Greater Vancouver Area Residential Land

Commercial Q3 2018 Statistics

Data as of September 30, 2018

Altus Group

Residential Land Transactions

Q3 2018 saw 186 residential land transactions worth $1.6B, down -26% from Q2 2018 and down -31% from the same quarter last year.

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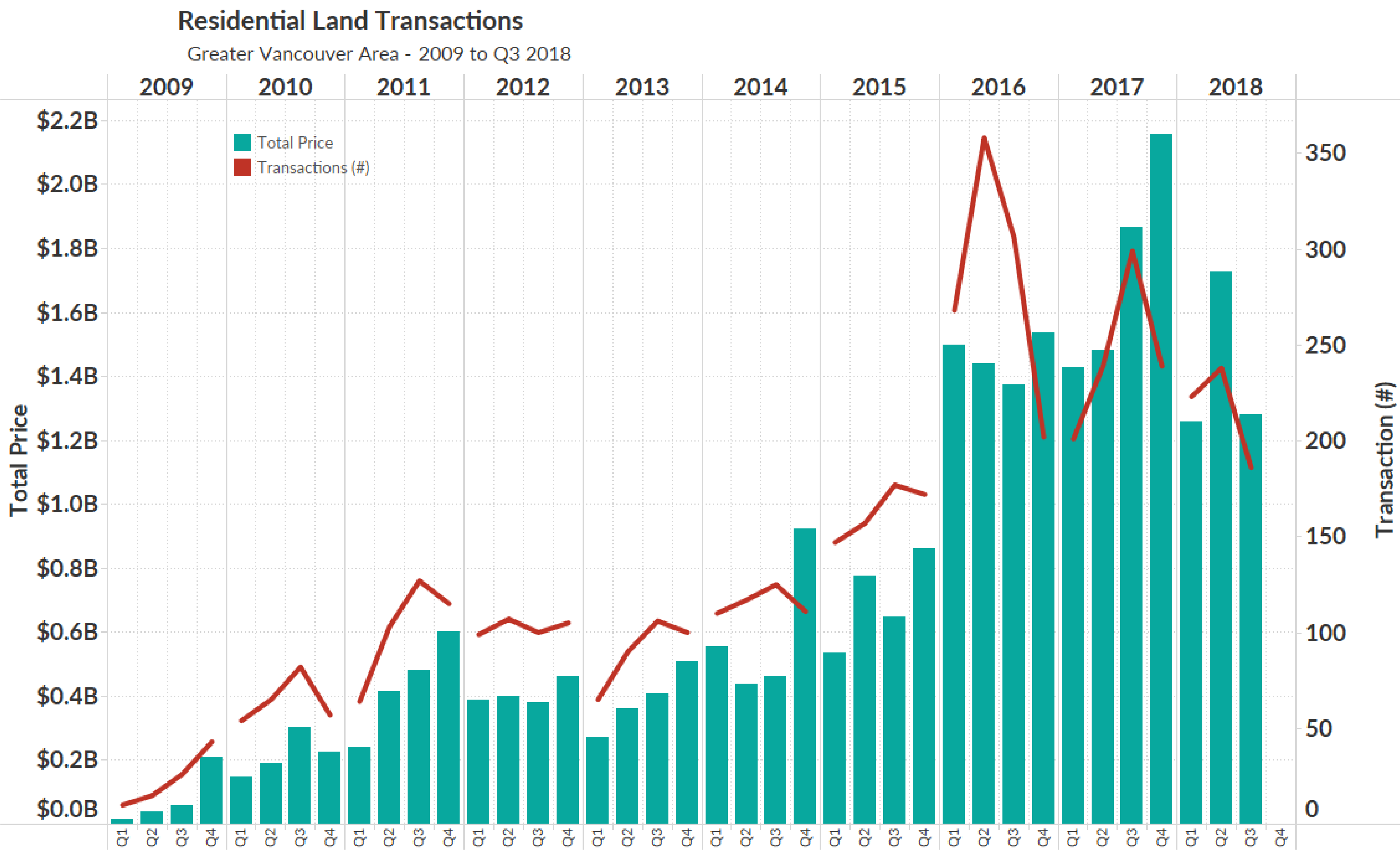


