

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

SEPTEMBER
2021

VANCOUVER

BRITISH COLUMBIA



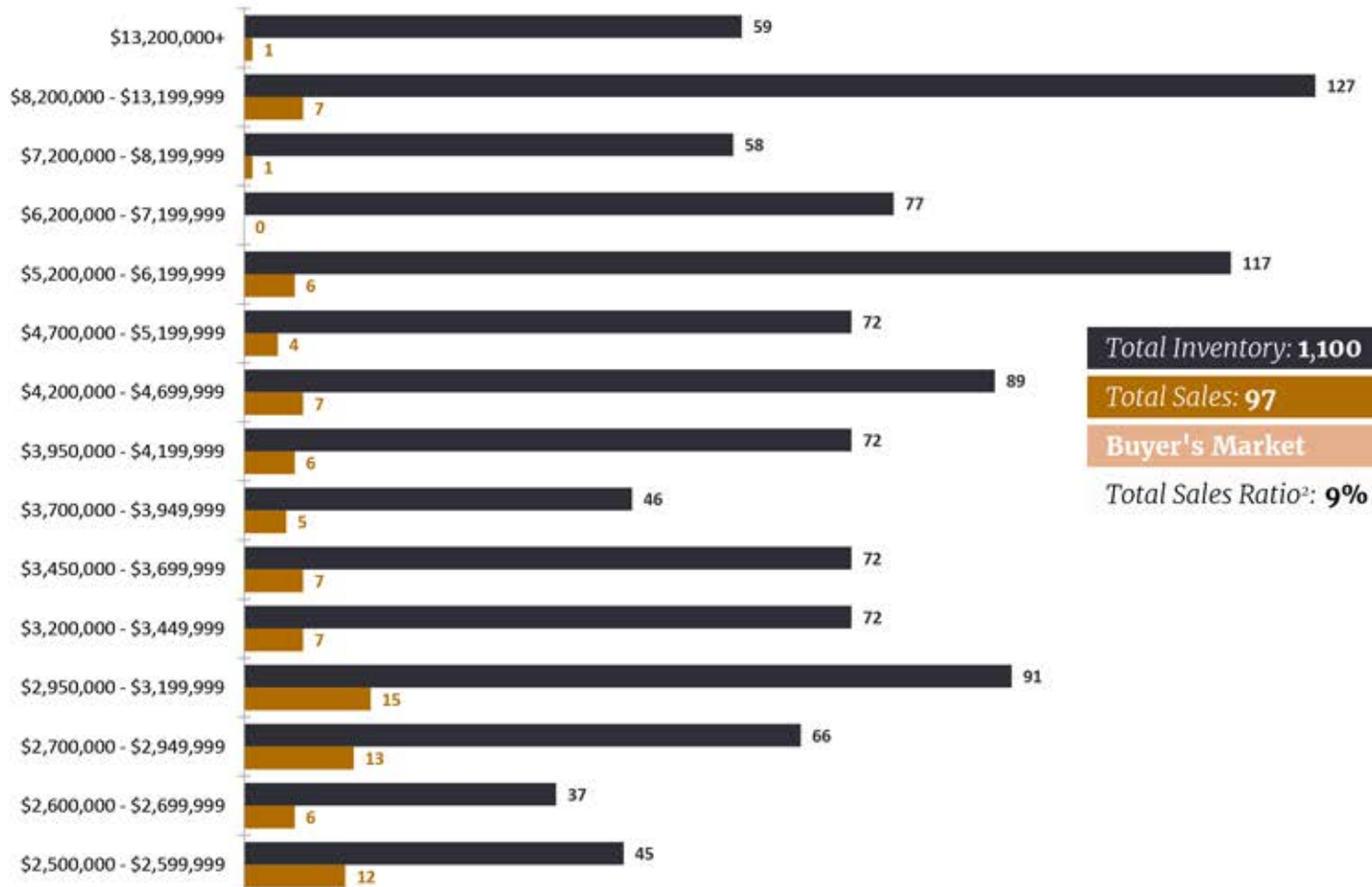
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

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



Total Inventory: **1,100**

Total Sales: **97**

Buyer's Market

Total Sales Ratio²: **9%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,592,500	3	2	6	105	6%
2,000 - 2,999	\$2,900,000	5	3	20	276	7%
3,000 - 3,999	\$3,155,000	5	5	32	236	14%
4,000 - 4,999	\$3,719,500	6	6	26	194	13%
5,000 - 5,999	\$5,346,500	6	6	8	127	6%
6,000+	\$8,500,000	6	8	5	157	3%

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 | AUGUST

TOTAL INVENTORY

Aug. 2020	Aug. 2021
992	1,100

VARIANCE: **11%**

TOTAL SOLDS

Aug. 2020	Aug. 2021
86	97

VARIANCE: **13%**

SALES PRICE

Aug. 2020	Aug. 2021
\$3.29m	\$3.27m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Aug. 2020	Aug. 2021
\$930	\$1,020

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Aug. 2020	Aug. 2021
93.73%	96.34%

VARIANCE: **3%**

DAYS ON MARKET

Aug. 2020	Aug. 2021
23	47

VARIANCE: **104%**

VANCOUVER MARKET SUMMARY | AUGUST 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **96.34% of list price** in August 2021.
- The most active price band is **\$2,500,000-\$2,599,999**, where the sales ratio is **27%**.
- The median luxury sales price for single-family homes is **\$3,268,000**.
- The median days on market for August 2021 was **47** days, up from **23** in August 2020.

