

# VANCOUVER BRITISH COLUMBIA

–September 2020–



[collaborativerealestate.ca](http://collaborativerealestate.ca)

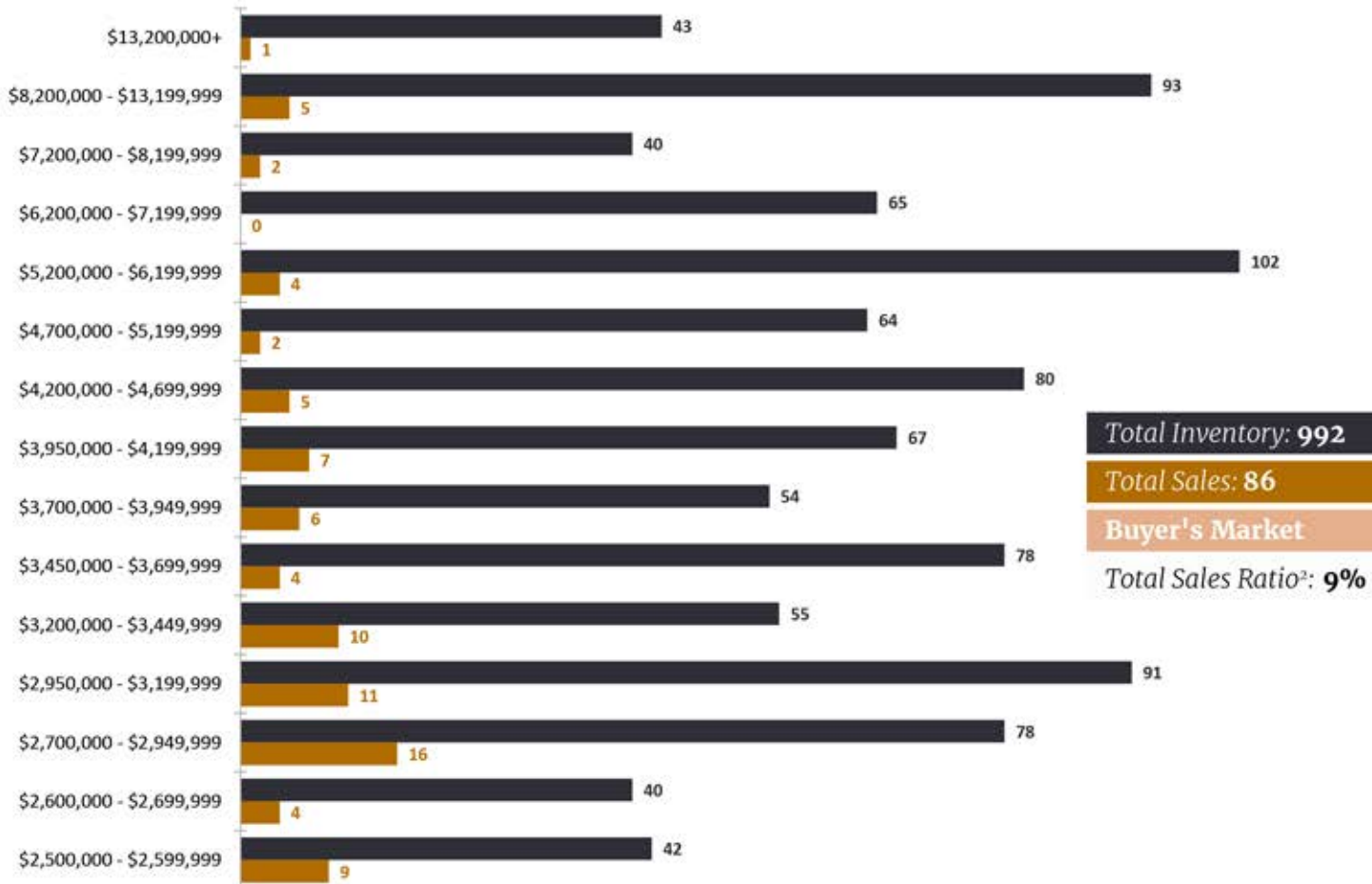
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$3,370,000	3	0	1	50	2%
2,000 - 2,999	\$2,828,000	4	4	21	193	11%
3,000 - 3,999	\$3,189,000	5	4	26	225	12%
4,000 - 4,999	\$3,760,000	5	5	25	231	11%
5,000 - 5,999	\$5,190,000	4	5	6	122	5%
6,000+	\$8,380,000	6	10	7	170	4%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

July	August
926	992

VARIANCE: **7%**

#### SOLDS

July	August
84	86

VARIANCE: **2%**

#### SALES PRICE

July	August
\$3.23m	\$3.29m

VARIANCE: **2%**

#### SALE PRICE PER SQFT.

July	August
\$900	\$930

VARIANCE: **3%**

#### SALE TO LIST PRICE RATIO

July	August
96.70%	93.73%

VARIANCE: **-3%**

#### DAYS ON MARKET

July	August
19	23

VARIANCE: **21%**

## VANCOUVER MARKET SUMMARY | AUGUST 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **93.73% of list price** in August 2020.
- The most active price band is **\$2,700,000-\$2,949,999**, where the sales ratio is **21%**.
- The median luxury sales price for single-family homes has increased to **\$3,285,000**.
- The median days on market for August 2020 was **23** days, up from **19** in July 2020.

