

VANCOUVER BRITISH COLUMBIA

–November 2020–



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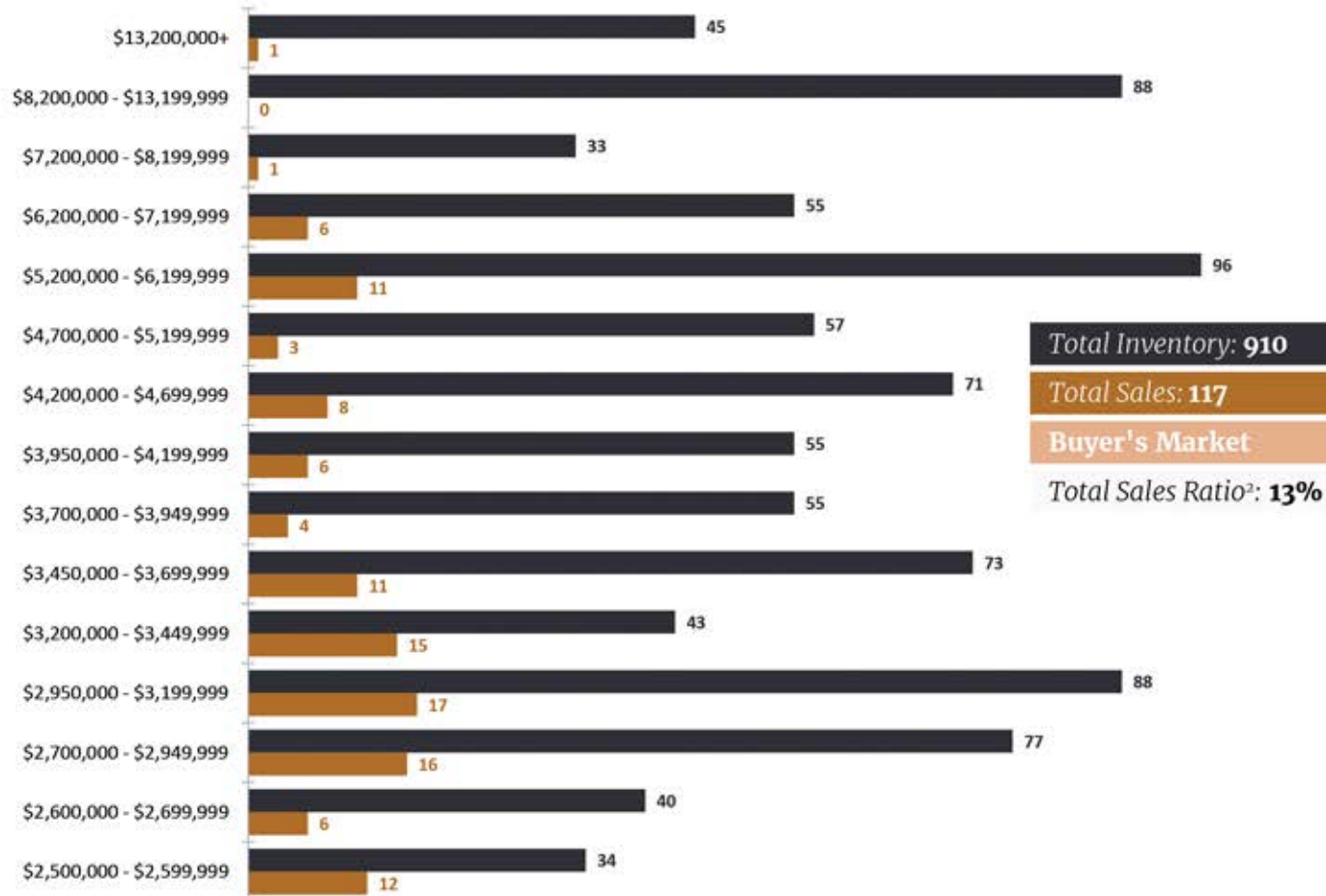
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2020

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	\$3,656,500	2	1	2	50	4%
2,000 - 2,999	\$2,811,000	4	3	27	191	14%
3,000 - 3,999	\$3,200,000	5	4	34	196	17%
4,000 - 4,999	\$3,490,000	5	6	31	204	15%
5,000 - 5,999	\$4,580,000	5	6	9	106	8%
6,000+	\$5,450,000	5	7	14	163	9%

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

September October
955 **910**

VARIANCE: -5%

SOLDS

September October
98 **117**

VARIANCE: 19%

SALES PRICE

September October
\$3.29m **\$3.23m**

VARIANCE: -2%

SALE PRICE PER SQFT.

September October
\$944 **\$914**

VARIANCE: -3%

SALE TO LIST PRICE RATIO

September October
95.46% **95.38%**

VARIANCE: 0%

DAYS ON MARKET

September October
21 **30**

VARIANCE: 43%

VANCOUVER MARKET SUMMARY | OCTOBER 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **95.38% of list price** in October 2020.
- The most active price band is **\$3,200,000-\$3,449,999**, where the sales ratio is **35%**.
- The median luxury sales price for single-family homes has decreased to **\$3,225,000**.
- The median days on market for October 2020 was **30** days, up from **21** in September 2020.

