

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

SEPTEMBER
2022

VANCOUVER

BRITISH COLUMBIA



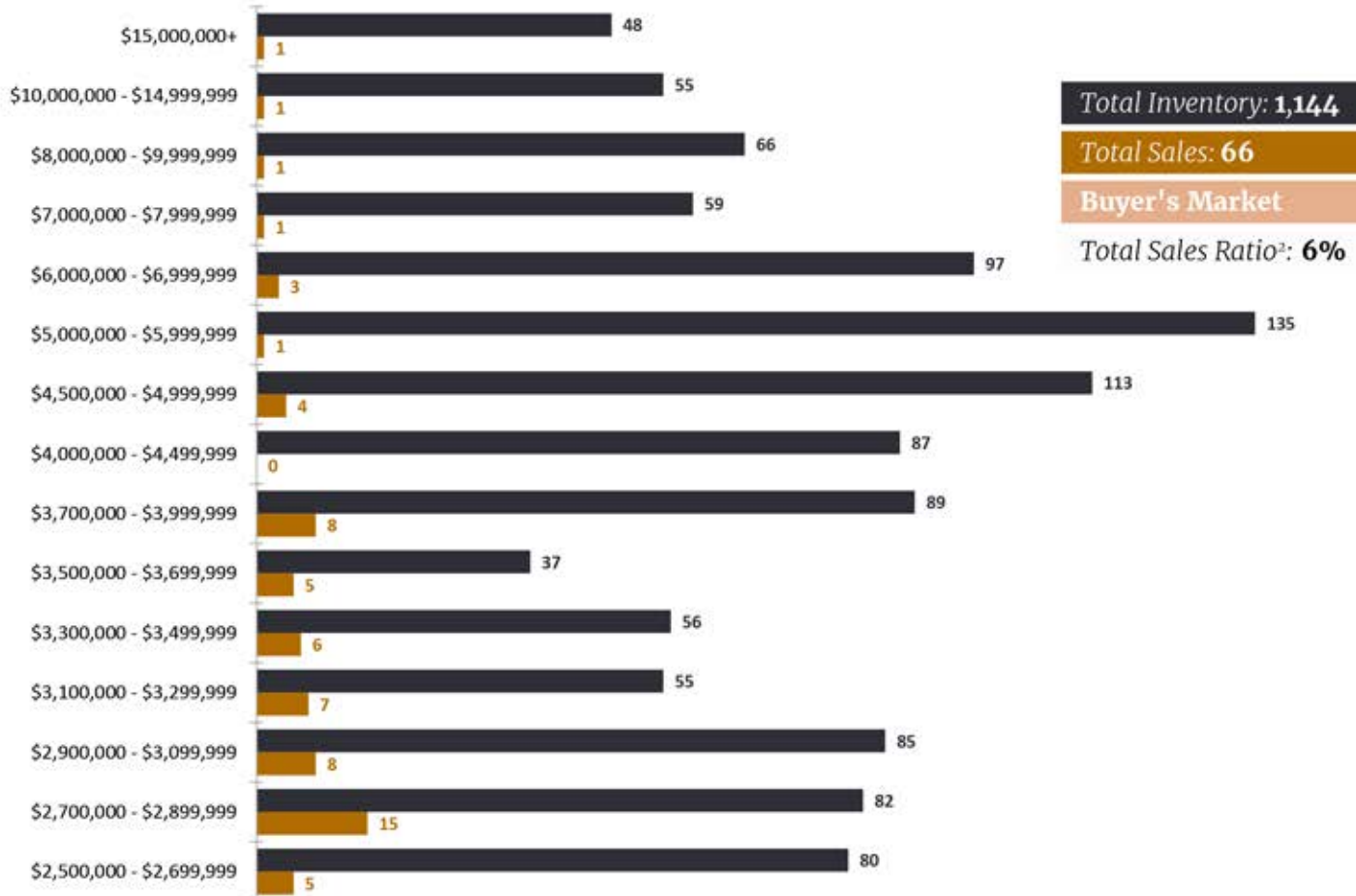
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 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	\$2,500,000	4	2	1	82	1%
2,000 - 2,999	\$3,000,000	4	3	27	331	8%
3,000 - 3,999	\$3,268,000	5	4	21	221	10%
4,000 - 4,999	\$4,588,000	6	6	11	220	5%
5,000 - 5,999	\$3,397,000	7	6	4	111	4%
6,000+	\$14,125,000	5	7	2	173	1%

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. 2021 Aug. 2022
1,100 **1,144**

VARIANCE: **4%**

TOTAL SOLDS

Aug. 2021 Aug. 2022
97 **66**

VARIANCE: **-32%**

SALES PRICE

Aug. 2021 Aug. 2022
\$3.27m **\$3.26m**

VARIANCE: **0%**

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022
\$1,020 **\$1,064**

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022
96.34% **95.33%**

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2021 Aug. 2022
47 **25**

VARIANCE: **-47%**

VANCOUVER MARKET SUMMARY | AUGUST 2022

- The Vancouver single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **95.33% of list price** in August 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **18%**.
- The median luxury sales price for single-family homes is **\$3,259,000**.
- The median days on market for August 2022 was **25** days, down from **47** in August 2021.

