


INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2021

VANCOUVER


collaborativerealestate.ca

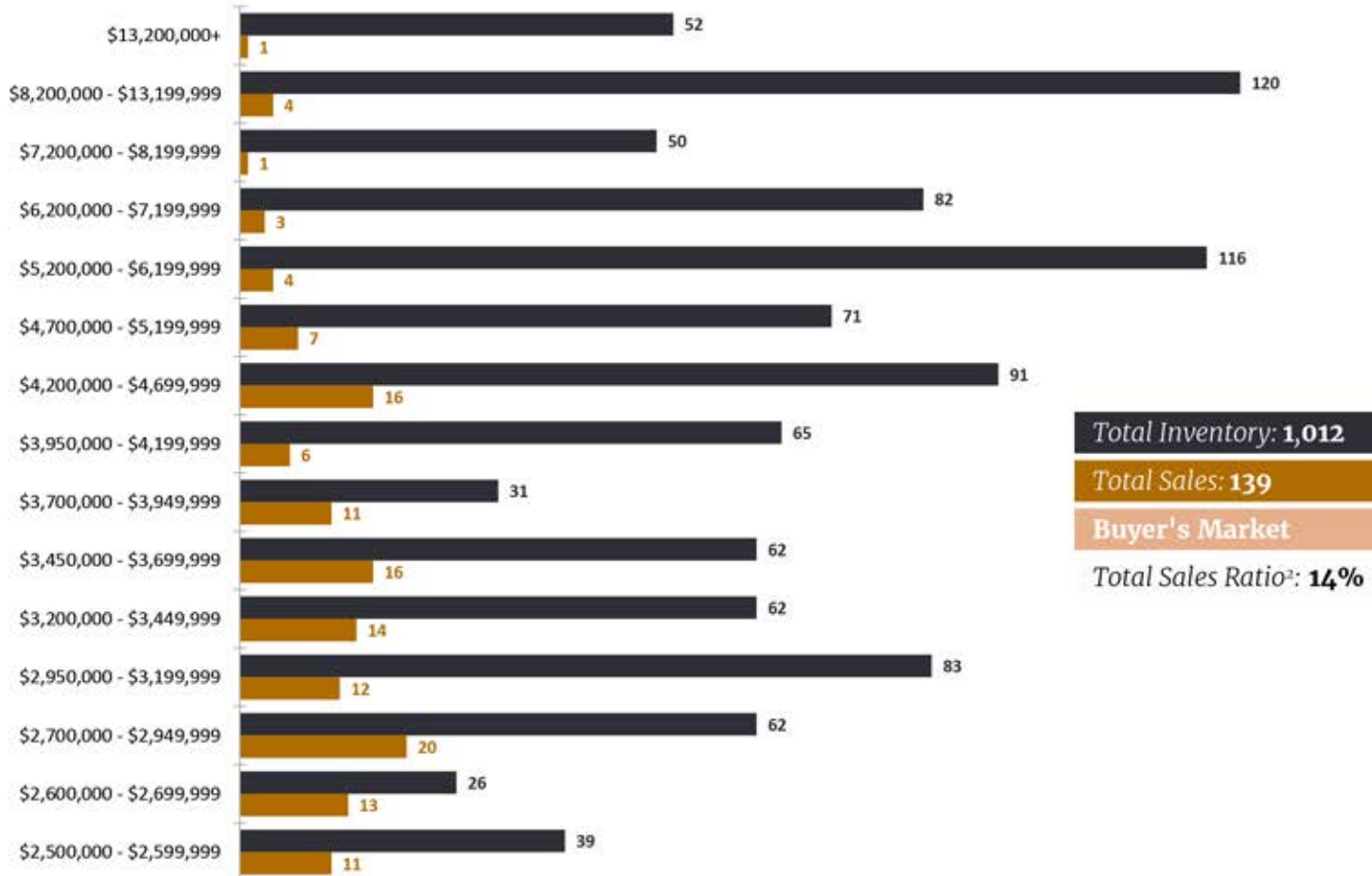
BRITISH COLUMBIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

