

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2022

VANCOUVER

BRITISH COLUMBIA



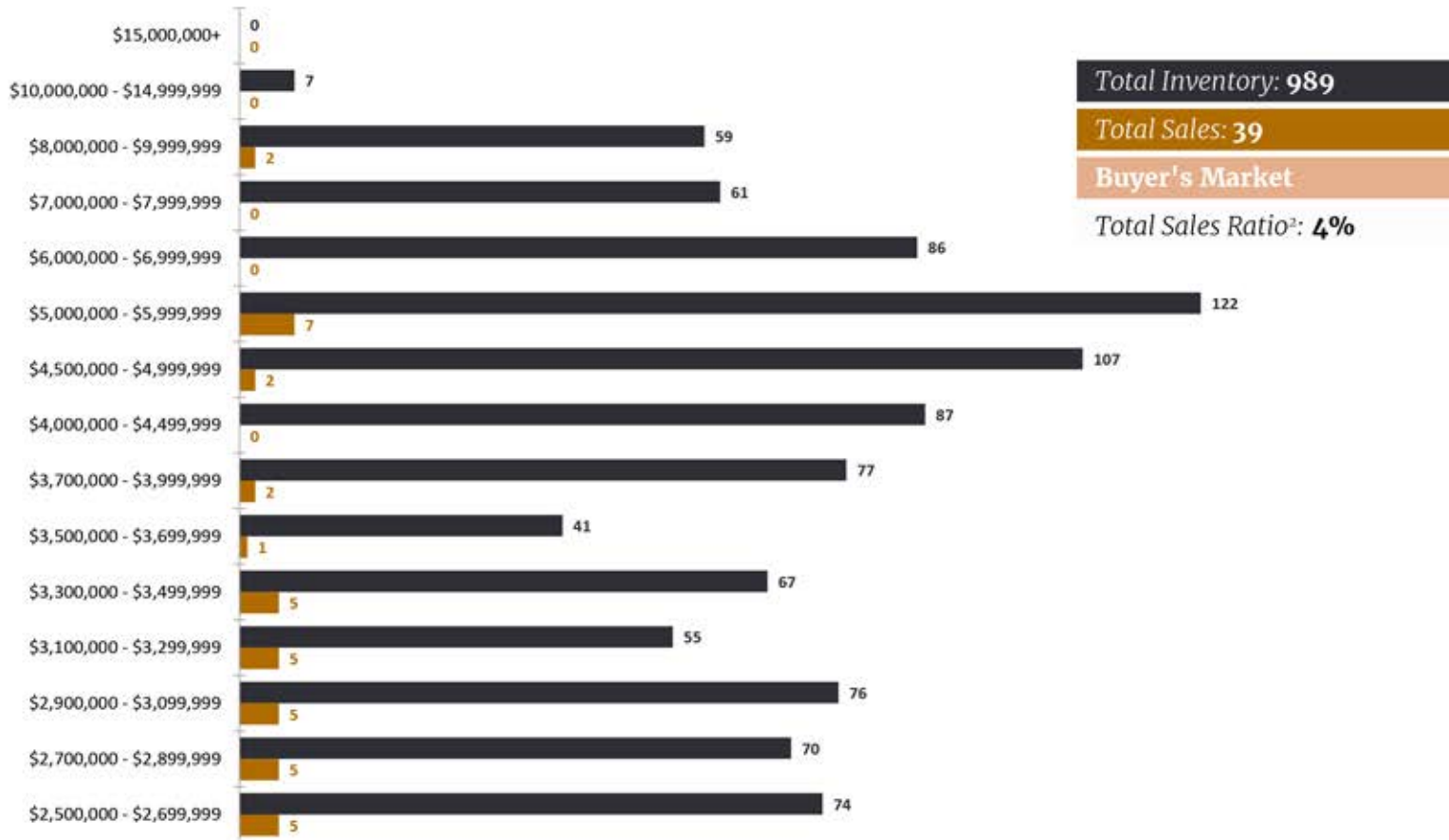
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 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	\$2,800,000	4	2	3	69	4%
2,000 - 2,999	\$2,980,000	4	4	10	280	4%
3,000 - 3,999	\$3,200,000	4	4	13	243	5%
4,000 - 4,999	\$4,140,000	5	5	8	194	4%
5,000 - 5,999	\$5,272,500	6	7	4	96	4%
6,000+	\$8,050,000	6	8	1	105	1%

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. 2021 Nov. 2022

1,012 989

VARIANCE: -2%

TOTAL SOLDS

Nov. 2021 Nov. 2022

139 39

VARIANCE: -72%

SALES PRICE

Nov. 2021 Nov. 2022

\$3.43m \$3.30m

VARIANCE: -4%

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

\$1,037 \$1,012

VARIANCE: -2%

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

96.78% 95.07%

VARIANCE: -2%

DAYS ON MARKET

Nov. 2021 Nov. 2022

23 24

VARIANCE: 4%

VANCOUVER MARKET SUMMARY | NOVEMBER 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **95.07% of list price** in November 2022.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **9%**.
- The median luxury sales price for single-family homes is **\$3,299,000**.
- The median days on market for November 2022 was **24** days, up from **23** in November 2021.

