# Greater Vancouver Area Residential Land

## Commercial Q2 2018 Statistics

Data as of June 30, 2018

Altus Group

# Residential Land Transactions

Q2 2018 saw 227 residential land transactions worth $1.6B, up +34% from Q1 2018 and up +11% from the same quarter last year.

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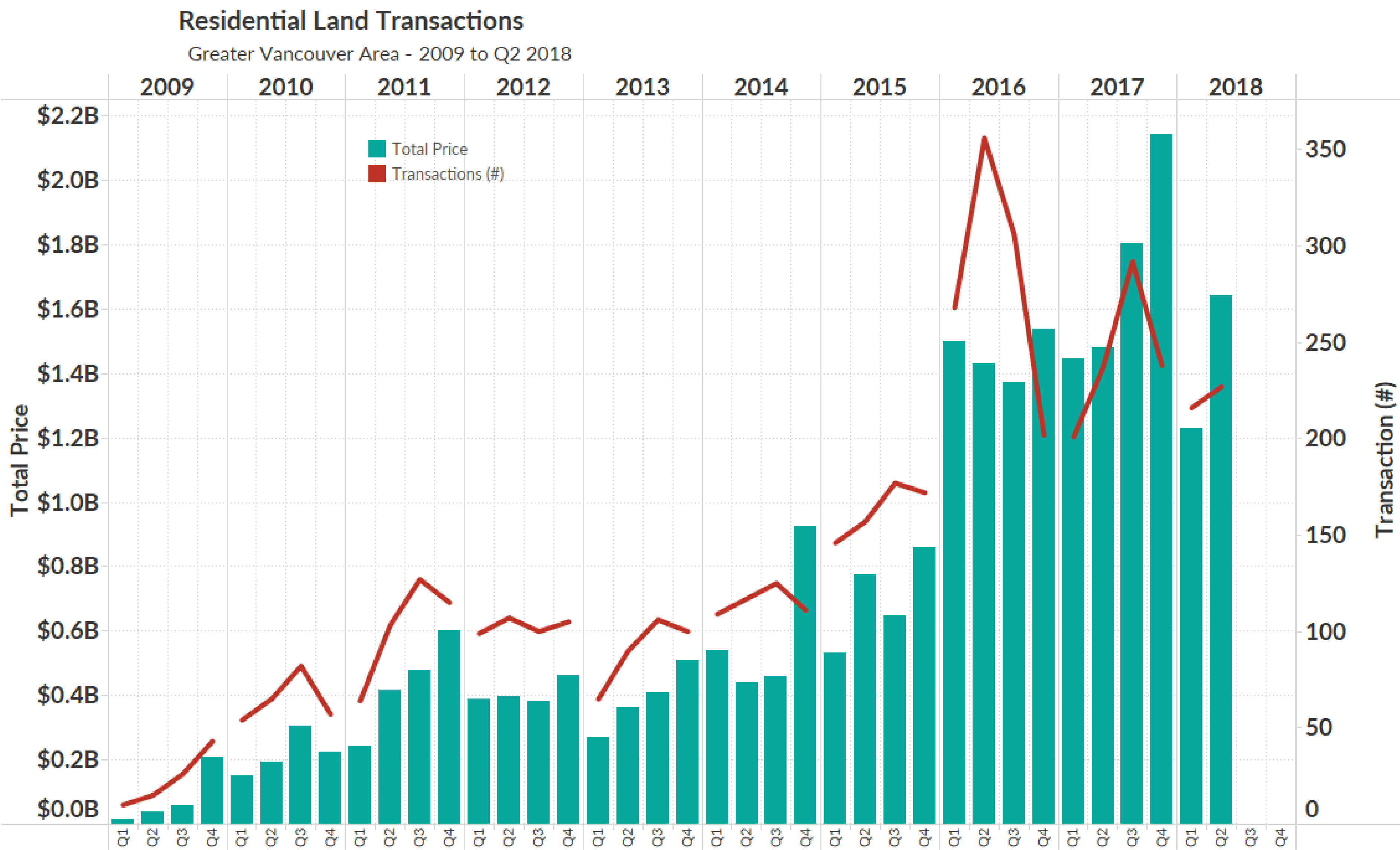