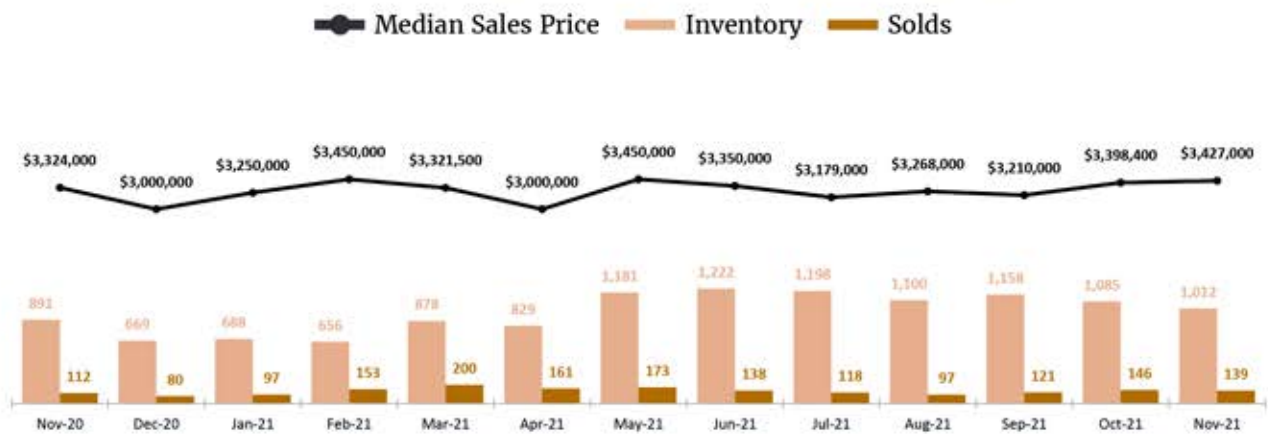
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,772,500	4	2	6	110	5%
2,000 - 2,999	\$3,217,500	4	4	40	275	15%
3,000 - 3,999	\$3,390,000	5	4	45	196	23%
4,000 - 4,999	\$3,478,000	6	6	29	169	17%
5,000 - 5,999	\$4,500,000	6	7	15	107	14%
6,000+	\$6,912,500	6	7	4	151	3%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2020 Nov. 2021

891 1,012

VARIANCE: **14%**

TOTAL SOLDS

Nov. 2020 Nov. 2021

112 139

VARIANCE: **24%**

SALES PRICE

Nov. 2020 Nov. 2021

\$3.32m \$3.43m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Nov. 2020 Nov. 2021

\$1,035 \$1,037

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Nov. 2020 Nov. 2021

95.23% 96.78%

VARIANCE: **2%**

DAYS ON MARKET

Nov. 2020 Nov. 2021

31 23

VARIANCE: **-26%**

VANCOUVER MARKET SUMMARY | NOVEMBER 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.78% of list price** in November 2021.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$3,427,000**.
- The median days on market for November 2021 was **23** days, down from **31** in November 2020.

