

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2021

VANCOUVER

BRITISH COLUMBIA



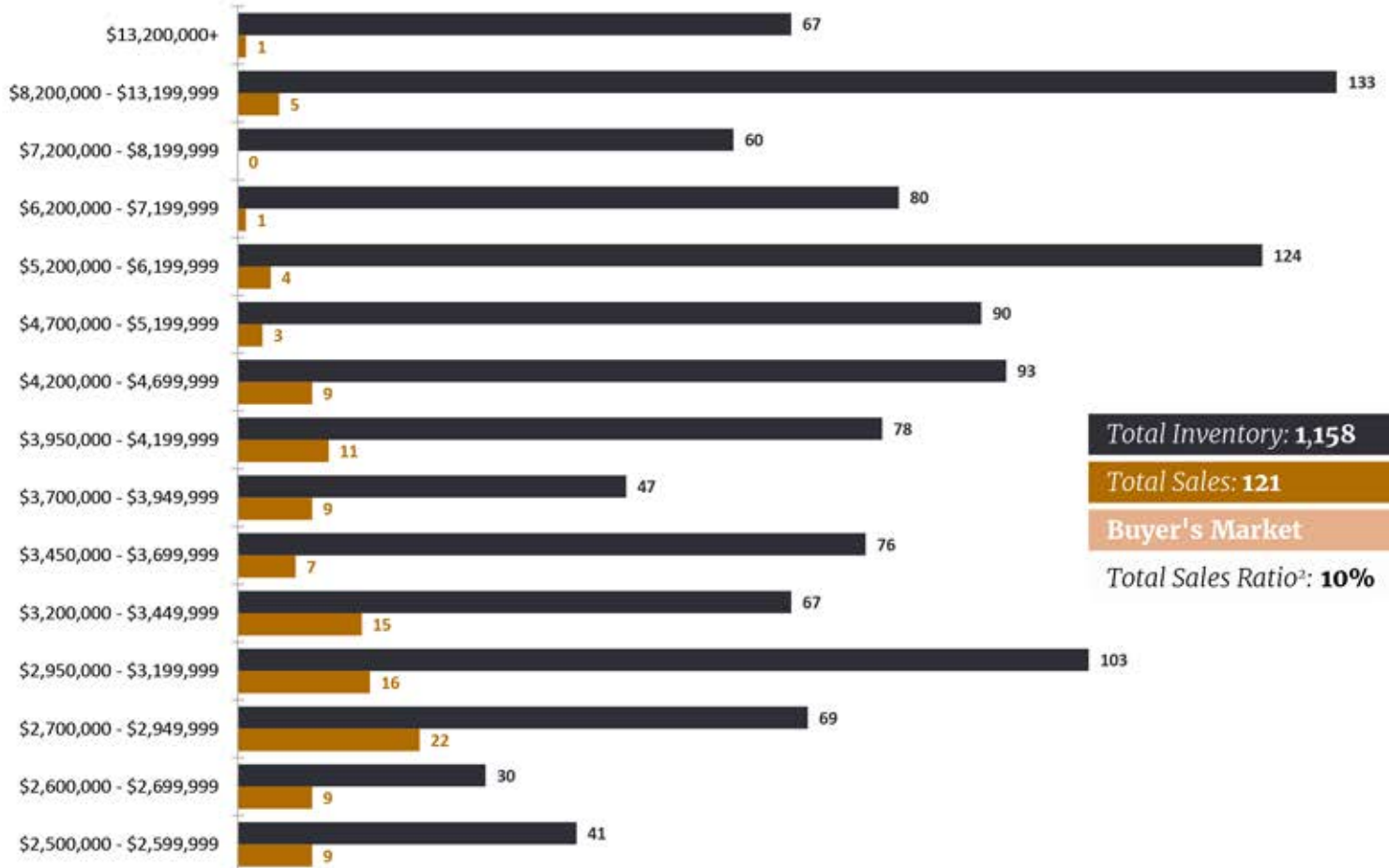
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

