Greater Vancouver Area Residential Land

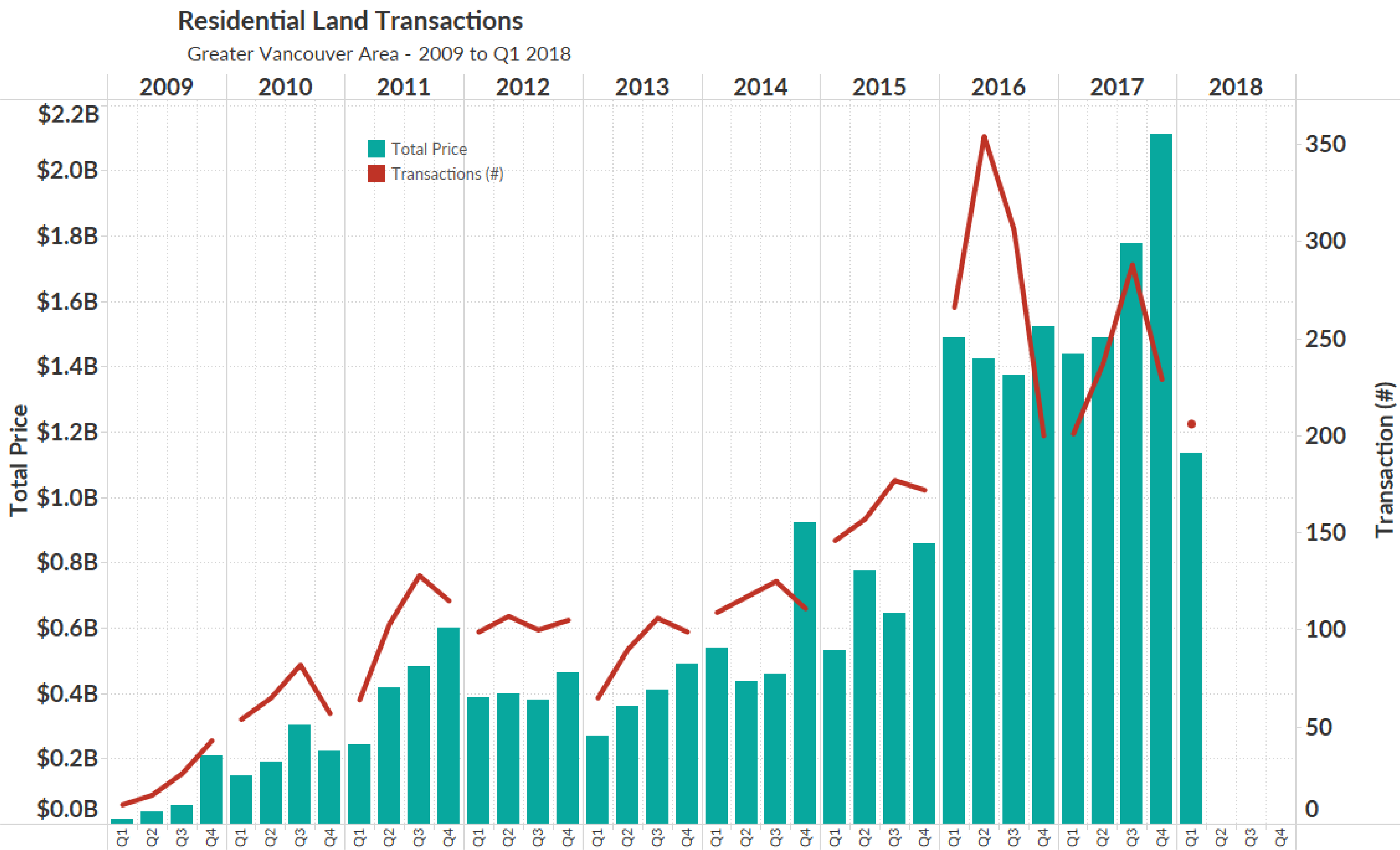
Commercial Q1 2018 Statistics

Data as of March 31, 2018

Altus Group

Residential Land Transactions

Q1 2018 saw 206 residential land transactions worth $1.1B, down -46% from Q4 2017 and down -21% from the same quarter last year.



Q1 2018 Residential Land Transaction Timeline

City of Vancouver is the most active market with 39 residential land transactions, followed by Surrey with 35 residential land transactions.

