

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021



collaborativerealestate.ca

VANCOUVER

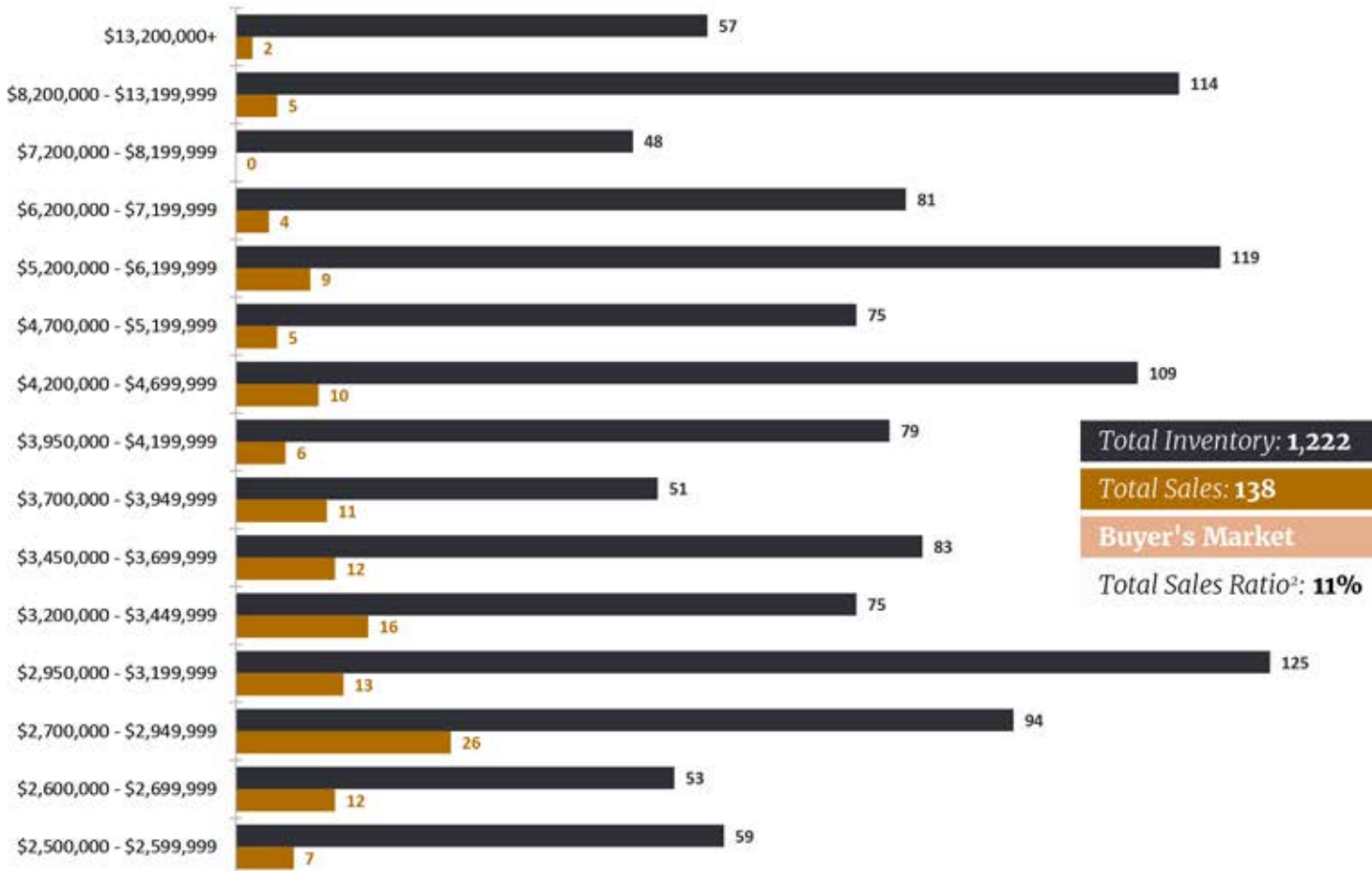
BRITISH COLUMBIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 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	\$3,018,000	3	2	7	106	7%
2,000 - 2,999	\$3,015,000	4	3	30	313	10%
3,000 - 3,999	\$3,300,000	5	4	49	292	17%
4,000 - 4,999	\$3,760,000	5	5	29	228	13%
5,000 - 5,999	\$3,850,000	6	6	11	127	9%
6,000+	\$6,404,000	6	8	12	152	8%

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 | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
897	1,222

VARIANCE: **36%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
71	138

VARIANCE: **94%**

SALES PRICE

Jun. 2020	Jun. 2021
\$3.40m	\$3.35m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$922	\$1,023

VARIANCE: **11%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
95.55%	97.99%

VARIANCE: **3%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
12	10

VARIANCE: **-17%**

VANCOUVER MARKET SUMMARY | JUNE 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with an **11% Sales Ratio**.
- Homes sold for a median of **97.99% of list price** in June 2021.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **28%**.
- The median luxury sales price for single-family homes is **\$3,350,000**.
- The median days on market for June 2021 was **10** days, down from **12** in June 2020.