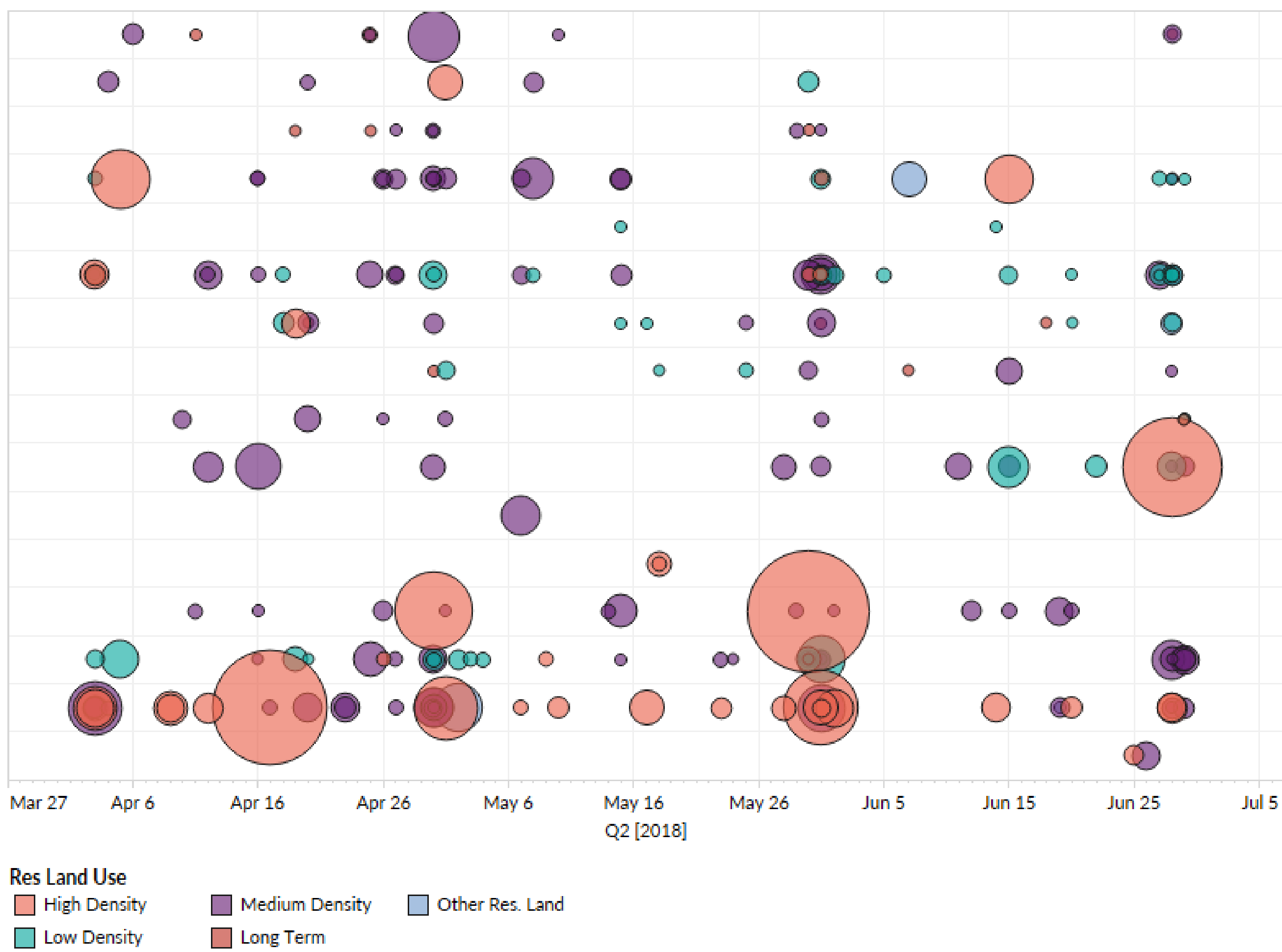
# Q2 2018 Residential Land Transaction Timeline

City of Vancouver is the most active market with 46 residential land transactions, followed by Langley with 39 residential land transactions.

