

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

NOVEMBER  
2022

VANCOUVER

BRITISH COLUMBIA



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

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

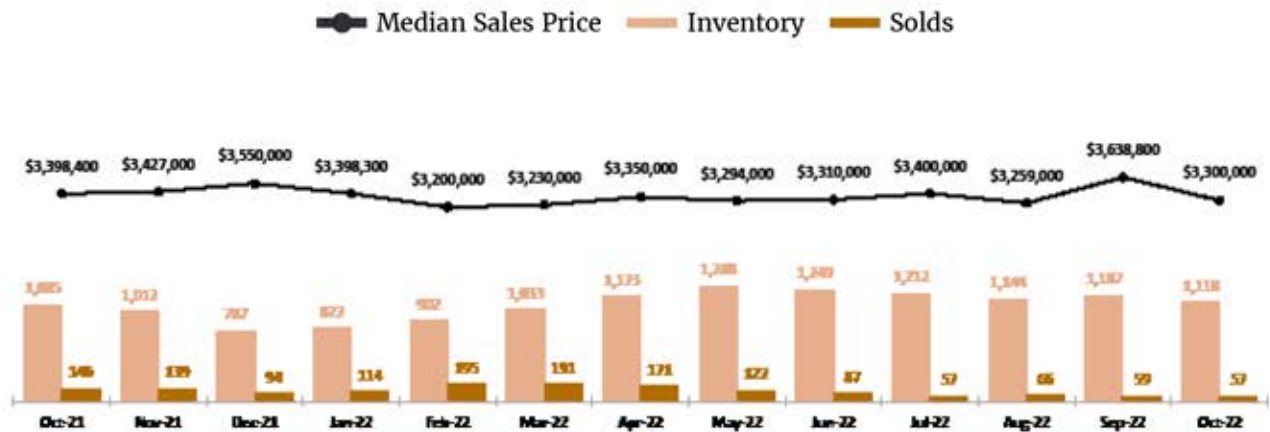
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



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	\$3,252,500	4	2	2	68	3%
2,000 - 2,999	\$2,837,500	5	4	22	292	8%
3,000 - 3,999	\$3,300,000	4	4	13	242	5%
4,000 - 4,999	\$3,915,000	6	5	11	230	5%
5,000 - 5,999	\$5,989,000	6	7	4	118	3%
6,000+	\$6,990,000	6	8	5	162	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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2021	Oct. 2022
1,085	1,118

VARIANCE: **3%**

#### TOTAL SOLDS

Oct. 2021	Oct. 2022
146	57

VARIANCE: **-61%**

#### SALES PRICE

Oct. 2021	Oct. 2022
\$3.40m	\$3.30m

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Oct. 2021	Oct. 2022
\$1,046	\$1,062

VARIANCE: **2%**

#### SALE TO LIST PRICE RATIO

Oct. 2021	Oct. 2022
96.63%	94.34%

VARIANCE: **-2%**

#### DAYS ON MARKET

Oct. 2021	Oct. 2022
16	24

VARIANCE: **50%**

## VANCOUVER MARKET SUMMARY | OCTOBER 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.34% of list price** in October 2022.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **12%**.
- The median luxury sales price for single-family homes is **\$3,300,000**.
- The median days on market for October 2022 was **24** days, up from **16** in October 2021.

