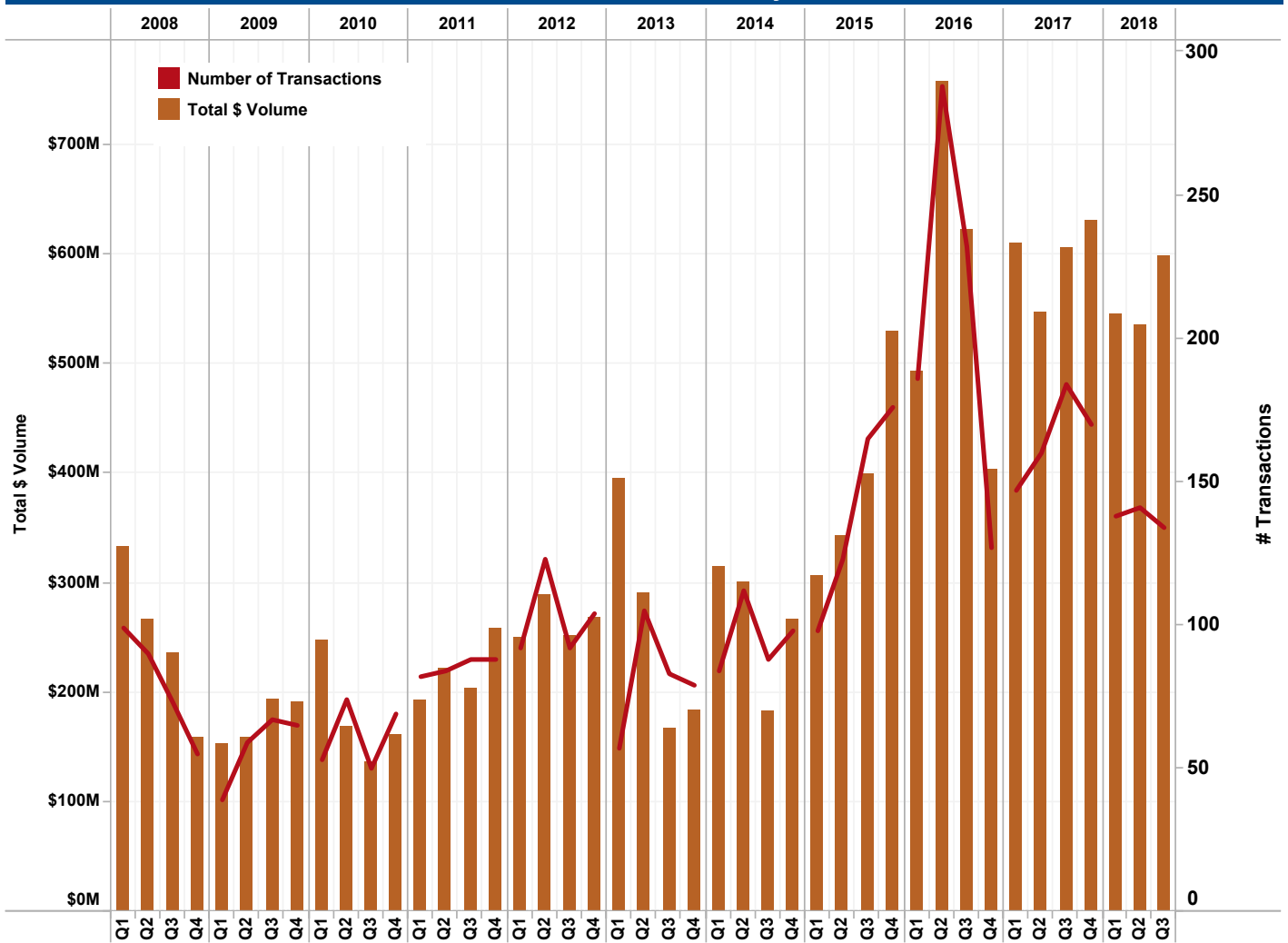

Greater Vancouver Area ICI Land Commercial Q3 2018 Statistics

