

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

FEBRUARY
2022

VANCOUVER



collaborativerealestate.ca

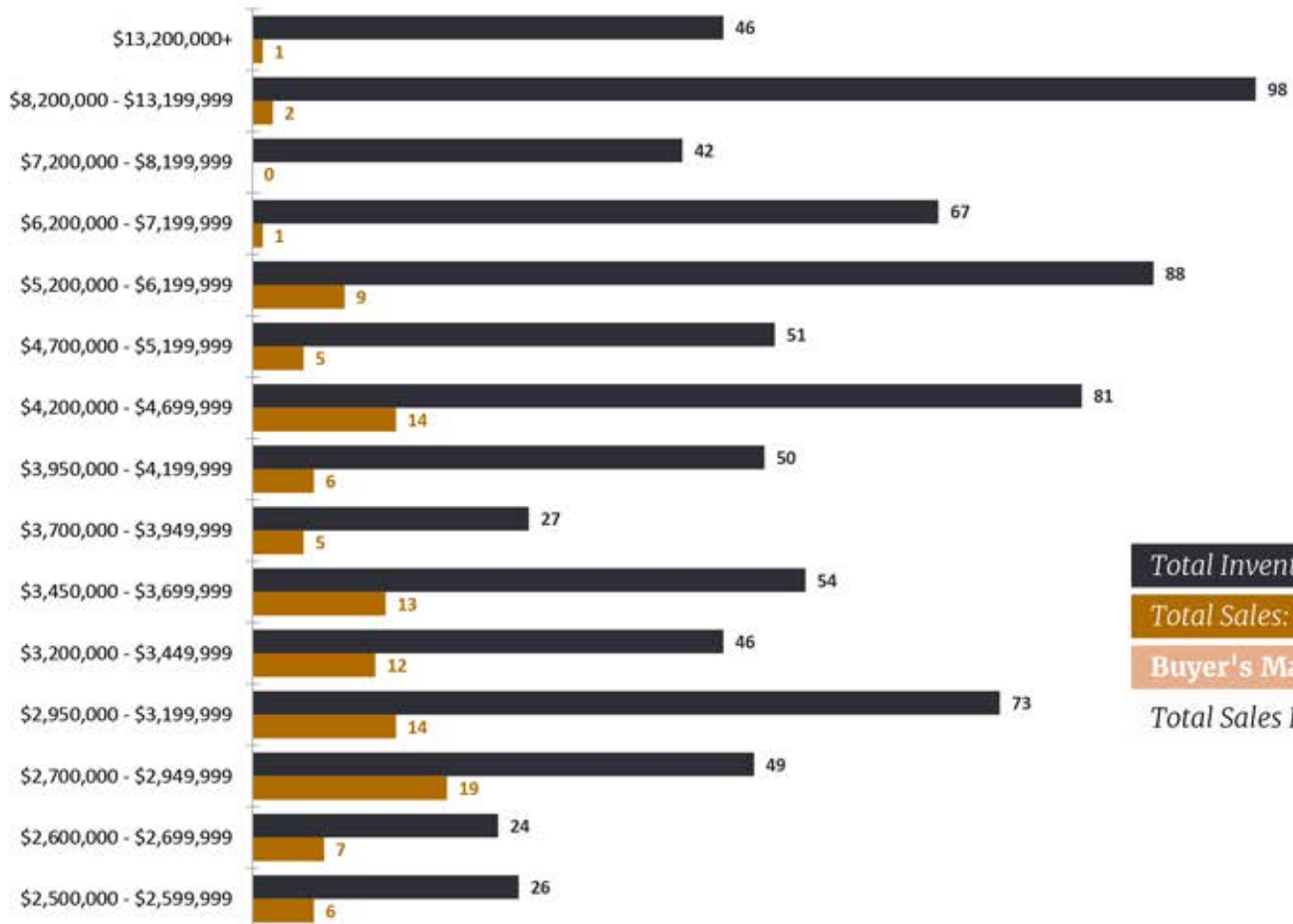
BRITISH COLUMBIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

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



Total Inventory: **822**

Total Sales: **114**

Buyer's Market

Total Sales Ratio²: **14%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,796,500	3	2	8	86	9%
2,000 - 2,999	\$3,145,000	4	3	38	227	17%
3,000 - 3,999	\$3,380,000	5	5	33	165	20%
4,000 - 4,999	\$3,960,000	5	6	17	135	13%
5,000 - 5,999	\$4,870,000	5	6	11	94	12%
6,000+	\$5,650,000	6	8	7	111	6%

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 | JANUARY

TOTAL INVENTORY

Jan. 2021 Jan. 2022

688 822

VARIANCE: **19%**

TOTAL SOLDS

Jan. 2021 Jan. 2022

97 114

VARIANCE: **18%**

SALES PRICE

Jan. 2021 Jan. 2022

\$3.25m \$3.40m

VARIANCE: **5%**

SALE PRICE PER SQFT.

Jan. 2021 Jan. 2022

\$1,008 \$1,065

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jan. 2021 Jan. 2022

97.16% 97.39%

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2021 Jan. 2022

10 14

VARIANCE: **40%**

VANCOUVER MARKET SUMMARY | JANUARY 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.39% of list price** in January 2022.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **39%**.
- The median luxury sales price for single-family homes is **\$3,398,300**.
- The median days on market for January 2022 was **14** days, up from **10** in January 2021.

