

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2021



VANCOUVER

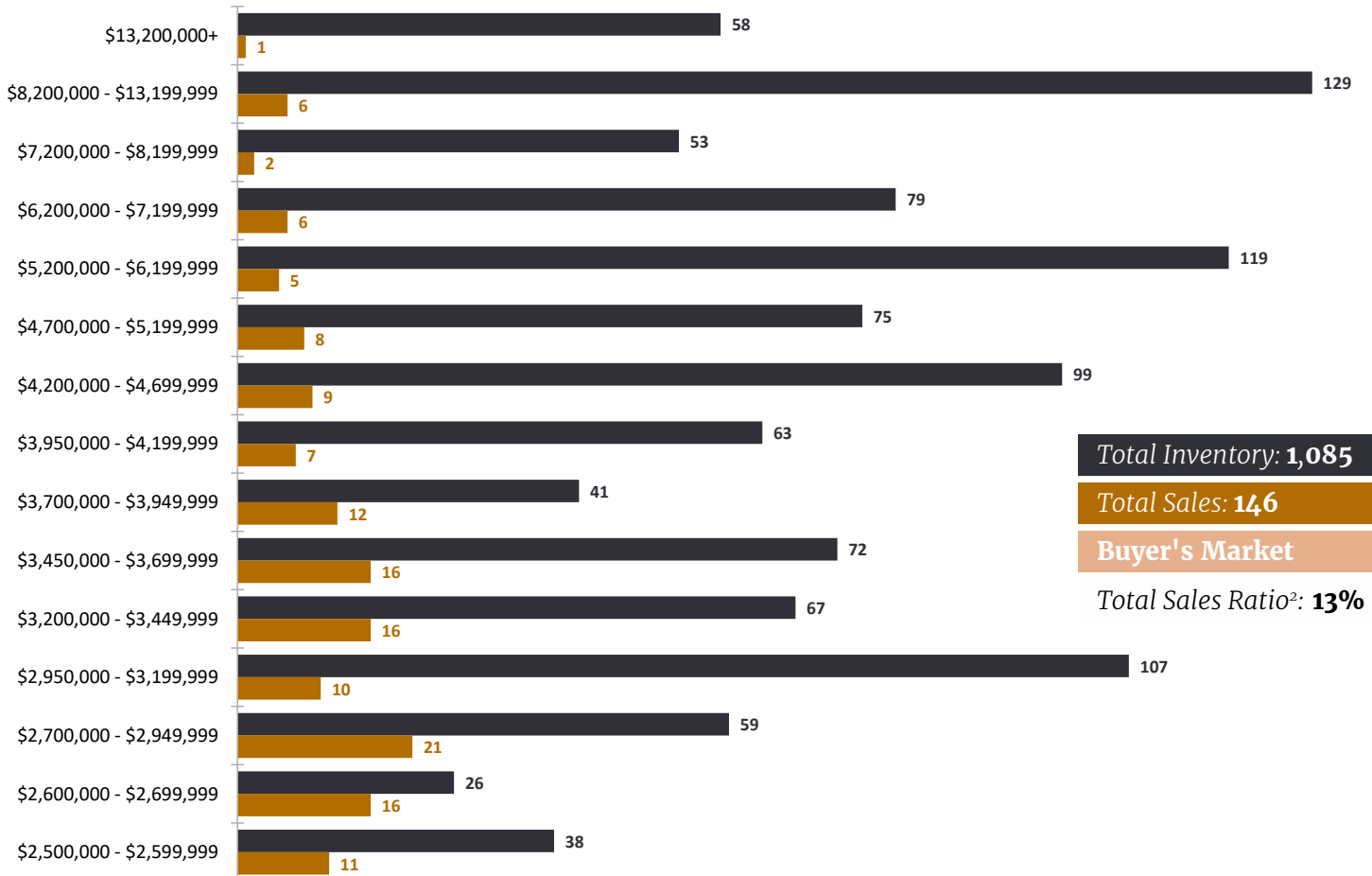
BRITISH COLUMBIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