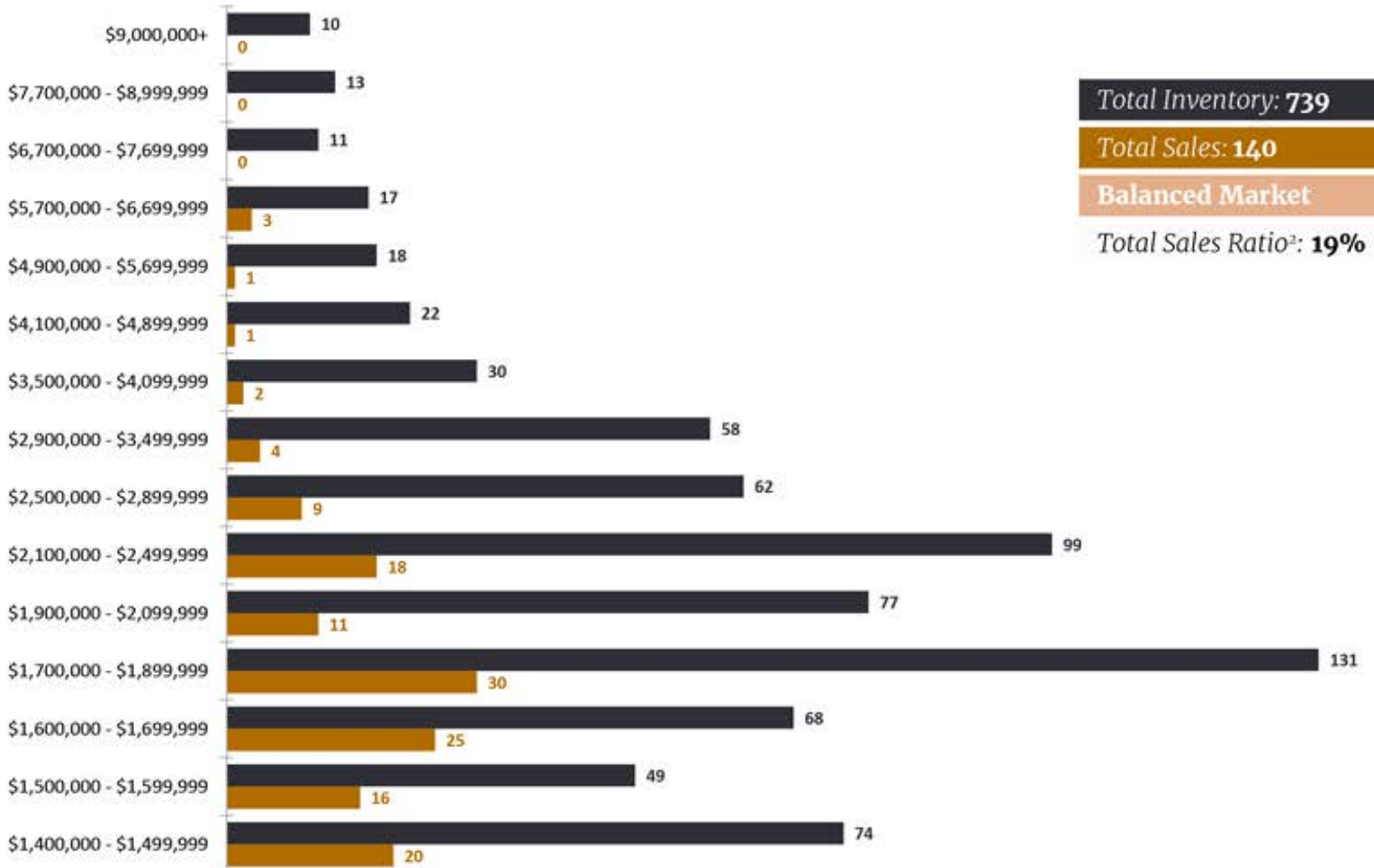
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **739**

Total Sales: **140**

Balanced Market

Total Sales Ratio²: **19%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,500,900	2	2	1	77	1%
1,000 - 1,999	\$1,676,000	3	3	105	510	21%
2,000 - 2,999	\$2,150,000	3	4	29	115	25%
3,000 - 3,999	\$2,931,000	3	4	5	30	17%
4,000 - 4,999	NA	NA	NA	0	4	0%
5,000+	NA	NA	NA	0	3	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2020 Nov. 2021
766 **739**

VARIANCE: **-4%**

TOTAL SOLD

Nov. 2020 Nov. 2021
69 **140**

VARIANCE: **103%**

SALES PRICE

Nov. 2020 Nov. 2021
\$1.75m **\$1.74m**

VARIANCE: **0%**

SALE PRICE PER SQFT.

Nov. 2020 Nov. 2021
\$1,148 **\$1,171**

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Nov. 2020 Nov. 2021
98.53% **98.66%**

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2020 Nov. 2021
22 **15**

VARIANCE: **-32%**

VANCOUVER MARKET SUMMARY | NOVEMBER 2021

- The Vancouver attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **98.66% of list price** in November 2021.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **37%**.
- The median luxury sales price for attached homes is **\$1,744,950**.
- The median days on market for November 2021 was **15** days, down from **22** in November 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.