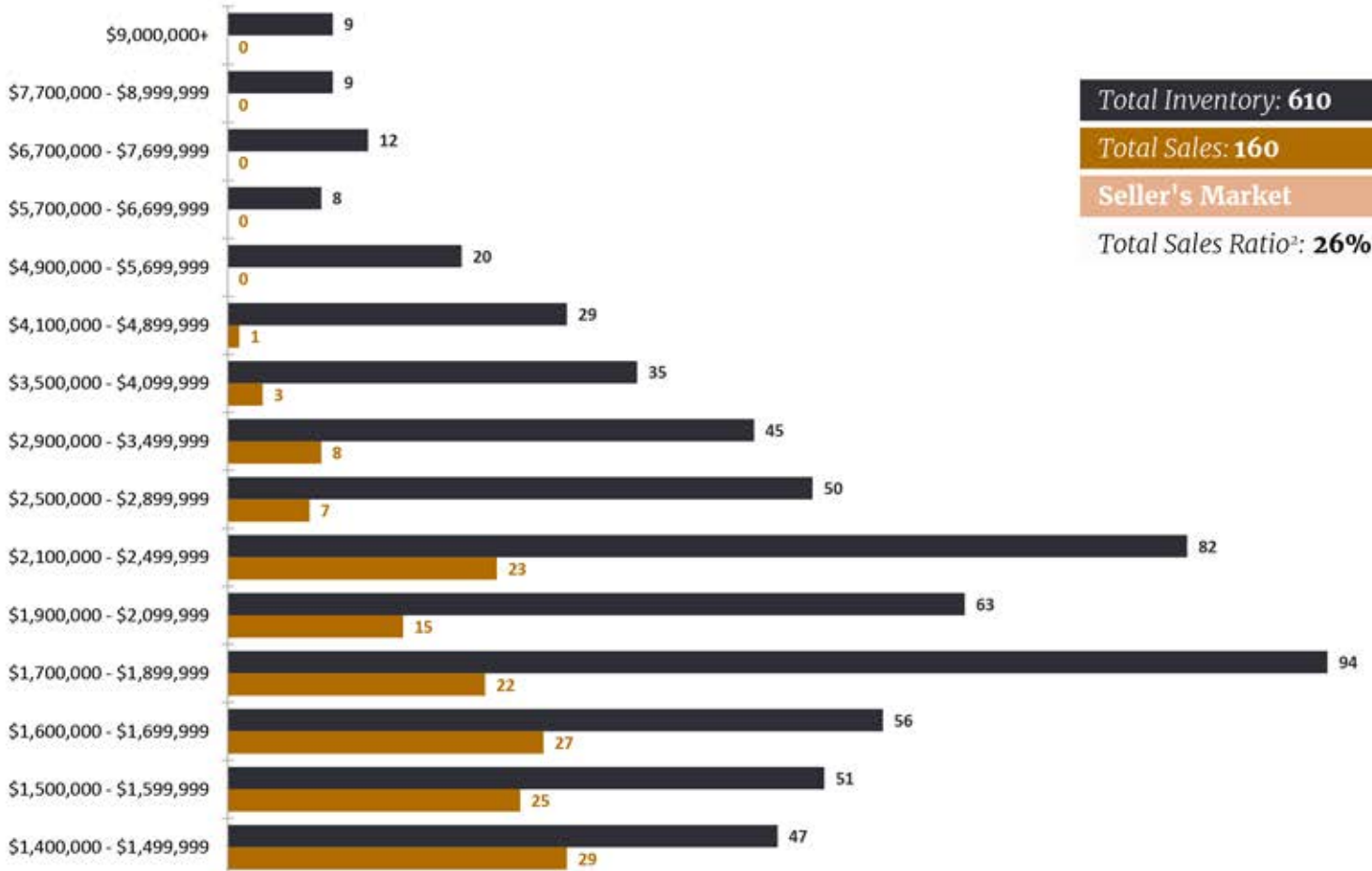
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

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



Total Inventory: **610**

Total Sales: **160**

Seller's Market

Total Sales Ratio²: **26%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,585,500	2	2	6	72	8%
1,000 - 1,999	\$1,672,450	3	3	136	402	34%
2,000 - 2,999	\$2,372,500	4	4	16	111	14%
3,000 - 3,999	\$2,200,000	3	4	1	20	5%
4,000 - 4,999	\$2,500,000	4	4	1	3	33%
5,000+	NA	NA	NA	0	2	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 | JANUARY

TOTAL INVENTORY

Jan. 2021 Jan. 2022
578 **610**

VARIANCE: **6%**

TOTAL SOLDS

Jan. 2021 Jan. 2022
94 **160**

VARIANCE: **70%**

SALES PRICE

Jan. 2021 Jan. 2022
\$1.69m **\$1.69m**

VARIANCE: **0%**

SALE PRICE PER SQFT.

Jan. 2021 Jan. 2022
\$1,130 **\$1,198**

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jan. 2021 Jan. 2022
98.40% **100.00%**

VARIANCE: **2%**

DAYS ON MARKET

Jan. 2021 Jan. 2022
8 **8**

VARIANCE: **0%**

VANCOUVER MARKET SUMMARY | JANUARY 2022

- The Vancouver attached luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **62%**.
- The median luxury sales price for attached homes is **\$1,688,500**.
- The median days on market for January 2022 was **8** days, remaining the same from January 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.