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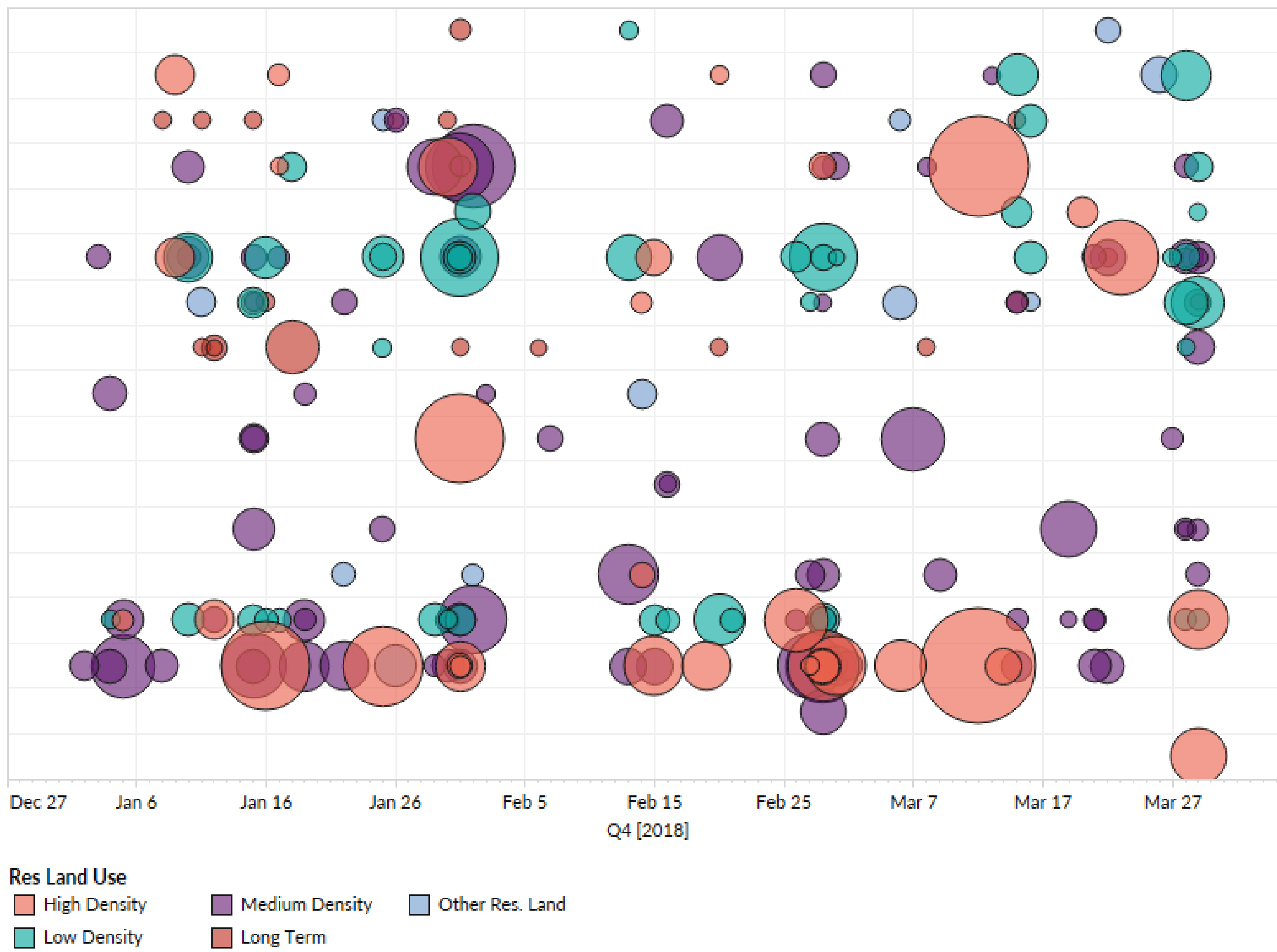
Transaction Timeline by Municipality, Total Price & Land Use

