# Greater Vancouver Area Residential Land

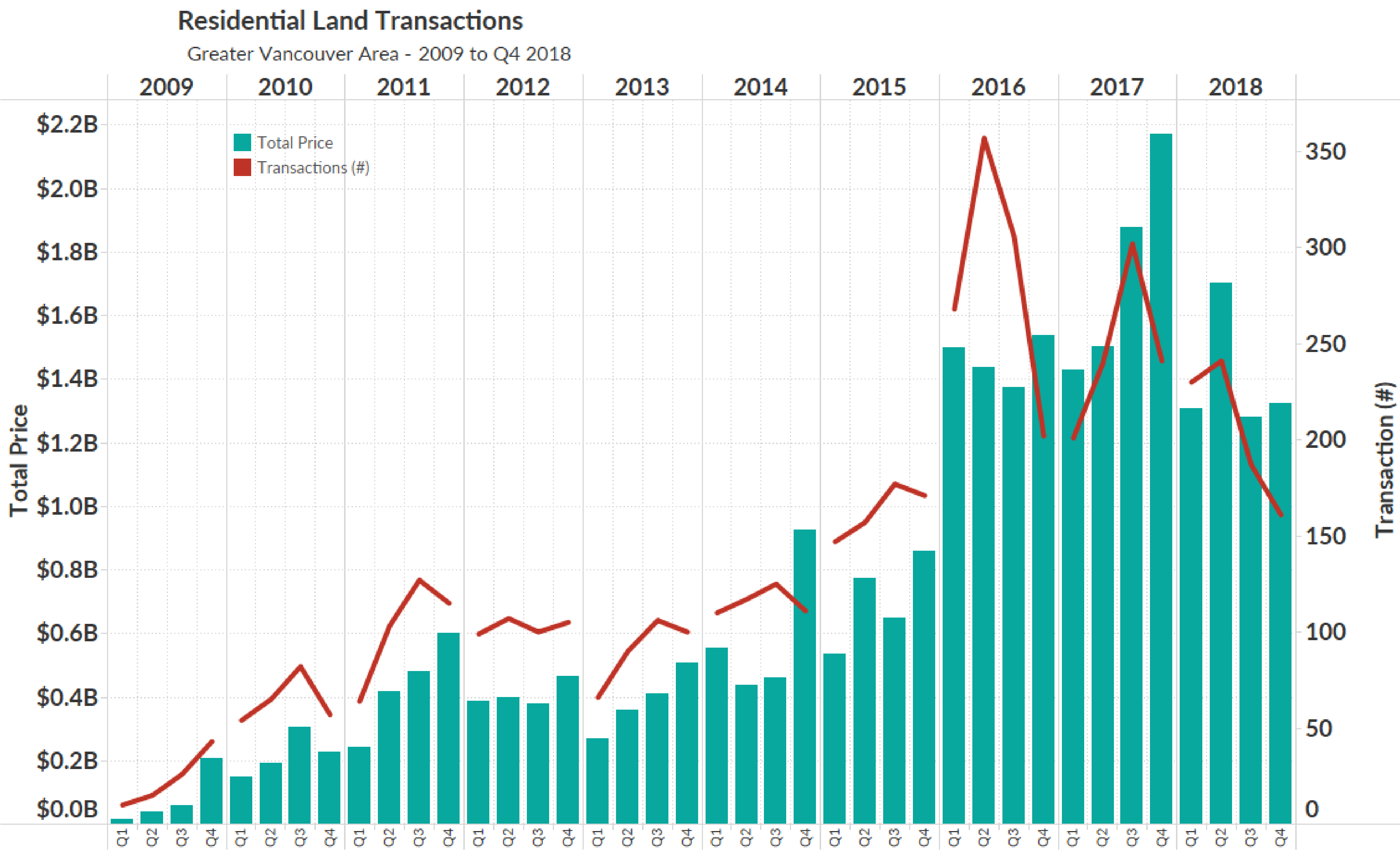
## Commercial Q4 2018 Statistics

Data as of December 31, 2018

Altus Group

# Residential Land Transactions

Q4 2018 saw 161 residential land transactions worth $1.3B, up +3% from Q3 2018 and down -39% from the same quarter last year.



