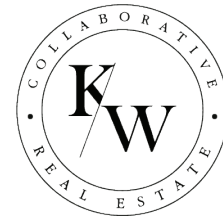


# VANCOUVER BRITISH COLUMBIA

—January 2021—



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

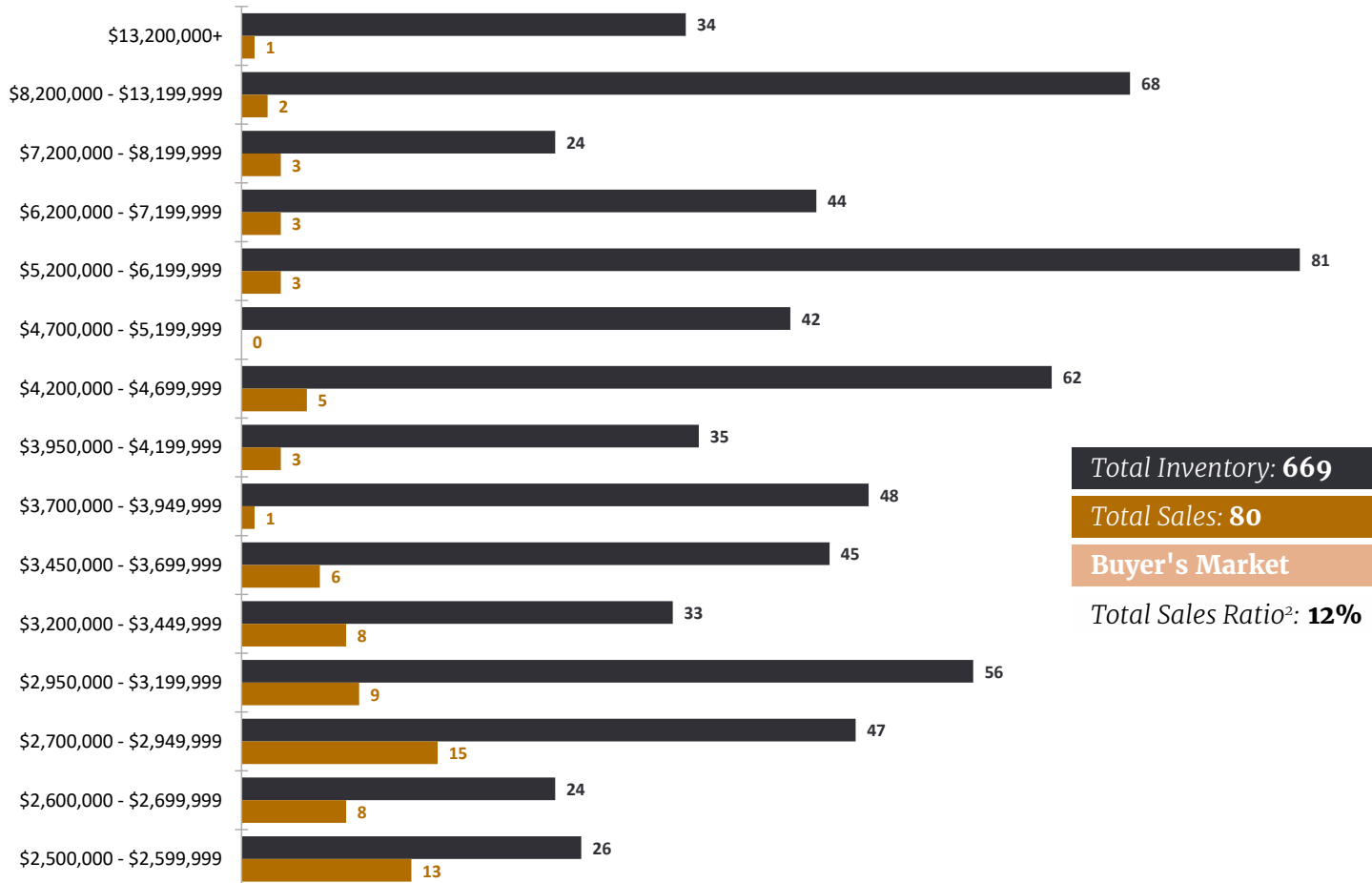
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

