

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JULY  
2022

VANCOUVER

BRITISH COLUMBIA



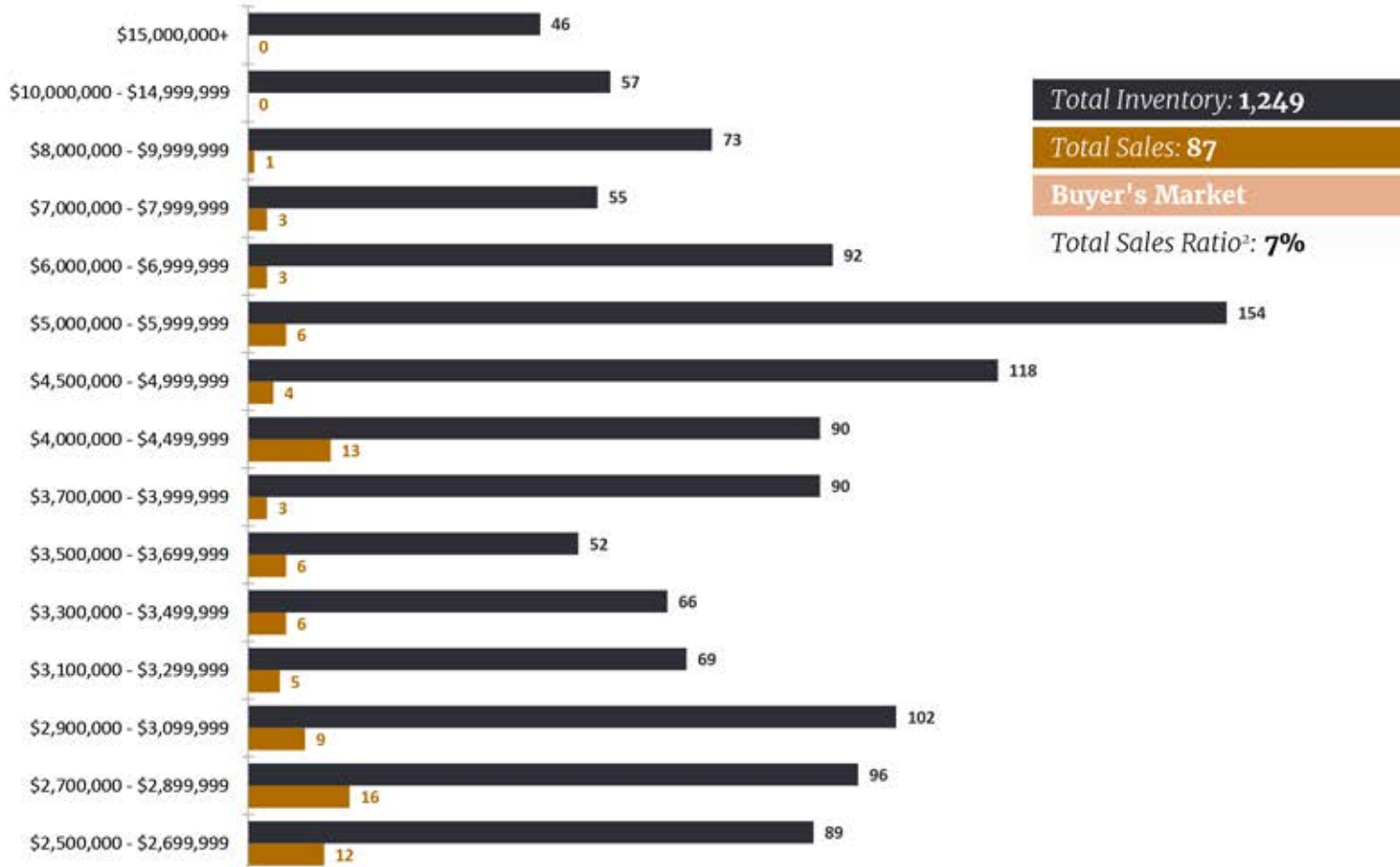
[collaborativerealestate.ca](http://collaborativerealestate.ca)

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,800,000	3	2	3	91	3%
2,000 - 2,999	\$2,935,000	4	4	30	397	8%
3,000 - 3,999	\$3,037,500	5	4	28	246	11%
4,000 - 4,999	\$4,686,000	6	5	17	233	7%
5,000 - 5,999	\$3,720,000	7	6	3	104	3%
6,000+	\$7,500,313	6	6	6	172	3%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021	Jun. 2022
1,222	1,249

VARIANCE: **2%**

#### TOTAL SOLDS

Jun. 2021	Jun. 2022
138	87

VARIANCE: **-37%**

#### SALES PRICE

Jun. 2021	Jun. 2022
\$3.35m	\$3.31m

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$1,023	\$1,031

VARIANCE: **1%**

#### SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
97.99%	96.50%

VARIANCE: **-2%**

#### DAYS ON MARKET

Jun. 2021	Jun. 2022
10	11

VARIANCE: **10%**

### VANCOUVER MARKET SUMMARY | JUNE 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.50% of list price** in June 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **17%**.
- The median luxury sales price for single-family homes is **\$3,310,000**.
- The median days on market for June 2022 was **11** days, up from **10** in June 2021.