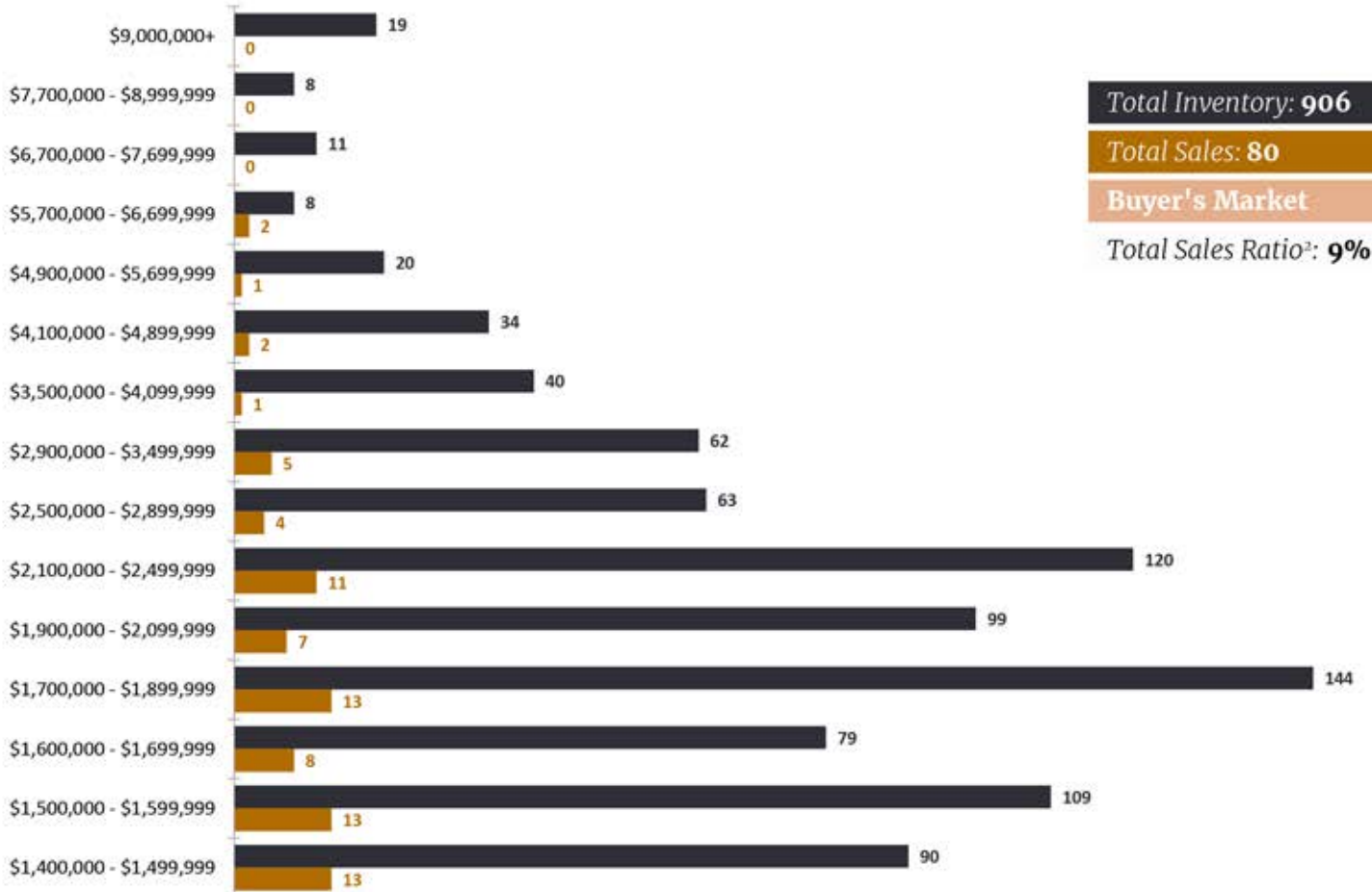
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

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



Total Inventory: **906**

Total Sales: **80**

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 - 999	\$1,468,000	2	2	3	74	4%
1,000 - 1,499	\$1,680,000	2	2	27	391	7%
1,500 - 1,999	\$1,688,333	3	4	30	276	11%
2,000 - 2,499	\$2,125,000	3	3	10	100	10%
2,500 - 2,999	\$2,300,000	3	4	5	37	14%
3,000+	\$4,295,000	4	4	5	28	18%

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. 2021 Aug. 2022

666 906

VARIANCE: **36%**

TOTAL SOLDS

Aug. 2021 Aug. 2022

114 80

VARIANCE: **-30%**

SALES PRICE

Aug. 2021 Aug. 2022

\$1.72m \$1.77m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

\$1,207 \$1,190

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

97.64% 96.99%

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2021 Aug. 2022

18 27

VARIANCE: **50%**

VANCOUVER MARKET SUMMARY | AUGUST 2022

- The Vancouver attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **96.99% of list price** in August 2022.
- The most active price band is **\$5,700,000-\$6,699,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,769,000**.
- The median days on market for August 2022 was **27** days, up from **18** in August 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.