# Q4 2018 Residential Land Transaction Timeline

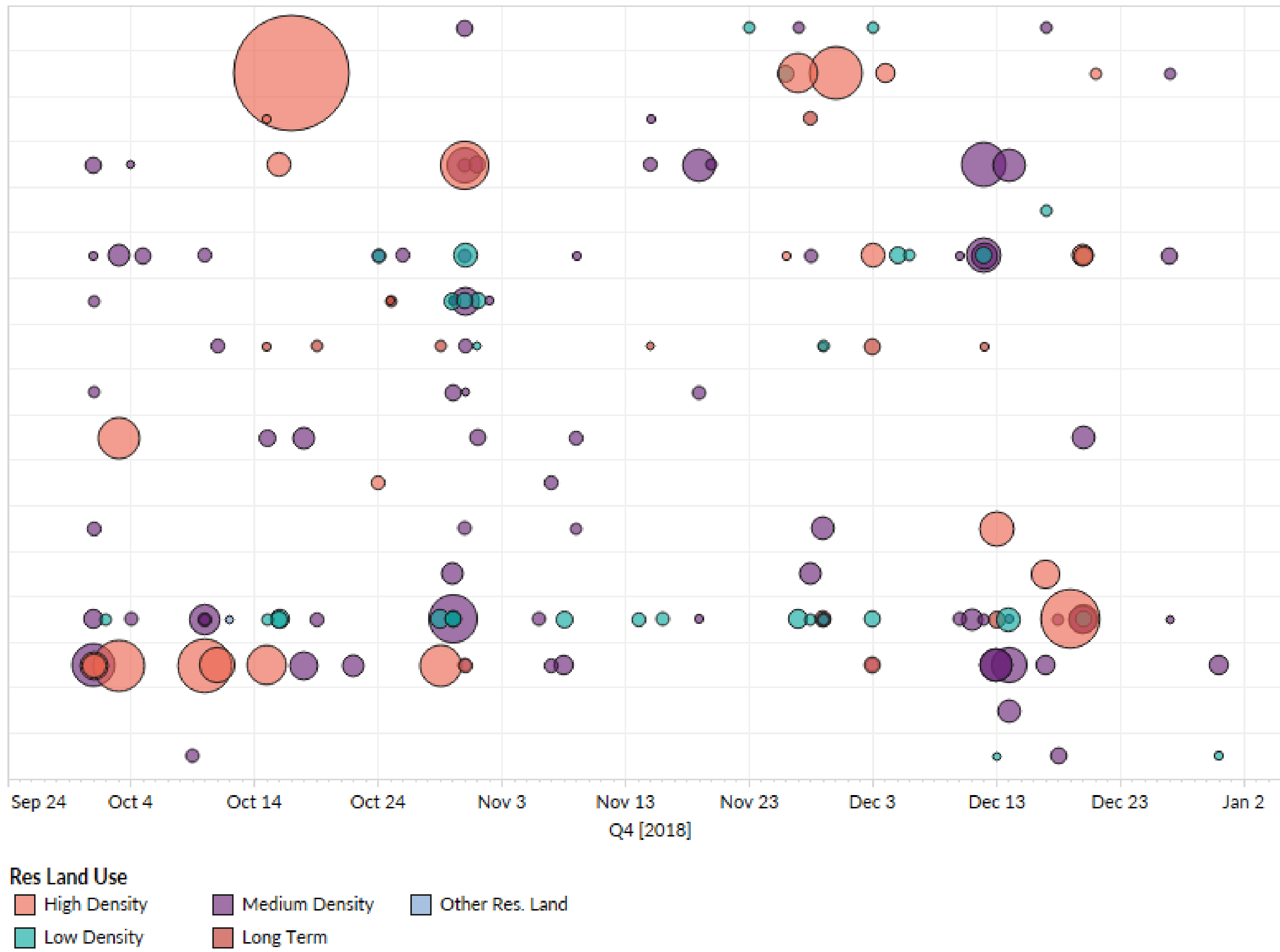
Surrey is the most active market with 41 residential land transactions, followed by Langley with 24 residential land transactions.