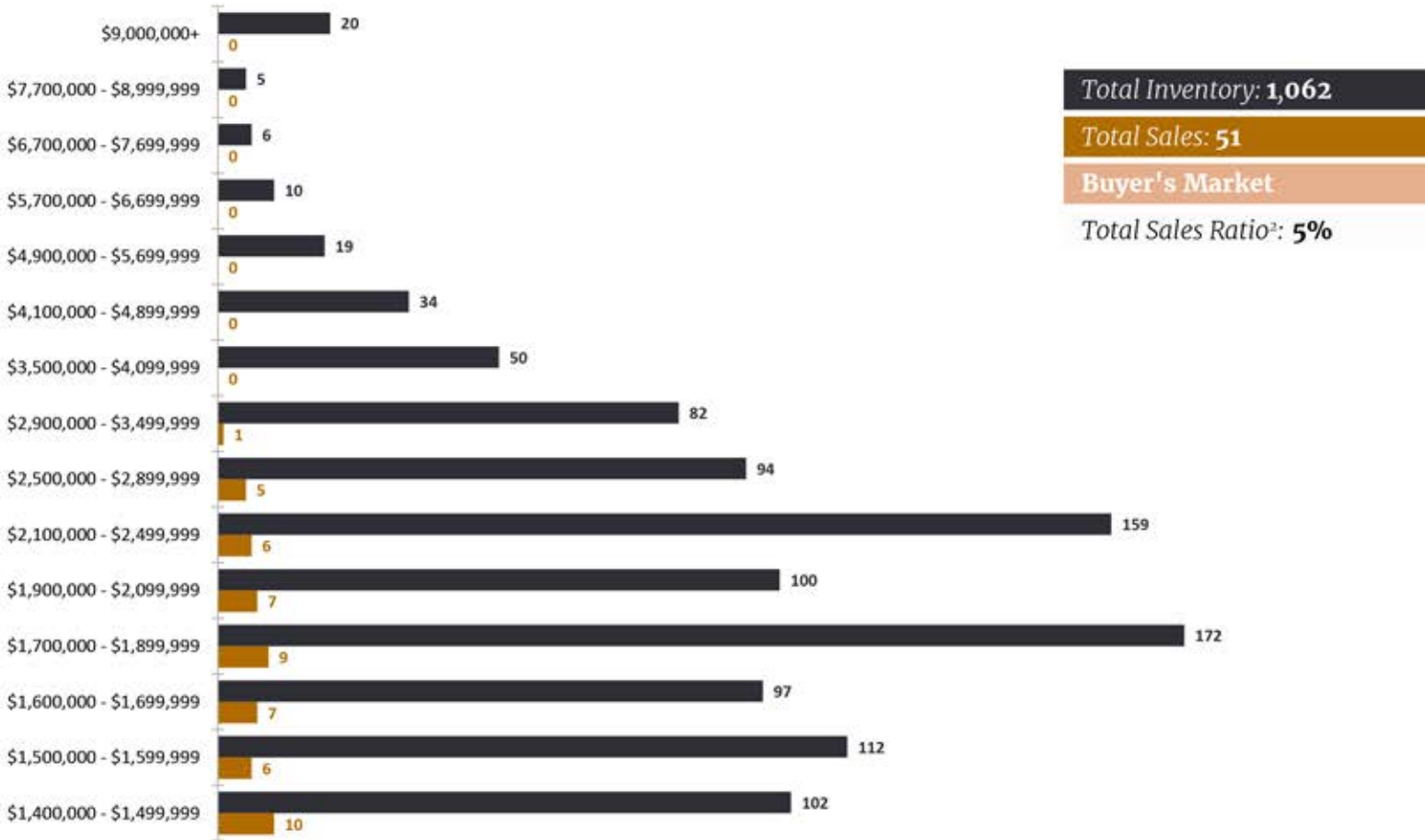
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

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



Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,709,950	2	2	2	85	2%
1,000 - 1,499	\$1,595,085	3	2	22	437	5%
1,500 - 1,999	\$1,775,000	3	3	18	349	5%
2,000 - 2,499	\$2,397,290	3	3	9	107	8%
2,500 - 2,999	NA	NA	NA	0	50	0%
3,000+	NA	NA	NA	0	34	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. 2021 Nov. 2022

739 **1,062**

VARIANCE: **44%**

TOTAL SOLD

Nov. 2021 Nov. 2022

140 **51**

VARIANCE: **-64%**

SALES PRICE

Nov. 2021 Nov. 2022

\$1.74m **\$1.79m**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

\$1,171 **\$1,168**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

98.66% **97.04%**

VARIANCE: **-2%**

DAYS ON MARKET

Nov. 2021 Nov. 2022

15 **21**

VARIANCE: **40%**

VANCOUVER MARKET SUMMARY | NOVEMBER 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **97.04% of list price** in November 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **10%**.
- The median luxury sales price for attached homes is **\$1,790,000**.
- The median days on market for November 2022 was **21** days, up from **15** in November 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.