

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2023

VANCOUVER BRITISH COLUMBIA



collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

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

Square Feet ¹	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$2,900,000	3	3	1	57	2%
2,000 - 2,999	\$3,074,500	5	5	10	200	5%
3,000 - 3,999	\$3,480,000	5	5	9	176	5%
4,000 - 4,999	\$3,925,000	6	5	5	149	3%
5,000 - 5,999	NA	NA	NA	0	82	0%
6,000+	NA	NA	NA	0	132	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴

MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

787 799

VARIANCE: **2%**

TOTAL SOLD

Dec. 2021 Dec. 2022

94 25

VARIANCE: **-73%**

SALES PRICE

Dec. 2021 Dec. 2022

\$3.55m \$3.40m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$1,088 \$1,094

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

97.27% 94.58%

VARIANCE: **-3%**

DAYS ON MARKET

Dec. 2021 Dec. 2022

22 39

VARIANCE: **77%**

VANCOUVER MARKET SUMMARY | DECEMBER 2022

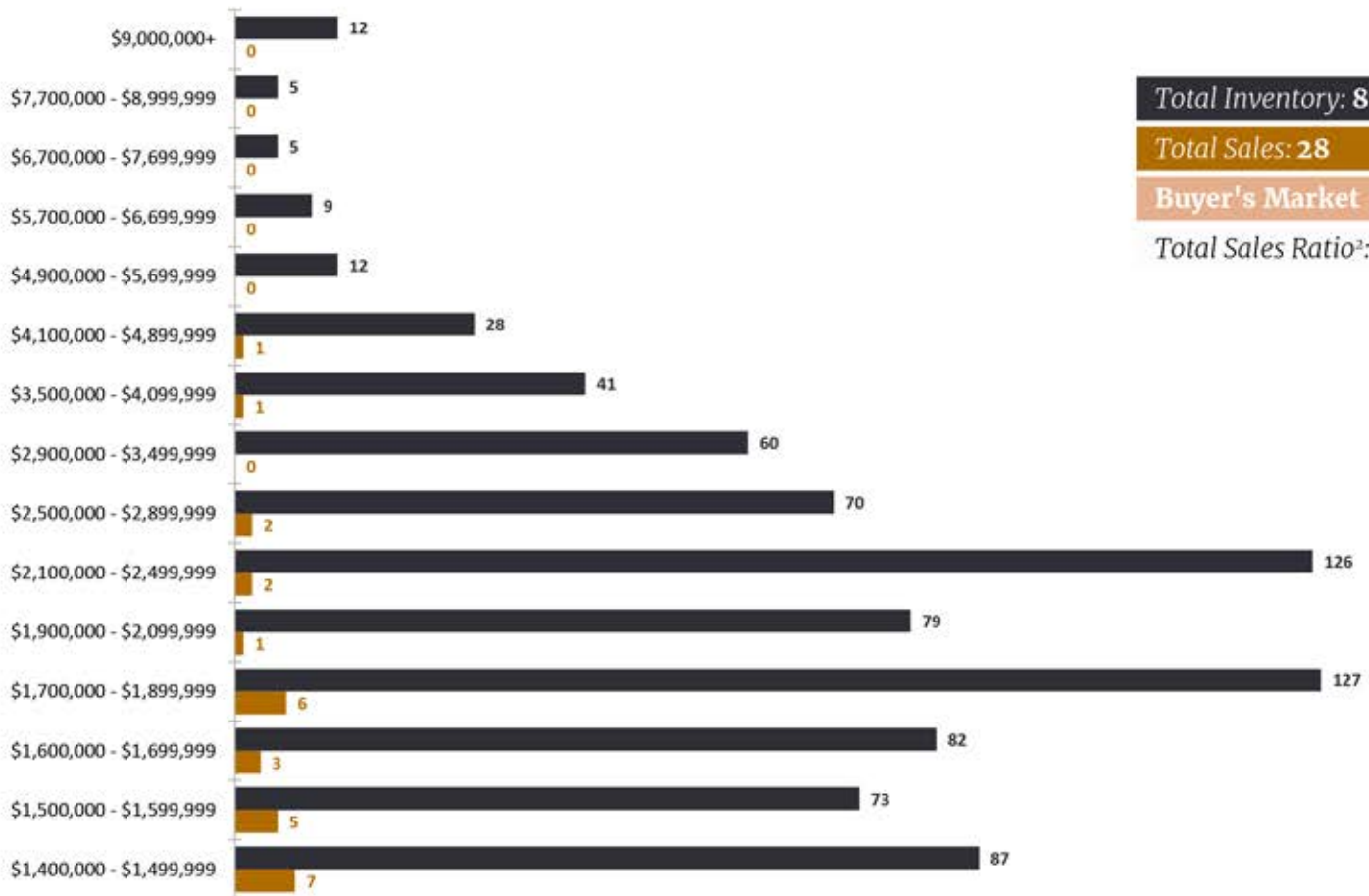
- The Vancouver single-family luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **94.58% of list price** in December 2022.
- The most active price band is **\$4,000,000-\$4,499,999**, where the sales ratio is **11%**.
- The median luxury sales price for single-family homes is **\$3,400,000**.
- The median days on market for December 2022 was **39** days, up from **22** in December 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 | DECEMBER 2022

Inventory Sales

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

Square Feet ¹	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,571,400	2	2	2	70	3%
1,000 - 1,499	\$1,555,000	2	2	9	339	3%
1,500 - 1,999	\$1,820,000	3	3	11	272	4%
2,000 - 2,499	\$2,202,000	4	4	6	69	9%
2,500 - 2,999	NA	NA	NA	0	37	0%
3,000+	NA	NA	NA	0	29	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴

MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

560 816

VARIANCE: 46%

TOTAL SOLD

Dec. 2021 Dec. 2022

103 28

VARIANCE: -73%

SALES PRICE

Dec. 2021 Dec. 2022

\$1.70m \$1.63m

VARIANCE: -4%

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$1,186 \$1,153

VARIANCE: -3%

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

97.97% 97.49%

VARIANCE: 0%

DAYS ON MARKET

Dec. 2021 Dec. 2022

29 34

VARIANCE: 17%

VANCOUVER MARKET SUMMARY | DECEMBER 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **97.49% of list price** in December 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **8%**.
- The median luxury sales price for attached homes is **\$1,630,000**.
- The median days on market for December 2022 was **34** days, up from **29** in December 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.