Data as of September 30, 2018



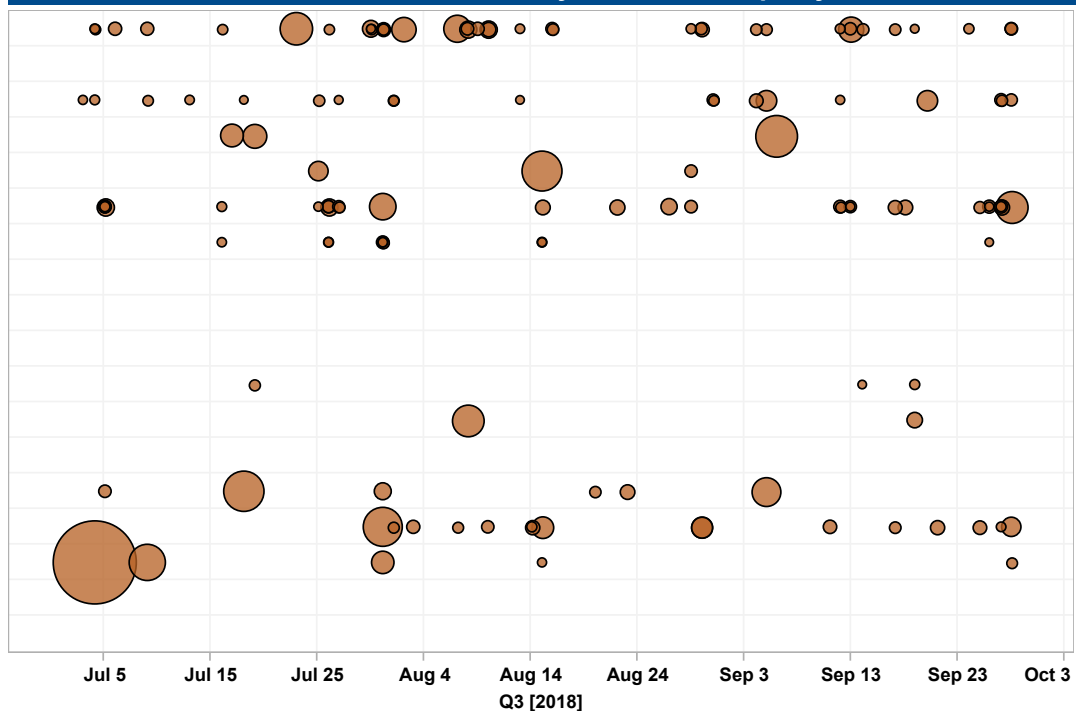
ICI Land - Total Price & Transactions by Year & Quarter