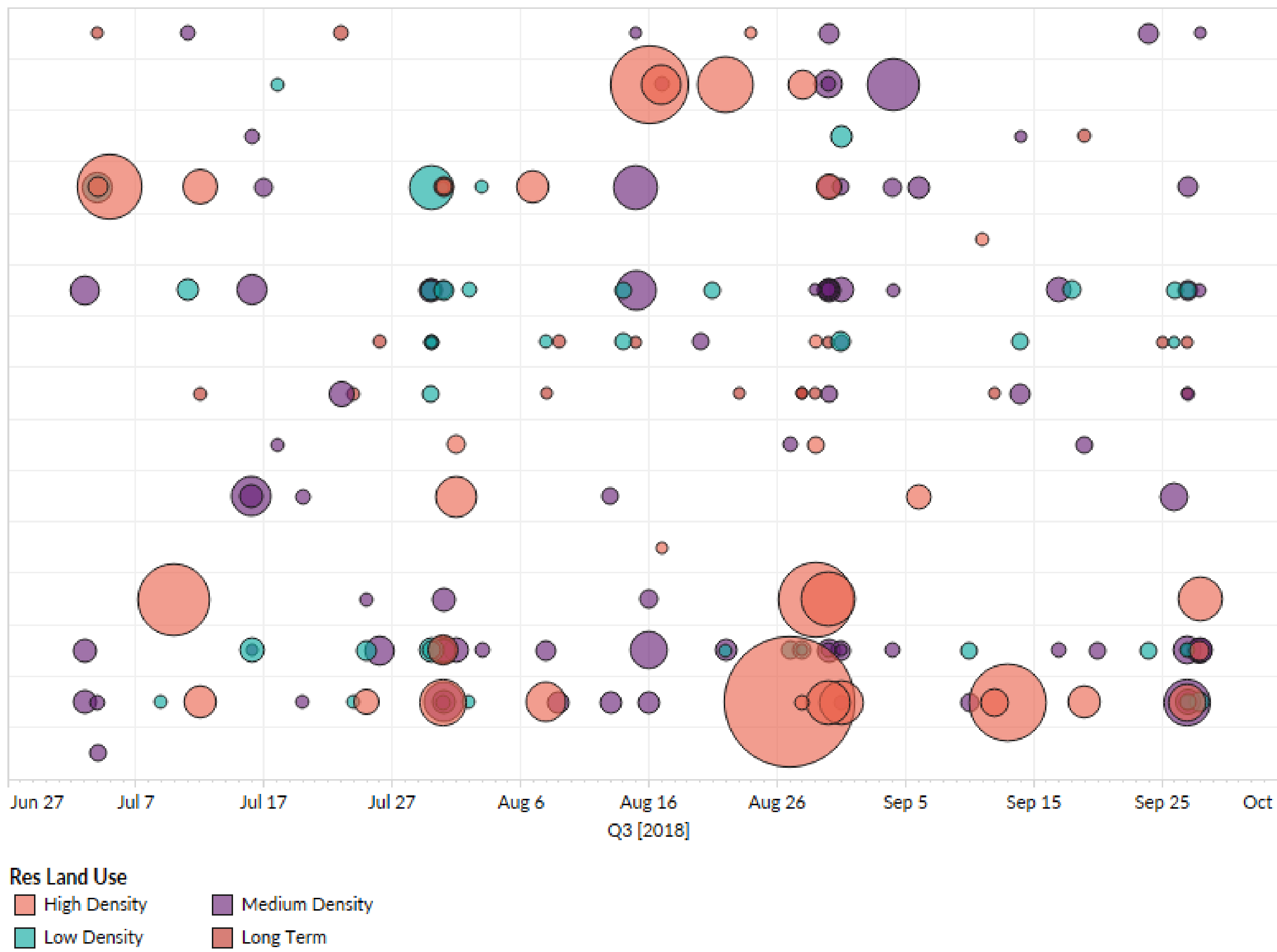
Q3 2018 Residential Land Transaction Timeline

Surrey is the most active market with 35 residential land transactions, followed by City of Vancouver with 31 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q3 2018

	Total Price	Land Area	Deals
Abbotsford	$15,593,000	86	8
Burnaby	$149,581,000	4	9
Chilliwack	$8,178,888	31	4
Coquitlam	$150,022,942	20	20
Delta	$1,600,000	1	1
Langley	$104,041,000	55	26
Maple Ridge	$28,722,900	51	17
Mission	$26,392,500	70	14
New Westminster	$10,800,000	1	5
North Vancouver	$52,184,000	3	7
Port Coquitlam	$1,050,000	0	1
Richmond	$159,280,000	8	7
Surrey	$143,023,177	57	35
Vancouver	$429,082,526	7	31
West Vancouver	$2,400,000	0	1



Transactions by Land Use

$1.3B in Q3 2018 comprised of $124M Low Density deals, $726M High Density deals, $409M Medium Density deals, $23M Long Term deals and $0M in deals classified as Other land uses.