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



Total Inventory: **669**

Total Sales: **80**

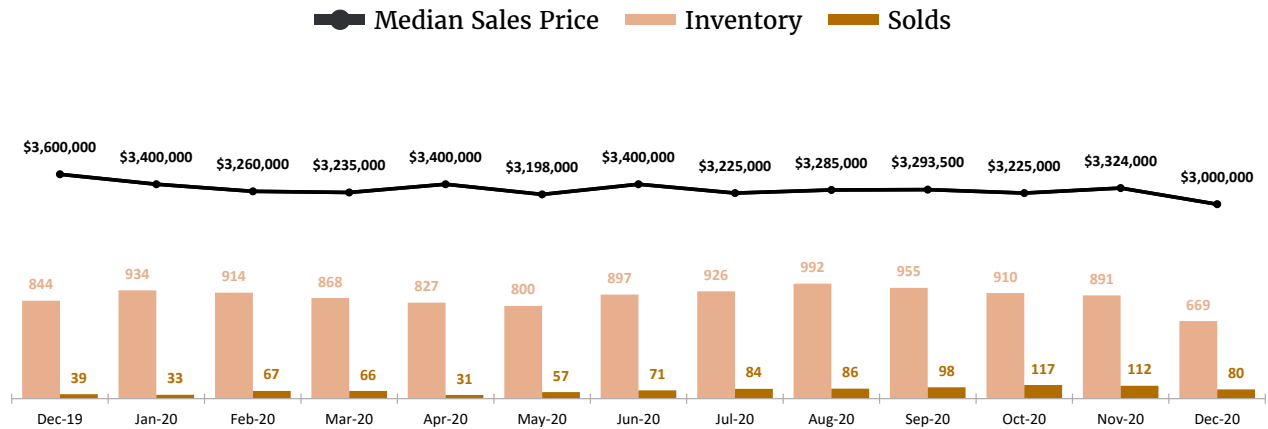
Buyer's Market

Total Sales Ratio<sup>2</sup>: **12%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,850,000	4	2	1	42	2%
2,000 - 2,999	\$2,750,000	5	3	25	134	19%
3,000 - 3,999	\$3,000,000	4	5	25	145	17%
4,000 - 4,999	\$3,456,500	5	5	14	142	10%
5,000 - 5,999	\$4,050,000	6	6	7	84	8%
6,000+	\$7,875,000	6	7	8	121	7%

<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

November	December
891	669

VARIANCE: **-25%**

#### SOLDS

November	December
112	80

VARIANCE: **-29%**

#### SALES PRICE

November	December
\$3.32m	\$3.00m

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

November	December
\$1,035	\$971

VARIANCE: **-6%**

#### SALE TO LIST PRICE RATIO

November	December
95.23%	95.90%

VARIANCE: **1%**

#### DAYS ON MARKET

November	December
31	28

VARIANCE: **-10%**

## VANCOUVER MARKET SUMMARY | DECEMBER 2020

- The Vancouver single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **95.90% of list price** in December 2020.
- The most active price band is **\$2,500,000-\$2,599,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes has decreased to **\$3,000,000**.
- The median days on market for December 2020 was **28** days, down from **31** in November 2020.

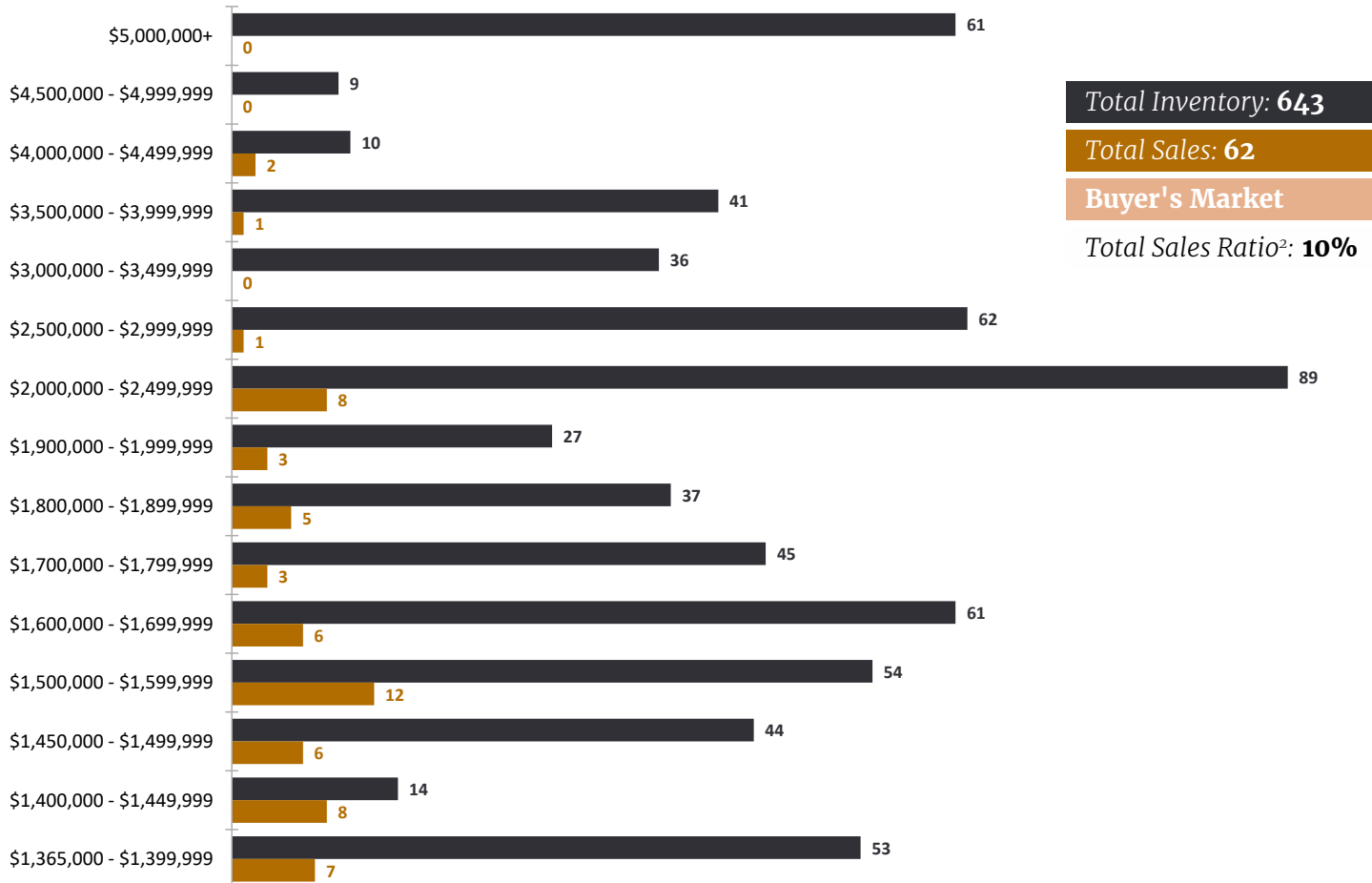
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

