


INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

VANCOUVER


collaborativerealestate.ca

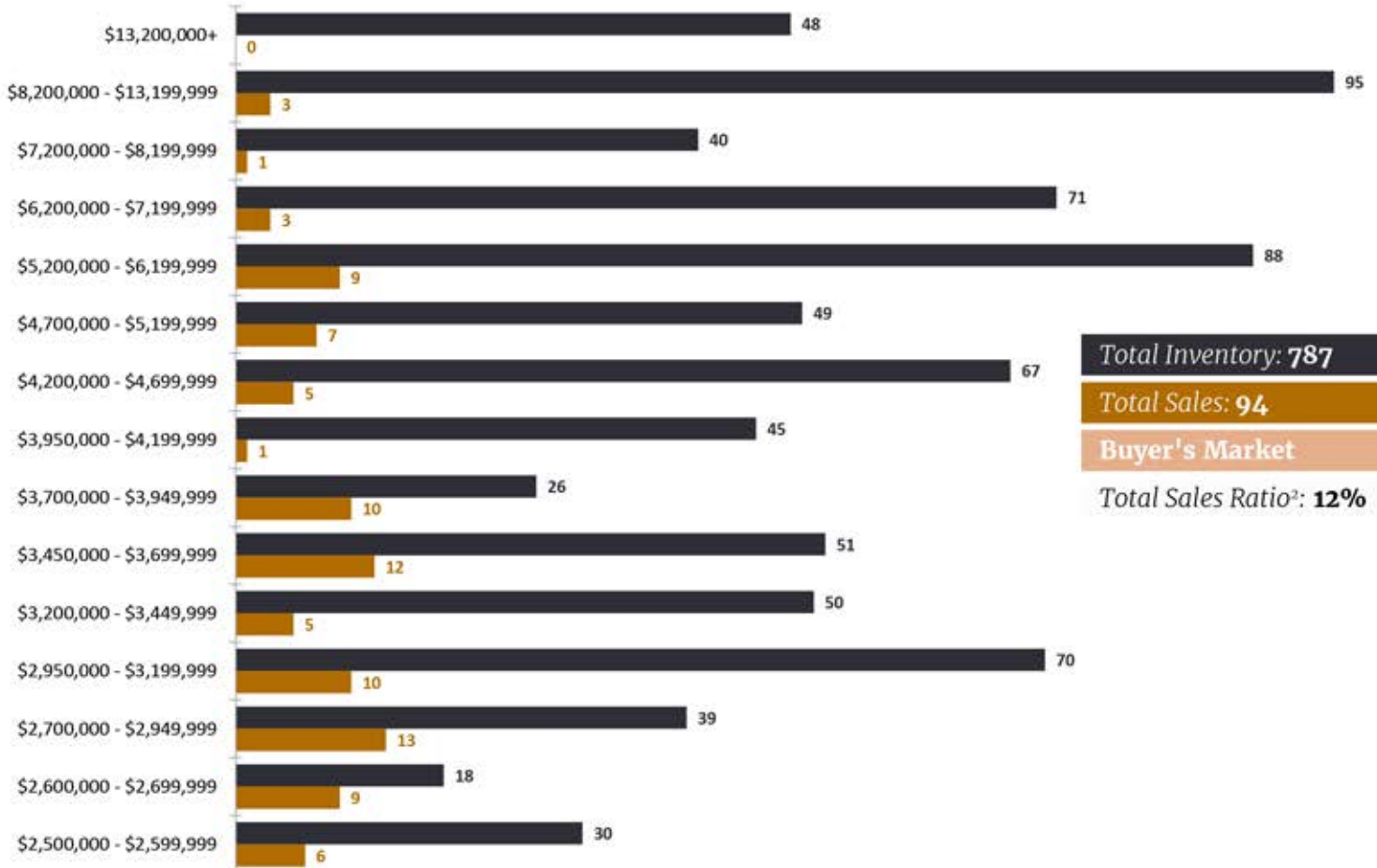
BRITISH COLUMBIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 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	\$2,646,000	4	2	8	93	9%
2,000 - 2,999	\$2,954,444	4	3	24	207	12%
3,000 - 3,999	\$3,450,500	6	5	30	147	20%
4,000 - 4,999	\$4,816,000	5	6	21	125	17%
5,000 - 5,999	\$5,372,800	5	6	7	87	8%
6,000+	\$5,975,000	6	8	4	124	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 | DECEMBER

TOTAL INVENTORY

Dec. 2020: 669
Dec. 2021: 787

VARIANCE: 18%

TOTAL SOLDS

Dec. 2020: 80
Dec. 2021: 94

VARIANCE: 18%

SALES PRICE

Dec. 2020: \$3.00m
Dec. 2021: \$3.55m

VARIANCE: 18%

SALE PRICE PER SQFT.

Dec. 2020: \$971
Dec. 2021: \$1,088

VARIANCE: 12%

SALE TO LIST PRICE RATIO

Dec. 2020: 95.90%
Dec. 2021: 97.27%

VARIANCE: 1%

DAYS ON MARKET

Dec. 2020: 28
Dec. 2021: 22

VARIANCE: -21%

VANCOUVER MARKET SUMMARY | DECEMBER 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **97.27% of list price** in December 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 **\$3,550,000**.
- The median days on market for December 2021 was **22** days, down from **28** in December 2020.