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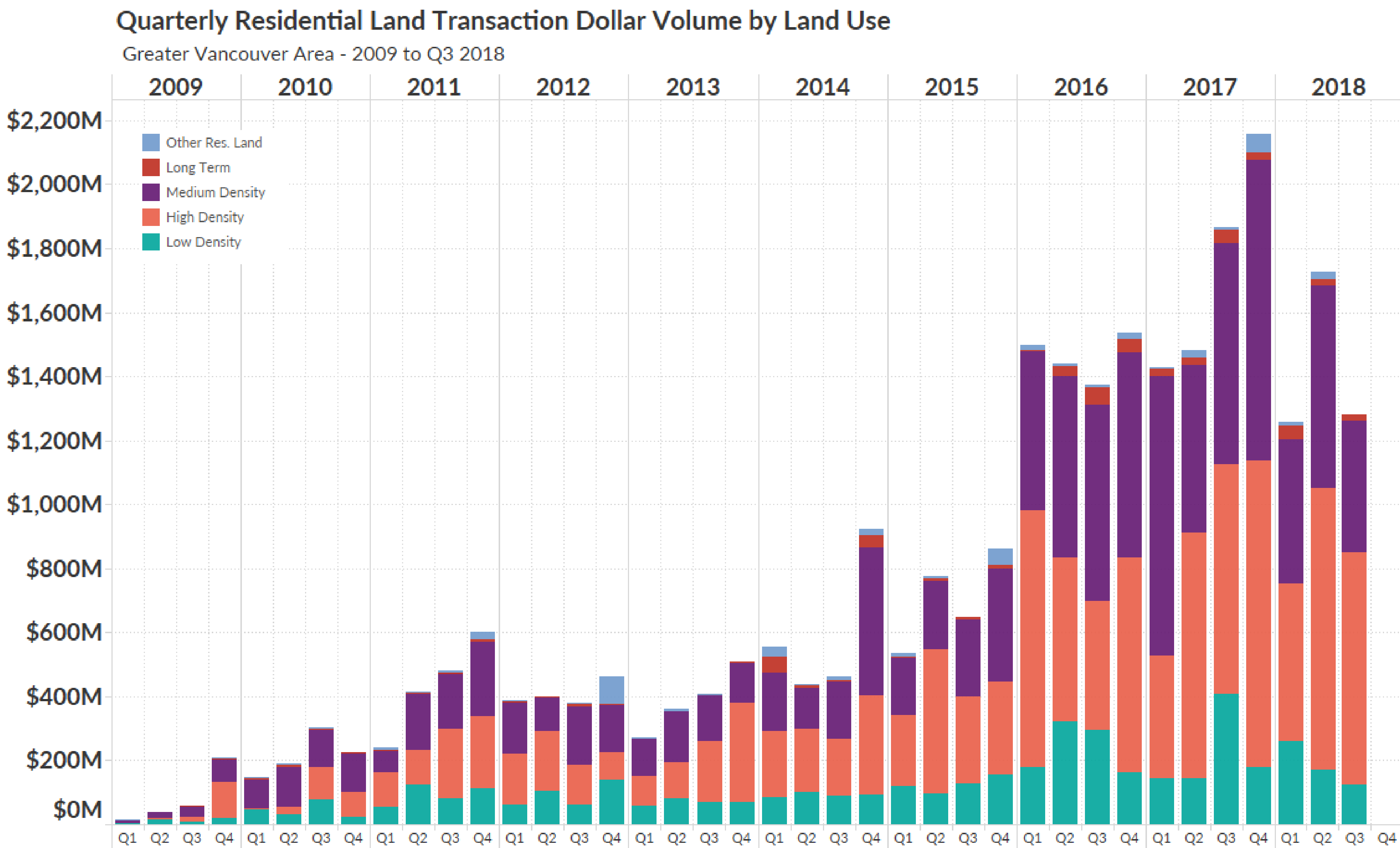
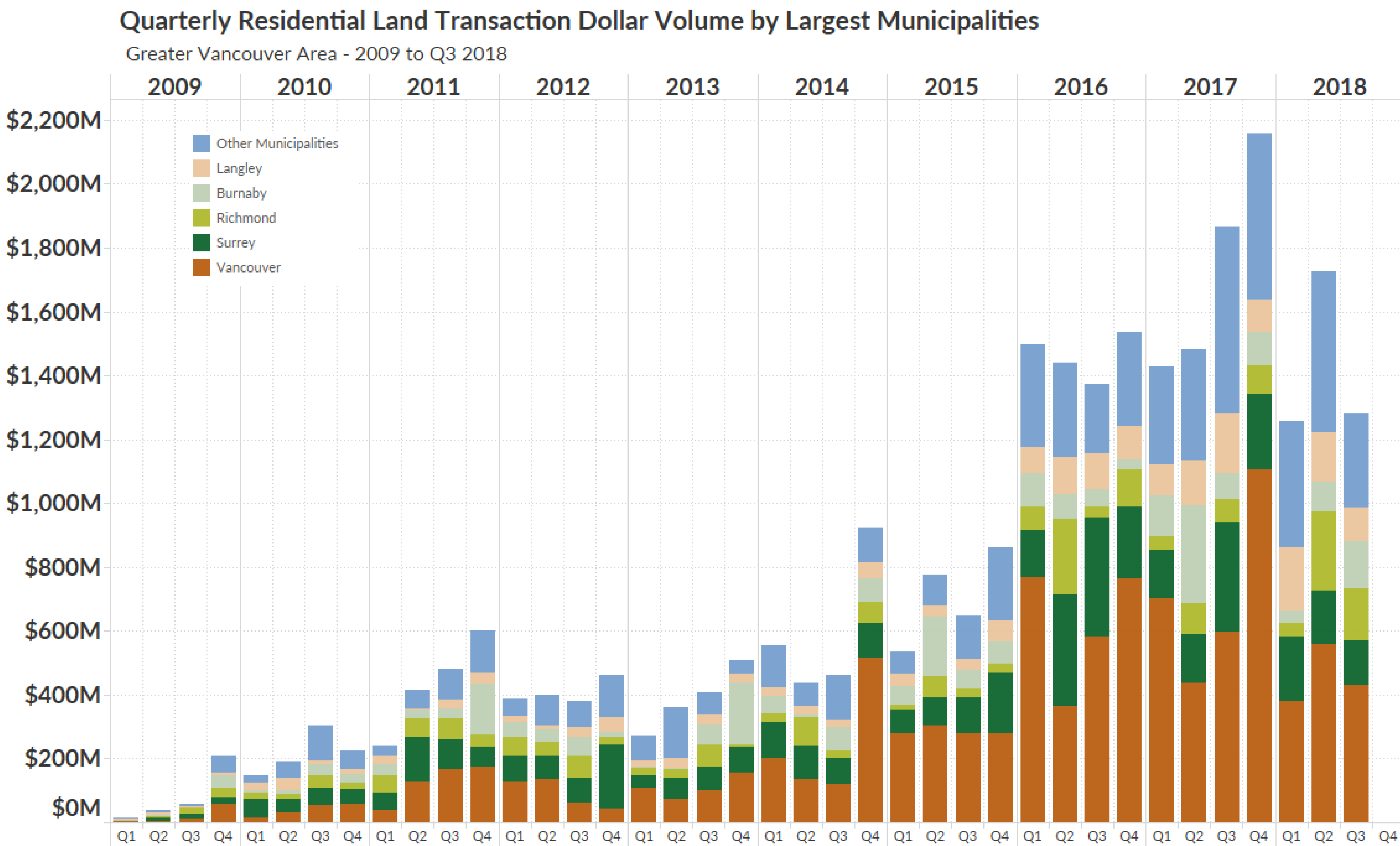