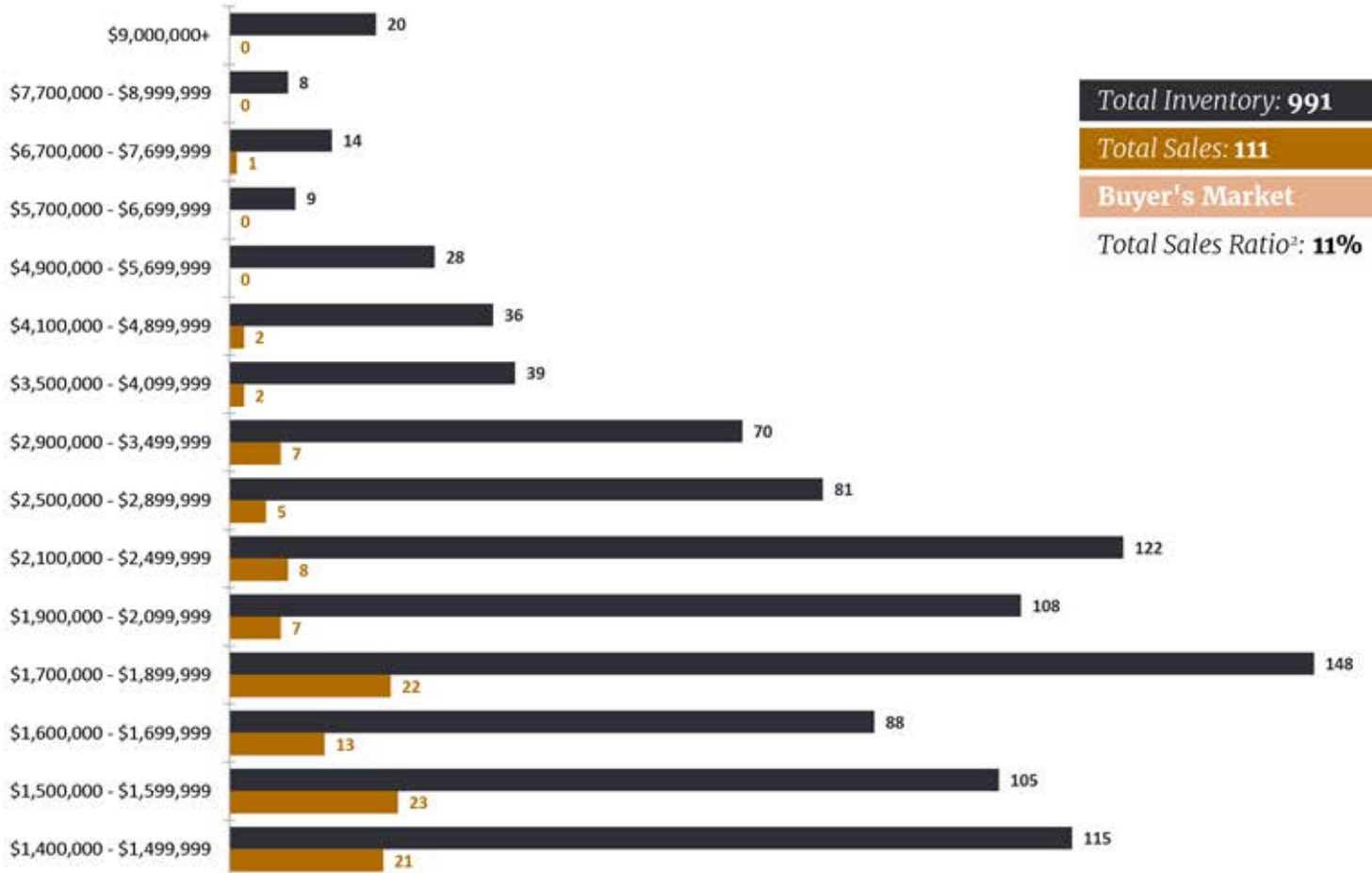
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,400,000**



Total Inventory: **991**

Total Sales: **111**

Buyer's Market

Total Sales Ratio<sup>2</sup>: **11%**

Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,479,400	2	2	6	90	7%
1,000 - 1,499	\$1,598,000	2	2	43	415	10%
1,500 - 1,999	\$1,699,900	3	3	39	300	13%
2,000 - 2,499	\$2,240,000	3	3	18	107	17%
2,500 - 2,999	\$2,050,000	6	5	3	45	7%
3,000+	\$4,544,400	3	4	2	34	6%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021      Jun. 2022

**786**      **991**

VARIANCE: **26%**

#### TOTAL SOLDS

Jun. 2021      Jun. 2022

**109**      **111**

VARIANCE: **2%**

#### SALES PRICE

Jun. 2021      Jun. 2022

**\$1.76m**      **\$1.70m**

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Jun. 2021      Jun. 2022

**\$1,139**      **\$1,146**

VARIANCE: **1%**

#### SALE TO LIST PRICE RATIO

Jun. 2021      Jun. 2022

**99.13%**      **98.59%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Jun. 2021      Jun. 2022

**8**      **11**

VARIANCE: **38%**

## VANCOUVER MARKET SUMMARY | JUNE 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **98.59% of list price** in June 2022.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **22%**.
- The median luxury sales price for attached homes is **\$1,699,000**.
- The median days on market for June 2022 was **11** days, up from **8** in June 2021.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.