

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

MAY  
2021

VANCOUVER

BRITISH COLUMBIA



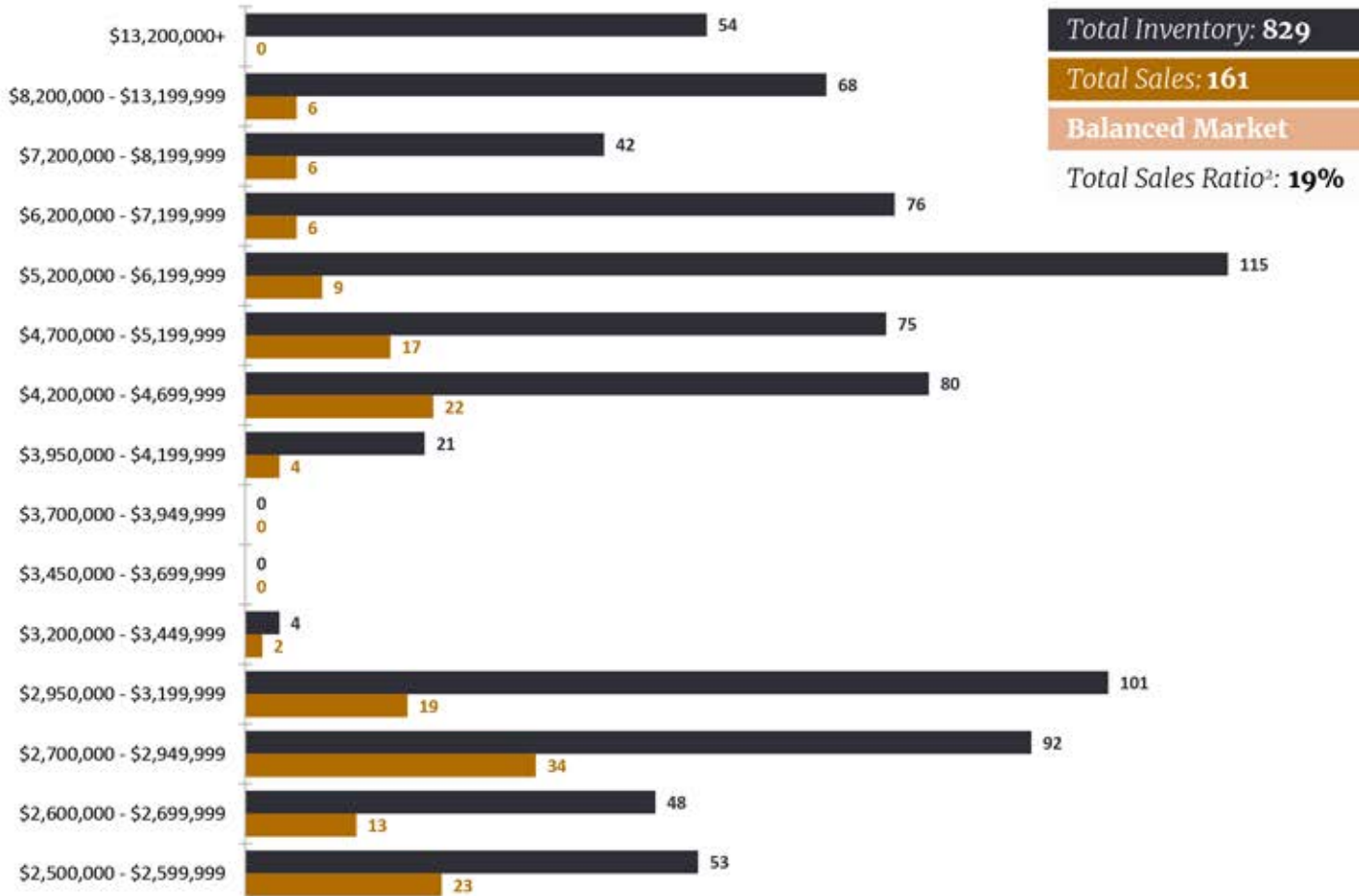
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

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	\$2,698,000	3	2	9	56	16%
2,000 - 2,999	\$2,794,000	4	3	48	177	27%
3,000 - 3,999	\$3,012,500	5	4	40	190	21%
4,000 - 4,999	\$4,382,500	6	5	34	178	19%
5,000 - 5,999	\$4,980,000	5	6	15	88	17%
6,000+	\$6,700,000	6	7	15	138	11%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2020      Apr. 2021

827              829

VARIANCE: **0%**

#### TOTAL SOLDS

Apr. 2020      Apr. 2021

31                161

VARIANCE: **419%**

#### SALES PRICE

Apr. 2020      Apr. 2021

\$3.40m        \$3.00m

VARIANCE: **-12%**

#### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021

\$1,005        \$1,031

VARIANCE: **3%**

#### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021

89.46%       98.99%

VARIANCE: **11%**

#### DAYS ON MARKET

Apr. 2020      Apr. 2021

32                9

VARIANCE: **-72%**

## VANCOUVER MARKET SUMMARY | APRIL 2021

- The Vancouver single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **98.99% of list price** in April 2021.
- The most active price band is **\$3,200,000-\$3,449,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$3,000,000**.
- The median days on market for April 2021 was **9** days, down from **32** in April 2020.

