

VANCOUVER BRITISH COLUMBIA

–February 2021–



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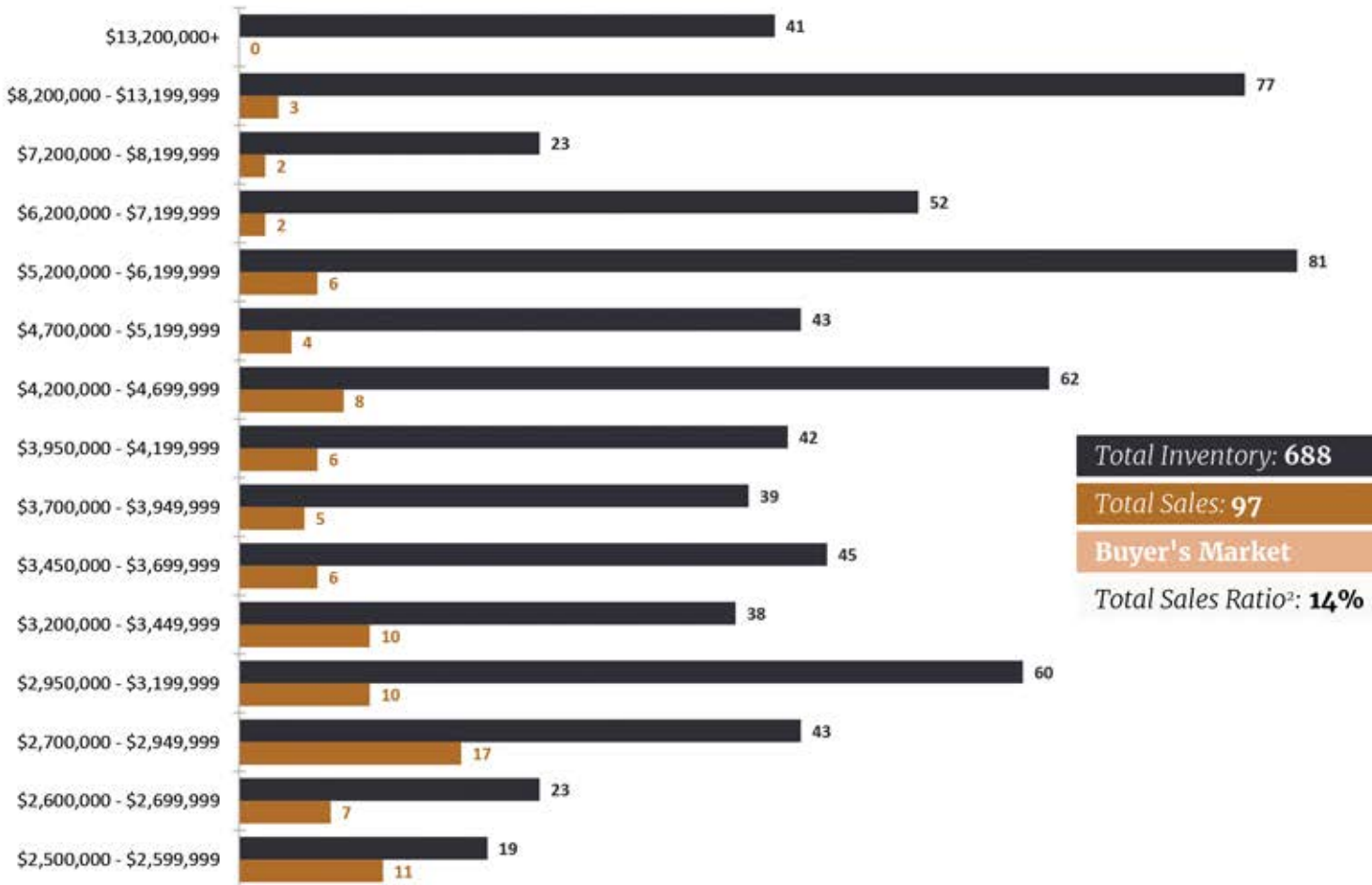
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

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



Total Inventory: **688**

Total Sales: **97**

Buyer's Market

Total Sales Ratio²: **14%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$3,034,000	3	2	4	42	10%
2,000 - 2,999	\$2,990,000	4	3	29	141	21%
3,000 - 3,999	\$3,439,000	4	4	18	143	13%
4,000 - 4,999	\$3,130,000	6	6	25	141	18%
5,000 - 5,999	\$3,972,500	5	6	10	87	11%
6,000+	\$5,670,000	6	7	11	133	8%

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

INVENTORY

December January
669 688

VARIANCE: **3%**

SOLDS

December January
80 97

VARIANCE: **21%**

SALES PRICE

December January
\$3.00m \$3.25m

VARIANCE: **8%**

SALE PRICE PER SQFT.

December January
\$971 \$1,008

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

December January
95.90% 97.16%

VARIANCE: **1%**

DAYS ON MARKET

December January
28 10

VARIANCE: **-64%**

VANCOUVER MARKET SUMMARY | JANUARY 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.16% of list price** in January 2021.
- The most active price band is **\$2,500,000–\$2,599,999**, where the sales ratio is **58%**.
- The median luxury sales price for single-family homes has increased to **\$3,250,000**.
- The median days on market for January 2021 was **10** days, down from **28** in December 2020.

