

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JUNE  
2022

VANCOUVER

BRITISH COLUMBIA



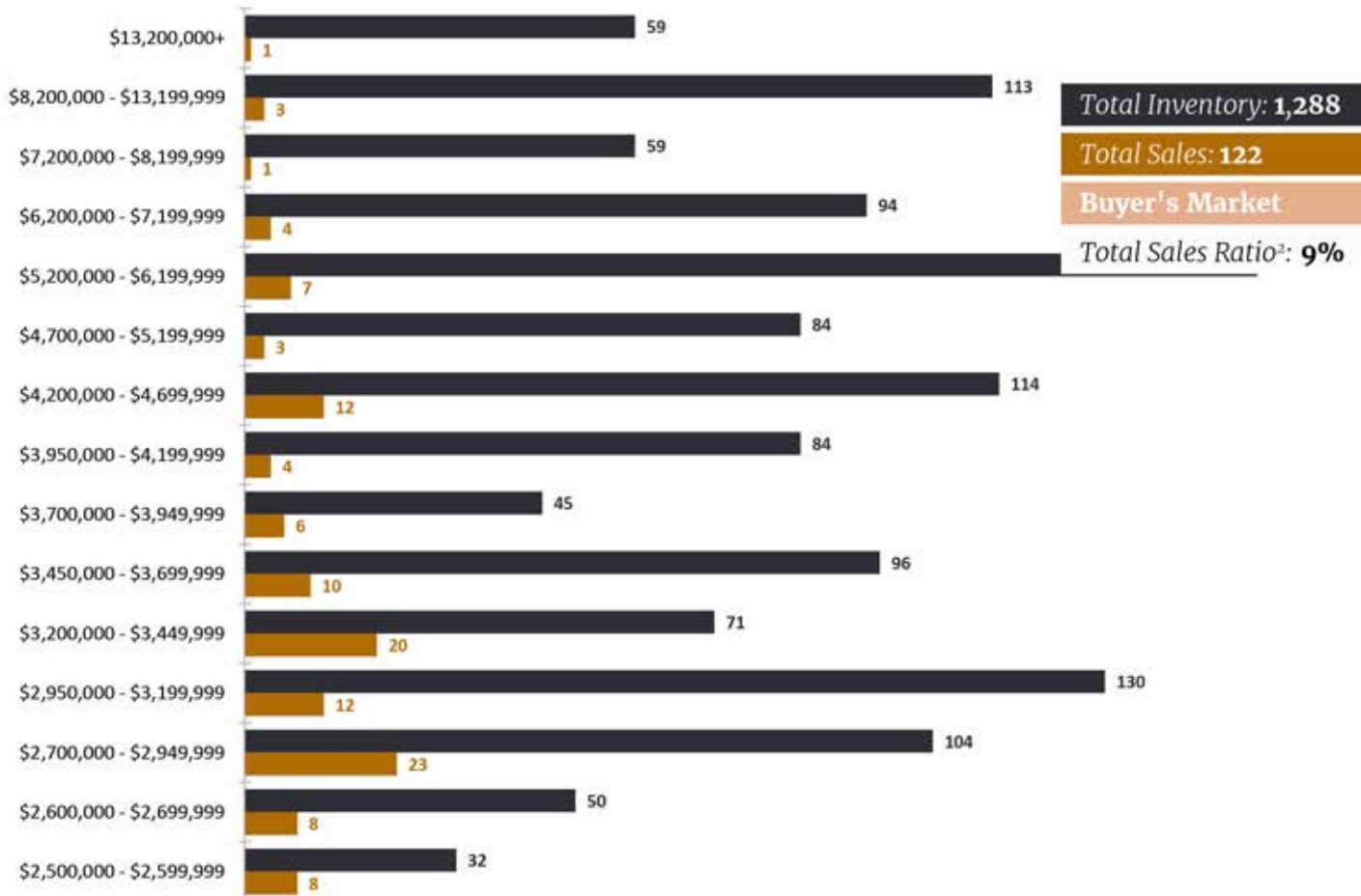
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

