUMBIA



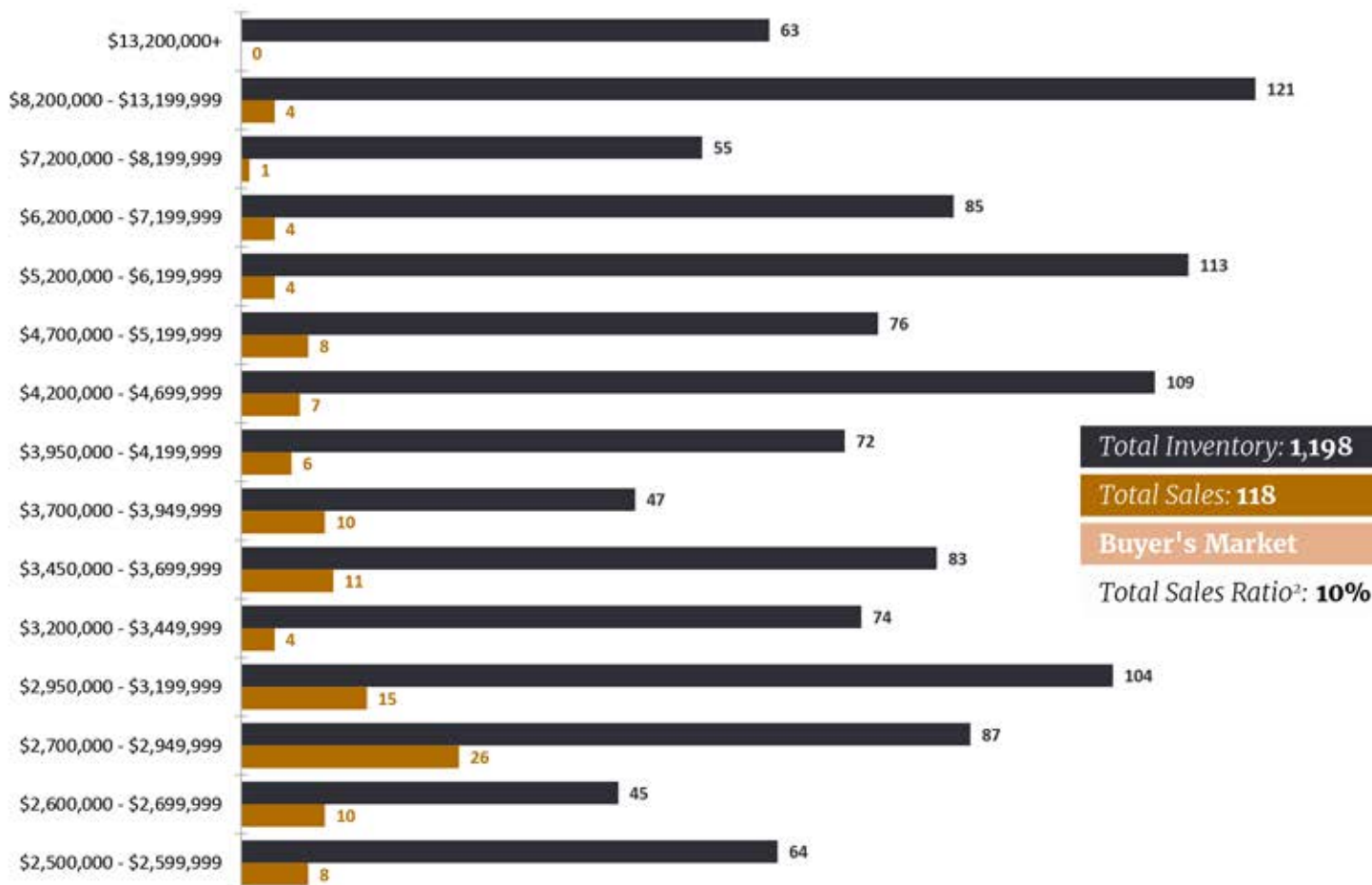
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2021

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	\$3,150,000	3	2	3	105	3%
2,000 - 2,999	\$2,872,500	4	3	36	311	12%
3,000 - 3,999	\$3,070,000	5	4	39	259	15%
4,000 - 4,999	\$4,050,000	6	6	25	222	11%
5,000 - 5,999	\$3,975,000	5	7	7	133	5%
6,000+	\$5,152,000	6	7	8	164	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 | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021
926 **1,198**

VARIANCE: 29%

TOTAL SOLDS

Jul. 2020 Jul. 2021
84 **118**

VARIANCE: 40%

SALES PRICE

Jul. 2020 Jul. 2021
\$3.23m **\$3.18m**

VARIANCE: -1%

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021
\$900 **\$983**

VARIANCE: 9%

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021
96.70% **96.73%**

VARIANCE: 0%

DAYS ON MARKET

Jul. 2020 Jul. 2021
19 **23**

VARIANCE: 21%

VANCOUVER MARKET SUMMARY | JULY 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **96.73% of list price** in July 2021.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is **\$3,179,000**.
- The median days on market for July 2021 was **23** days, up from **19** in July 2020.