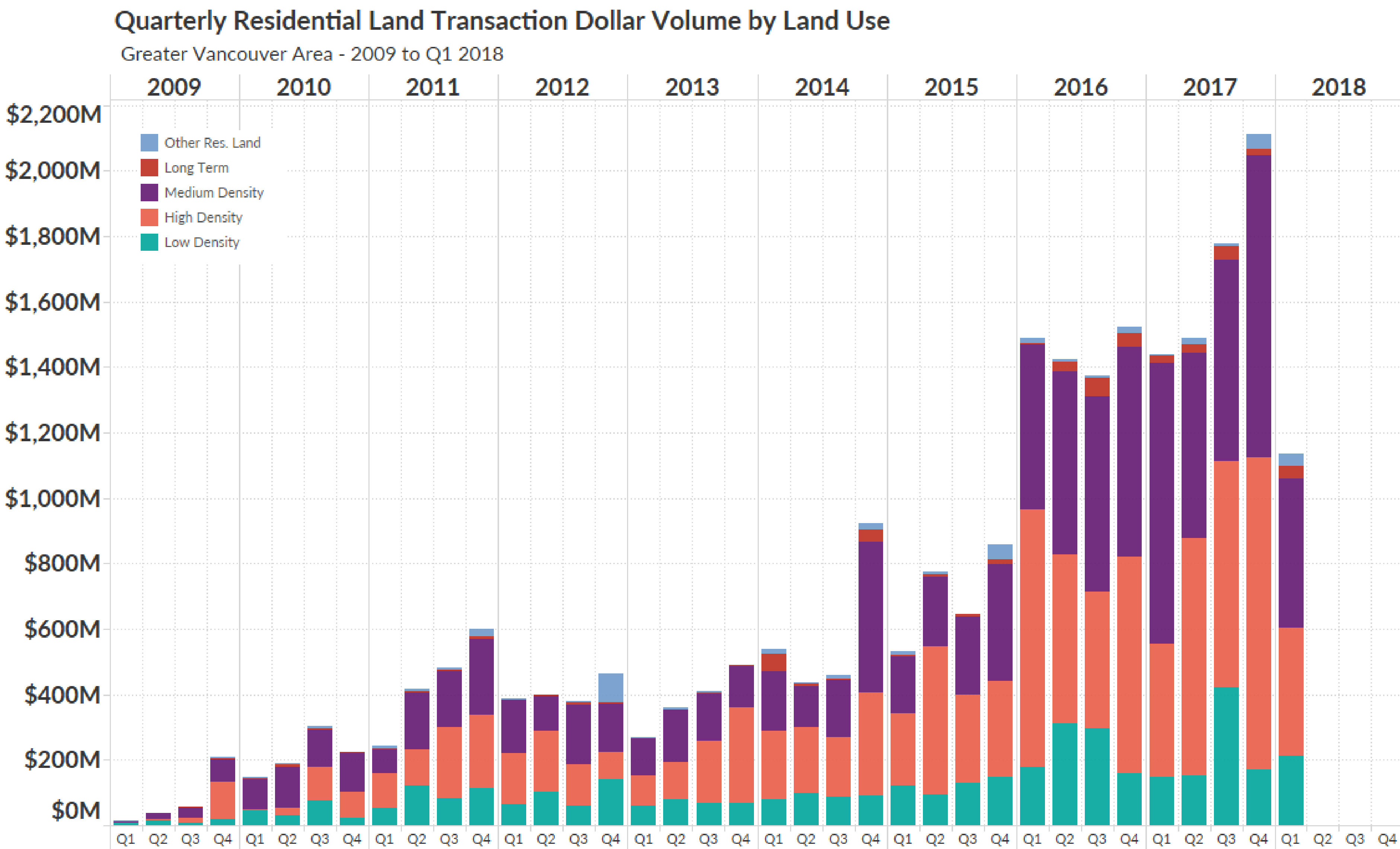
Greater Vancouver Area - Q1 2018

	Total Price	Land Area	Deals
Abbotsford	$5,608,000	15	3
Burnaby	$34,825,000	5	8
Chilliwack	$20,372,500	87	11
Coquitlam	$135,195,480	20	15
Delta	$13,338,500	2	4
Langley	$186,156,306	107	34
Maple Ridge	$51,182,750	132	17
Mission	$27,253,900	229	11
New Westminster	$11,150,000	2	4
North Vancouver	$61,283,520	4	7
Port Coquitlam	$3,918,900	1	2
Port Moody	$25,867,062	3	6
Richmond	$34,032,901	7	8
Surrey	$144,052,500	66	35
Vancouver	$363,225,350	9	39
West Vancouver	$7,776,800	0	1
White Rock	$11,650,000	1	1