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

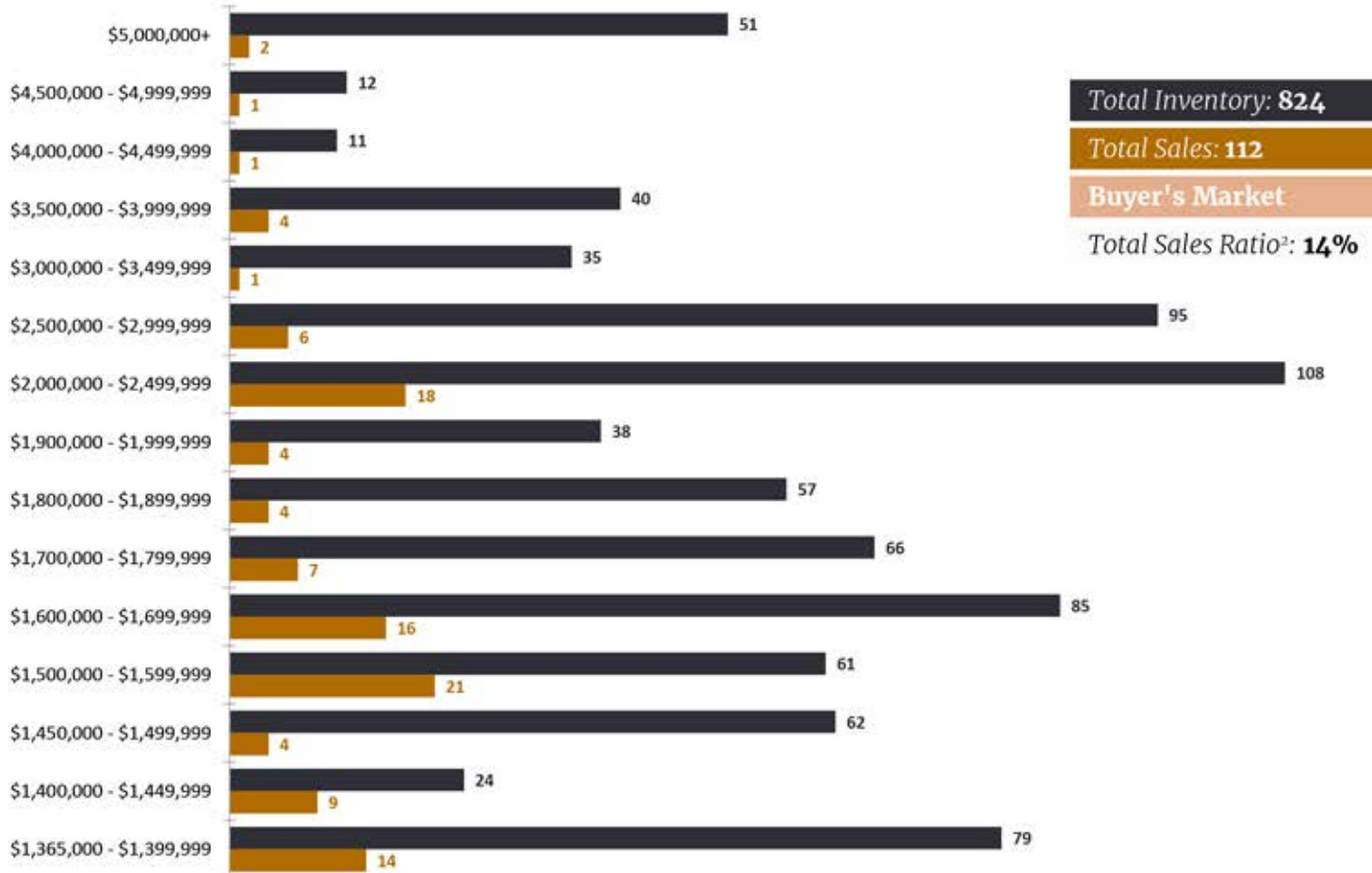
<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.



### LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,365,000**



Square Feet <sup>1</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,375,000	1	1	1	43	2%
1,000 - 1,999	\$1,626,500	2	2	88	601	15%
2,000 - 2,999	\$1,635,000	3	4	18	140	13%
3,000 - 3,999	\$1,980,000	3	4	5	30	17%
4,000 - 4,999	NA	NA	NA	0	4	0%
5,000+	NA	NA	NA	0	6	0%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

July	August
889	824

VARIANCE: **-7%**

#### SOLDS

July	August
71	112

VARIANCE: **58%**

#### SALES PRICE

July	August
\$1.81m	\$1.63m

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

July	August
\$1,173	\$1,201

VARIANCE: **2%**

#### SALE TO LIST PRICE RATIO

July	August
96.67%	96.92%

VARIANCE: **0%**

#### DAYS ON MARKET

July	August
20	23

VARIANCE: **15%**

## VANCOUVER MARKET SUMMARY | AUGUST 2020

- The Vancouver attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.92% of list price** in August 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes has decreased to **\$1,632,500**.
- The median days on market for August 2020 was **23** days, up from **20** in July 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.