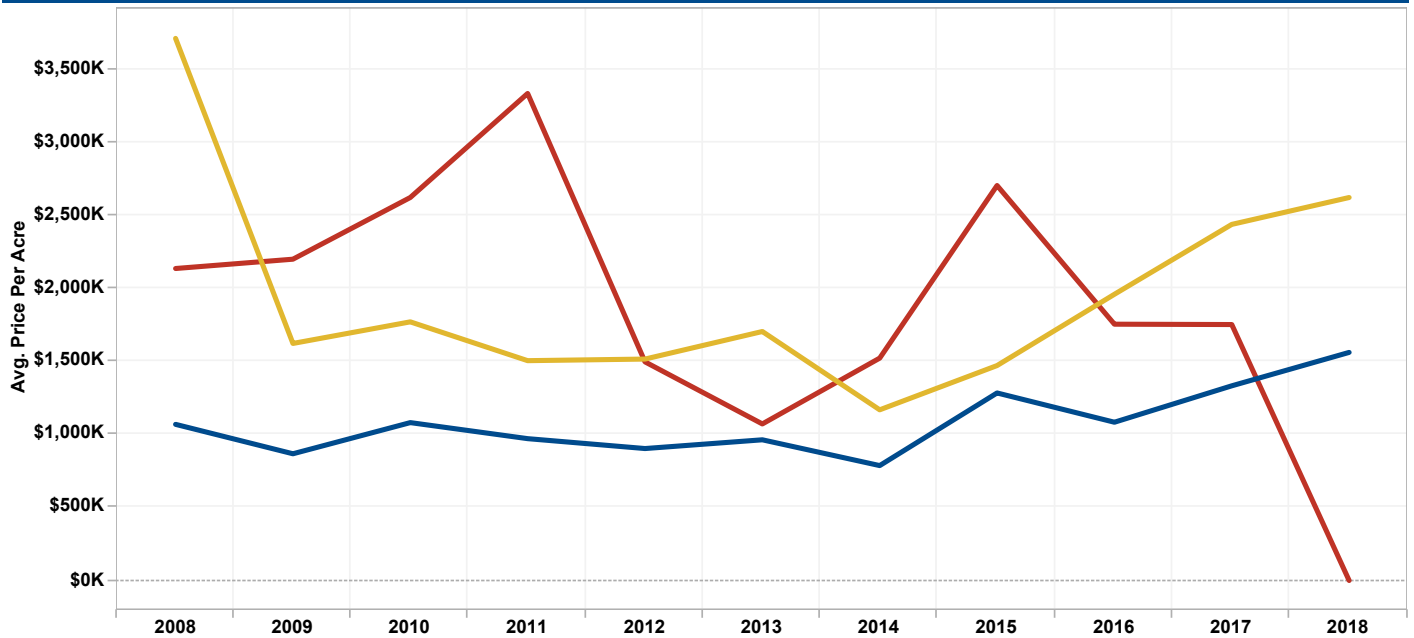
ICI Land

Abbotsford	\$115.3M
Burnaby	
Chilliwack	\$39.6M
Coquitlam	\$40.9M
Delta	\$30.8M
Langley	\$88.9M
Maple Ridge	\$14.3M
Mission	
New Westminster	
North Vancouver	
Pitt Meadows	\$4.3M
Port Coquitlam	\$18.0M
Port Moody	
Richmond	\$46.8M
Surrey	\$71.0M
Vancouver	\$129.1M
West Vancouver	
White Rock	

Q3 2018 Transactions by Date & Municipality



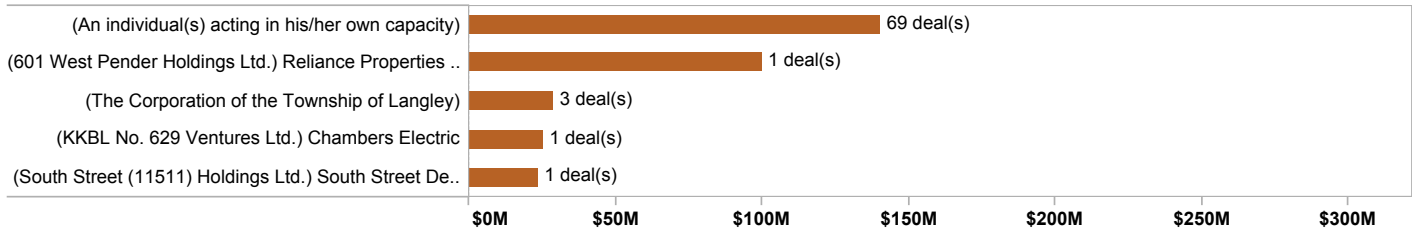
ICI Land - Avg. Price/Acre by Year & land Use (to Q3 2018)