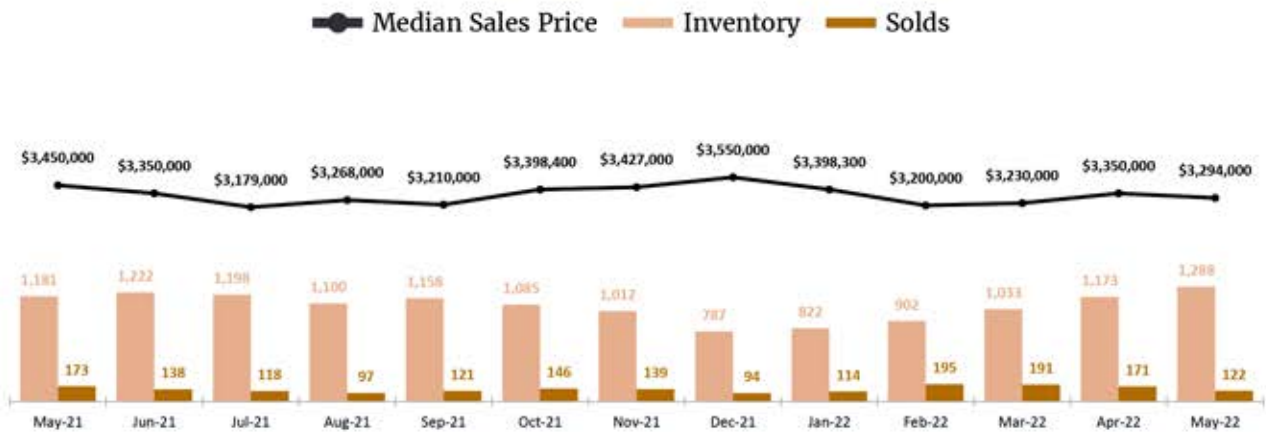
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



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	\$2,700,500	3	2	4	94	4%
2,000 - 2,999	\$2,850,000	4	3	41	389	11%
3,000 - 3,999	\$3,440,000	5	4	42	275	15%
4,000 - 4,999	\$3,944,000	6	6	20	249	8%
5,000 - 5,999	\$4,602,500	5	6	10	103	10%
6,000+	\$8,000,000	5	7	5	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 | MAY

#### TOTAL INVENTORY

May 2021	May 2022
1,181	1,288

VARIANCE: **9%**

#### TOTAL SOLDS

May 2021	May 2022
173	122

VARIANCE: **-29%**

#### SALES PRICE

May 2021	May 2022
\$3.45m	\$3.29m

VARIANCE: **-5%**

#### SALE PRICE PER SQFT.

May 2021	May 2022
\$1,068	\$1,087

VARIANCE: **2%**

#### SALE TO LIST PRICE RATIO

May 2021	May 2022
98.80%	97.31%

VARIANCE: **-2%**

#### DAYS ON MARKET

May 2021	May 2022
9	11

VARIANCE: **22%**

## VANCOUVER MARKET SUMMARY | MAY 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **97.31% of list price** in May 2022.
- The most active price band is **\$3,200,000-\$3,449,999**, where the sales ratio is **28%**.
- The median luxury sales price for single-family homes is **\$3,294,000**.
- The median days on market for May 2022 was **11** days, up from **9** in May 2021.