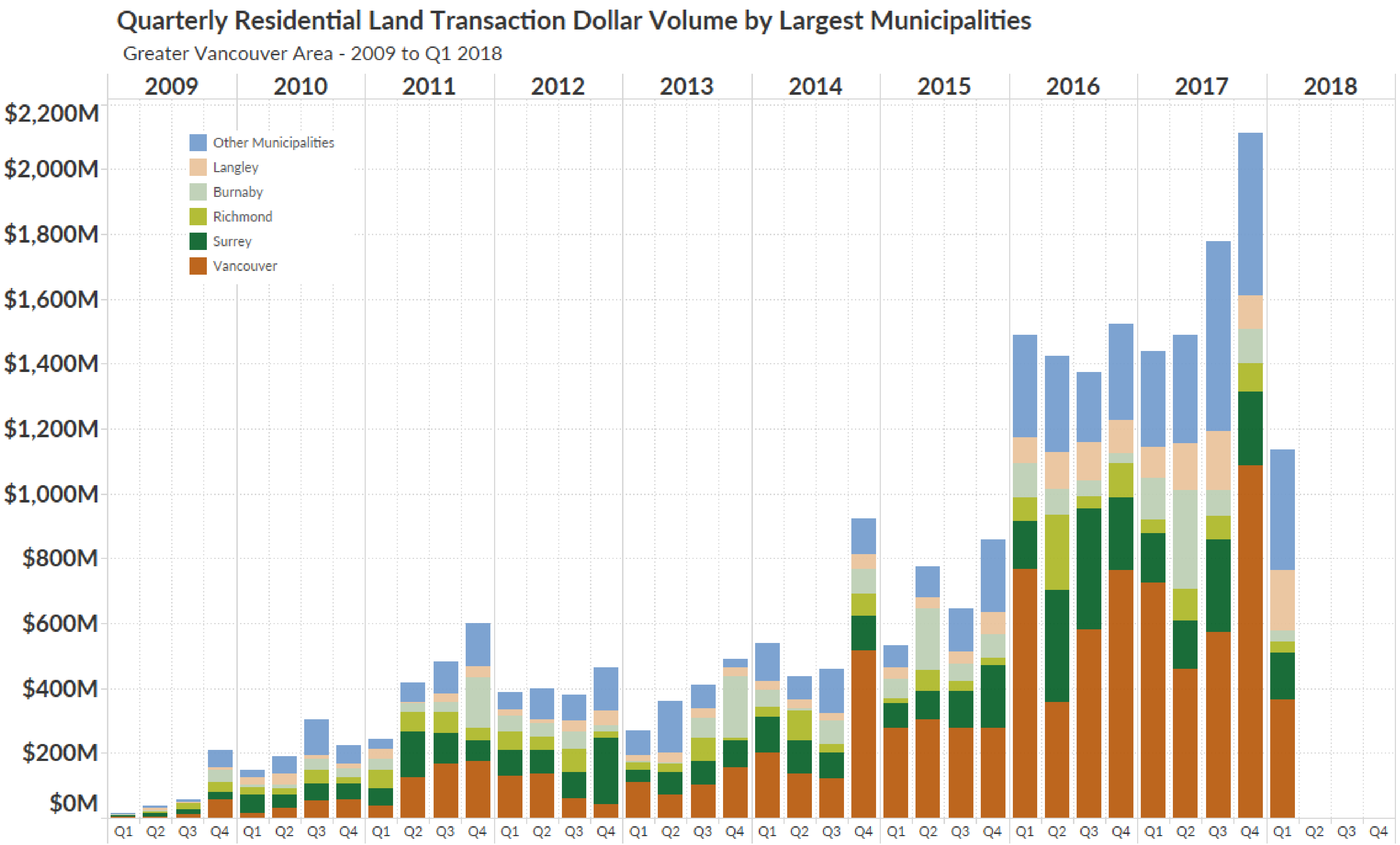
Transactions by Land Use

$1.1B in Q1 2018 comprised of $214M Low Density deals, $392M High Density deals, $454 Medium Density deals, $39M Long Term deals and $37M in deals classified as Other land uses.



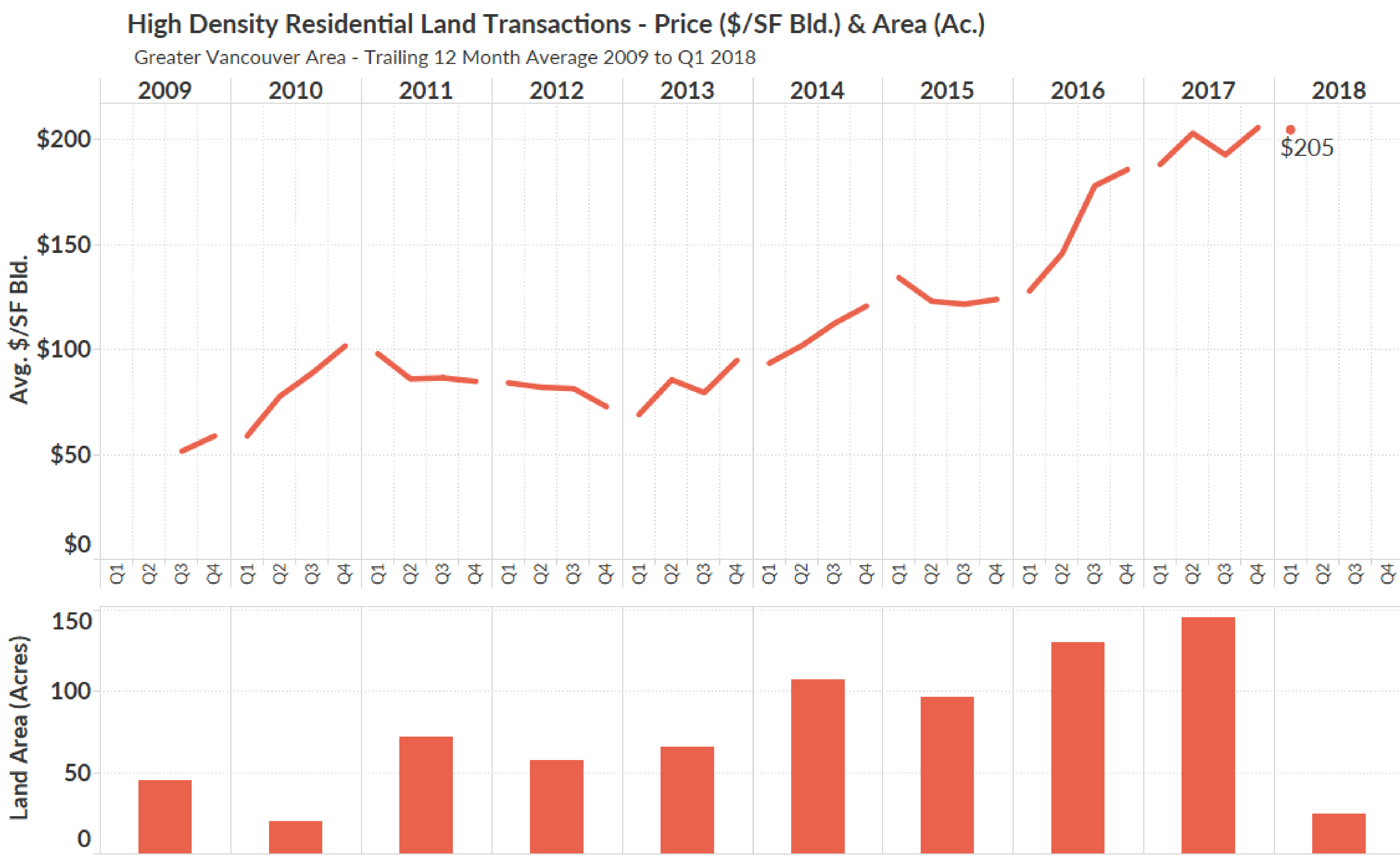
Transactions by Municipality

$1.1B in Q1 2018 residential land deals broken down by Municipality as $363M in Vancouver, $144M in Surrey, $34M in Richmond, $35M in Burnaby, $186M in Langley and $375M in all other Municipalities.