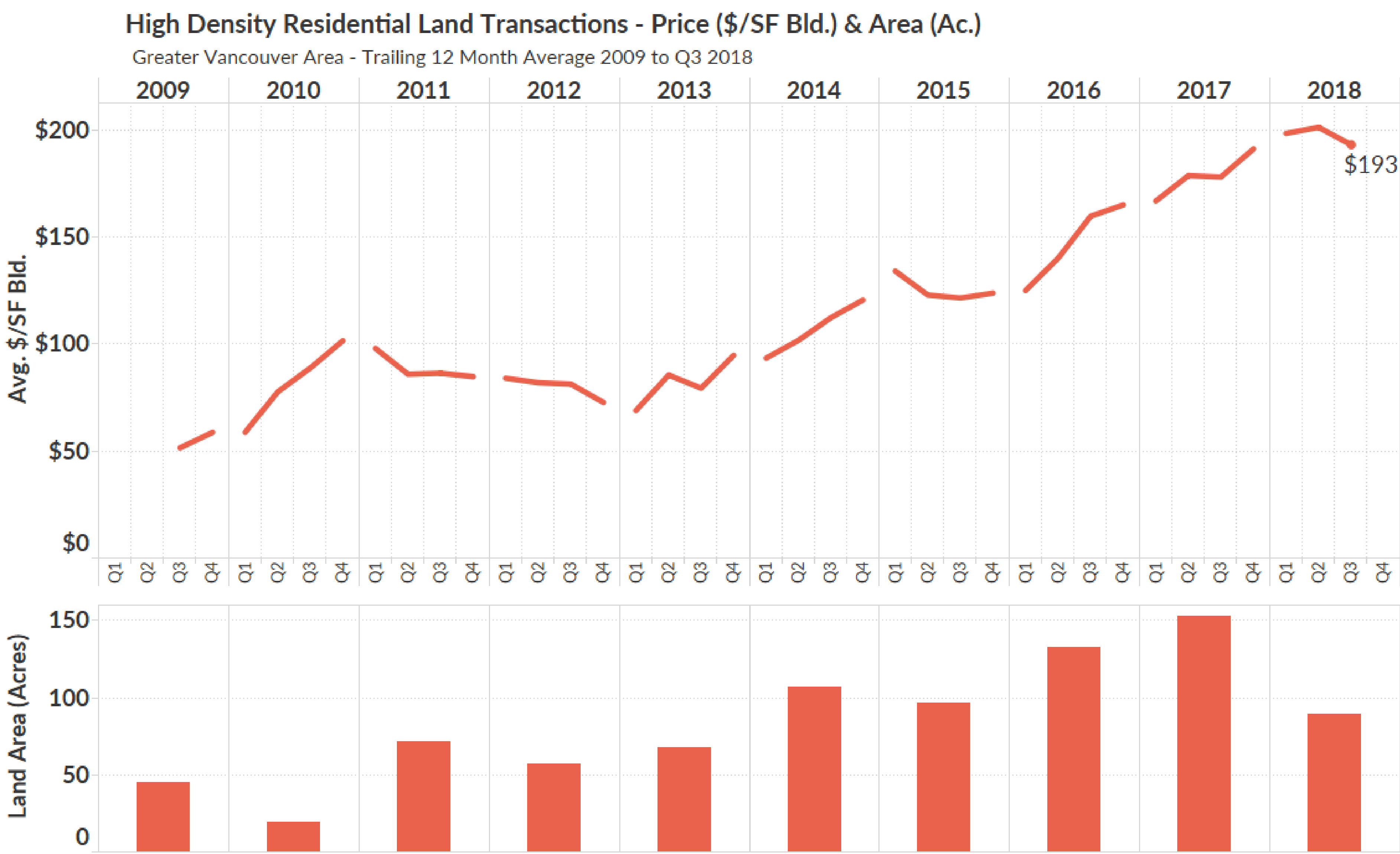
Transactions by Municipality

$1.3B in Q3 2018 residential land deals broken down by Municipality as $429M in Vancouver, $143M in Surrey, $159M in Richmond, $150M in Burnaby, $104M in Langley and $297M in all other Municipalities.



Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q3 2018 is $193/sf bld. That's down about -4% from the previous quarter.



Municipal Comparison – High Density $/SF Bld.

Q3 2018 residential land transactions appear to be lower in price per square foot buildable to the previous four quarters.

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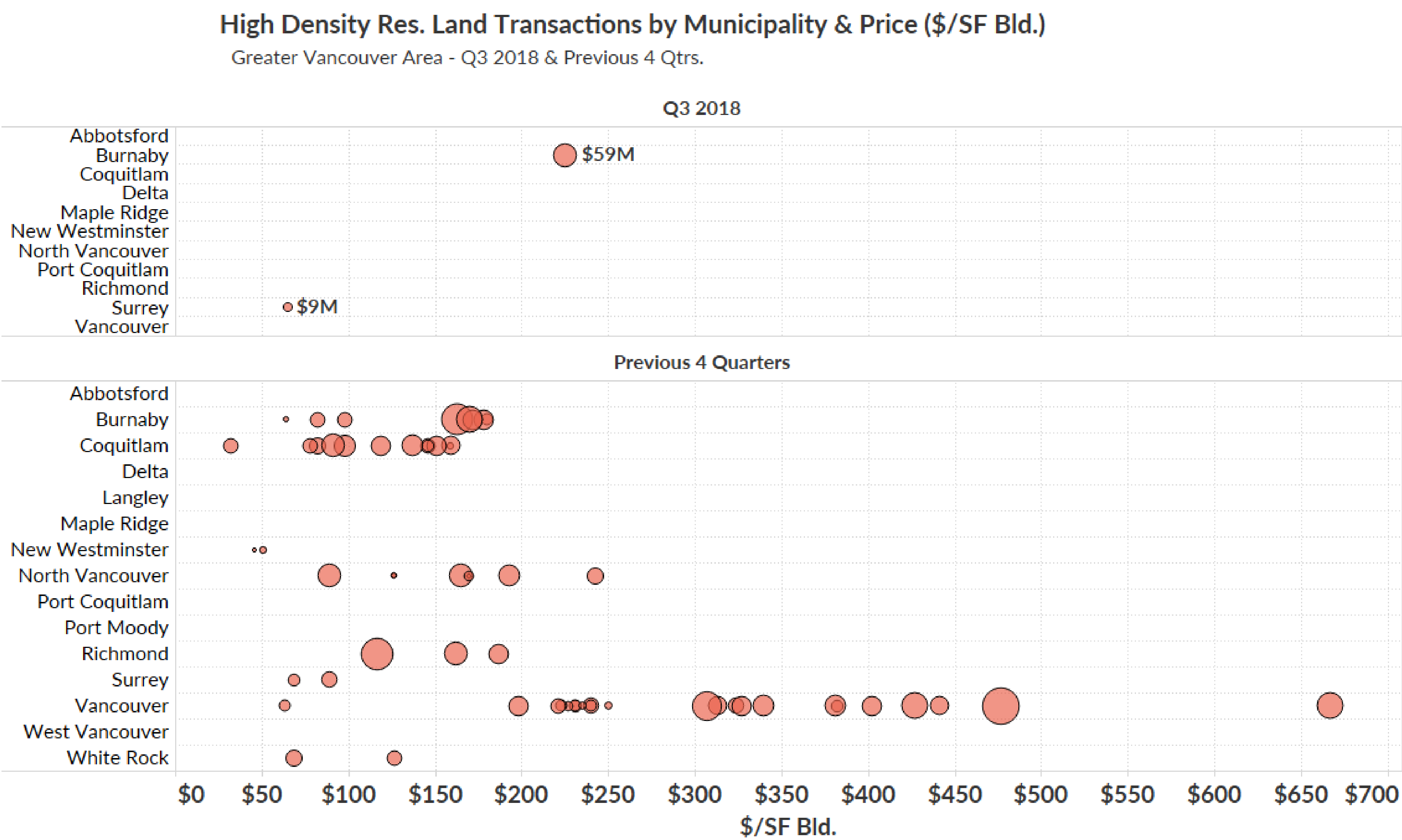
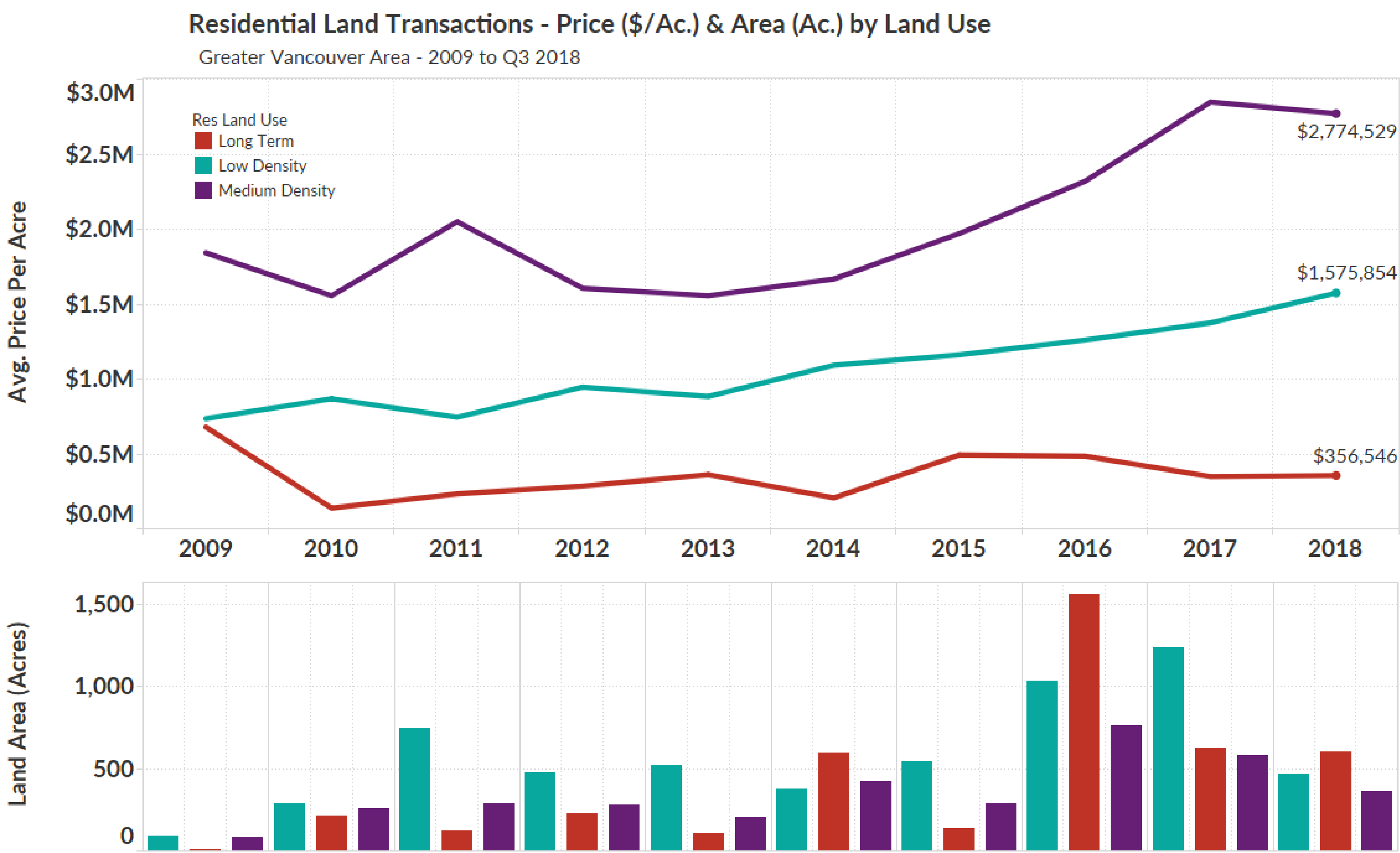