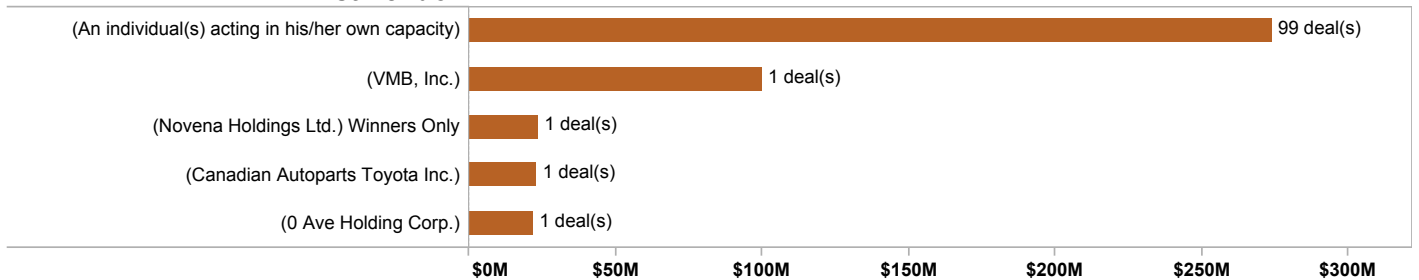
ICI Land Use
■ Commercial & Office
■ Industrial
■ Retail