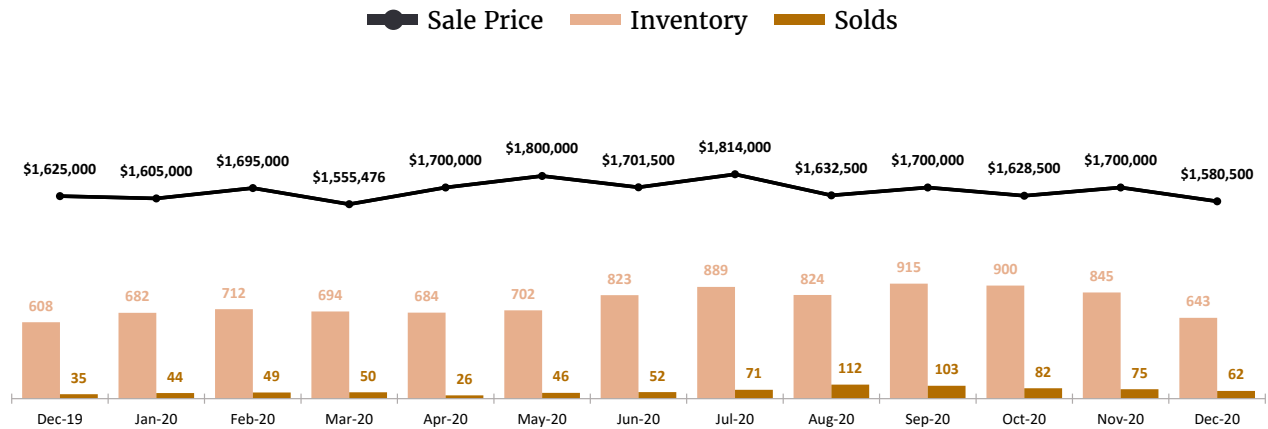
Luxury Benchmark Price<sup>1</sup>: **\$1,365,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,549,000	2	2	1	39	3%
1,000 - 1,999	\$1,551,500	3	3	52	449	12%
2,000 - 2,999	\$2,450,000	3	3	9	118	8%
3,000 - 3,999	NA	NA	NA	0	31	0%
4,000 - 4,999	NA	NA	NA	0	3	0%
5,000+	NA	NA	NA	0	3	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

November      December  
**845**          **643**

VARIANCE: **-24%**

#### SOLDS

November      December  
**75**            **62**

VARIANCE: **-17%**

#### SALES PRICE

November      December  
**\$1.70m**      **\$1.58m**

VARIANCE: **-7%**

#### SALE PRICE PER SQFT.

November      December  
**\$1,134**      **\$1,116**

VARIANCE: **-2%**

#### SALE TO LIST PRICE RATIO

November      December  
**98.65%**      **98.26%**

VARIANCE: **0%**

#### DAYS ON MARKET

November      December  
**22**            **37**

VARIANCE: **68%**

## VANCOUVER MARKET SUMMARY | DECEMBER 2020

- The Vancouver attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **98.26% of list price** in December 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **57%**.
- The median luxury sales price for attached homes has decreased to **\$1,580,500**.
- The median days on market for December 2020 was **37** days, up from **22** in November 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 \$CAD.