



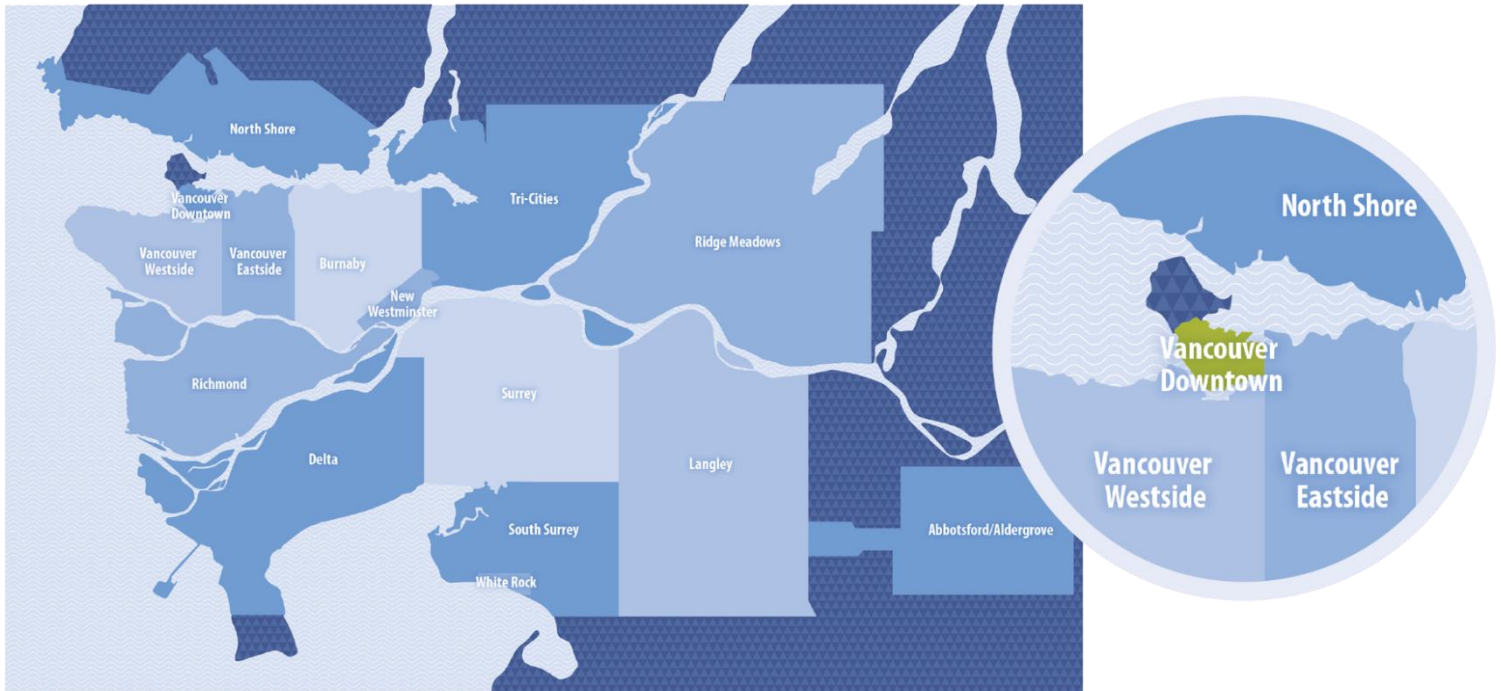
Vancouver Market Area Vancouver Downtown

New Homes Sub Market Report
Data as of March 2018



Vancouver Downtown

Submarket Report – March 2018



Current Overview:

- There are eleven actively selling multifamily projects in the Vancouver Downtown market
- These developments account for a total of 1,874 units of total inventory, of which an estimated 1,550 have been sold and 324 are available for purchase
- In the Downtown market place Altus recorded an estimated 237 new home sales in Q1 2018
- Sales in Downtown Vancouver remain consistent with available homes averaging approximately \$1,900 a square foot
- Landmark on Robson, developed by Asian Standard International, launched in February achieving over \$3,000 price per square foot

YTD Sales

High Rise Apartment	Mid Rise Apartment	Low Rise Apartment	Townhomes	Single Family	Total
237	0	0	0	0	237

Annual Sales

2009	2010	2011	2012	2013	2014	2015	2016	2017
355	1094	510	783	1,108	971	734	1,282	824

Current Supply

Property Type	Number of Projects	Total Homes	Homes Sold	Homes Available
High Rise	11	1,874	1,550	324
Mid Rise	0	0	0	0
Low Rise	0	0	0	0
Townhomes	0	0	0	0
Grand Total	11	1,874	1,550	324