## Transaction Timeline by Municipality, Total Price & Land Use

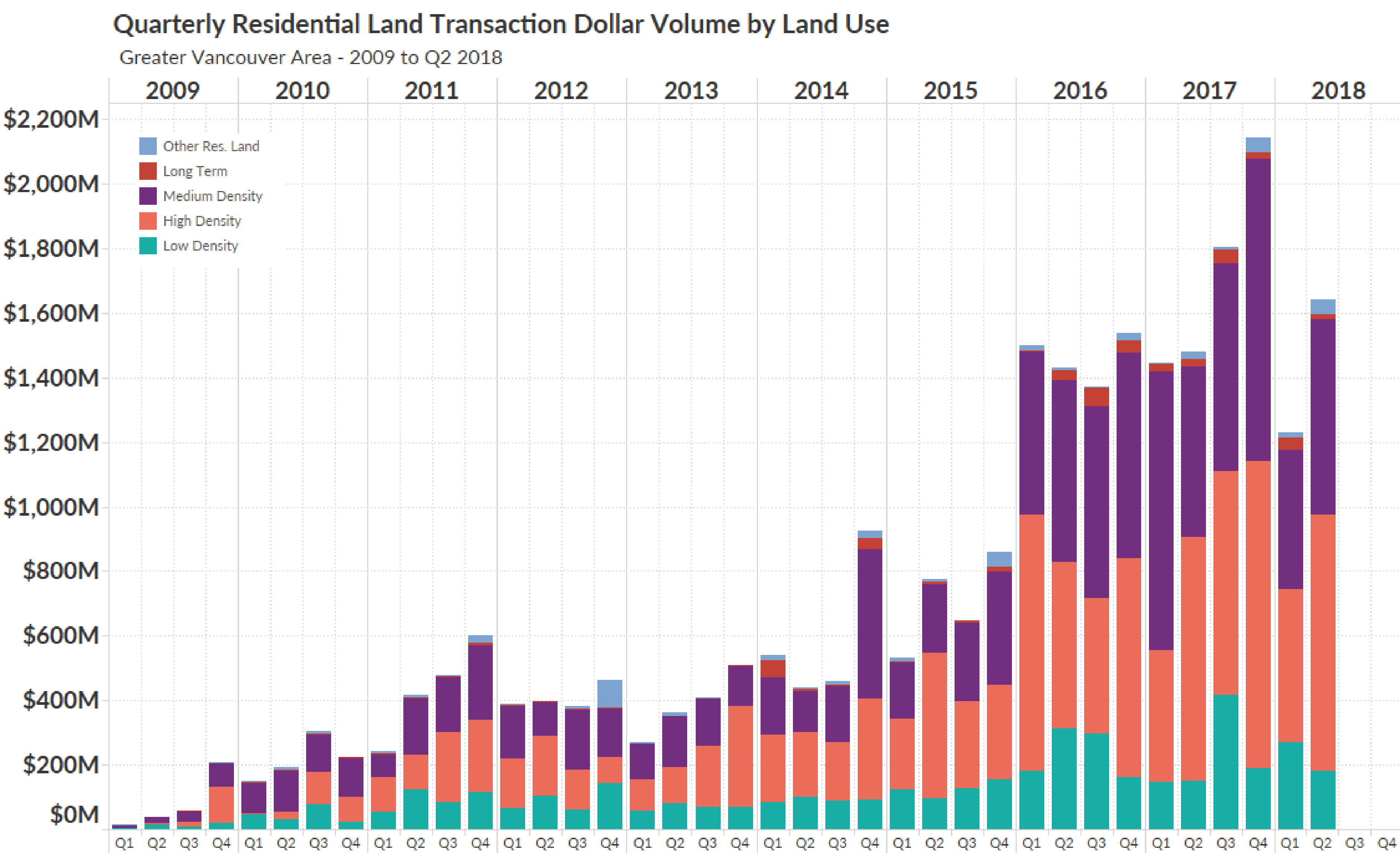
Greater Vancouver Area - Q2 2018

| | Total Price | Land Area | Deals |
|---|---|---|---|
| Abbotsford | $40,908,000 | 58 | 8 |
| Burnaby | $27,040,000 | 2 | 5 |
| Chilliwack | $11,706,000 | 23 | 8 |
| Coquitlam | $139,198,000 | 21 | 24 |
| Delta | $3,150,000 | 2 | 2 |
| Langley | $153,502,627 | 74 | 39 |
| Maple Ridge | $43,790,800 | 54 | 14 |
| Mission | $20,255,000 | 33 | 8 |
| New Westminster | $19,253,000 | 2 | 8 |
| North Vancouver | $186,341,000 | 19 | 13 |
| Pitt Meadows | $15,138,000 | 5 | 1 |
| Port Moody | $7,460,000 | 1 | 2 |
| Richmond | $247,708,250 | 20 | 14 |
| Surrey | $154,256,043 | 67 | 33 |
| Vancouver | $560,363,250 | 11 | 46 |
| White Rock | $10,514,550 | 1 | 2 |



