

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022

VANCOUVER

BRITISH COLUMBIA



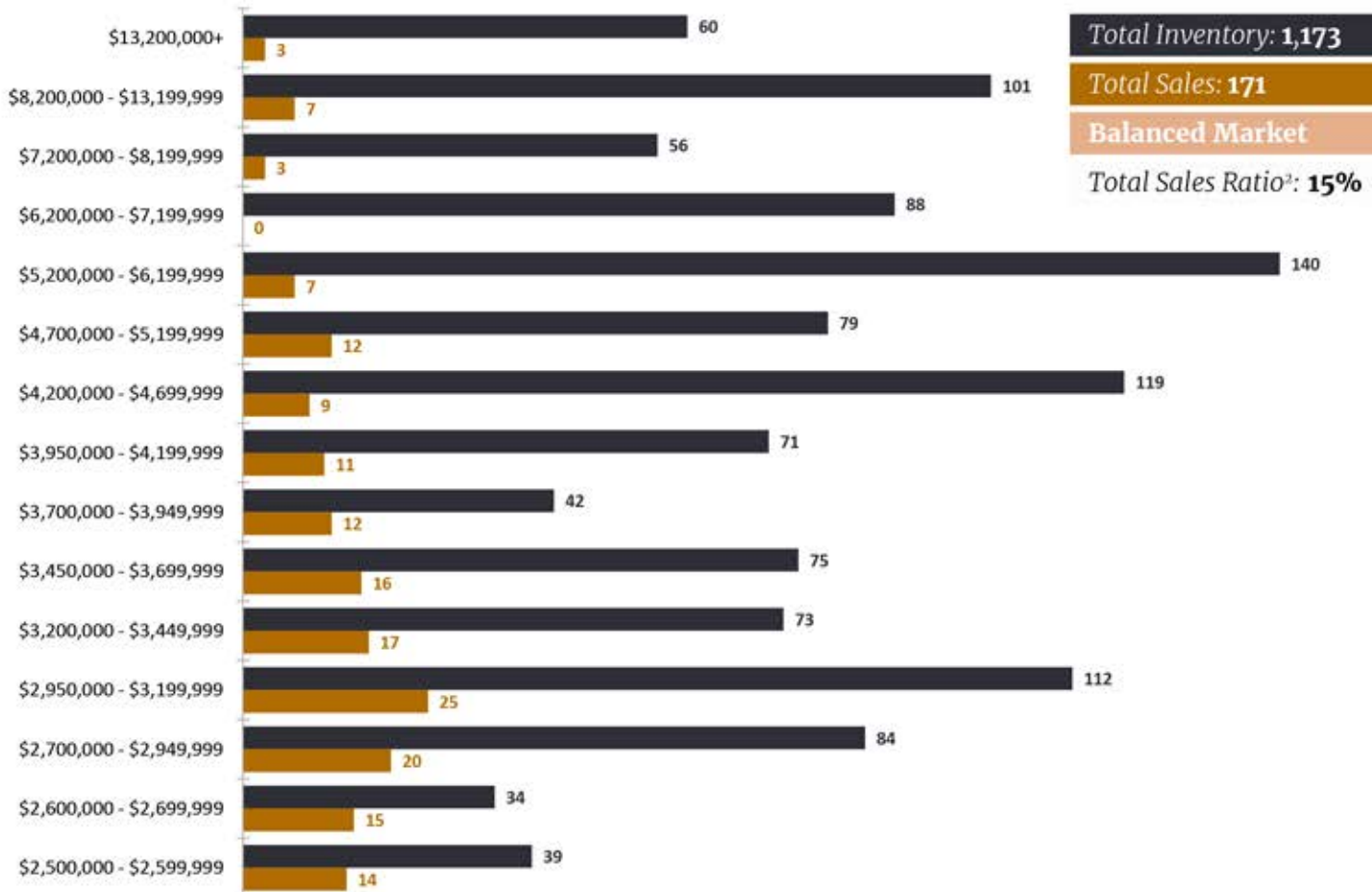
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

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	\$2,830,000	3	2	13	89	15%
2,000 - 2,999	\$3,062,500	4	3	70	356	20%
3,000 - 3,999	\$3,605,000	5	4	48	254	19%
4,000 - 4,999	\$3,500,000	6	5	21	201	10%
5,000 - 5,999	\$5,115,000	7	7	8	106	8%
6,000+	\$8,100,000	6	7	11	163	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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022
829 1,173

VARIANCE: **41%**

TOTAL SOLDS

Apr. 2021 Apr. 2022
161 171

VARIANCE: **6%**

SALES PRICE

Apr. 2021 Apr. 2022
\$3.00m \$3.35m

VARIANCE: **12%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022
\$1,031 \$1,137

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022
98.99% 98.05%

VARIANCE: **-1%**

DAYS ON MARKET

Apr. 2021 Apr. 2022
9 9

VARIANCE: **0%**

VANCOUVER MARKET SUMMARY | APRIL 2022

- The Vancouver single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **98.05% of list price** in April 2022.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes is **\$3,350,000**.
- The median days on market for April 2022 was **9** days, remaining the same from April 2021.