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

Greater Vancouver Area - Q4 2018

| | Total Price | Land Area | Deals |
|---|---|---|---|
| Abbotsford | $11,528,333 | 4 | 5 |
| Burnaby | $290,475,000 | 21 | 7 |
| Chilliwack | $5,240,000 | 55 | 3 |
| Coquitlam | $146,617,090 | 16 | 12 |
| Delta | $1,950,000 | 0 | 1 |
| Langley | $112,476,934 | 53 | 24 |
| Maple Ridge | $33,976,500 | 39 | 11 |
| Mission | $20,734,500 | 71 | 11 |
| New Westminster | $9,598,223 | 3 | 4 |
| North Vancouver | $53,718,888 | 3 | 6 |
| Port Coquitlam | $5,975,000 | 1 | 2 |
| Port Moody | $33,410,000 | 3 | 5 |
| Richmond | $27,525,000 | 2 | 3 |
| Surrey | $245,414,890 | 107 | 41 |
| Vancouver | $306,102,800 | 7 | 21 |
| West Vancouver | $8,000,000 | 1 | 1 |
| White Rock | $9,318,888 | 1 | 4 |



# Transactions by Land Use

$1.3B in Q4 2018 comprised of $116M Low Density deals, $660M High Density deals, $518M Medium Density deals, $27M Long Term deals and $1M in deals classified as Other land uses.