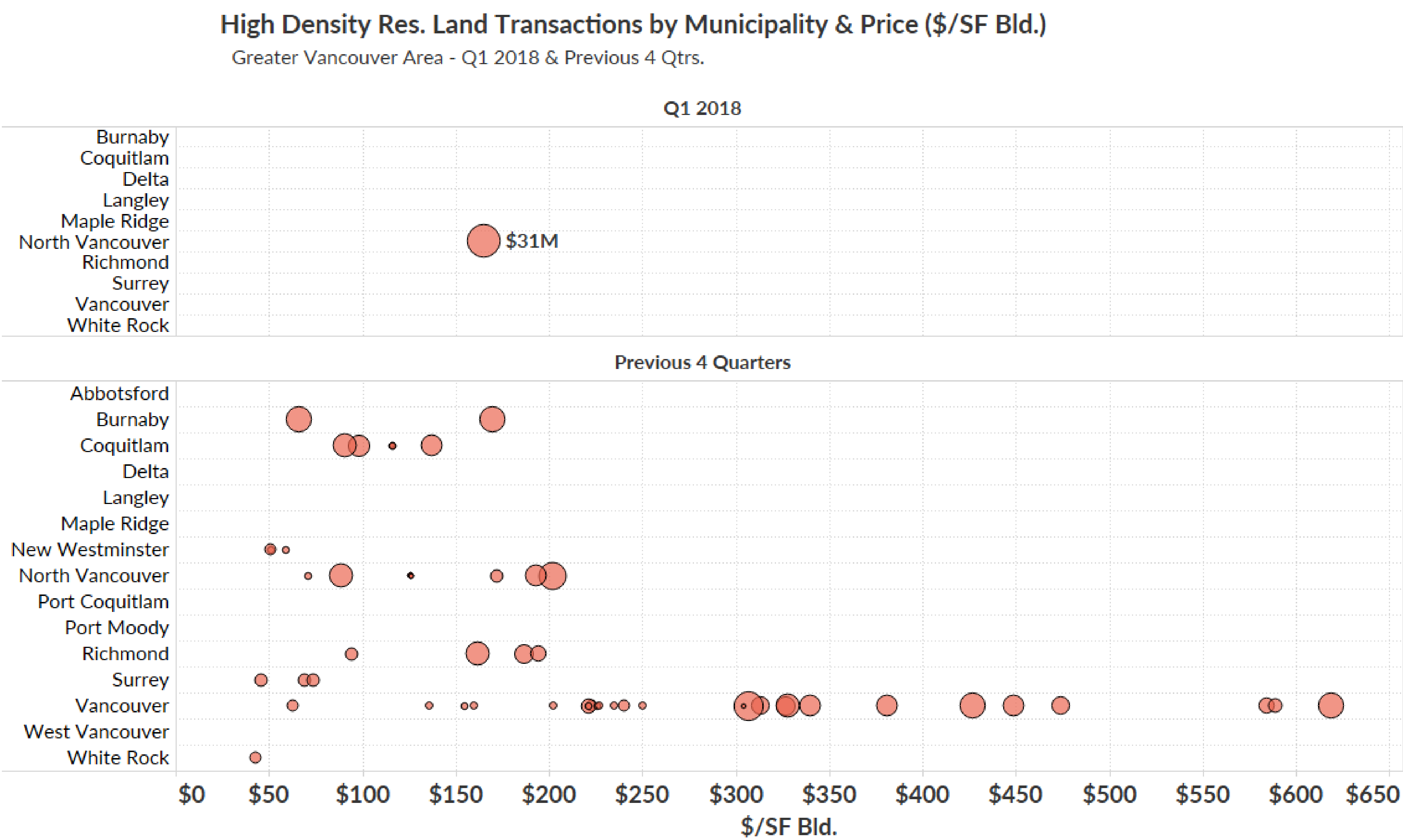
Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q1 2018 is $205/sf bld. That's about the same as the previous quarter.