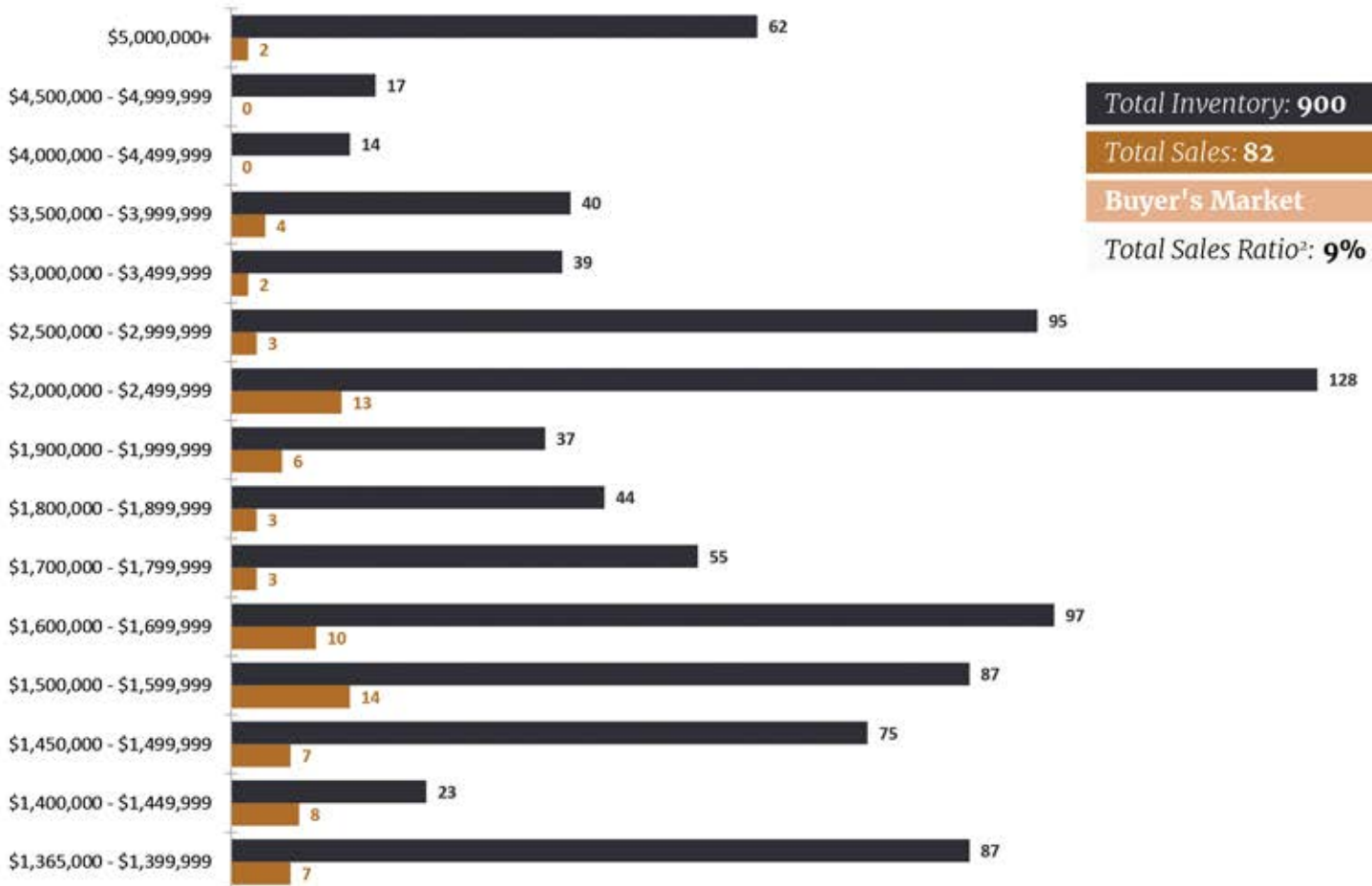
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are featured in \$CAD.

LUXURY INVENTORY VS. SALES | OCTOBER 2020

Inventory Sales

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



Total Inventory: **900**

Total Sales: **82**

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	\$1,503,900	2	3	2	52	4%
1,000 - 1,999	\$1,570,179	3	2	55	651	8%
2,000 - 2,999	\$2,030,173	3	3	20	151	13%
3,000 - 3,999	\$2,825,000	4	4	5	35	14%
4,000 - 4,999	NA	NA	NA	0	6	0%
5,000+	NA	NA	NA	0	5	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

INVENTORY

September	October
915	900

VARIANCE: **-2%**

SOLDS

September	October
103	82

VARIANCE: **-20%**

SALES PRICE

September	October
\$1.70m	\$1.63m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

September	October
\$1,135	\$1,031

VARIANCE: **-9%**

SALE TO LIST PRICE RATIO

September	October
97.41%	98.09%

VARIANCE: **1%**

DAYS ON MARKET

September	October
18	28

VARIANCE: **56%**

VANCOUVER MARKET SUMMARY | OCTOBER 2020

- The Vancouver attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **98.09% of list price** in October 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **35%**.
- The median luxury sales price for attached homes has decreased to **\$1,628,500**.
- The median days on market for October 2020 was **28** days, up from **18** 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. All prices are featured in \$CAD.