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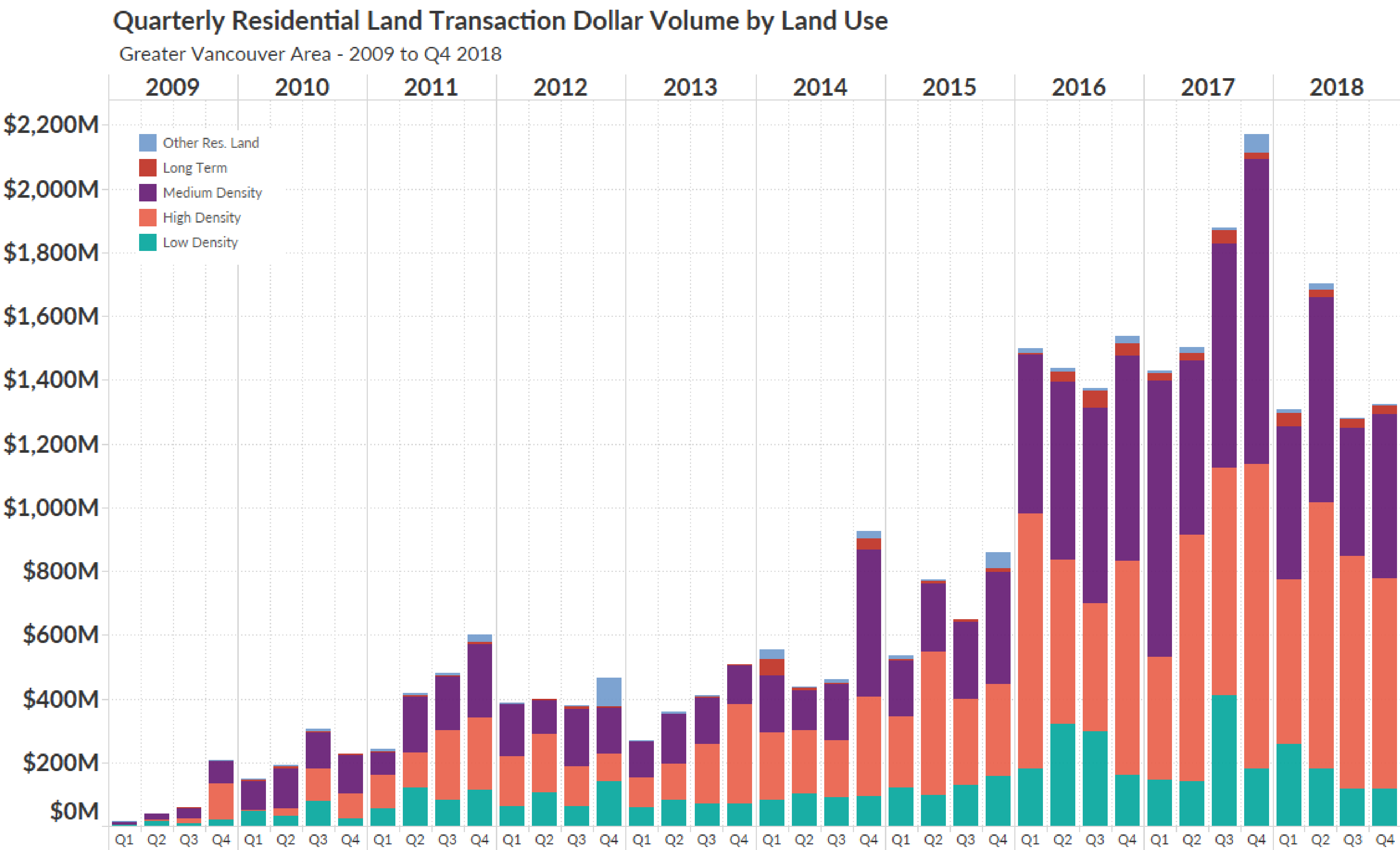
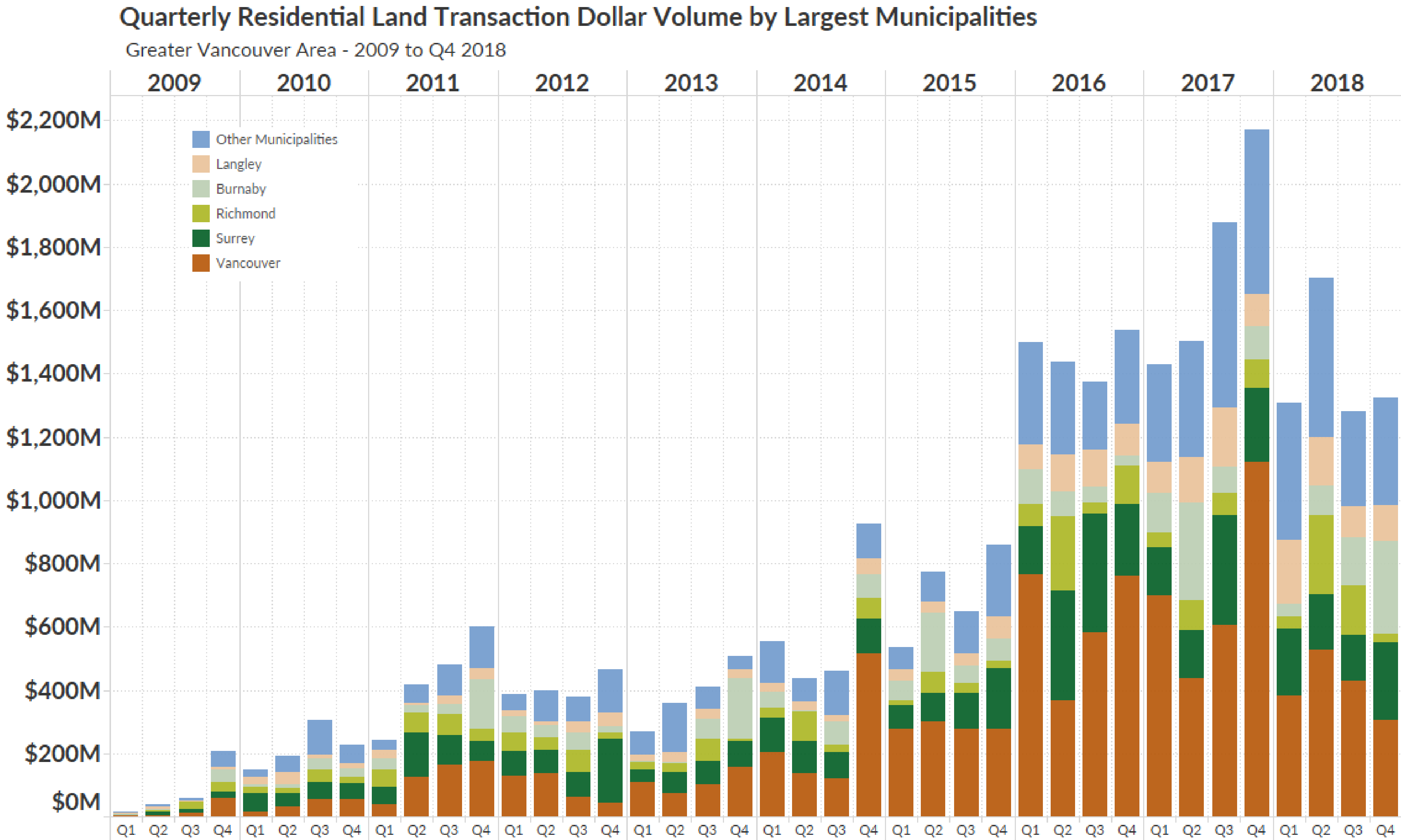