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



Total Inventory: **1,158**

Total Sales: **121**

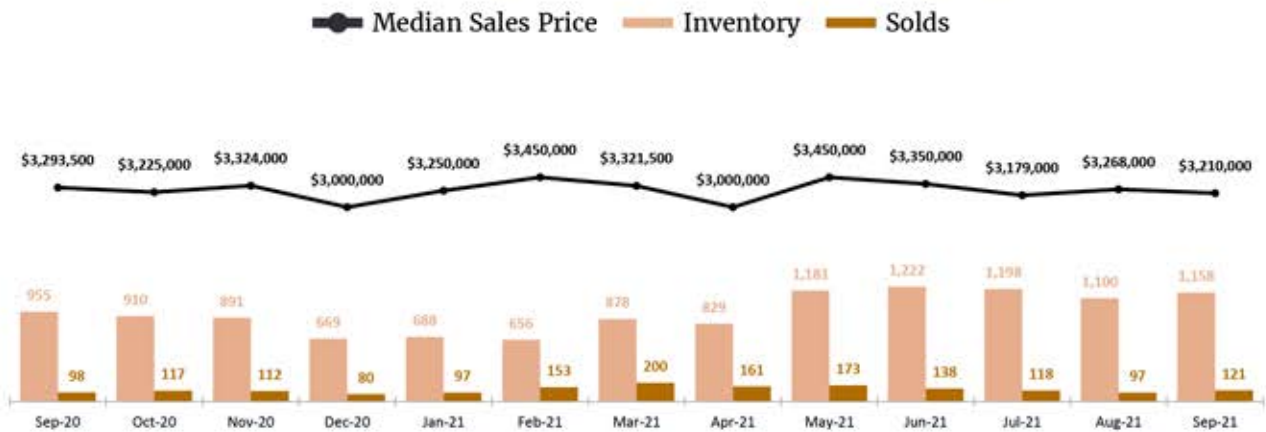
Buyer's Market

Total Sales Ratio²: **10%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,848,000	3	2	5	105	5%
2,000 - 2,999	\$2,952,000	4	3	40	294	14%
3,000 - 3,999	\$3,057,500	5	4	30	250	12%
4,000 - 4,999	\$3,980,000	6	6	27	200	14%
5,000 - 5,999	\$3,825,000	6	7	12	139	9%
6,000+	\$6,350,000	5	7	7	166	4%

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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

955 1,158

VARIANCE: **21%**

TOTAL SOLDS

Sept. 2020 Sept. 2021

98 121

VARIANCE: **23%**

SALES PRICE

Sept. 2020 Sept. 2021

\$3.29m \$3.21m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

\$944 \$1,011

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

95.46% 98.50%

VARIANCE: **3%**

DAYS ON MARKET

Sept. 2020 Sept. 2021

21 9

VARIANCE: **-57%**

VANCOUVER MARKET SUMMARY | SEPTEMBER 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **98.50% of list price** in September 2021.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **32%**.
- The median luxury sales price for single-family homes is **\$3,210,000**.
- The median days on market for September 2021 was **9** days, down from **21** in September 2020.