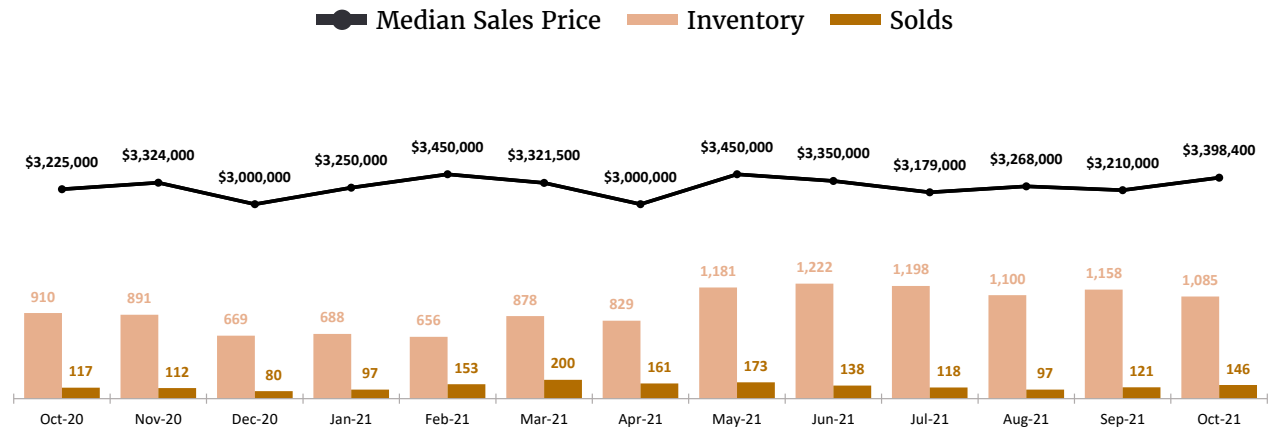
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,715,000	3	2	8	108	7%
2,000 - 2,999	\$2,809,000	5	3	36	280	13%
3,000 - 3,999	\$3,469,000	5	5	50	232	22%
4,000 - 4,999	\$3,520,000	6	6	31	181	17%
5,000 - 5,999	\$5,027,000	6	6	14	121	12%
6,000+	\$9,665,000	5	7	6	159	4%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2020	Oct. 2021
910	1,085

VARIANCE: **19%**

TOTAL SOLDS

Oct. 2020	Oct. 2021
117	146

VARIANCE: **25%**

SALES PRICE

Oct. 2020	Oct. 2021
\$3.23m	\$3.40m

VARIANCE: **5%**

SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
\$914	\$1,046

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
95.38%	96.63%

VARIANCE: **1%**

DAYS ON MARKET

Oct. 2020	Oct. 2021
30	16

VARIANCE: **-47%**

VANCOUVER MARKET SUMMARY | OCTOBER 2021

- The Vancouver single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **96.63% of list price** in October 2021.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **62%**.
- The median luxury sales price for single-family homes is **\$3,398,400**.
- The median days on market for October 2021 was **16** days, down from **30** in October 2020.

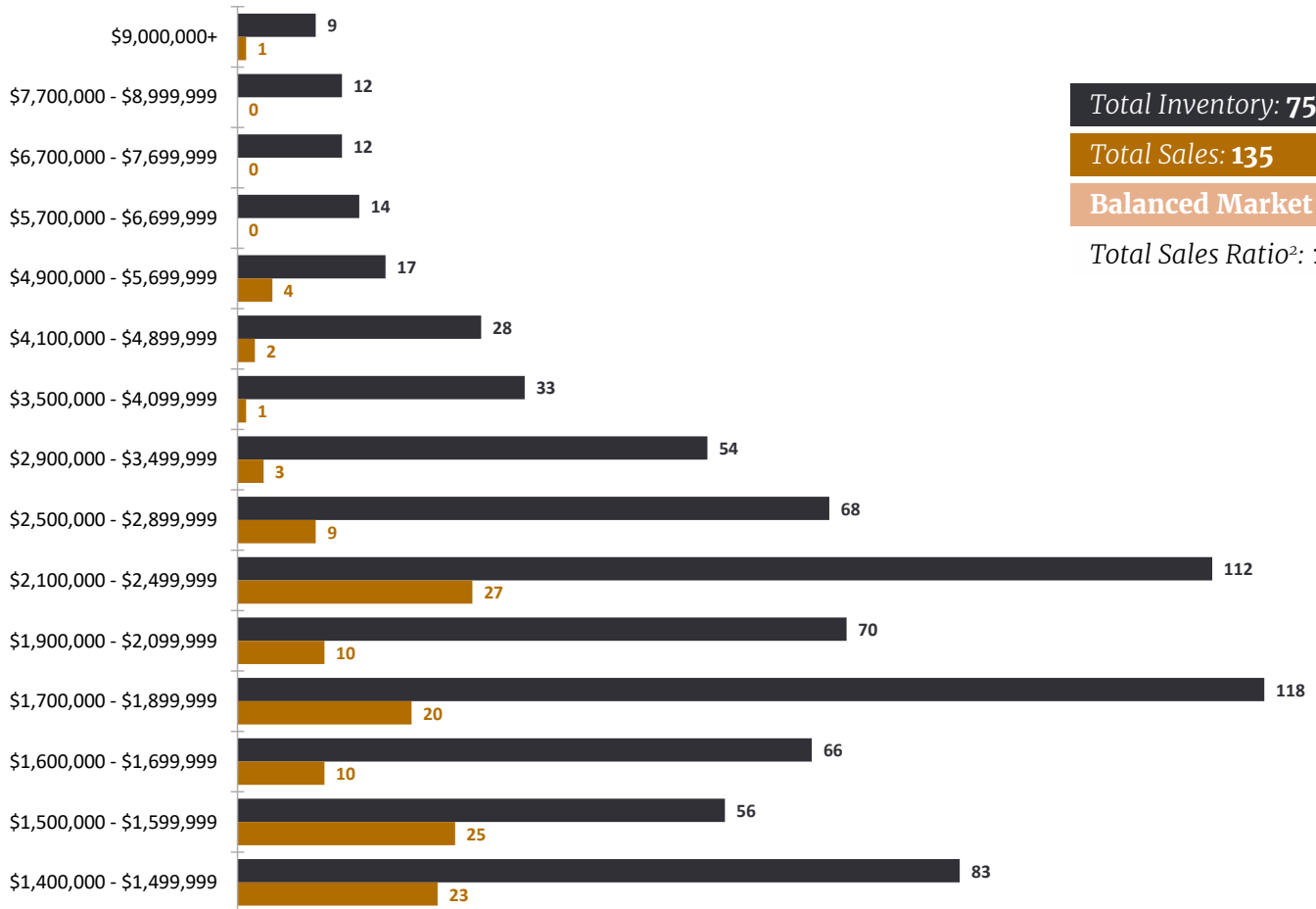
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,400,000**