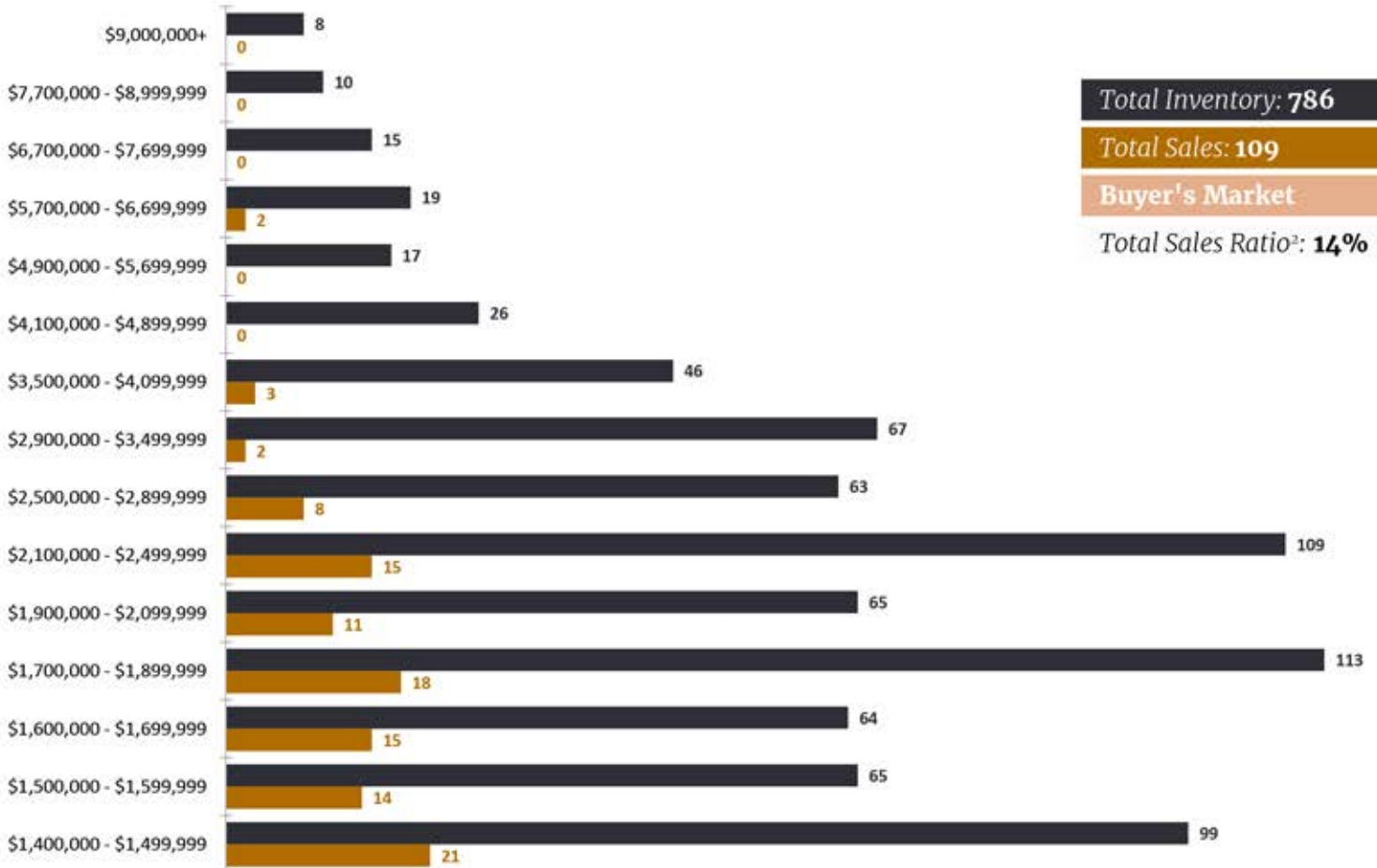
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

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



Total Inventory: **786**

Total Sales: **109**

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 - 999	\$1,535,000	2	2	4	33	12%
1,000 - 1,999	\$1,683,000	3	3	76	571	13%
2,000 - 2,999	\$1,882,500	3	4	24	135	18%
3,000 - 3,999	\$3,750,000	4	4	4	42	10%
4,000 - 4,999	\$2,900,000	5	5	1	1	100%
5,000+	NA	NA	NA	0	4	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 | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
745	786

VARIANCE: **6%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
45	109

VARIANCE: **142%**

SALES PRICE

Jun. 2020	Jun. 2021
\$1.79m	\$1.76m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$1,203	\$1,139

VARIANCE: **-5%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
98.56%	99.13%

VARIANCE: **1%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
9	8

VARIANCE: **-11%**

VANCOUVER MARKET SUMMARY | JUNE 2021

- The Vancouver attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **99.13% of list price** in June 2021.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **23%**.
- The median luxury sales price for attached homes is **\$1,759,900**.
- The median days on market for June 2021 was **8** days, down from **9** in June 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.