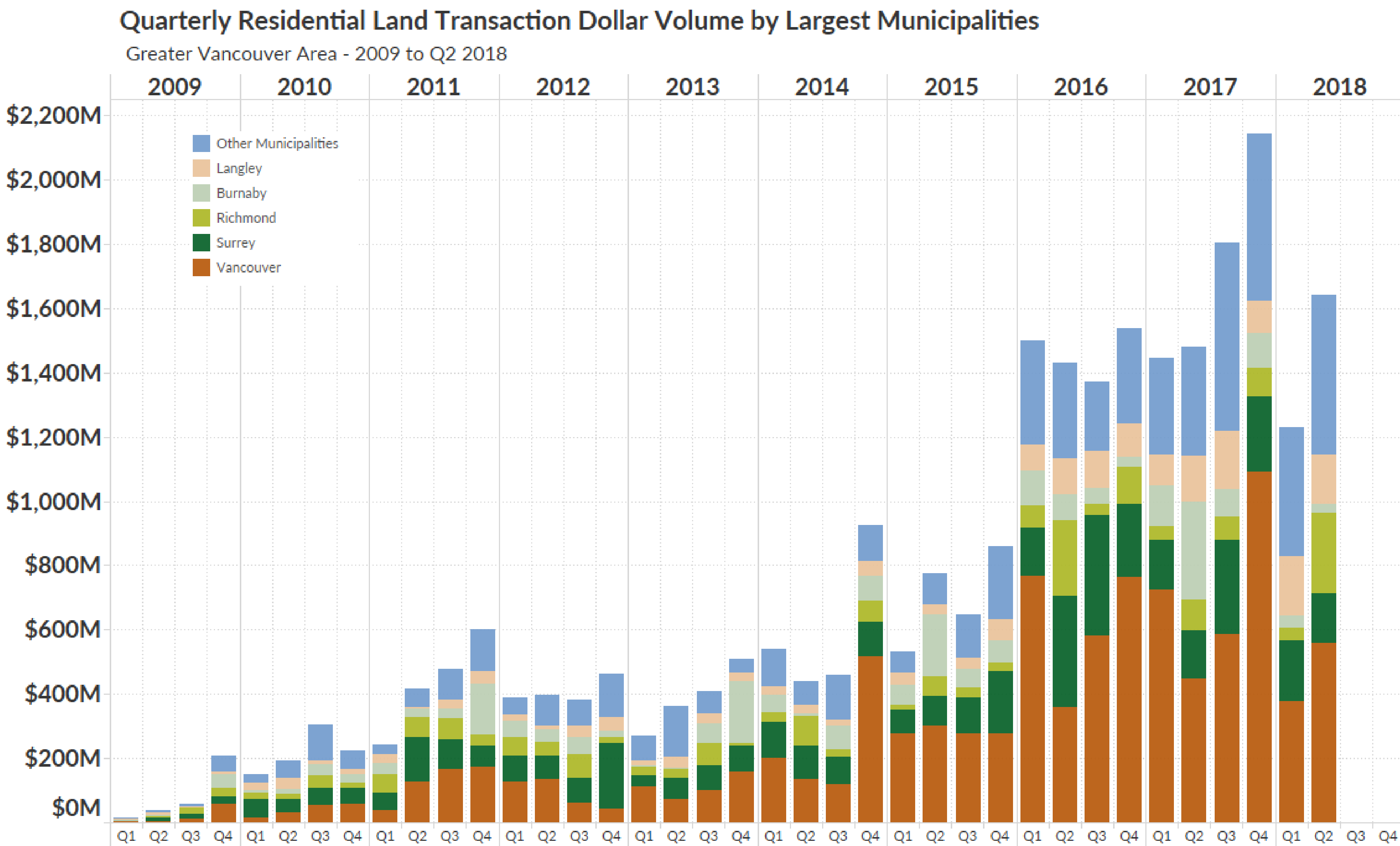
# Transactions by Land Use

$1.6B in Q2 2018 comprised of $181M Low Density deals, $793M High Density deals, $606M Medium Density deals, $15M Long Term deals and $45M in deals classified as Other land uses.



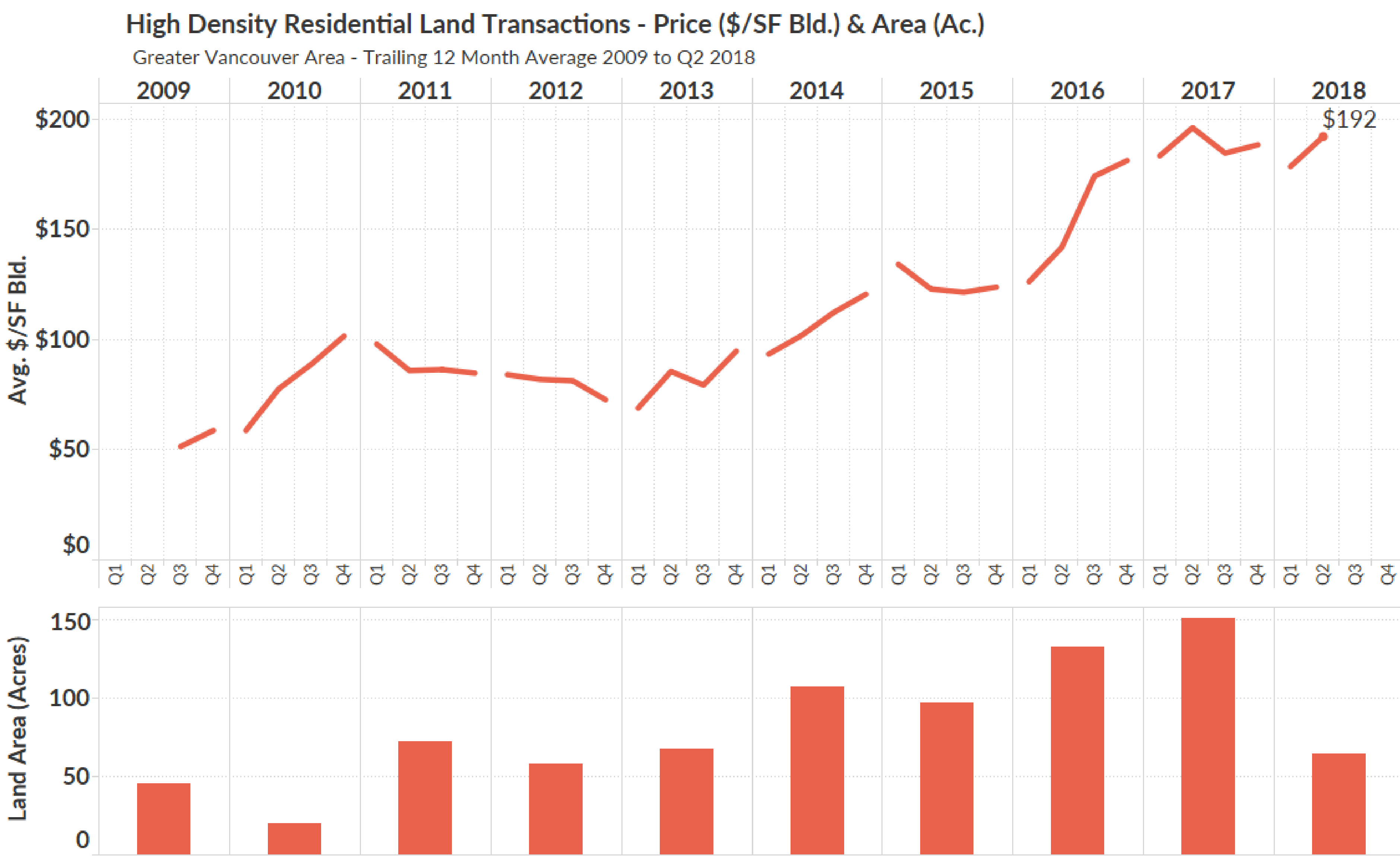
# Transactions by Municipality

$1.6B in Q2 2018 residential land deals broken down by Municipality as $560M in Vancouver, $154M in Surrey, $248M in Richmond, $27M in Burnaby, $154M in Langley and $498M in all other Municipalities.