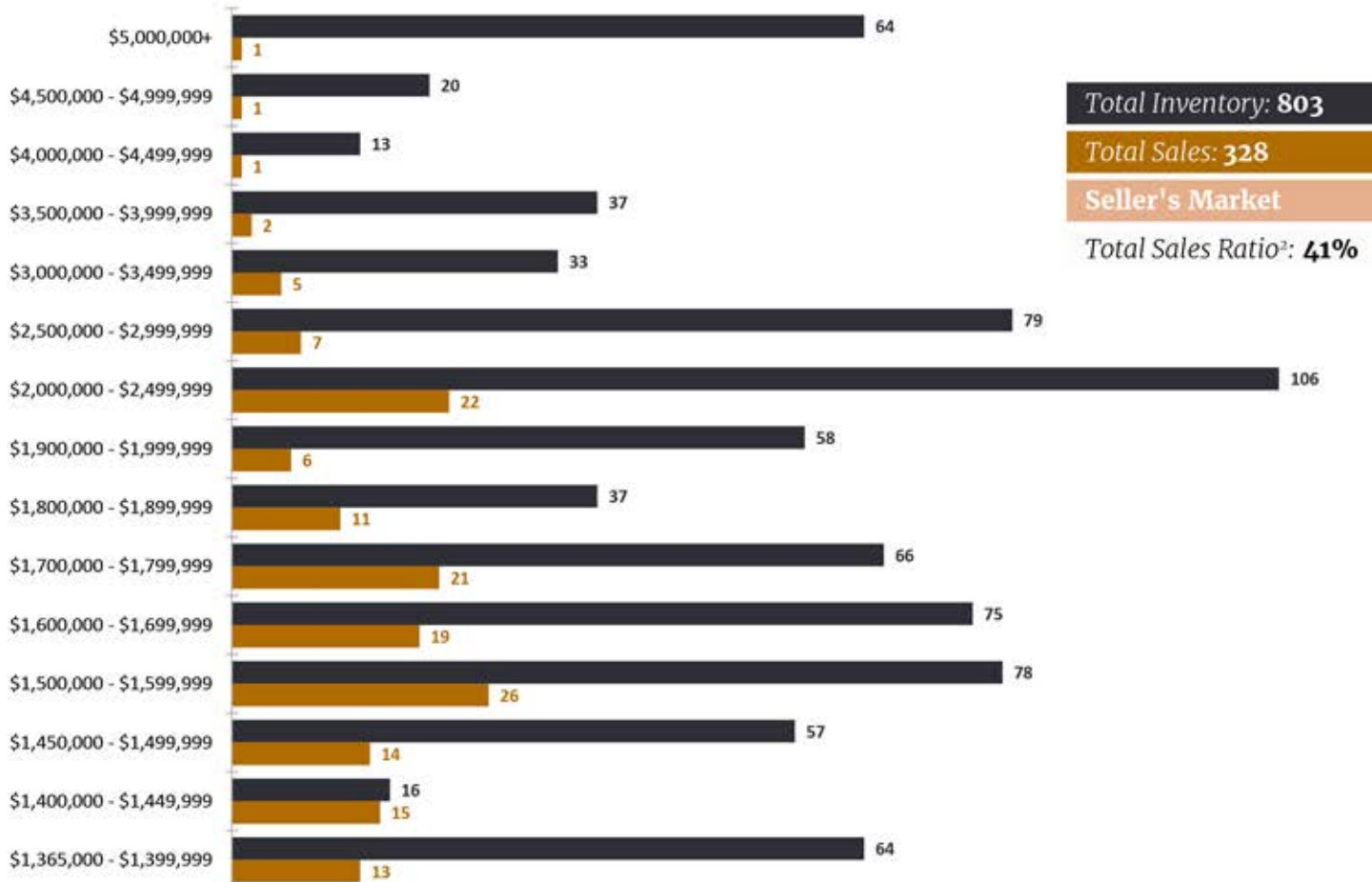
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,365,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,530,000	1	1	1	52	2%
1,000 - 1,999	\$1,618,000	3	3	134	582	23%
2,000 - 2,999	\$2,035,876	3	4	26	125	21%
3,000 - 3,999	\$1,738,000	3	3	1	36	3%
4,000 - 4,999	\$3,114,000	3	4	2	5	40%
5,000+	NA	NA	NA	0	2	0%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2020      Apr. 2021

684      803

VARIANCE: **17%**

#### TOTAL SOLDS

Apr. 2020      Apr. 2021

26      328

VARIANCE: **1162%**

#### SALES PRICE

Apr. 2020      Apr. 2021

\$1.70m      \$1.68m

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021

\$1,043      \$1,090

VARIANCE: **5%**

#### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021

96.07%      100.00%

VARIANCE: **4%**

#### DAYS ON MARKET

Apr. 2020      Apr. 2021

23      8

VARIANCE: **-65%**

## VANCOUVER MARKET SUMMARY | APRIL 2021

- The Vancouver attached luxury market is a **Seller's Market** with a **41% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2021.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **94%**.
- The median luxury sales price for attached homes is **\$1,676,500**.
- The median days on market for April 2021 was **8** days, down from **23** in April 2020.

<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.