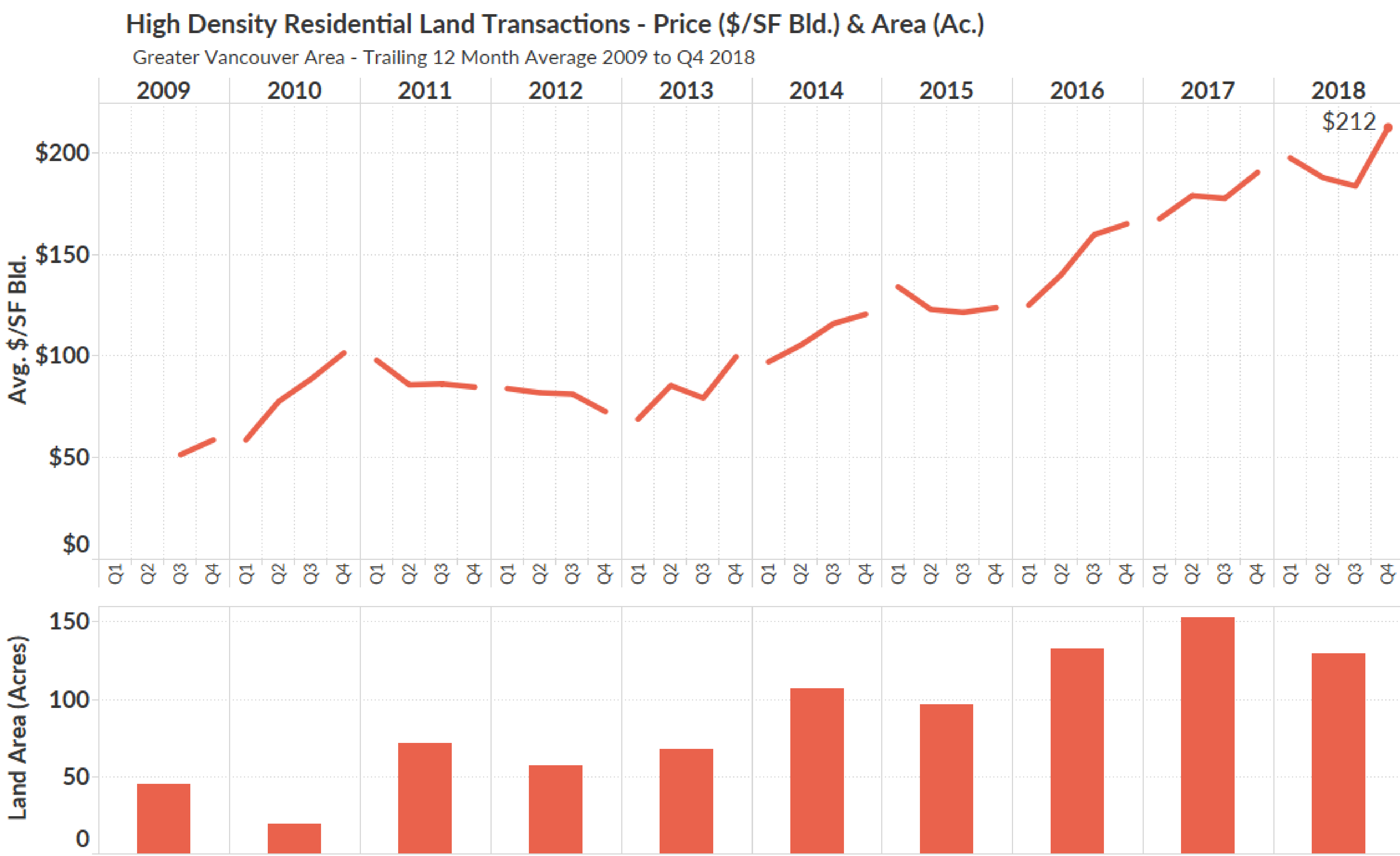
# Transactions by Municipality

$1.3B in Q4 2018 residential land deals broken down by Municipality as $306M in Vancouver, $245M in Surrey, $28M in Richmond, $290M in Burnaby, $112M in Langley and $340M in all other Municipalities.