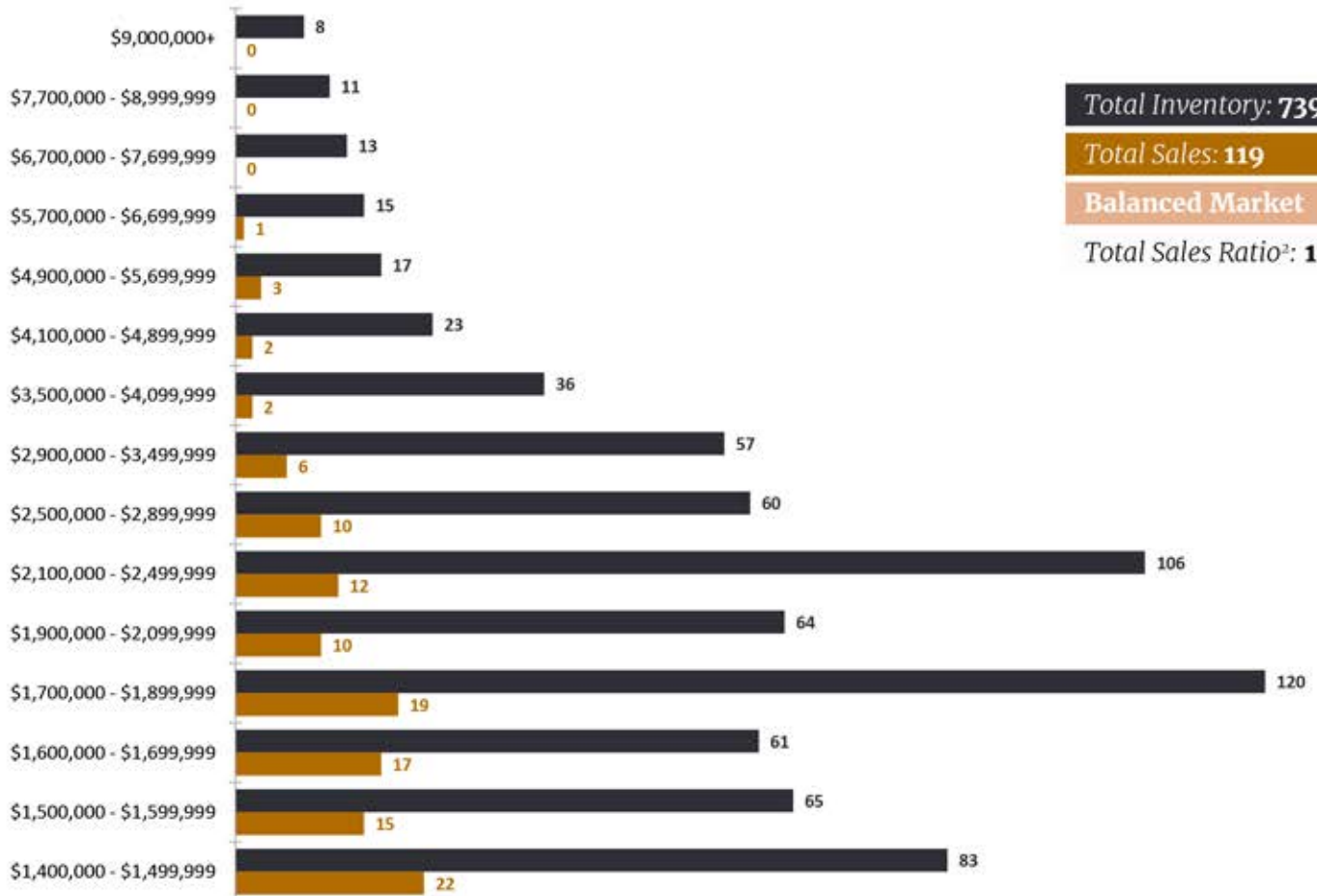
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

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



Total Inventory: **739**

Total Sales: **119**

Balanced Market

Total Sales Ratio²: **16%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,545,000	2	2	1	54	2%
1,000 - 1,999	\$1,674,000	3	3	94	540	17%
2,000 - 2,999	\$2,282,000	4	4	17	107	16%
3,000 - 3,999	\$3,429,000	4	4	6	32	19%
4,000 - 4,999	\$3,150,000	5	4	1	3	33%
5,000+	NA	NA	NA	0	3	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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

829 739

VARIANCE: -11%

TOTAL SOLD

Sept. 2020 Sept. 2021

94 119

VARIANCE: 27%

SALES PRICE

Sept. 2020 Sept. 2021

\$1.78m \$1.75m

VARIANCE: -2%

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

\$1,147 \$1,197

VARIANCE: 4%

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

97.27% 99.42%

VARIANCE: 2%

DAYS ON MARKET

Sept. 2020 Sept. 2021

21 9

VARIANCE: -57%

VANCOUVER MARKET SUMMARY | SEPTEMBER 2021

- The Vancouver attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **99.42% of list price** in September 2021.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **28%**.
- The median luxury sales price for attached homes is **\$1,752,000**.
- The median days on market for September 2021 was **9** days, down from **21** in September 2020.

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.