

VANCOUVER BRITISH COLUMBIA

–August 2020–



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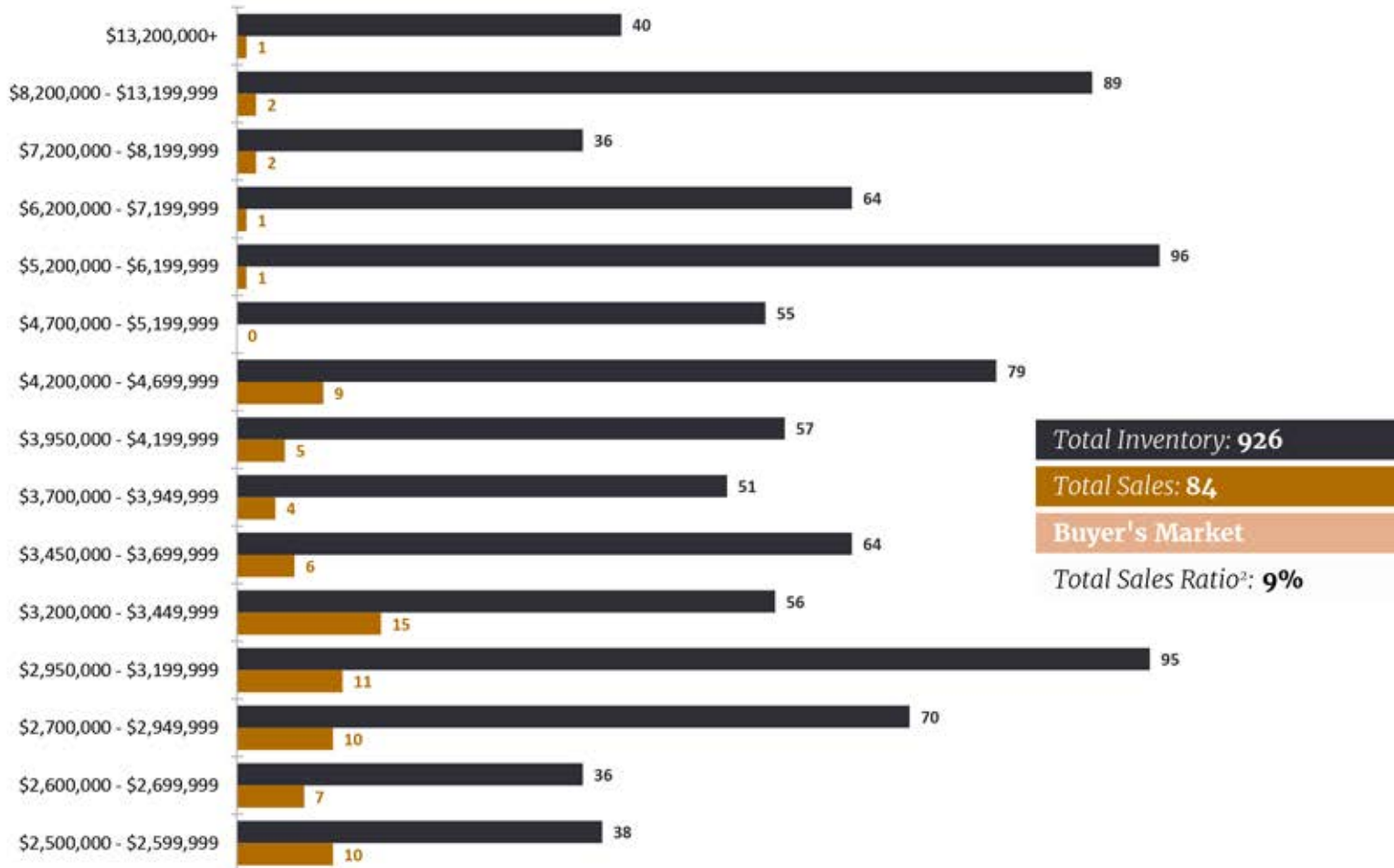
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 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	\$4,450,000	2	2	1	47	2%
2,000 - 2,999	\$2,900,000	4	3	24	175	14%
3,000 - 3,999	\$3,200,000	5	4	15	218	7%
4,000 - 4,999	\$3,344,000	5	6	26	202	13%
5,000 - 5,999	\$3,400,000	6	6	13	115	11%
6,000+	\$7,200,000	6	7	5	168	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

INVENTORY

June
897

July
926

VARIANCE: **3%**

SOLDS

June
71

July
84

VARIANCE: **18%**

SALES PRICE

June
\$3.40m

July
\$3.23m

VARIANCE: **-5%**

SALE PRICE PER SQFT.

June
\$922

July
\$900

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

June
95.55%

July
96.70%

VARIANCE: **1%**

DAYS ON MARKET

June
12

July
19

VARIANCE: **58%**

VANCOUVER MARKET SUMMARY | JULY 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **96.70% of list price** in July 2020.
- The most active price band is **\$3,200,000-\$3,449,999**, where the sales ratio is **27%**.
- The median luxury sales price for single-family homes has decreased to **\$3,225,000**.
- The median days on market for July 2020 was **19** days, up from **12** in June 2020.