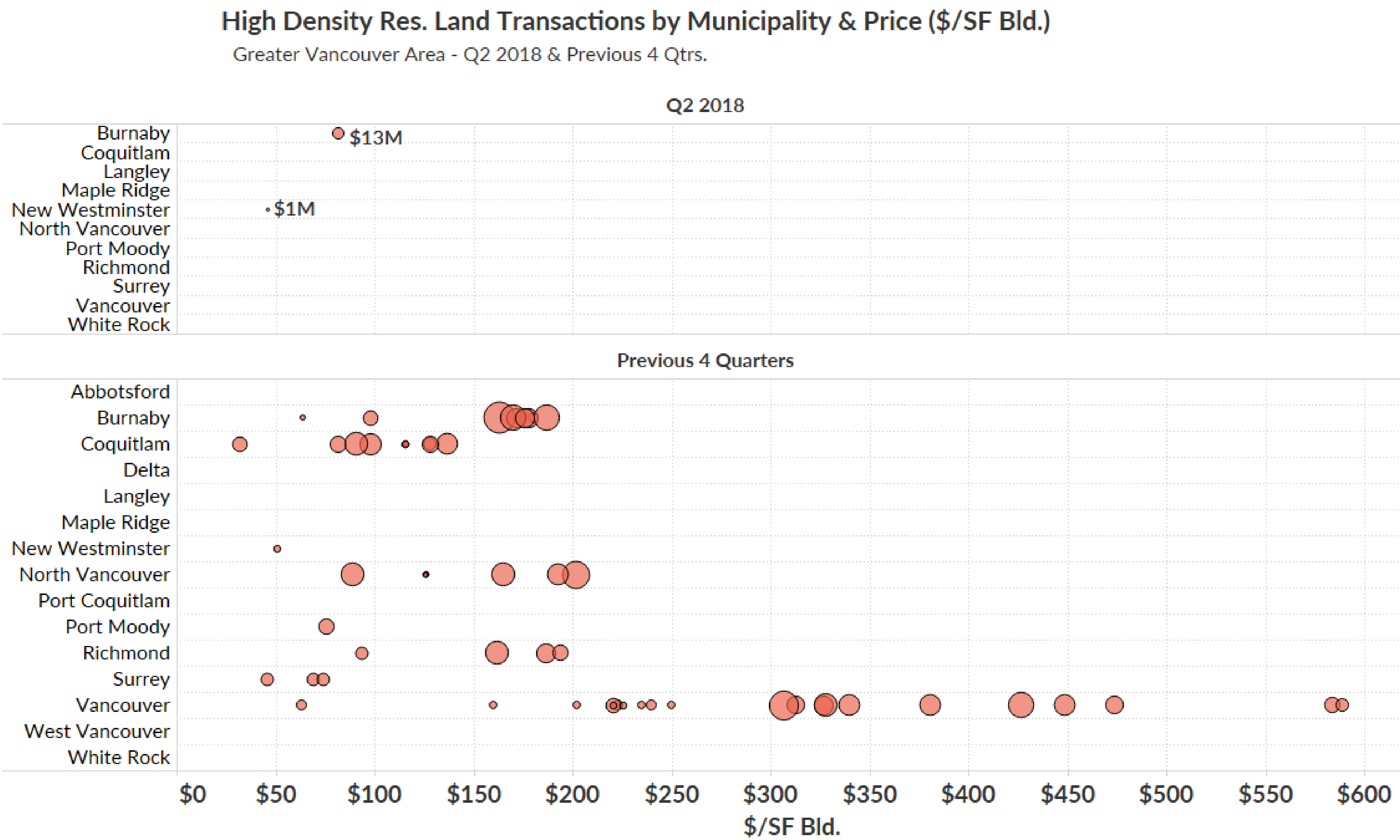
# Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q2 2018 is $192/sf bld.  That's down about -8% from the previous quarter.