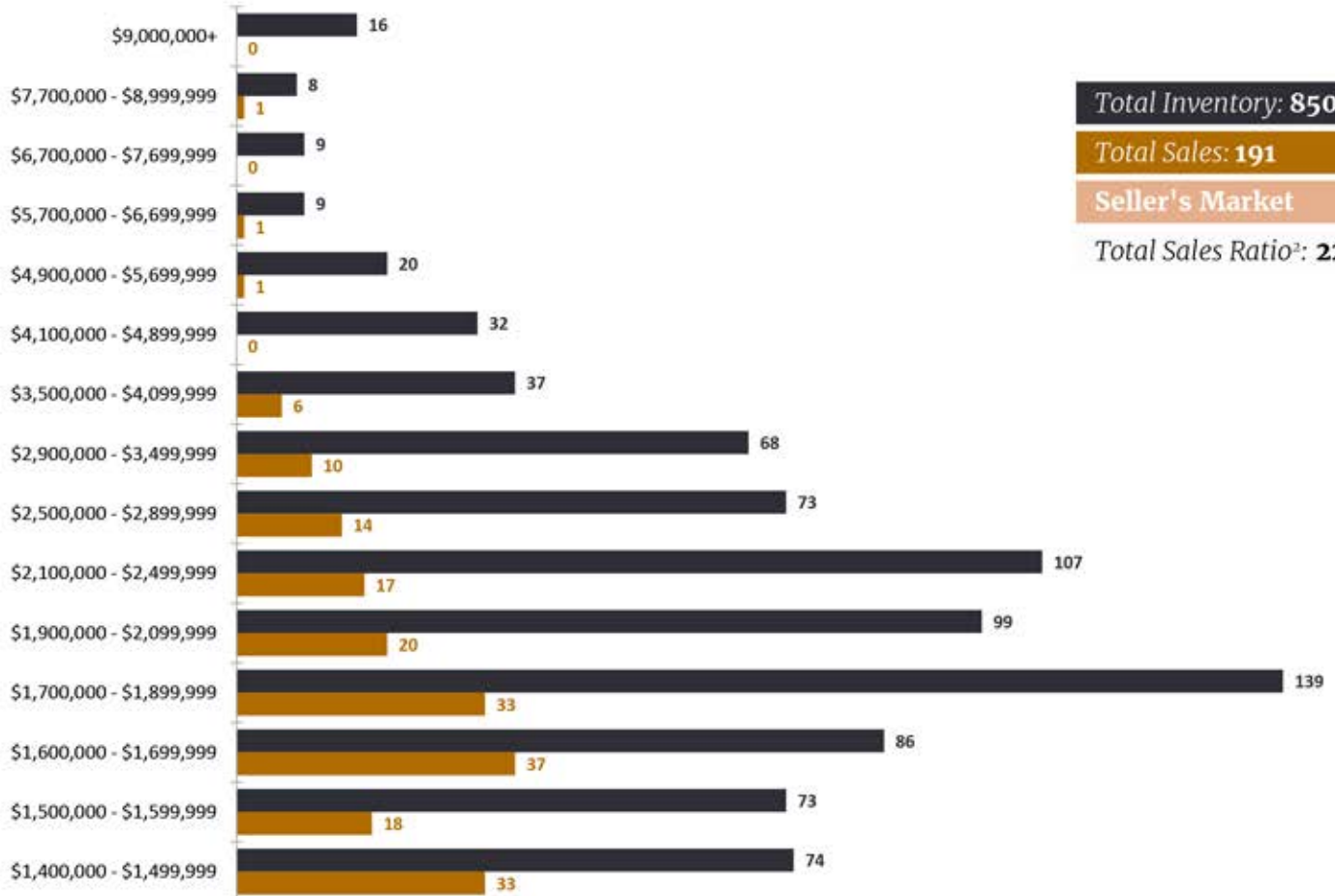
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **850**

Total Sales: **191**

Seller's Market

Total Sales Ratio²: **22%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,488,000	2	2	9	86	10%
1,000 - 1,999	\$1,690,000	3	3	151	616	25%
2,000 - 2,999	\$2,159,000	3	4	28	114	25%
3,000 - 3,999	\$3,415,714	3	4	2	24	8%
4,000 - 4,999	\$8,350,000	3	4	1	3	33%
5,000+	NA	NA	NA	0	7	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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022
739 **850**

VARIANCE: **15%**

TOTAL SOLDS

Apr. 2021 Apr. 2022
151 **191**

VARIANCE: **26%**

SALES PRICE

Apr. 2021 Apr. 2022
\$1.70m **\$1.75m**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022
\$1,117 **\$1,296**

VARIANCE: **16%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022
100.00% **99.32%**

VARIANCE: **-1%**

DAYS ON MARKET

Apr. 2021 Apr. 2022
8 **11**

VARIANCE: **38%**

VANCOUVER MARKET SUMMARY | APRIL 2022

- The Vancouver attached luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **99.32% of list price** in April 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **45%**.
- The median luxury sales price for attached homes is **\$1,750,000**.
- The median days on market for April 2022 was **11** days, up from **8** in April 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.