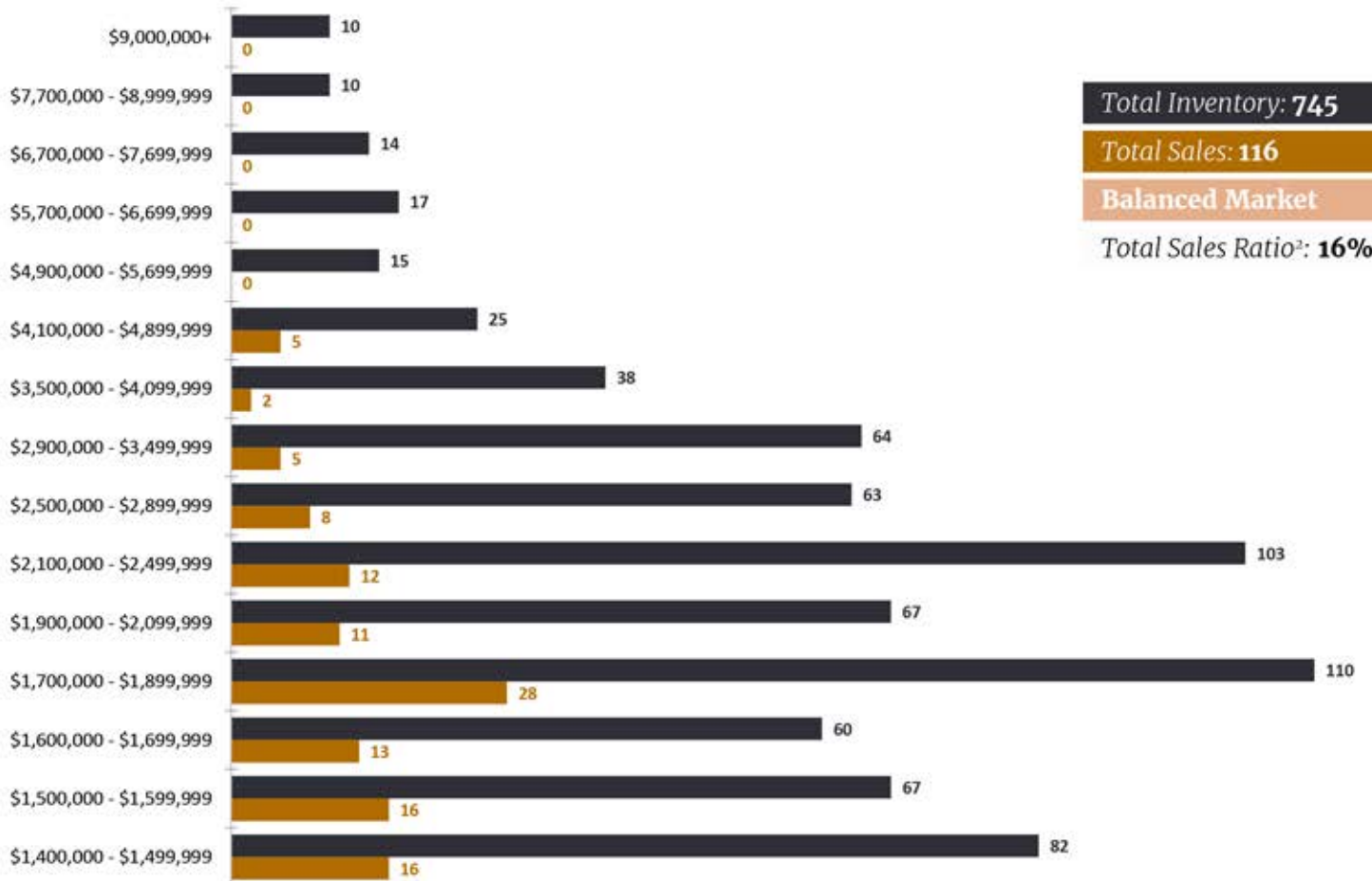
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **745**

Total Sales: **116**

Balanced Market

Total Sales Ratio²: **16%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,599,000	2	2	1	36	3%
1,000 - 1,999	\$1,729,500	3	3	88	541	16%
2,000 - 2,999	\$2,150,000	3	4	25	124	20%
3,000 - 3,999	\$2,624,000	5	5	2	38	5%
4,000 - 4,999	NA	NA	NA	0	1	0%
5,000+	NA	NA	NA	0	5	0%

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021

795 745

VARIANCE: **-6%**

TOTAL SOLDS

Jul. 2020 Jul. 2021

67 116

VARIANCE: **73%**

SALES PRICE

Jul. 2020 Jul. 2021

\$1.84m \$1.77m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021

\$1,208 \$1,196

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021

96.64% 97.70%

VARIANCE: **1%**

DAYS ON MARKET

Jul. 2020 Jul. 2021

20 30

VARIANCE: **50%**

VANCOUVER MARKET SUMMARY | JULY 2021

- The Vancouver attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **97.70% of list price** in July 2021.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,767,500**.
- The median days on market for July 2021 was **30** days, up from **20** in July 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.