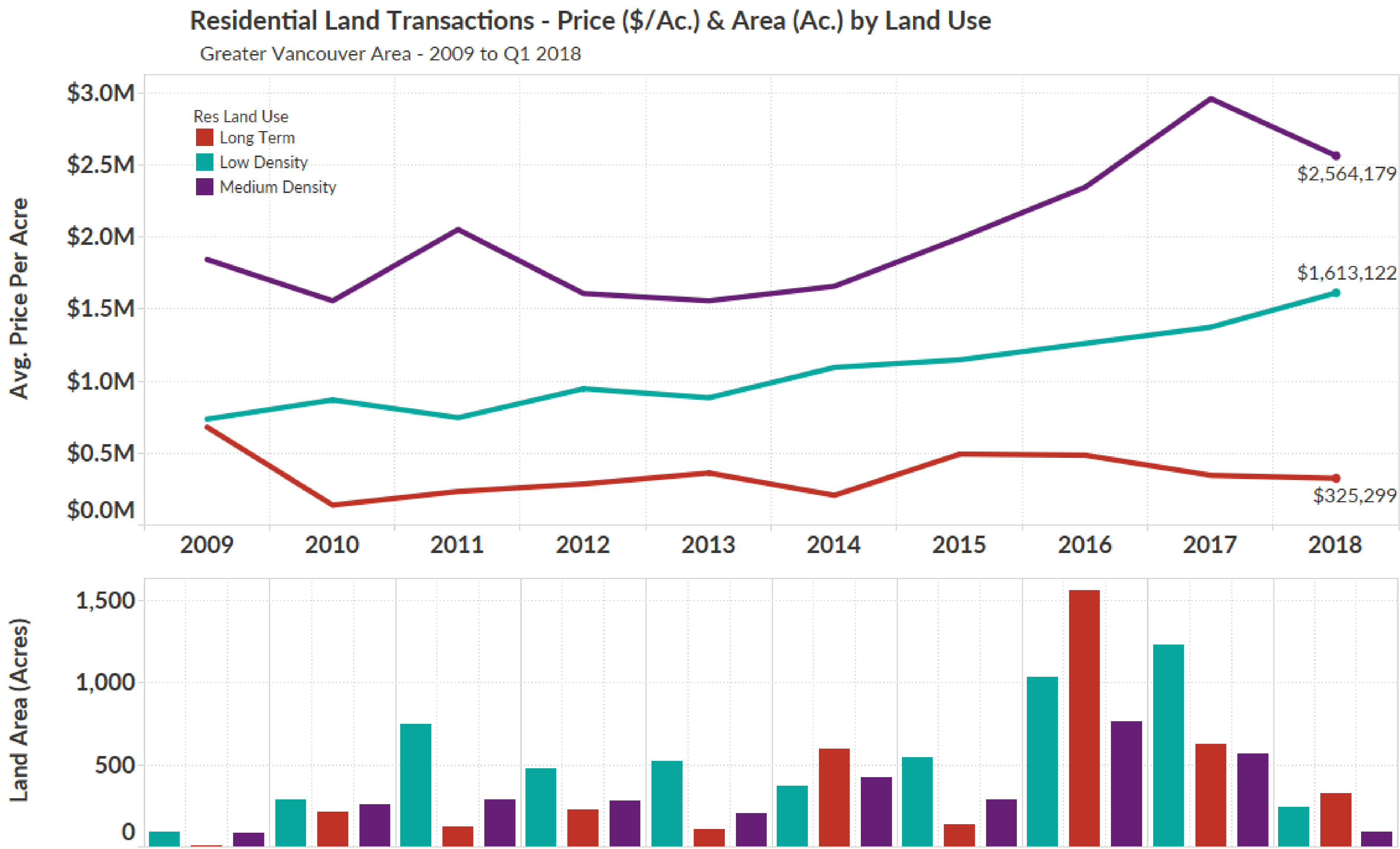
Municipal Comparison – High Density $/SF Bld.

Q1 2018 residential land transactions appear to be similar in price per square foot buildable to the previous four quarters.



Price & Area Trends – Low Density/Medium Density/Long Term

The Q1 2018 average pricing at $2.6M/acre for Medium Density deals, $1.6M/acre for Low Density deals and $325,000/acre for Long Term land deals.



Municipal Comparison – Current Quarter

Notable deals this quarter included a $27M Medium Density transaction for about $5.3M/acre in Coquitlam and a $10M Low Density deal in Burnaby for about $8.6M/acre.

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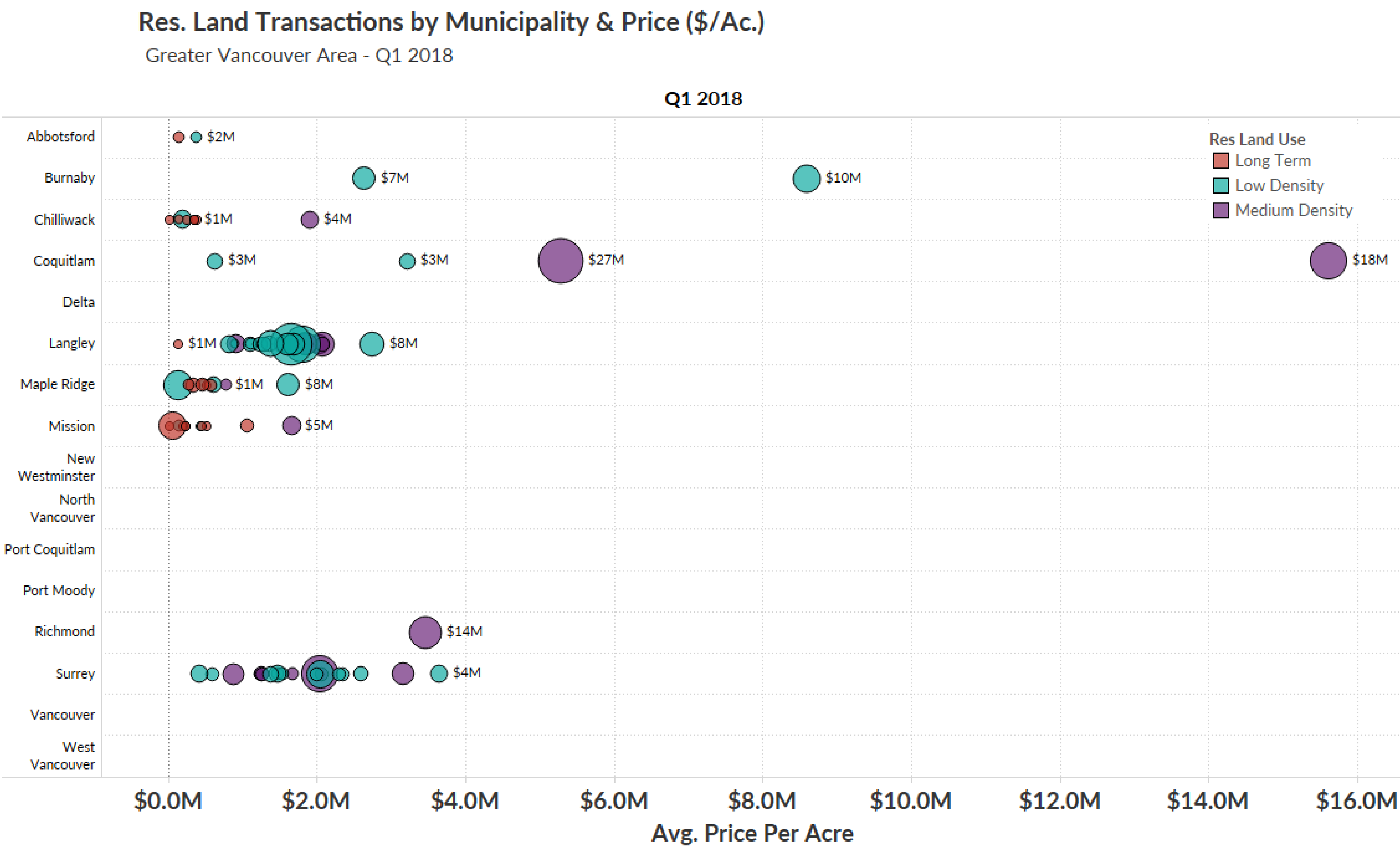

