

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

AUGUST  
2022

VANCOUVER

BRITISH COLUMBIA



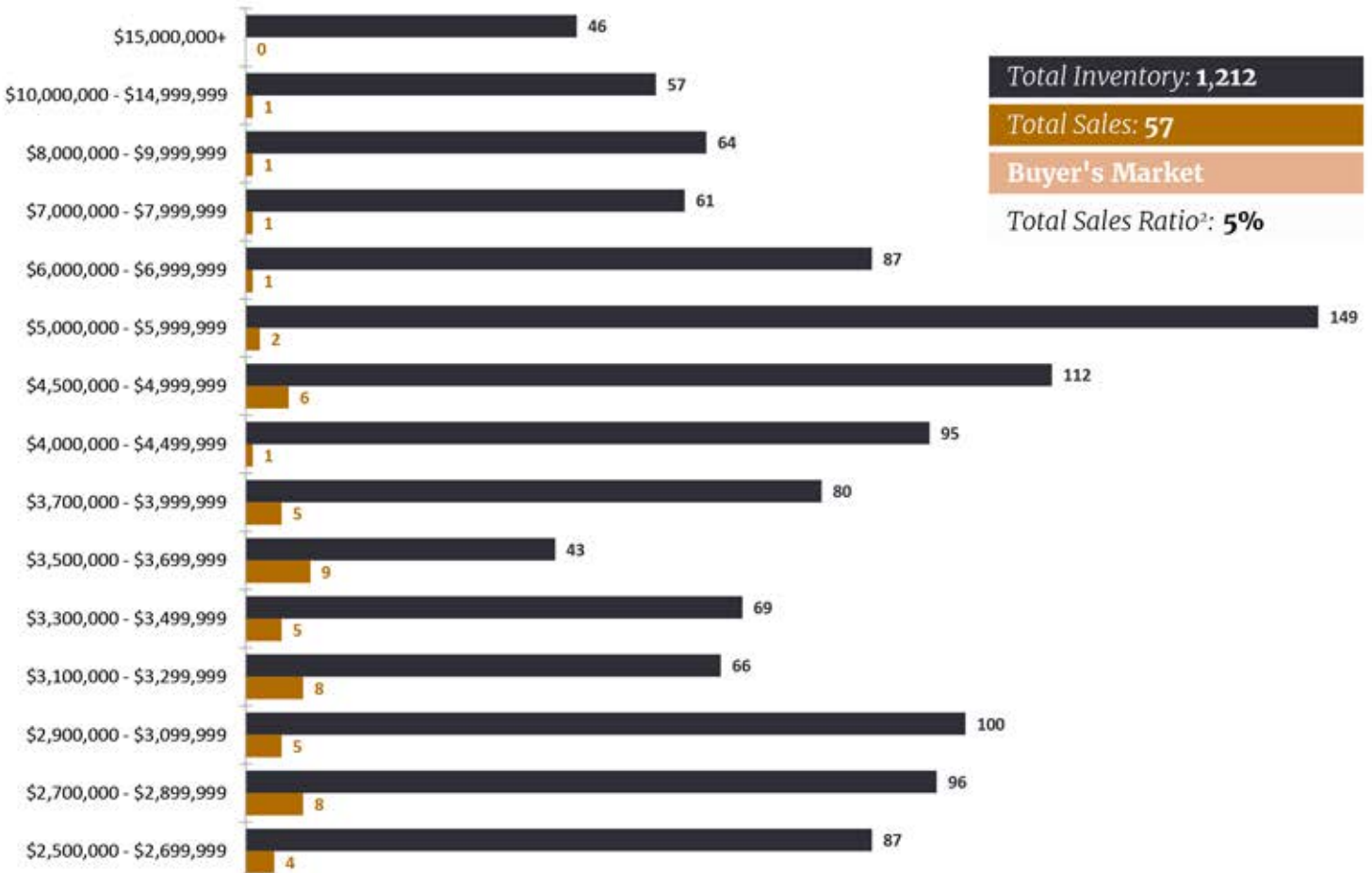
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | JULY 2022

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	\$3,005,000	3	3	2	92	2%
2,000 - 2,999	\$3,200,000	4	4	19	379	5%
3,000 - 3,999	\$3,283,000	5	4	17	242	7%
4,000 - 4,999	\$3,656,500	6	6	8	223	4%
5,000 - 5,999	\$4,940,000	6	6	4	106	4%
6,000+	\$5,500,000	5	7	7	164	4%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2021	Jul. 2022
1,198	1,212

VARIANCE: **1%**

#### TOTAL SOLDS

Jul. 2021	Jul. 2022
118	57

VARIANCE: **-52%**

#### SALES PRICE

Jul. 2021	Jul. 2022
\$3.18m	\$3.40m

VARIANCE: **7%**

#### SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
\$983	\$1,041

VARIANCE: **6%**

#### SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
96.73%	95.26%

VARIANCE: **-2%**

#### DAYS ON MARKET

Jul. 2021	Jul. 2022
23	12

VARIANCE: **-48%**

### VANCOUVER MARKET SUMMARY | JULY 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.26% of list price** in July 2022.
- The most active price band is **\$3,500,000-\$3,699,999**, where the sales ratio is **21%**.
- The median luxury sales price for single-family homes is **\$3,400,000**.
- The median days on market for July 2022 was **12** days, down from **23** in July 2021.