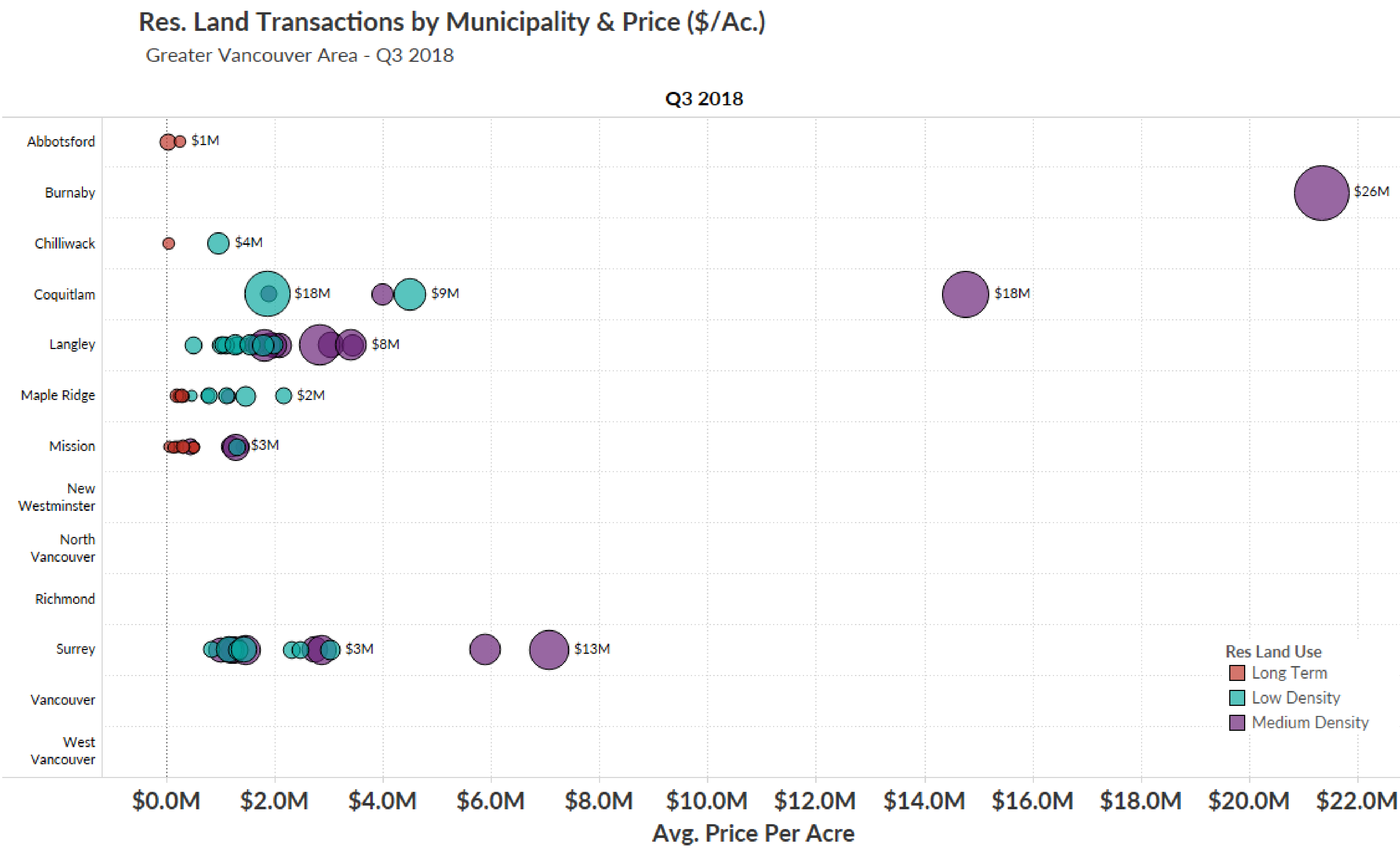
Price & Area Trends – Low Density/Medium Density/Long Term