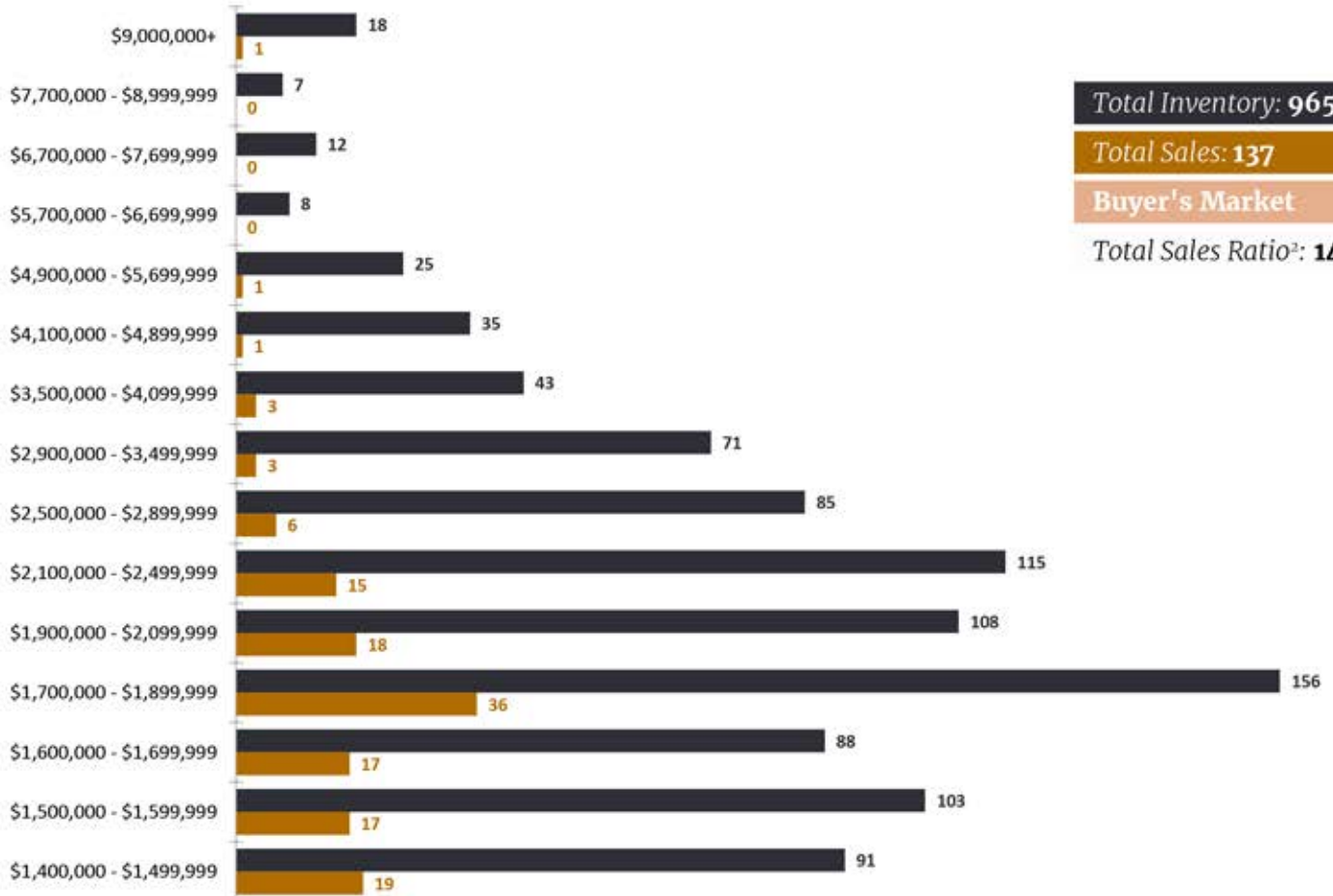
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

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



Total Inventory: **965**

Total Sales: **137**

Buyer's Market

Total Sales Ratio<sup>2</sup>: **14%**

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	\$1,628,000	2	2	4	89	4%
1,000 - 1,999	\$1,730,000	3	3	111	701	16%
2,000 - 2,999	\$1,888,000	3	3	20	137	15%
3,000 - 3,999	\$2,530,000	3	4	1	28	4%
4,000 - 4,999	NA	NA	NA	0	4	0%
5,000+	\$9,400,000	4	6	1	6	17%

<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 | MAY

#### TOTAL INVENTORY

May 2021    May 2022  
746    965

VARIANCE: 29%

#### TOTAL SOLDS

May 2021    May 2022  
129    137

VARIANCE: 6%

#### SALES PRICE

May 2021    May 2022  
\$1.67m    \$1.77m

VARIANCE: 6%

#### SALE PRICE PER SQFT.

May 2021    May 2022  
\$1,197    \$1,231

VARIANCE: 3%

#### SALE TO LIST PRICE RATIO

May 2021    May 2022  
99.37%    100.00%

VARIANCE: 1%

#### DAYS ON MARKET

May 2021    May 2022  
8    8

VARIANCE: 0%

## VANCOUVER MARKET SUMMARY | MAY 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2022.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **23%**.
- The median luxury sales price for attached homes is **\$1,768,000**.
- The median days on market for May 2022 was **8** days, remaining the same from May 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.