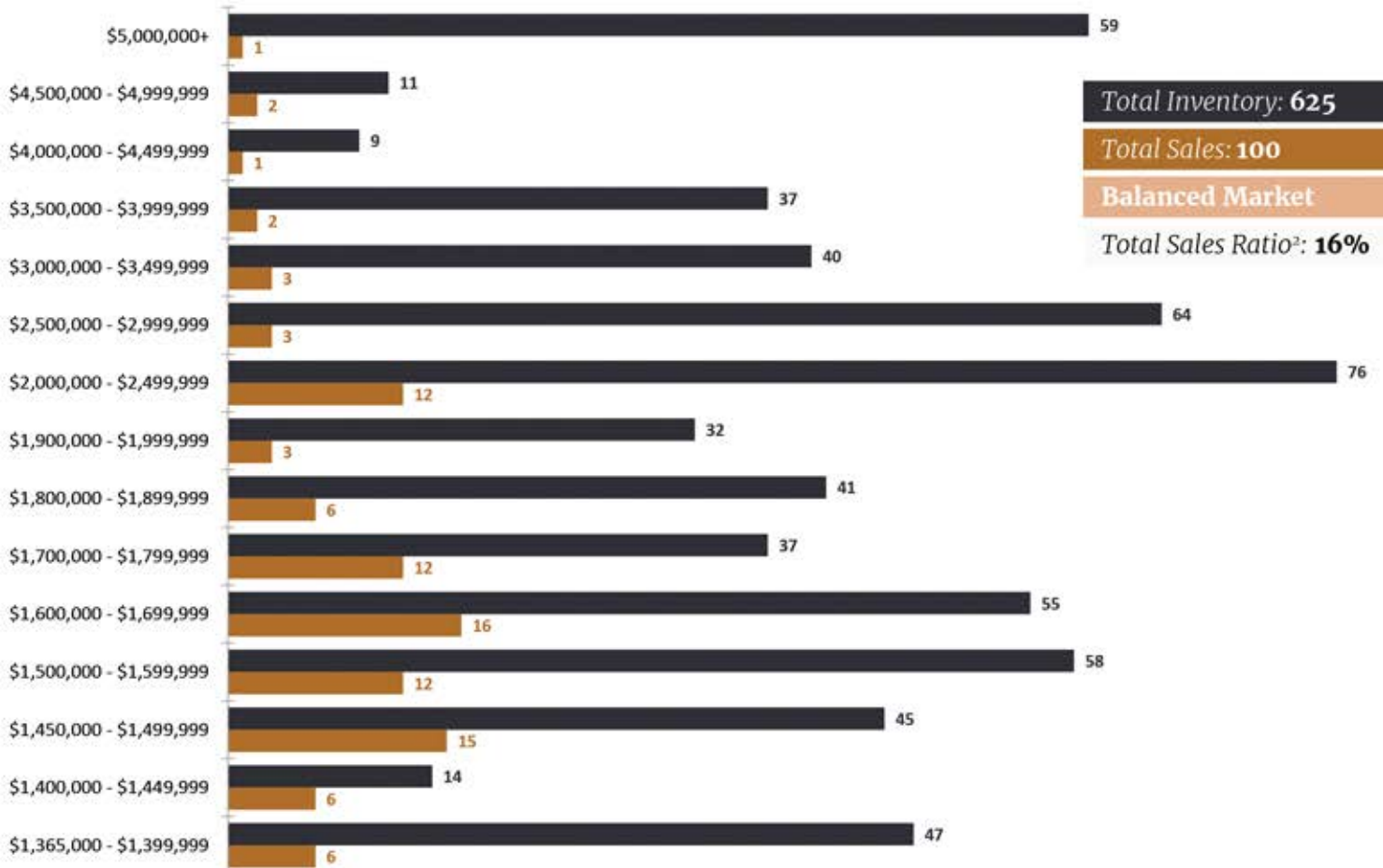
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in SCAD.

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,365,000**



Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,790,000	2	2	1	33	3%
1,000 - 1,999	\$1,630,000	3	3	74	432	17%
2,000 - 2,999	\$1,869,000	3	4	19	125	15%
3,000 - 3,999	\$2,055,000	3	3	5	31	16%
4,000 - 4,999	NA	NA	NA	0	2	0%
5,000+	\$8,880,000	4	6	1	2	50%

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

INVENTORY

December January
643 625

VARIANCE: -3%

SOLDS

December January
62 100

VARIANCE: 61%

SALES PRICE

December January
\$1.58m \$1.64m

VARIANCE: 4%

SALE PRICE PER SQFT.

December January
\$1,116 \$1,130

VARIANCE: 1%

SALE TO LIST PRICE RATIO

December January
98.26% 98.40%

VARIANCE: 0%

DAYS ON MARKET

December January
37 8

VARIANCE: -78%

VANCOUVER MARKET SUMMARY | JANUARY 2021

- The Vancouver attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **98.40% of list price** in January 2021.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **43%**.
- The median luxury sales price for attached homes has increased to **\$1,644,000**.
- The median days on market for January 2021 was **8** days, down from **37** in December 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. All prices are listed in \$CAD.