Total Inventory: **752**

Total Sales: **135**

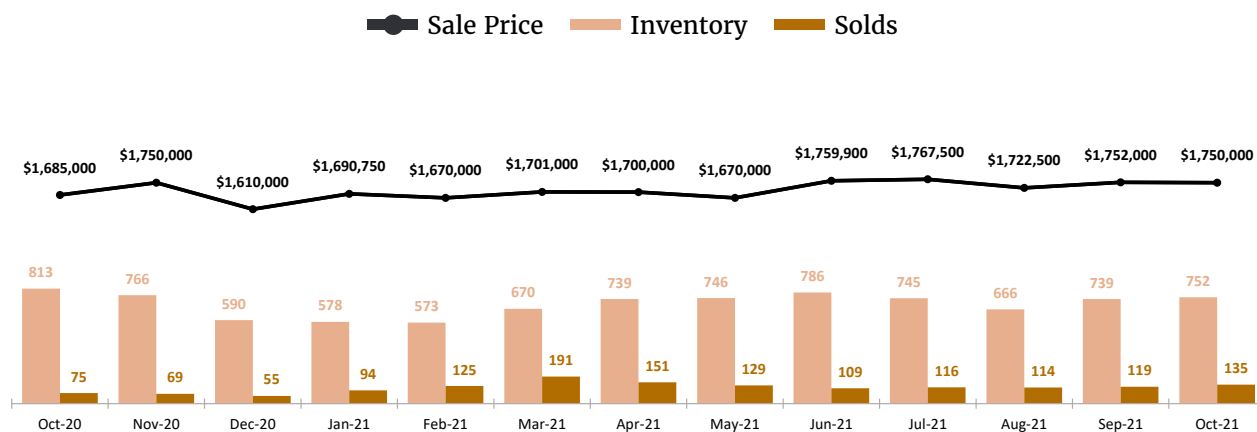
Balanced Market

Total Sales Ratio²: **18%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,425,000	2	2	1	70	1%
1,000 - 1,999	\$1,672,500	3	3	104	522	20%
2,000 - 2,999	\$2,270,000	3	3	24	123	20%
3,000 - 3,999	\$4,900,000	3	4	5	29	17%
4,000 - 4,999	NA	NA	NA	0	5	0%
5,000+	\$9,250,000	5	9	1	3	33%

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 REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2020 Oct. 2021

813 752

VARIANCE: **-8%**

TOTAL SOLDS

Oct. 2020 Oct. 2021

75 135

VARIANCE: **80%**

SALES PRICE

Oct. 2020 Oct. 2021

\$1.69m \$1.75m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Oct. 2020 Oct. 2021

\$1,038 \$1,226

VARIANCE: **18%**

SALE TO LIST PRICE RATIO

Oct. 2020 Oct. 2021

97.95% 98.85%

VARIANCE: **1%**

DAYS ON MARKET

Oct. 2020 Oct. 2021

33 18

VARIANCE: **-45%**

VANCOUVER MARKET SUMMARY | OCTOBER 2021

- The Vancouver attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **98.85% of list price** in October 2021.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **45%**.
- The median luxury sales price for attached homes is **\$1,750,000**.
- The median days on market for October 2021 was **18** days, down from **33** in October 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.