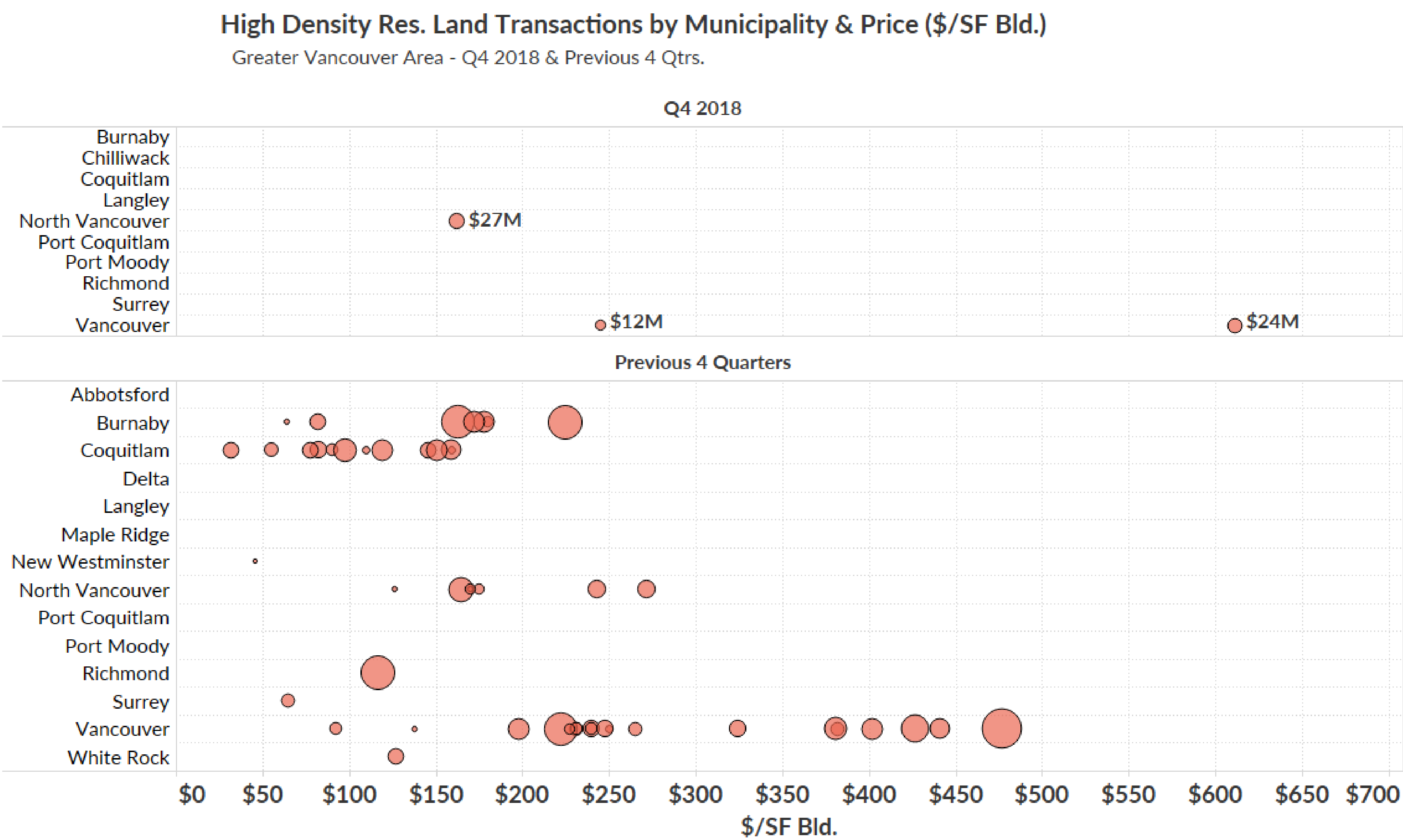
# Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q4 2018 is $212/sf bld.  That's up about +15% from the previous quarter.