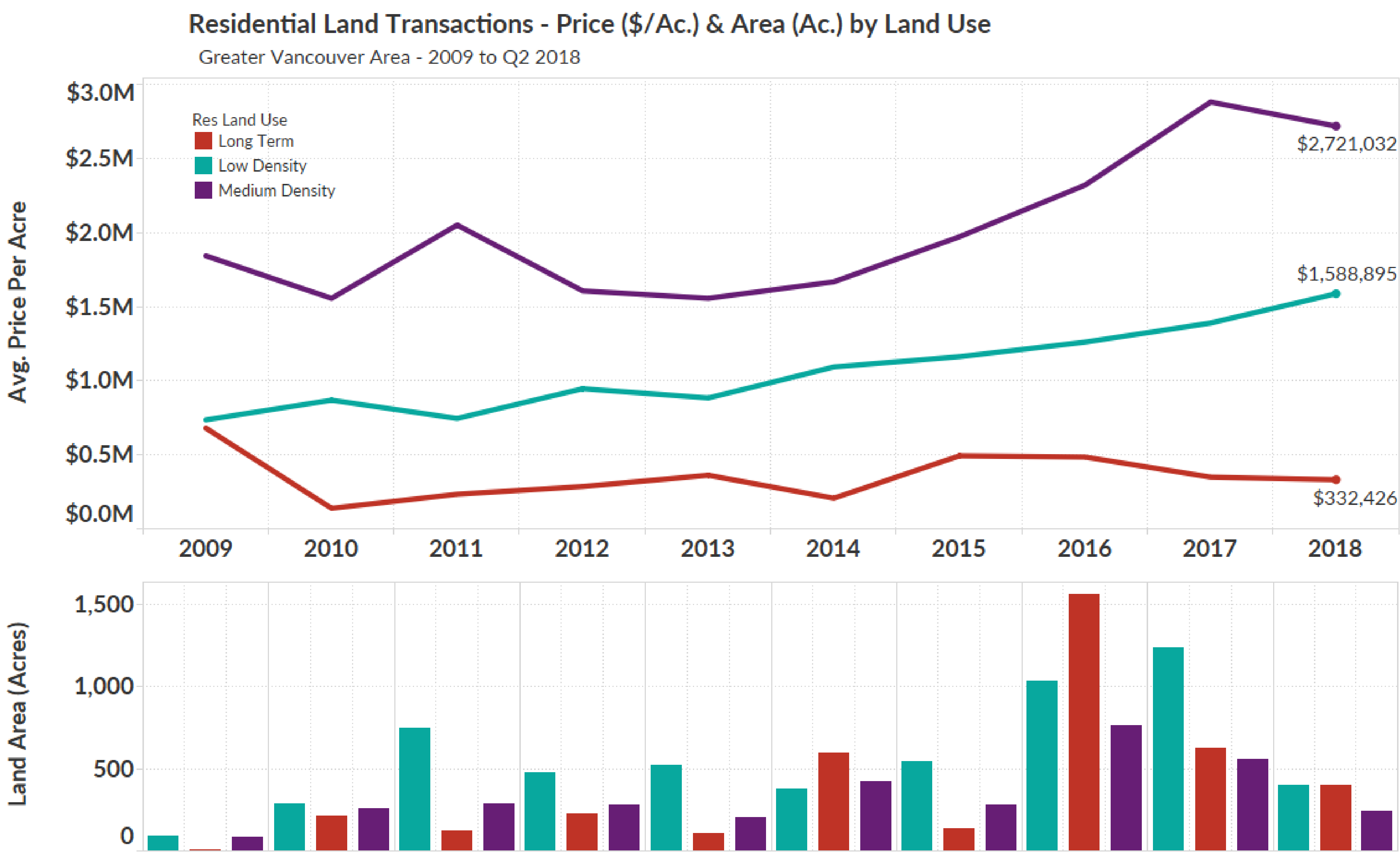
# Municipal Comparison – High Density $/SF Bld.

Q2 2018 residential land transactions appear to be lower in price per square foot buildable to the previous four quarters.



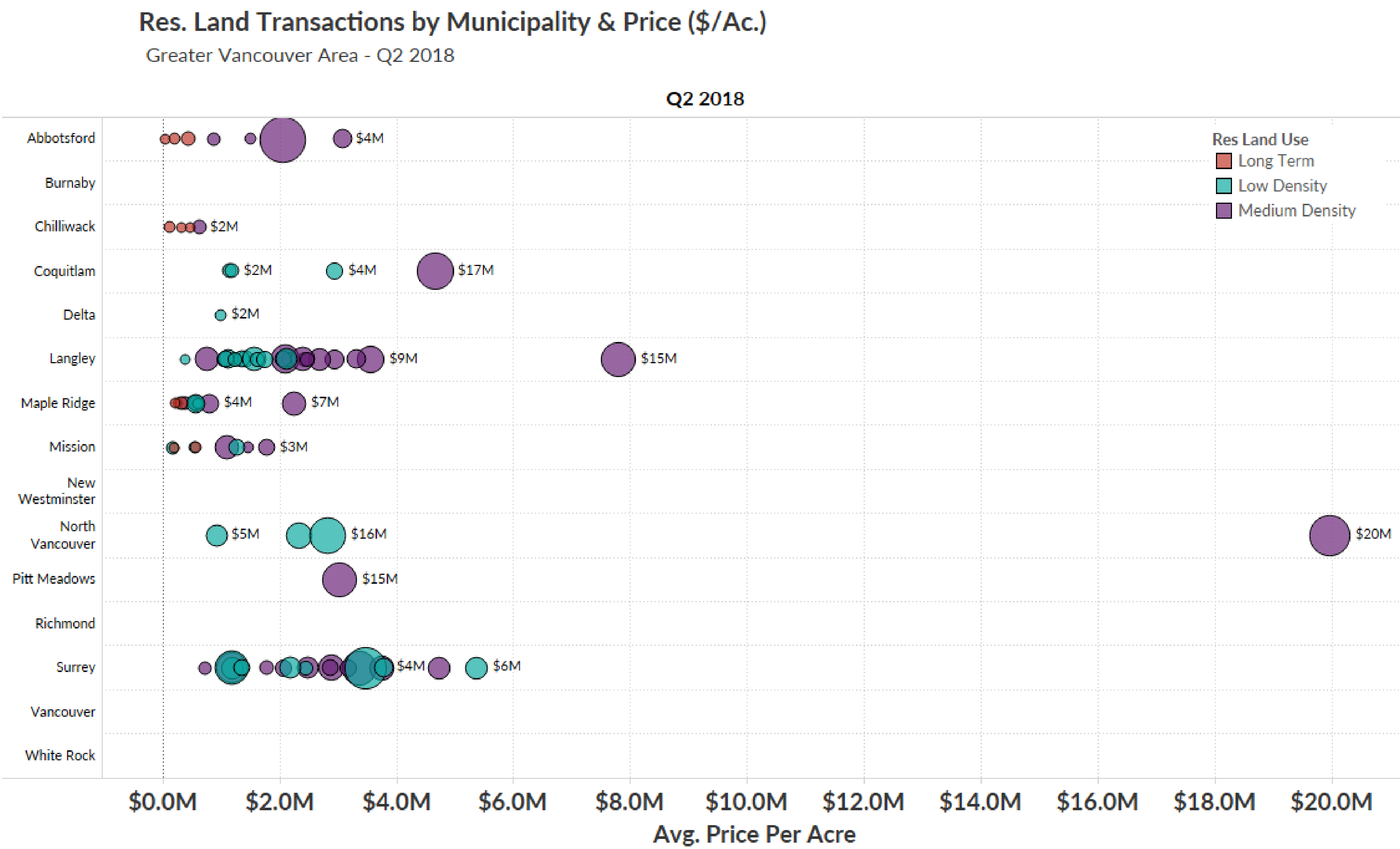
# Price & Area Trends – Low Density/Medium Density/Long Term