ICI Land - Q3 2018 Top Purchasers, Vendors, Lenders

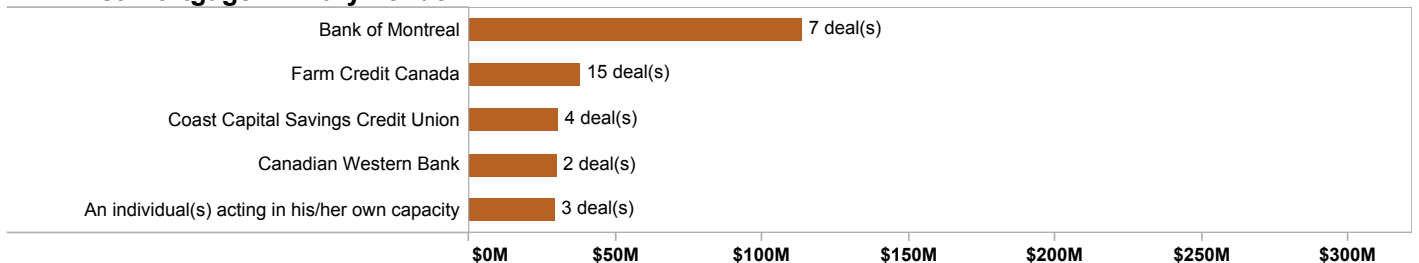
First Purchaser



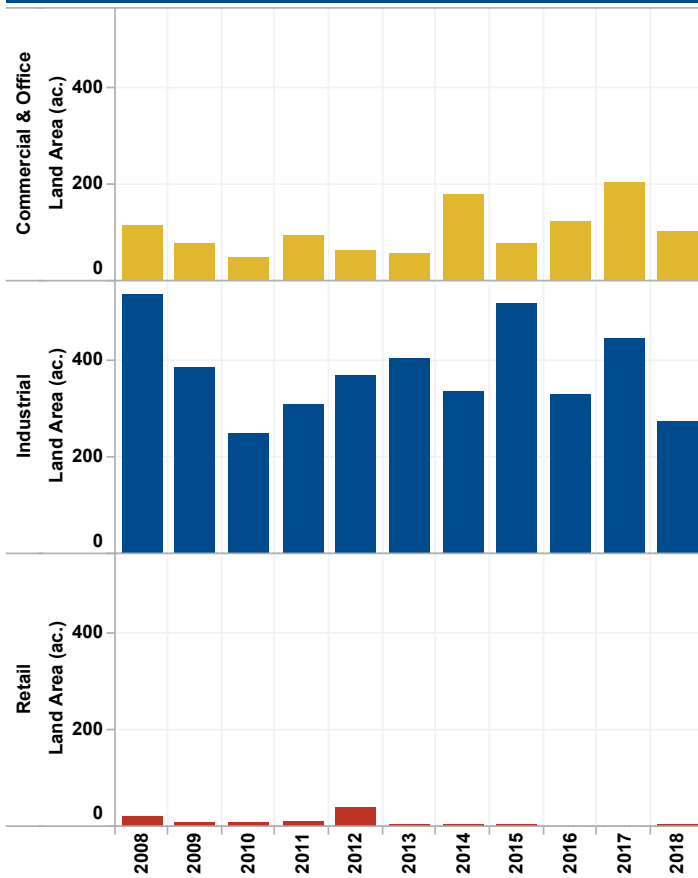
First Vendor