The Q3 2018 average pricing at $2.8M/acre for Medium Density deals, $1.6M/acre for Low Density deals and $357,000/acre for Long Term land deals.



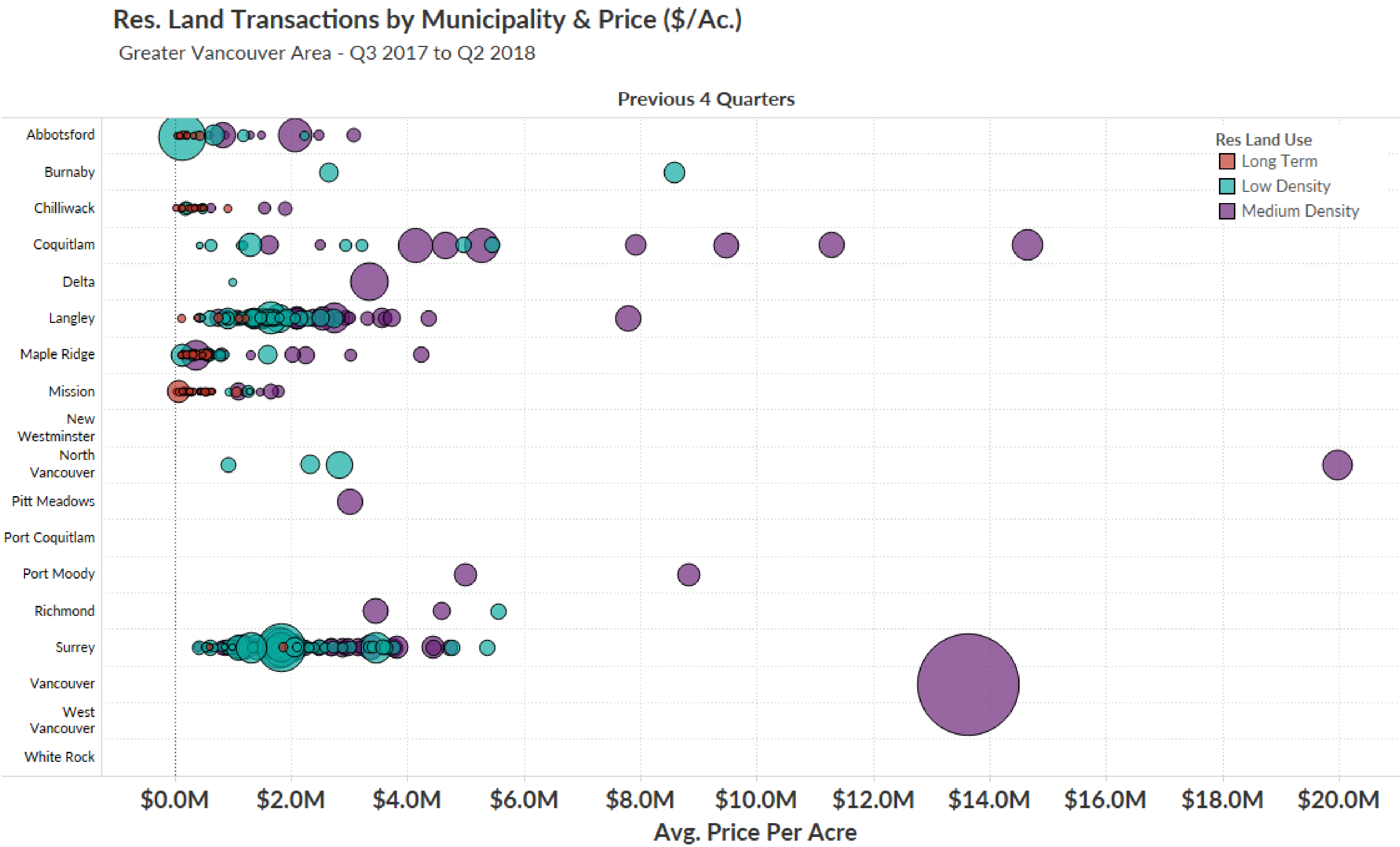
Municipal Comparison – Current Quarter

Notable deals this quarter included a $26M Medium Density transaction for about $21.3M/acre in Burnaby and an $18M Medium Density deal in Coquitlam for about $14.8M/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.