The Q2 2018 average pricing at $2.7M/acre for Medium Density deals, $1.6M/acre for Low Density deals and $332,000/acre for Long Term land deals.



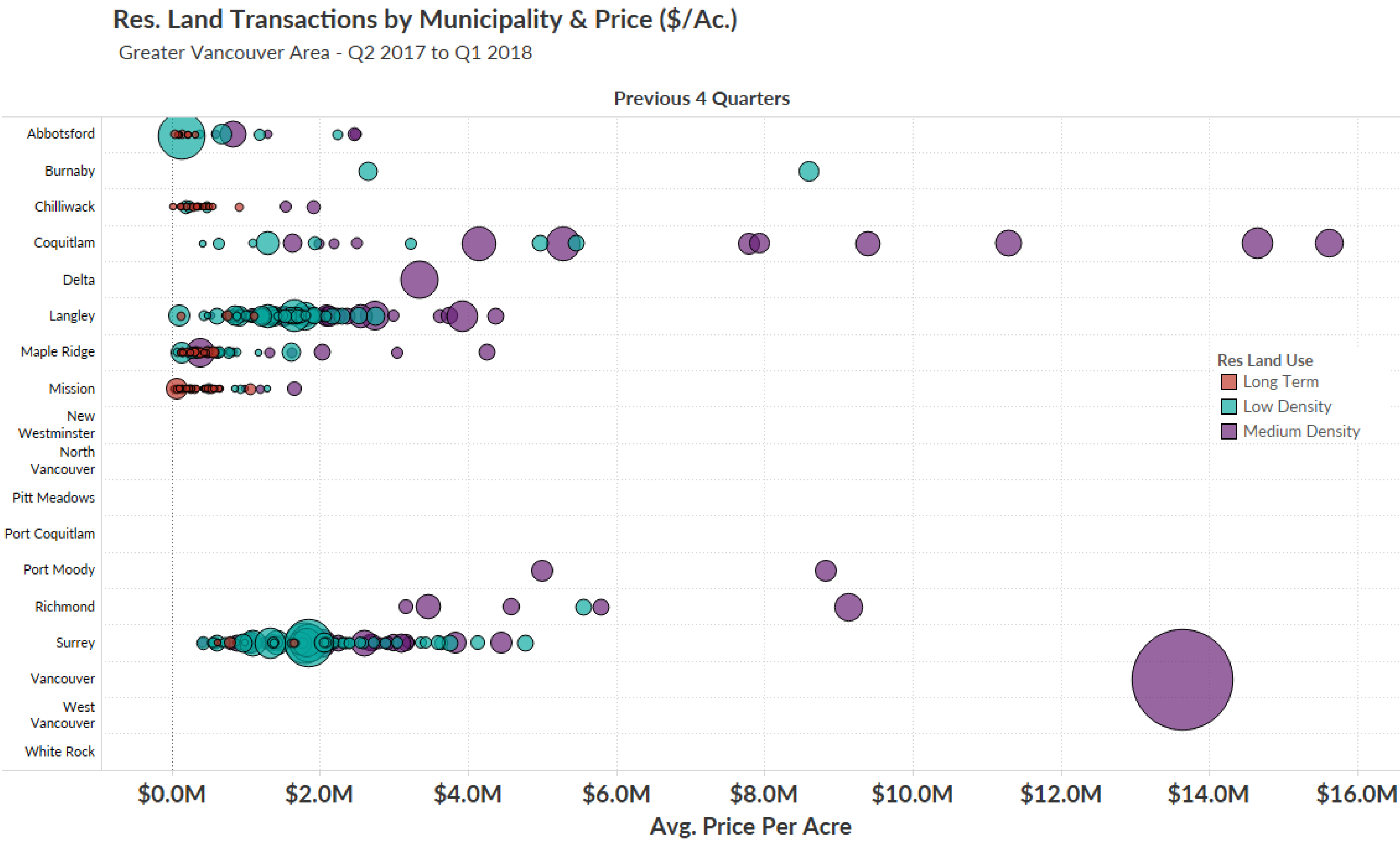
# Municipal Comparison – Current Quarter

Notable deals this quarter included a $15M Medium Density transaction for about $7.8M/acre in Langley and a $16M Low Density deal in North Vancouver for about $2.8M/acre.