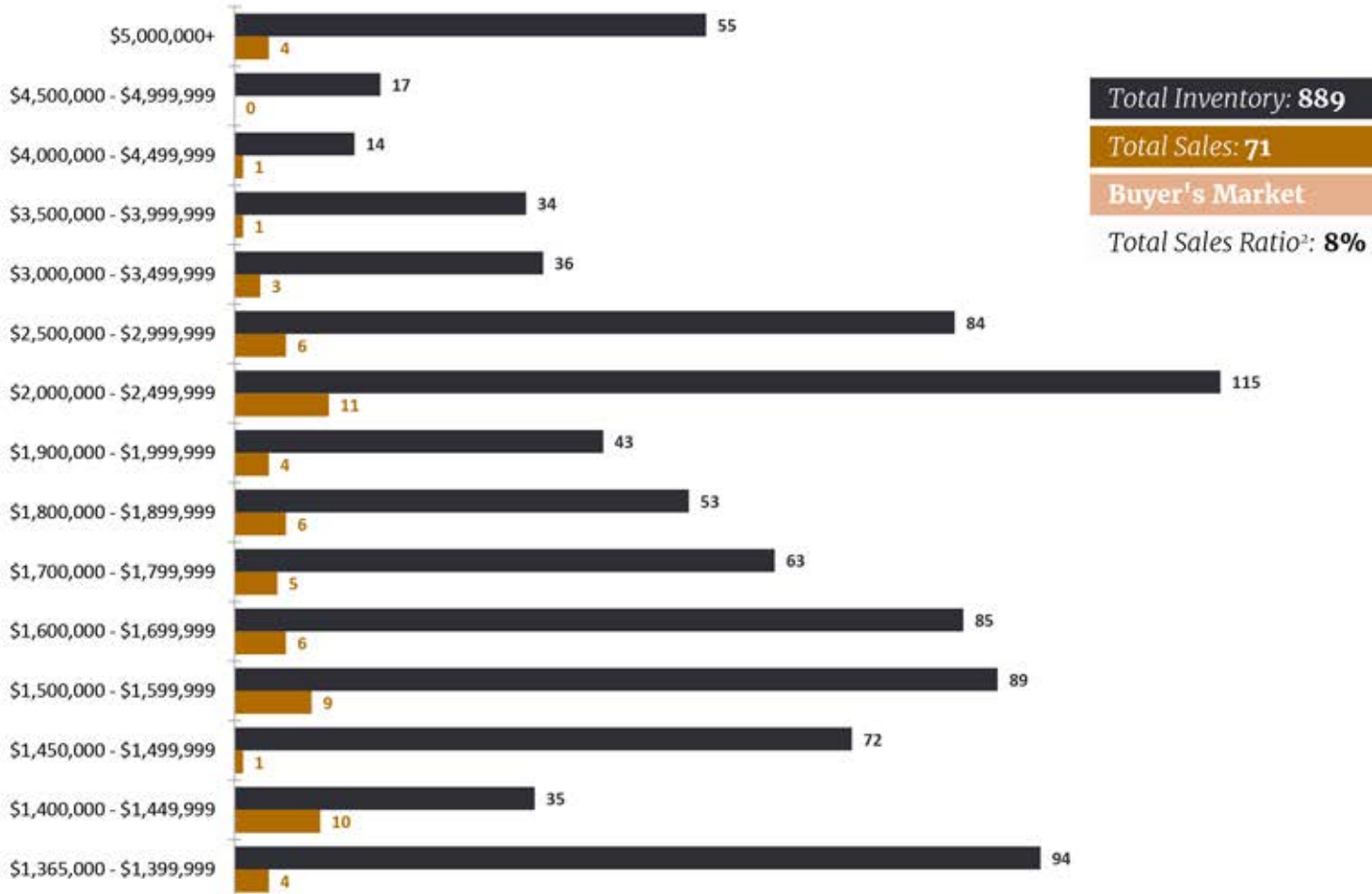
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **889**

Total Sales: **71**

Buyer's Market

Total Sales Ratio²: **8%**

Square Feet ¹ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,410,000	2	2	1	49	2%
1,000 - 1,999	\$1,700,000	3	3	53	645	8%
2,000 - 2,999	\$2,300,000	3	4	14	151	9%
3,000 - 3,999	\$7,694,000	3	4	2	32	6%
4,000 - 4,999	\$7,700,000	3	4	1	7	14%
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

June	July
823	889

VARIANCE: **8%**

SOLDS

June	July
52	71

VARIANCE: **37%**

SALES PRICE

June	July
\$1.70m	\$1.81m

VARIANCE: **7%**

SALE PRICE PER SQFT.

June	July
\$1,185	\$1,173

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

June	July
98.68%	96.67%

VARIANCE: **-2%**

DAYS ON MARKET

June	July
9	20

VARIANCE: **122%**

VANCOUVER MARKET SUMMARY | JULY 2020

- The Vancouver attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **96.67% of list price** in July 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **29%**.
- The median luxury sales price for attached homes has increased to **\$1,814,000**.
- The median days on market for July 2020 was **20** days, up from **9** in June 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 Canadian Dollars.