

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2022

VANCOUVER

BRITISH COLUMBIA



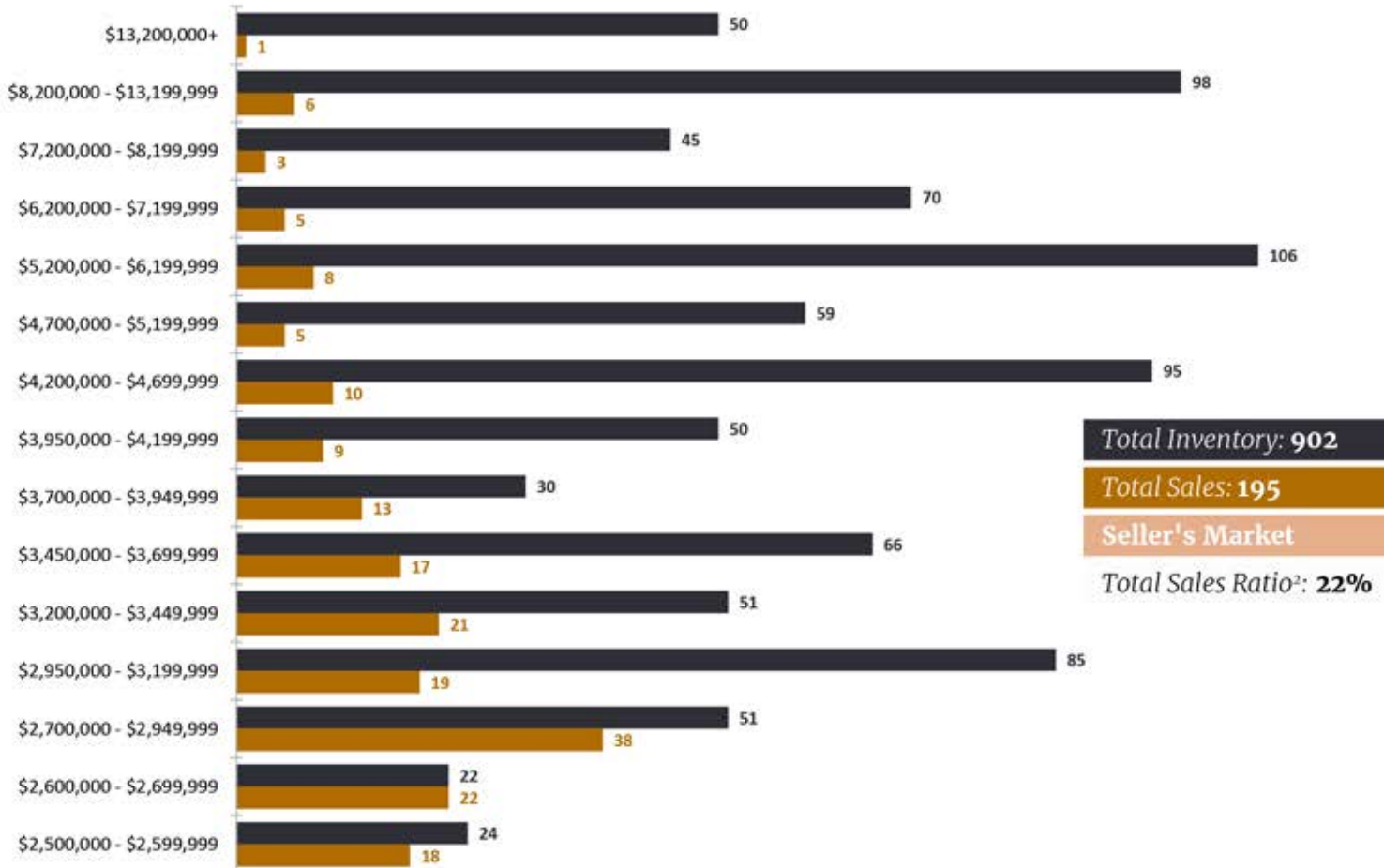
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,750,000	4	2	16	86	19%
2,000 - 2,999	\$2,905,000	4	3	80	262	31%
3,000 - 3,999	\$3,210,000	5	4	54	175	31%
4,000 - 4,999	\$4,202,000	5	5	21	152	14%
5,000 - 5,999	\$4,780,000	6	6	15	96	16%
6,000+	\$6,275,000	6	7	9	128	7%

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 | FEBRUARY

TOTAL INVENTORY

Feb. 2021 Feb. 2022
656 **902**

VARIANCE: **38%**

TOTAL SOLDS

Feb. 2021 Feb. 2022
153 **195**

VARIANCE: **27%**

SALES PRICE

Feb. 2021 Feb. 2022
\$3.45m **\$3.20m**

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Feb. 2021 Feb. 2022
\$992 **\$1,116**

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Feb. 2021 Feb. 2022
97.99% **100.06%**

VARIANCE: **2%**

DAYS ON MARKET

Feb. 2021 Feb. 2022
14 **9**

VARIANCE: **-36%**

VANCOUVER MARKET SUMMARY | FEBRUARY 2022

- The Vancouver single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **100.06% of list price** in February 2022.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for February 2022 was **9** days, down from **14** in February 2021.