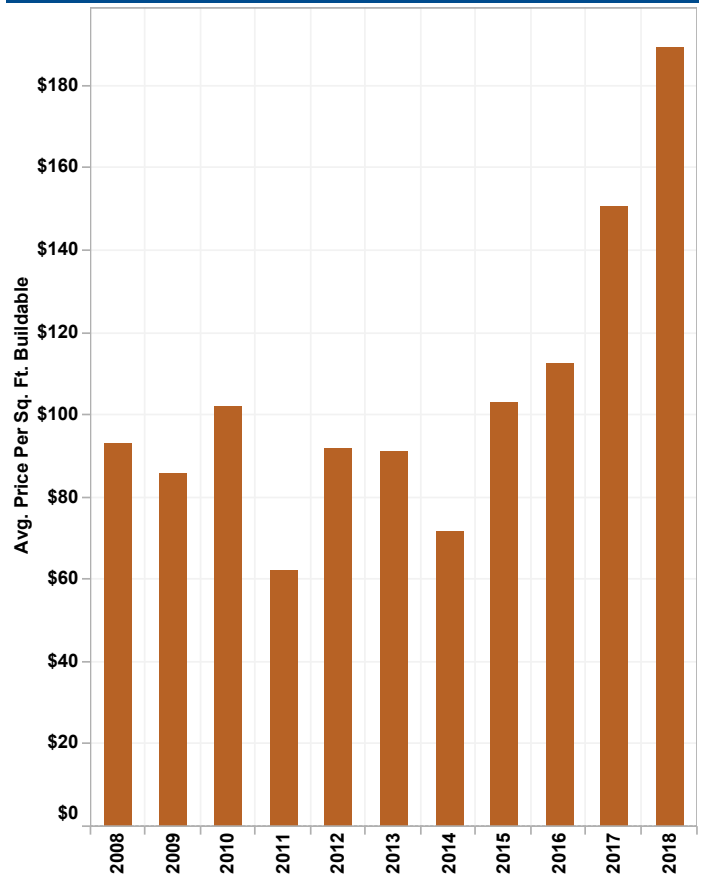
First Mortgage Primary Lender



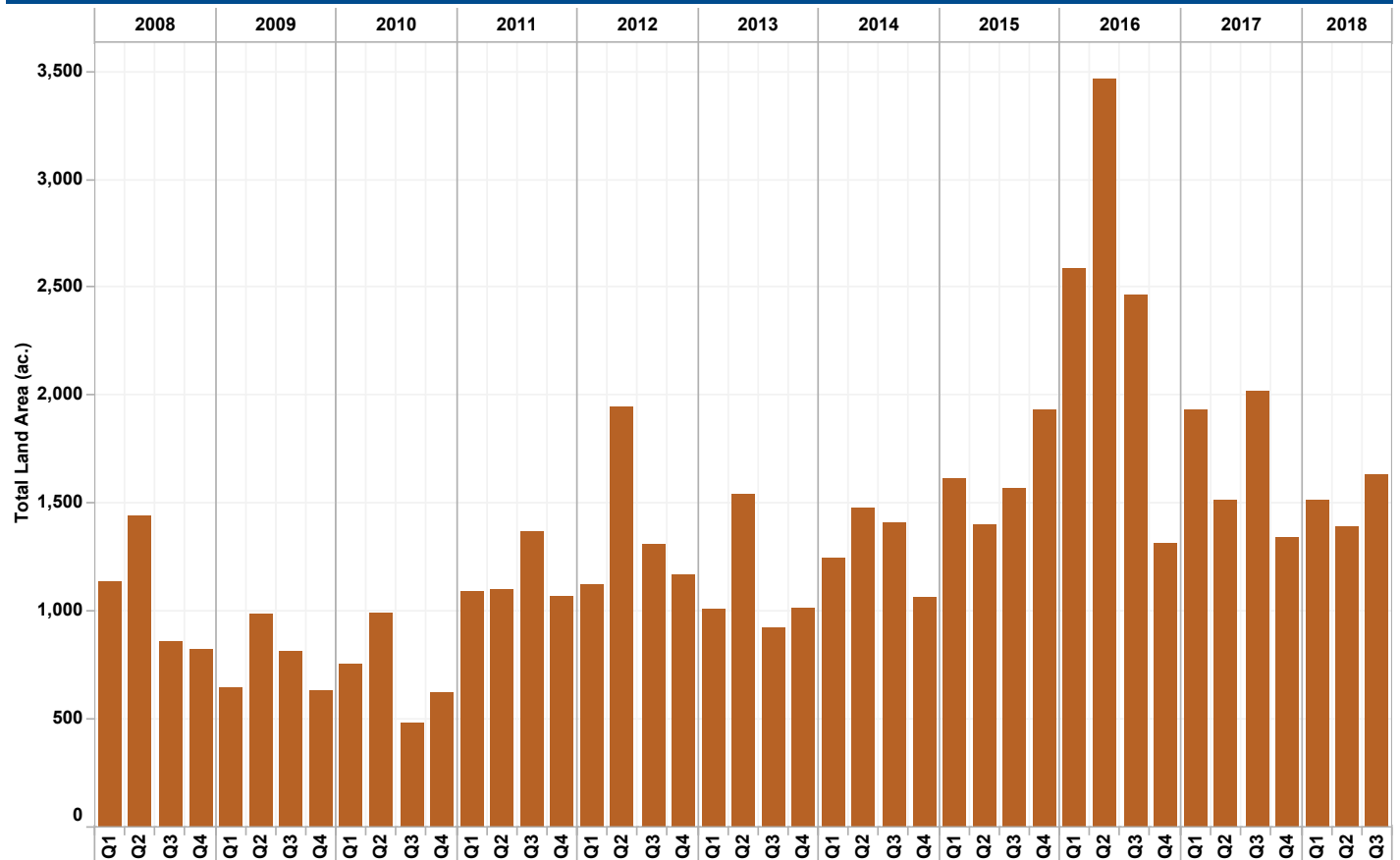
ICI Land - Total Acres by Land Use to Q3'18