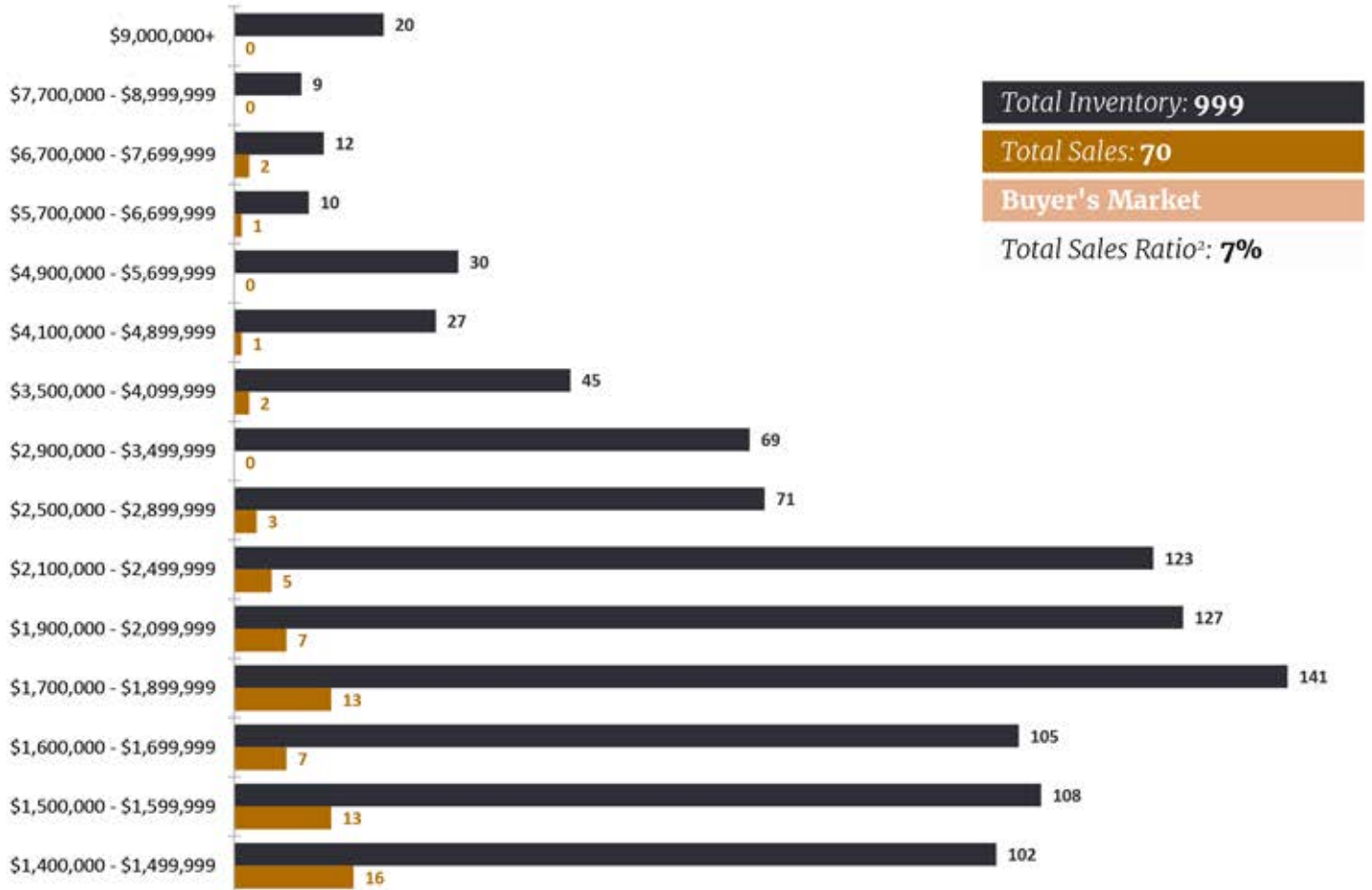
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,400,000**



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	\$1,484,900	2	2	3	89	3%
1,000 - 1,499	\$1,614,000	2	2	26	427	6%
1,500 - 1,999	\$1,710,000	3	3	33	290	11%
2,000 - 2,499	\$2,125,000	3	4	4	118	3%
2,500 - 2,999	\$3,025,000	5	4	2	45	4%
3,000+	\$7,050,000	3	4	2	30	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 | JULY

#### TOTAL INVENTORY

Jul. 2021      Jul. 2022  
**745**      **999**

VARIANCE: **34%**

#### TOTAL SOLDS

Jul. 2021      Jul. 2022  
**116**      **70**

VARIANCE: **-40%**

#### SALES PRICE

Jul. 2021      Jul. 2022  
**\$1.77m**      **\$1.69m**

VARIANCE: **-5%**

#### SALE PRICE PER SQFT.

Jul. 2021      Jul. 2022  
**\$1,196**      **\$1,158**

VARIANCE: **-3%**

#### SALE TO LIST PRICE RATIO

Jul. 2021      Jul. 2022  
**97.70%**      **96.91%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Jul. 2021      Jul. 2022  
**30**      **15**

VARIANCE: **-50%**

## VANCOUVER MARKET SUMMARY | JULY 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.91% of list price** in July 2022.
- The most active price band is **\$6,700,000-\$7,699,999**, where the sales ratio is **17%**.
- The median luxury sales price for attached homes is **\$1,685,450**.
- The median days on market for July 2022 was **15** days, down from **30** in July 2021.

<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.