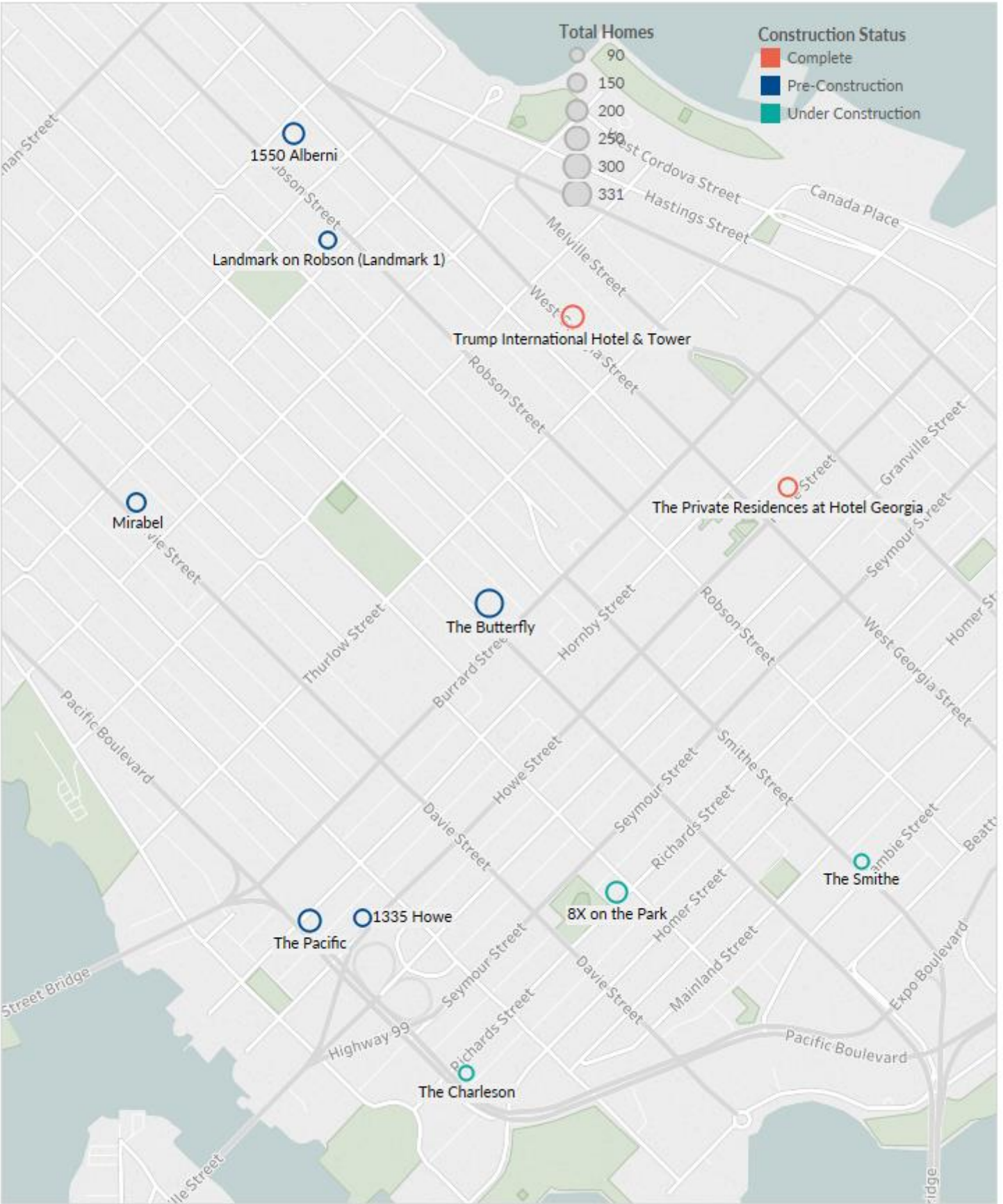
Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$1,404	\$1,504	\$1,903	652	4,182
Mid Rise	-	-	-	-	-
Low Rise	-	-	-	-	-
Townhomes	-	-	-	-	-

Active Projects – Top 11 by Total Homes

Project Name	Developer	Type	Open Date	Avg. \$/SF	Homes Sold	Total Homes
The Butterfly	Westbank Projects Corp	High Rise	Dec-17	\$2,800	301	331
Trump International Hotel & Tower	Holborn,TA Global Berhad	High Rise	Oct-13	\$1,499	214	217
The Pacific	Grosvenor	High Rise	Nov-17	\$2,000	160	214
8X on the Park	Brenhill	High Rise	May-16	\$1,439	183	191
1550 Alberni	Peterson Investment Group Inc,Westbank Projects Corp	High Rise	Apr-17	\$2,950	126	188
The Private Residences at Hotel Georgia	Delta Group	High Rise	Sep-07	\$1,298	155	156
Mirabel	Marcon Development	High Rise	Jul-17	\$1,705	134	149
Landmark on Robson (Landmark 1)	Asia Standard International Group Ltd.	High Rise	Feb-18	\$3,200	25	124
1335 Howe	Onni	High Rise	May-17	\$1,481	72	120
The Smithe	Boffo Developments Ltd	High Rise	Feb-17	\$1,445	92	94
The Charleson	Onni	High Rise	Sep-14	\$1,111	88	90

Current Active Projects



Buyer Demographics

The following list outlines recent buyer groups in the Vancouver Downtown new home marketplace. These groups have been identified by Altus at presentation centers, project launches, events and through interviews with sales staff and developers active in the target area:

- Offshore investors - A mix of ethnicities but a high percentage are of Chinese origin. These buyers are consuming completed, premier product types, typically at discounted values, as well as price point units in more standard buildings.
- Local investors of mixed ethnicities - This group is purchasing for rental income and capital appreciation. They are looking for smaller sized condominium product (often attracted to the least expensive unit types) in well located buildings with minimal maintenance fees.
- Local downsizing end users - larger single level condominium product with larger balconies, views in walkable neighborhoods.
- Move up buyer groups - These buyers come from within Vancouver looking for more square footage. These buyers already own Downtown and are looking to increase the size of their unit. They look for high-rise product typically smaller two bedrooms and larger one bedroom and den unit types, as well as cityhome product. They predominantly work in the Downtown core.
- Heavily supported first time buyers, looking to enter the marketplace - Demand from these buyers is typically focused on small condominium product (least expensive studio and junior one bedroom unit types).

Future Supply

Property Type	Coming Soon		Development Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	4	384	19	7,868
Mid Rise	0	0	2	132
Low Rise	0	0	0	0
Townhomes	0	0	0	0
Duplex	0	0	0	0
Single Family	0	0	0	0
Total	4	384	21	8,000
Grand Total	25	8,384		

**Grand Total is the sum of Coming Soon & Development Applications*

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