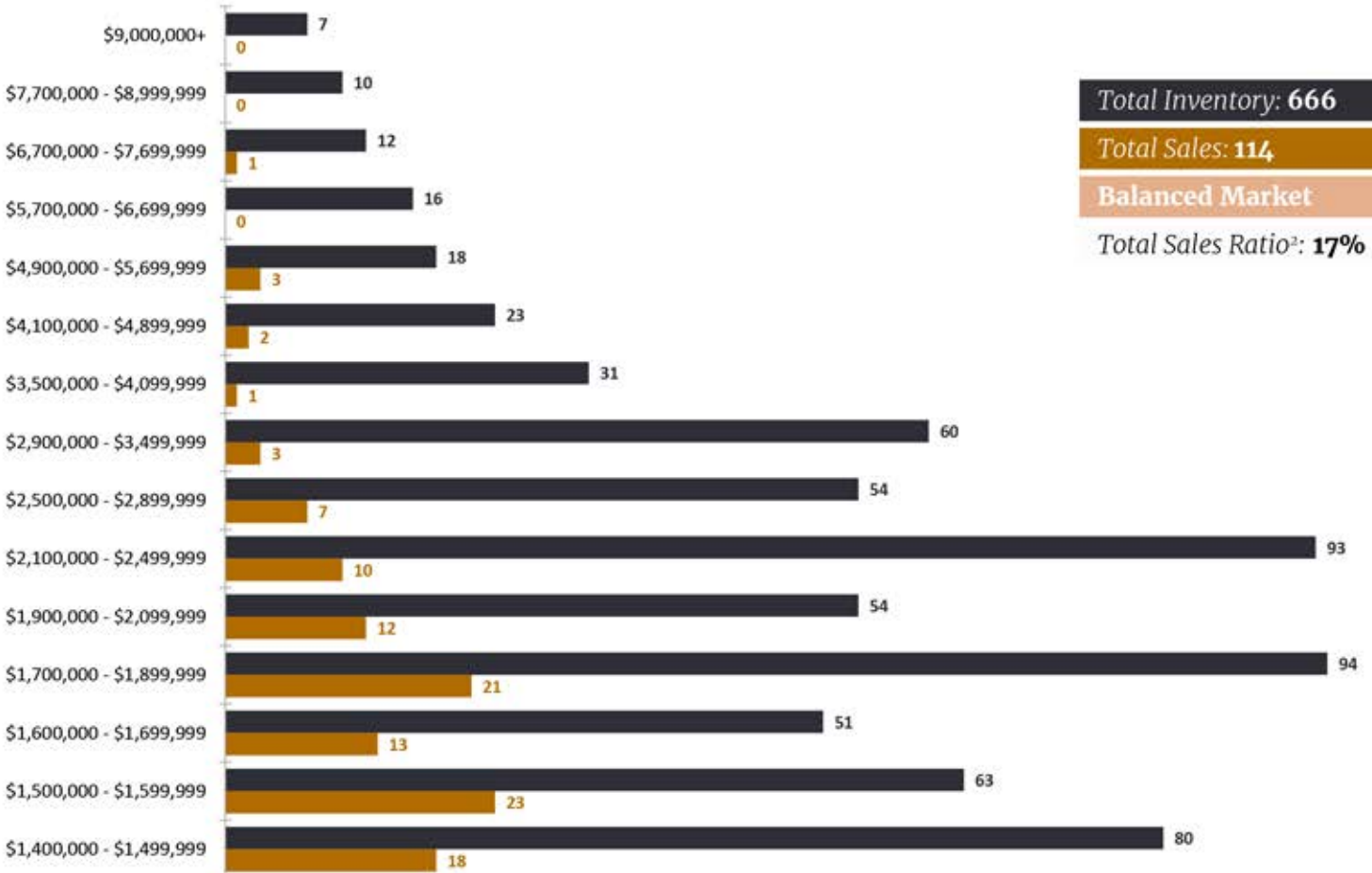
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

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



Total Inventory: **666**

Total Sales: **114**

Balanced Market

Total Sales Ratio²: **17%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,482,500	2	2	4	38	11%
1,000 - 1,999	\$1,680,000	3	2	84	488	17%
2,000 - 2,999	\$1,988,000	3	4	23	100	23%
3,000 - 3,999	\$5,550,000	2	4	3	34	9%
4,000 - 4,999	NA	NA	NA	0	2	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 | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

745 666

VARIANCE: **-11%**

TOTAL SOLDS

Aug. 2020 Aug. 2021

98 114

VARIANCE: **16%**

SALES PRICE

Aug. 2020 Aug. 2021

\$1.68m \$1.72m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

\$1,215 \$1,207

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

96.73% 97.64%

VARIANCE: **1%**

DAYS ON MARKET

Aug. 2020 Aug. 2021

22 18

VARIANCE: **-18%**

VANCOUVER MARKET SUMMARY | AUGUST 2021

- The Vancouver attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.64% of list price** in August 2021.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **37%**.
- The median luxury sales price for attached homes is **\$1,722,500**.
- The median days on market for August 2021 was **18** days, down from **22** in August 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.