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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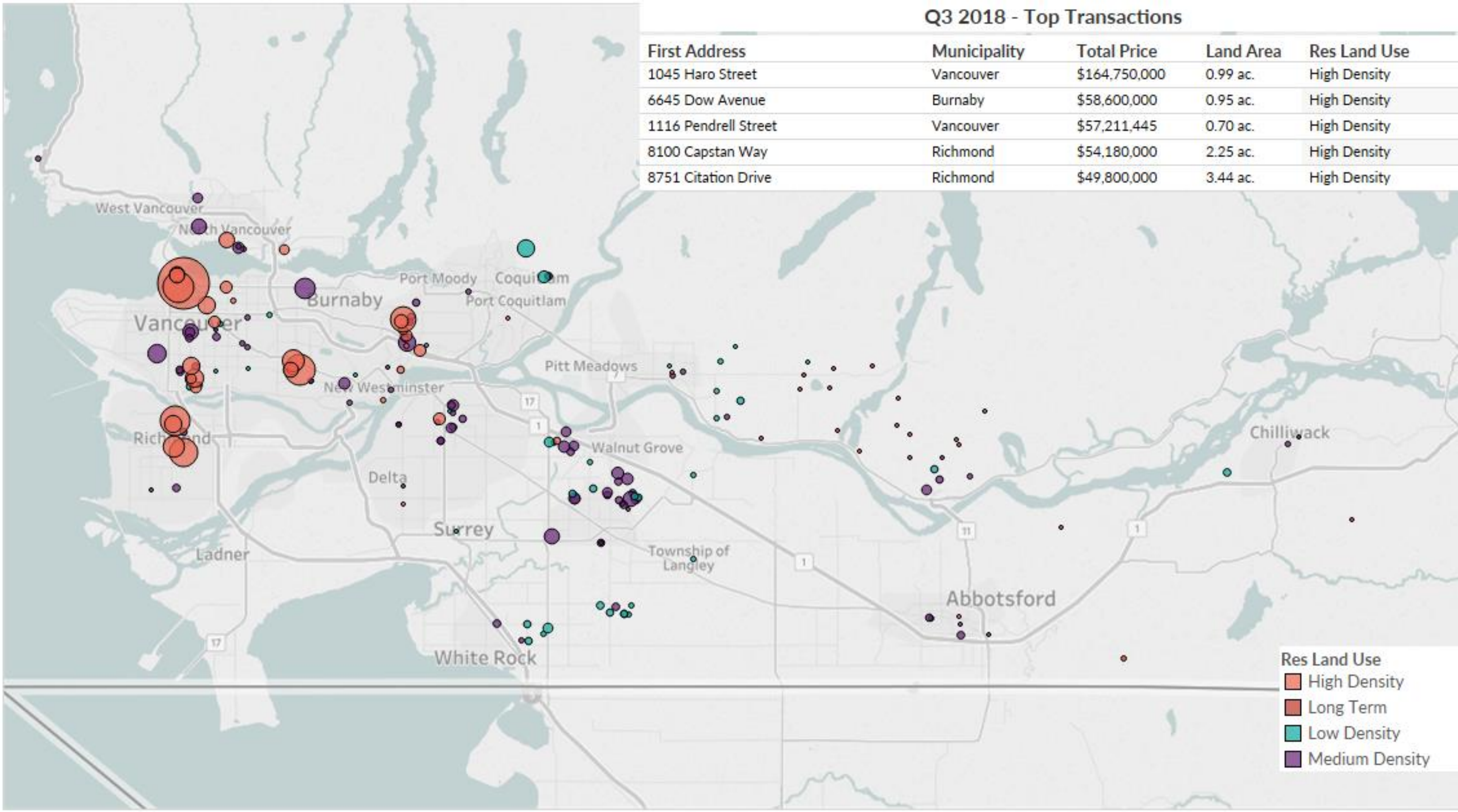
Residential Land Transactions by Land Use

Greater Vancouver Area - Q3 2018



Q3 2018 - Top Transactions

First Address	Municipality	Total Price	Land Area	Res Land Use
1045 Haro Street	Vancouver	$164,750,000	0.99 ac.	High Density
6645 Dow Avenue	Burnaby	$58,600,000	0.95 ac.	High Density
1116 Pendrell Street	Vancouver	$57,211,445	0.70 ac.	High Density
8100 Capstan Way	Richmond	$54,180,000	2.25 ac.	High Density
8751 Citation Drive	Richmond	$49,800,000	3.44 ac.	High Density