The previous 4 quarters included two $240M Medium Density Transactions in Vancouver, Surrey had many transactions between $1M/acre and $5M/acre.

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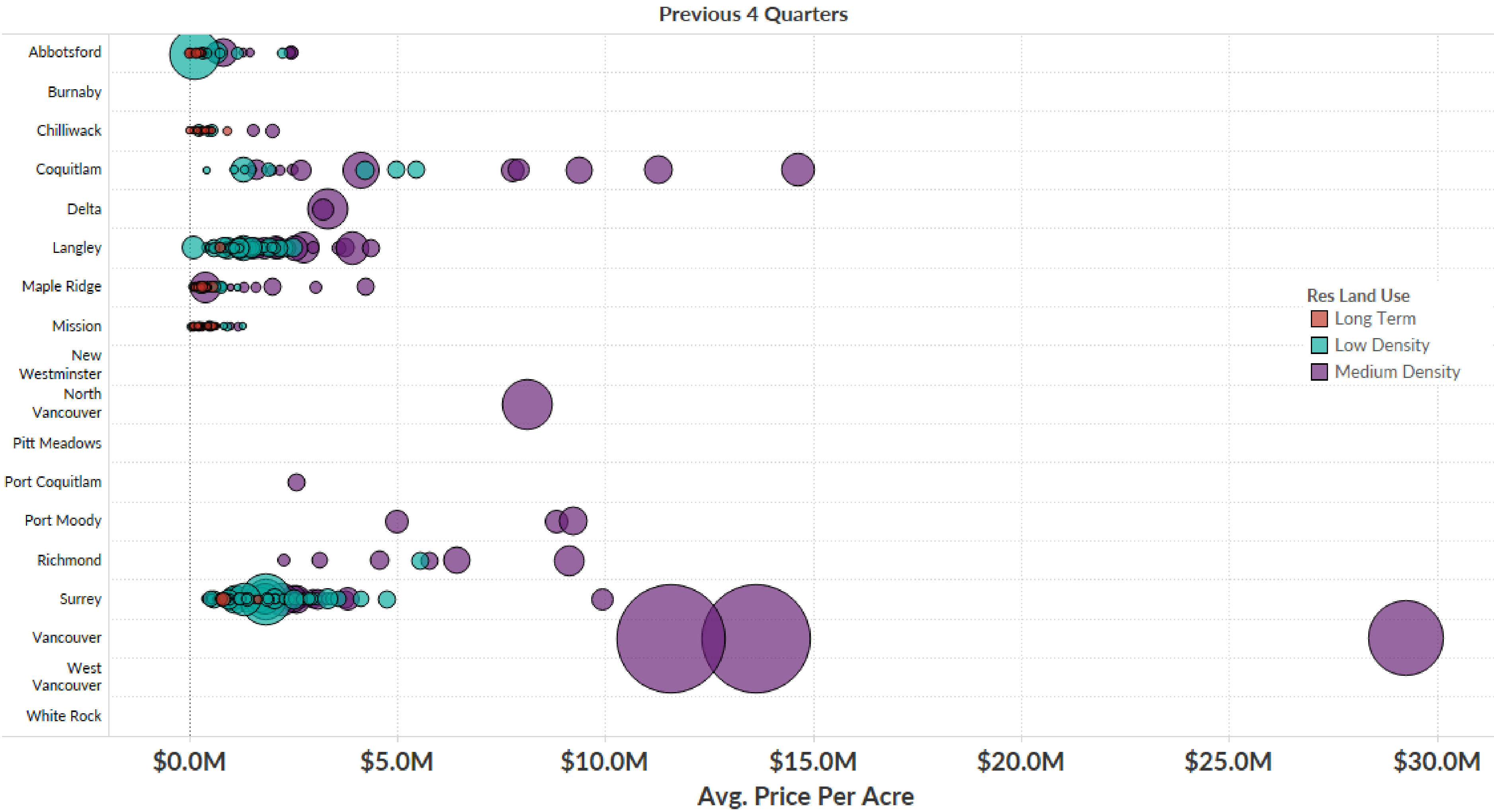
Res. Land Transactions by Municipality & Price ($/Ac.)