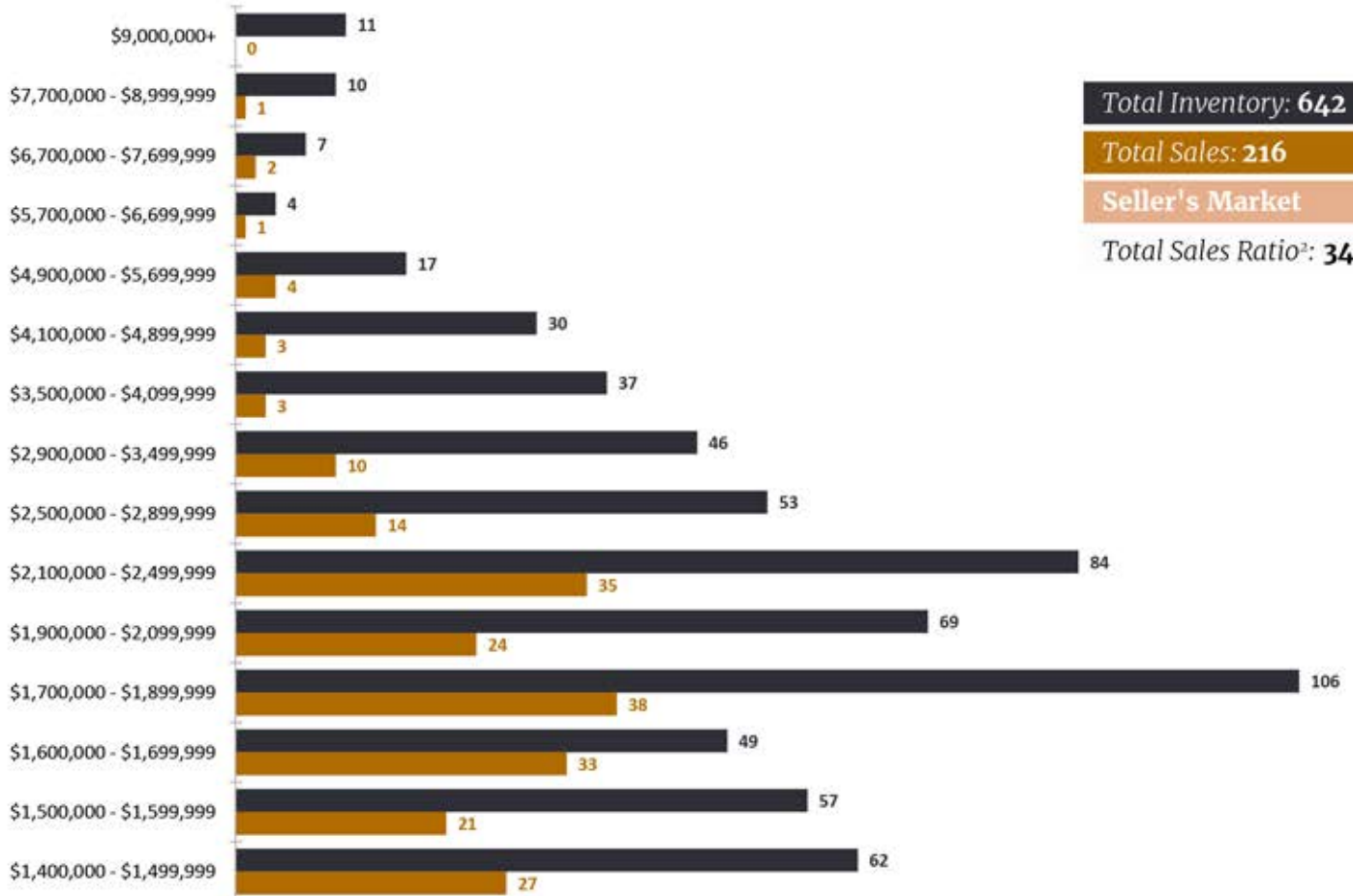
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **642**

Total Sales: **216**

Seller's Market

Total Sales Ratio²: **34%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,590,000	2	2	5	71	7%
1,000 - 1,999	\$1,760,000	3	3	168	434	39%
2,000 - 2,999	\$2,450,000	3	3	35	110	32%
3,000 - 3,999	\$4,725,000	4	4	8	20	40%
4,000 - 4,999	NA	NA	NA	0	3	0%
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 | FEBRUARY

TOTAL INVENTORY

Feb. 2021	Feb. 2022
573	642

VARIANCE: **12%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
125	216

VARIANCE: **73%**

SALES PRICE

Feb. 2021	Feb. 2022
\$1.67m	\$1.85m

VARIANCE: **11%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
\$1,075	\$1,263

VARIANCE: **17%**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
98.87%	100.00%

VARIANCE: **1%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
14	9

VARIANCE: **-36%**

VANCOUVER MARKET SUMMARY | FEBRUARY 2022

- The Vancouver attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2022.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **67%**.
- The median luxury sales price for attached homes is **\$1,850,000**.
- The median days on market for February 2022 was **9** days, down from **14** in February 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.