ICI Land - Avg. \$/SF Buildable



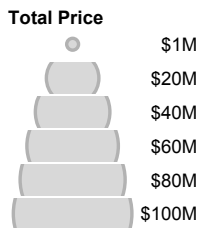
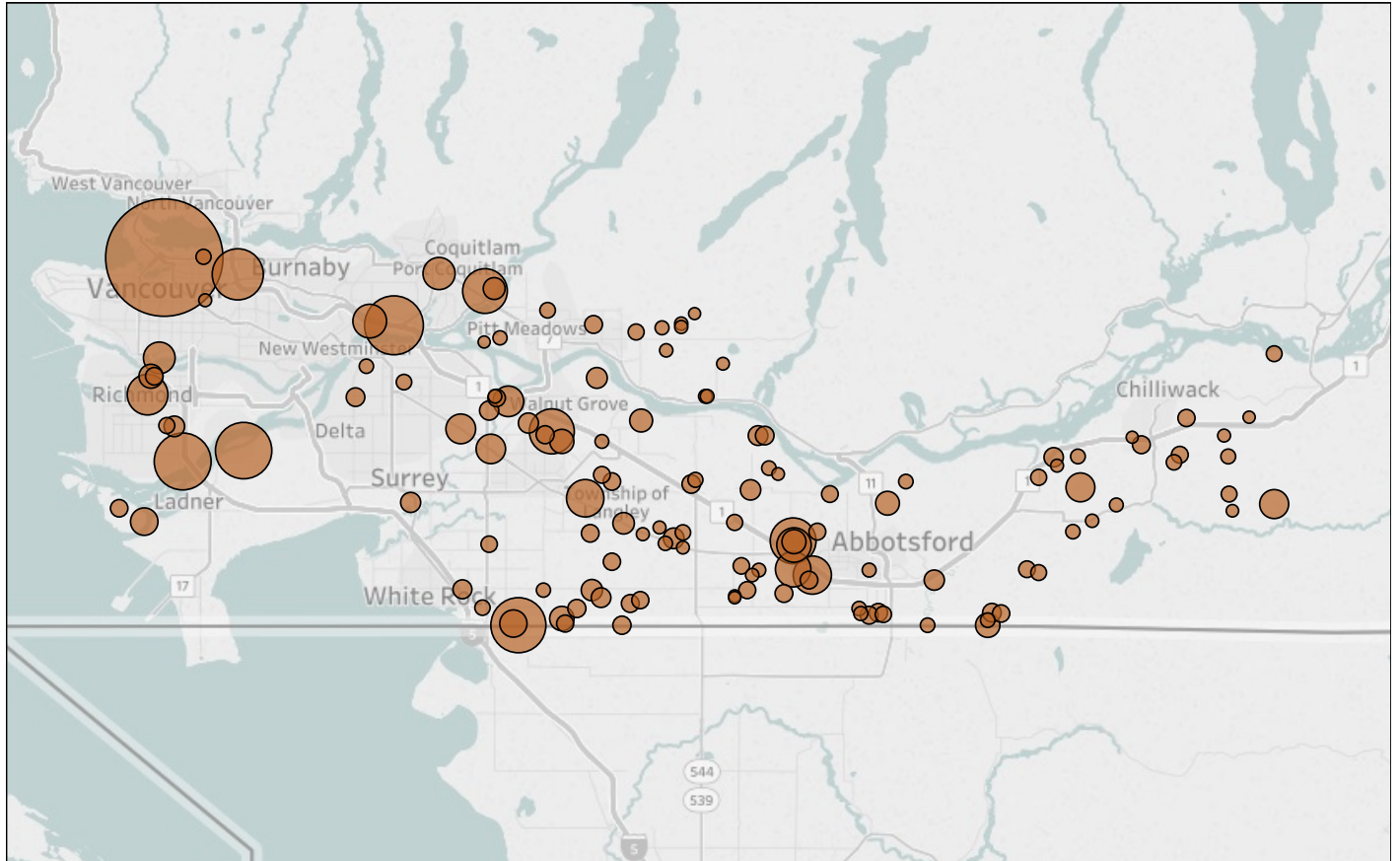
Total Acreage by Quarter



ICI Land - Top Transactions Q3 2018

First Address	Municipality	Total Price	Price Per Acre	ICI Land Use	Sale Type
443 Seymour Street	Vancouver	\$100,000,000	Null	Commercial	Market
1701 Lougheed Highway	Coquitlam	\$25,174,000	\$2,004,299	Industrial	Market
11511 No. 5 Road	Richmond	\$23,520,000	\$4,705,882	Industrial	Market
7400 Vantage Way	Delta	\$23,100,000	\$2,510,597	Commercial	Market
18809 0 Avenue	Surrey	\$22,040,000	\$565,128	Agricultural	Market

ICI Land - Q3 2018 Transactions



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