Greater Vancouver Area - Q1 2017 to Q4 2017

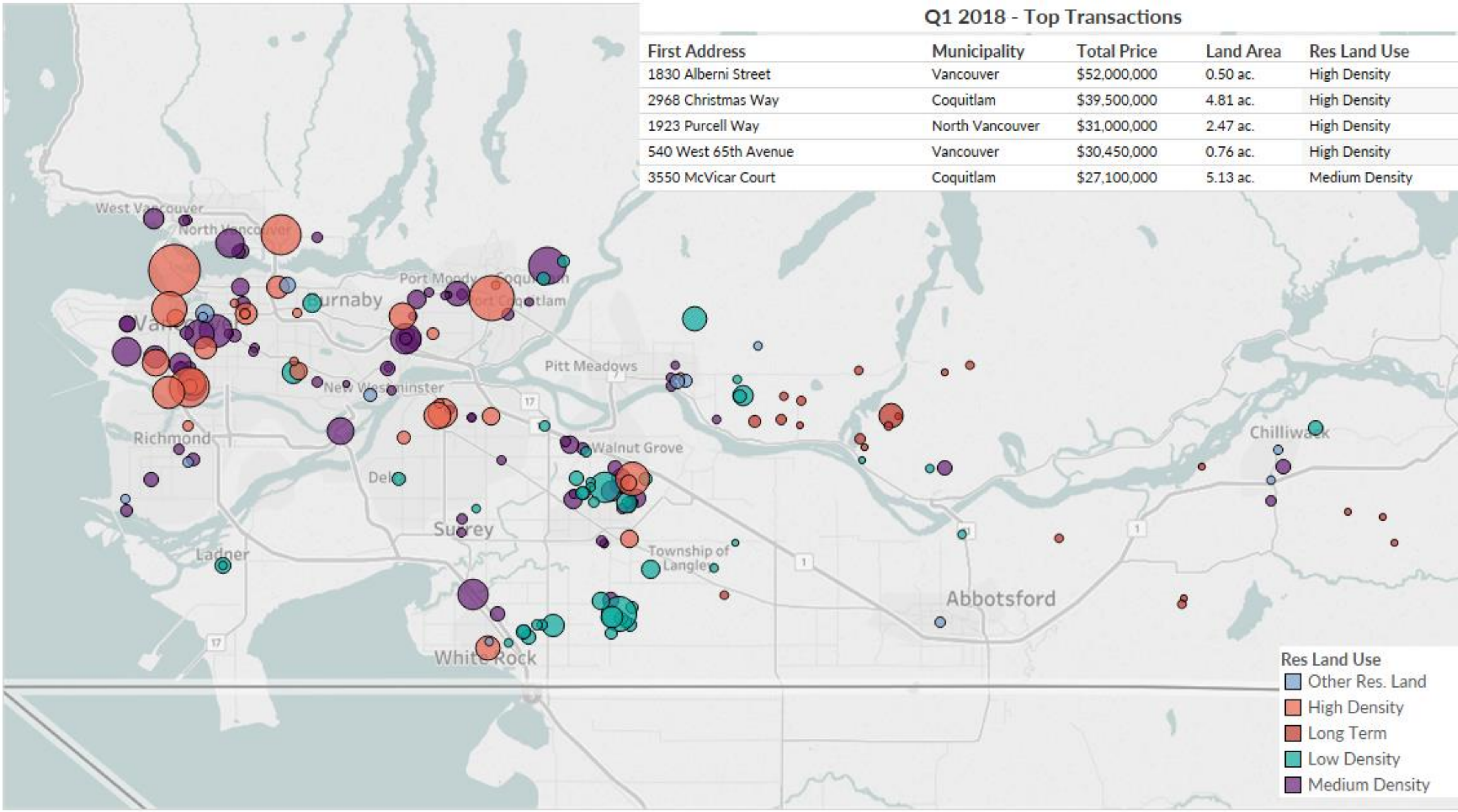


Geographic Distribution

The map illustrates the geographic distribution of all residential land transactions in the current quarter with the top 5 transactions by Total Price included in the table.

Residential Land Transactions by Land Use

Greater Vancouver Area - Q1 2018



Q1 2018 - Top Transactions

First Address	Municipality	Total Price	Land Area	Res Land Use
1830 Alberni Street	Vancouver	$52,000,000	0.50 ac.	High Density
2968 Christmas Way	Coquitlam	$39,500,000	4.81 ac.	High Density
1923 Purcell Way	North Vancouver	$31,000,000	2.47 ac.	High Density
540 West 65th Avenue	Vancouver	$30,450,000	0.76 ac.	High Density
3550 McVicar Court	Coquitlam	$27,100,000	5.13 ac.	Medium Density