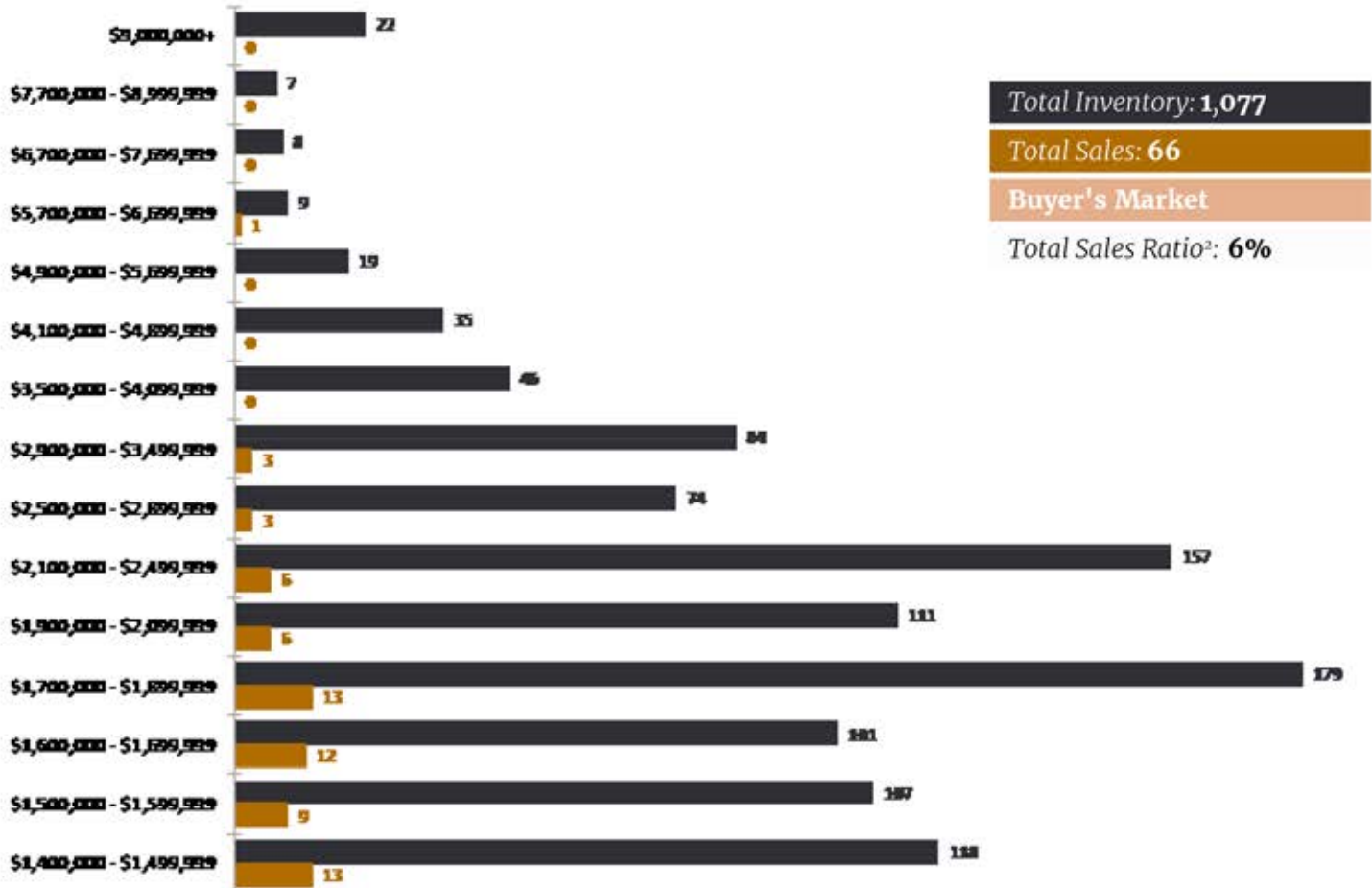
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

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



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	\$1,555,450	2	2	2	85	2%
1,000 - 1,499	\$1,687,500	2	2	20	462	4%
1,500 - 1,999	\$1,622,500	3	3	30	334	9%
2,000 - 2,499	\$1,850,000	3	4	11	113	10%
2,500 - 2,999	\$4,357,450	4	4	2	47	4%
3,000+	\$2,180,000	6	5	1	36	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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2021	Oct. 2022
752	1,077

VARIANCE: **43%**

#### TOTAL SOLDS

Oct. 2021	Oct. 2022
135	66

VARIANCE: **-51%**

#### SALES PRICE

Oct. 2021	Oct. 2022
\$1.75m	\$1.68m

VARIANCE: **-4%**

#### SALE PRICE PER SQFT.

Oct. 2021	Oct. 2022
\$1,226	\$1,098

VARIANCE: **-10%**

#### SALE TO LIST PRICE RATIO

Oct. 2021	Oct. 2022
98.85%	98.42%

VARIANCE: **0%**

#### DAYS ON MARKET

Oct. 2021	Oct. 2022
18	11

VARIANCE: **-39%**

## VANCOUVER MARKET SUMMARY | OCTOBER 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **98.42% of list price** in October 2022.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **12%**.
- The median luxury sales price for attached homes is **\$1,677,500**.
- The median days on market for October 2022 was **11** days, down from **18** in October 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.