# Municipal Comparison – Previous 4 Quarters

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



# 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.

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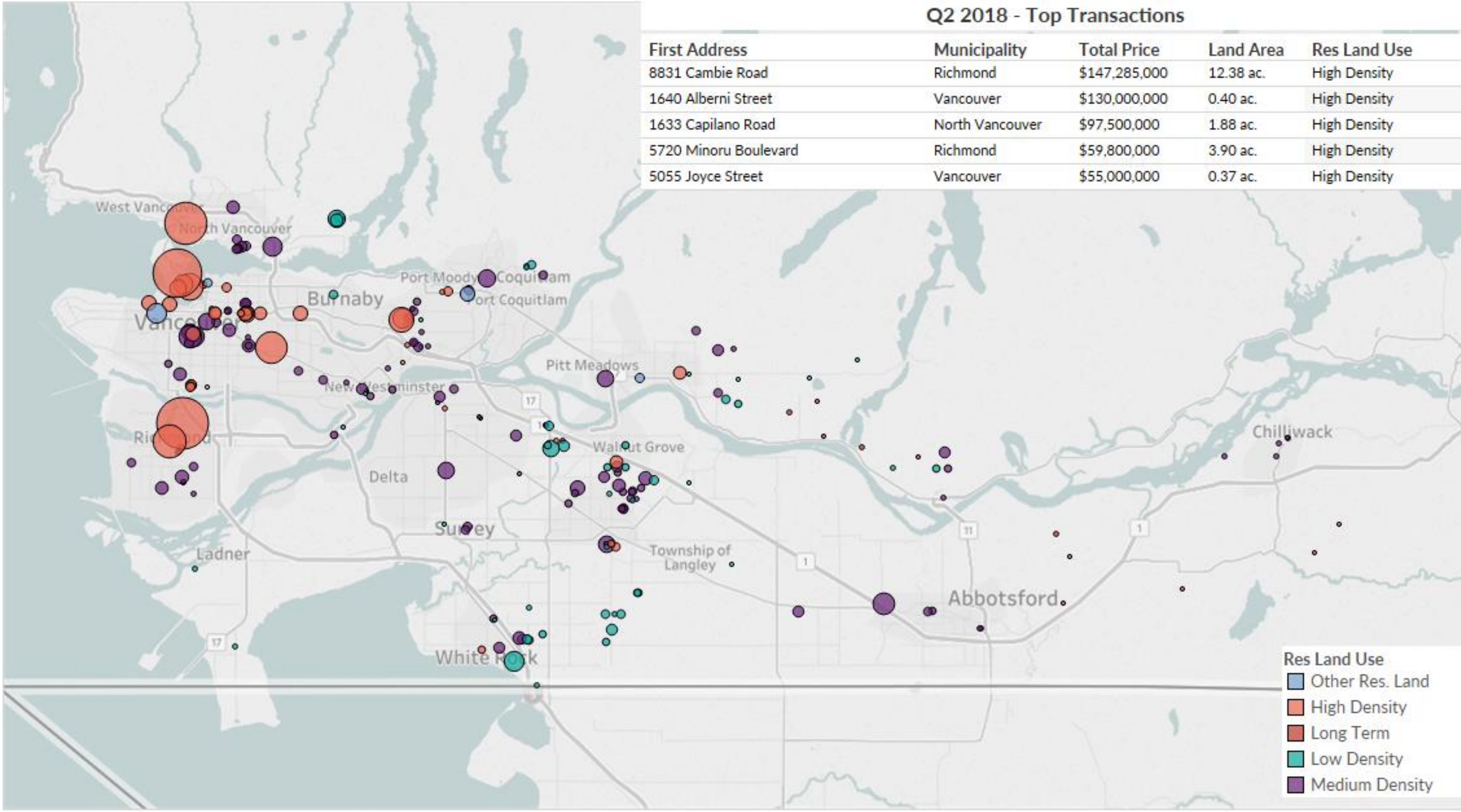
## Residential Land Transactions by Land Use

Greater Vancouver Area - Q2 2018




Q2 2018 - Top Transactions

| First Address | Municipality | Total Price | Land Area | Res Land Use |
|---|---|---|---|---|
| 8831 Cambie Road | Richmond | $147,285,000 | 12.38 ac. | High Density |
| 1640 Alberni Street | Vancouver | $130,000,000 | 0.40 ac. | High Density |
| 1633 Capilano Road | North Vancouver | $97,500,000 | 1.88 ac. | High Density |
| 5720 Minoru Boulevard | Richmond | $59,800,000 | 3.90 ac. | High Density |
| 5055 Joyce Street | Vancouver | $55,000,000 | 0.37 ac. | High Density |