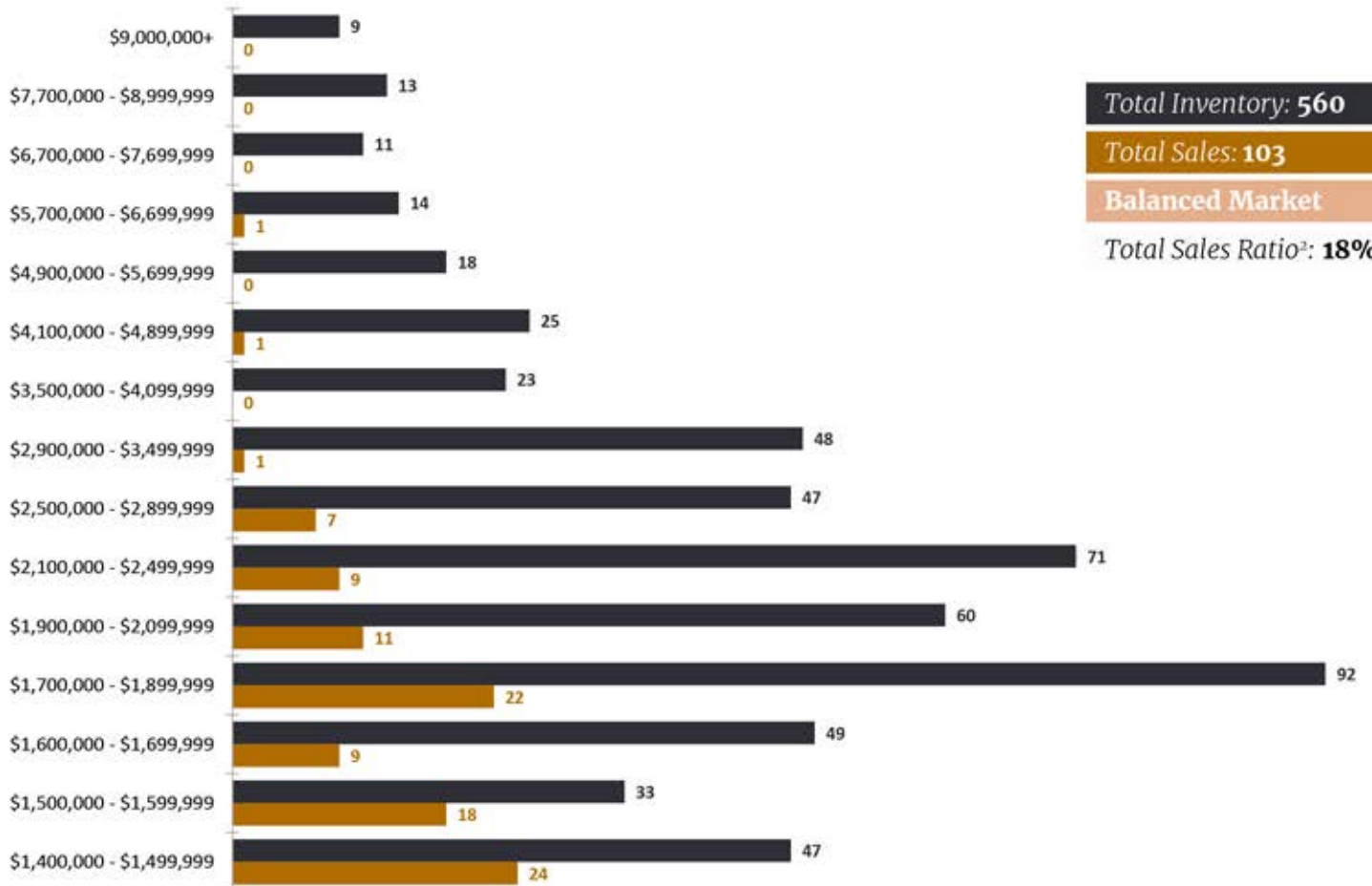
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

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



Total Inventory: **560**

Total Sales: **103**

Balanced Market

Total Sales Ratio²: **18%**

Square Feet ¹ -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	4	64	6%
1,000 - 1,999	\$1,670,000	3	3	85	371	23%
2,000 - 2,999	\$2,184,300	3	4	12	99	12%
3,000 - 3,999	\$2,079,000	4	3	2	22	9%
4,000 - 4,999	NA	NA	NA	0	3	0%
5,000+	NA	NA	NA	0	1	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 | DECEMBER

TOTAL INVENTORY

Dec. 2020	Dec. 2021
590	560

VARIANCE: **-5%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
55	103

VARIANCE: **87%**

SALES PRICE

Dec. 2020	Dec. 2021
\$1.61m	\$1.70m

VARIANCE: **6%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
\$1,137	\$1,186

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
98.33%	97.97%

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
29	29

VARIANCE: **0%**

VANCOUVER MARKET SUMMARY | DECEMBER 2021

- The Vancouver attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.97% of list price** in December 2021.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **55%**.
- The median luxury sales price for attached homes is **\$1,700,000**.
- The median days on market for December 2021 was **29** days, remaining the same from December 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.