# Municipal Comparison – High Density $/SF Bld.

Q4 2018 residential land transactions appear to be higher in price per square foot buildable to the previous four quarters.



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

The Q4 2018 average pricing at $2.8M/acre for Medium Density deals, $1.6M/acre for Low Density deals and $410,000/acre for Long Term land deals.

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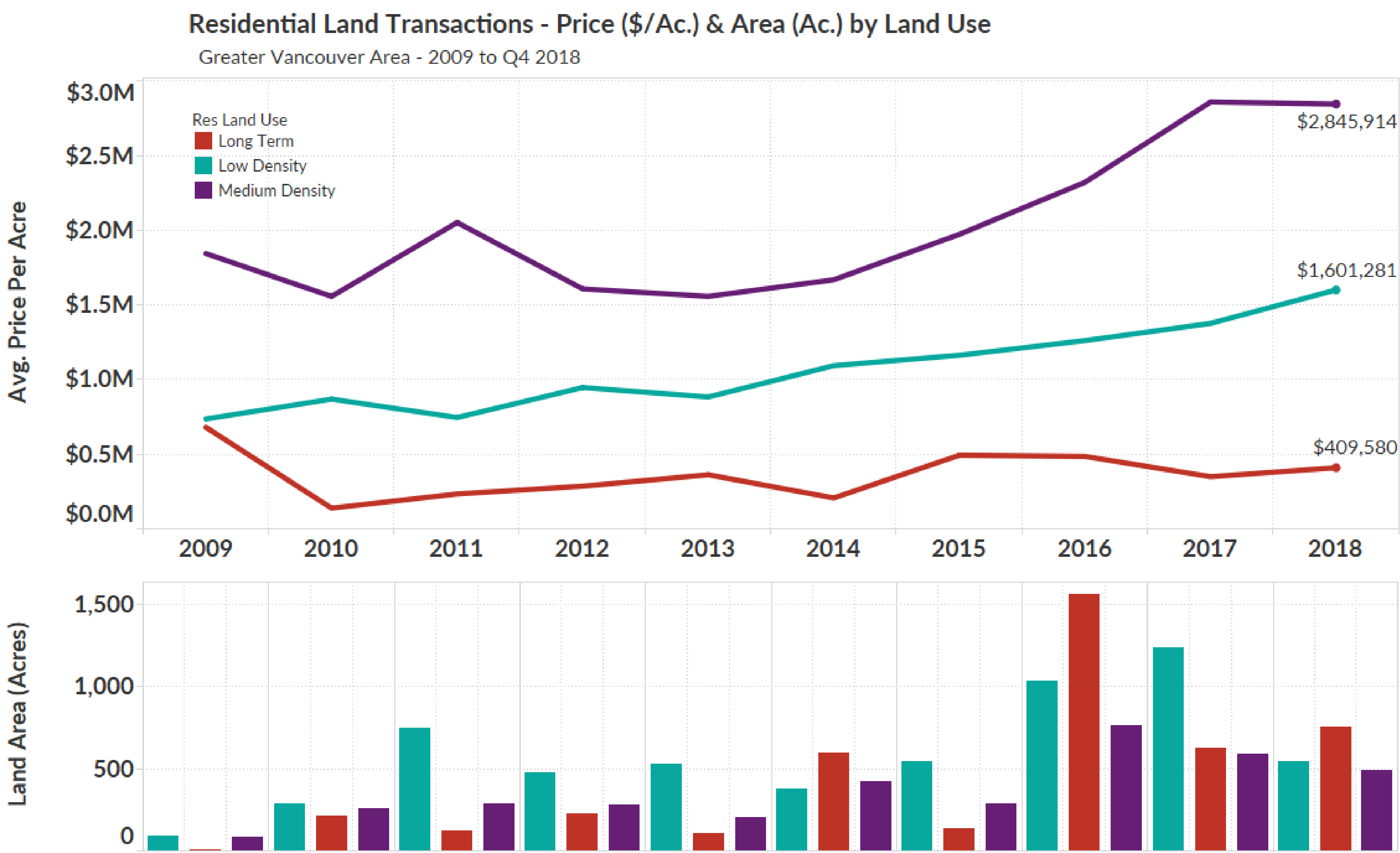
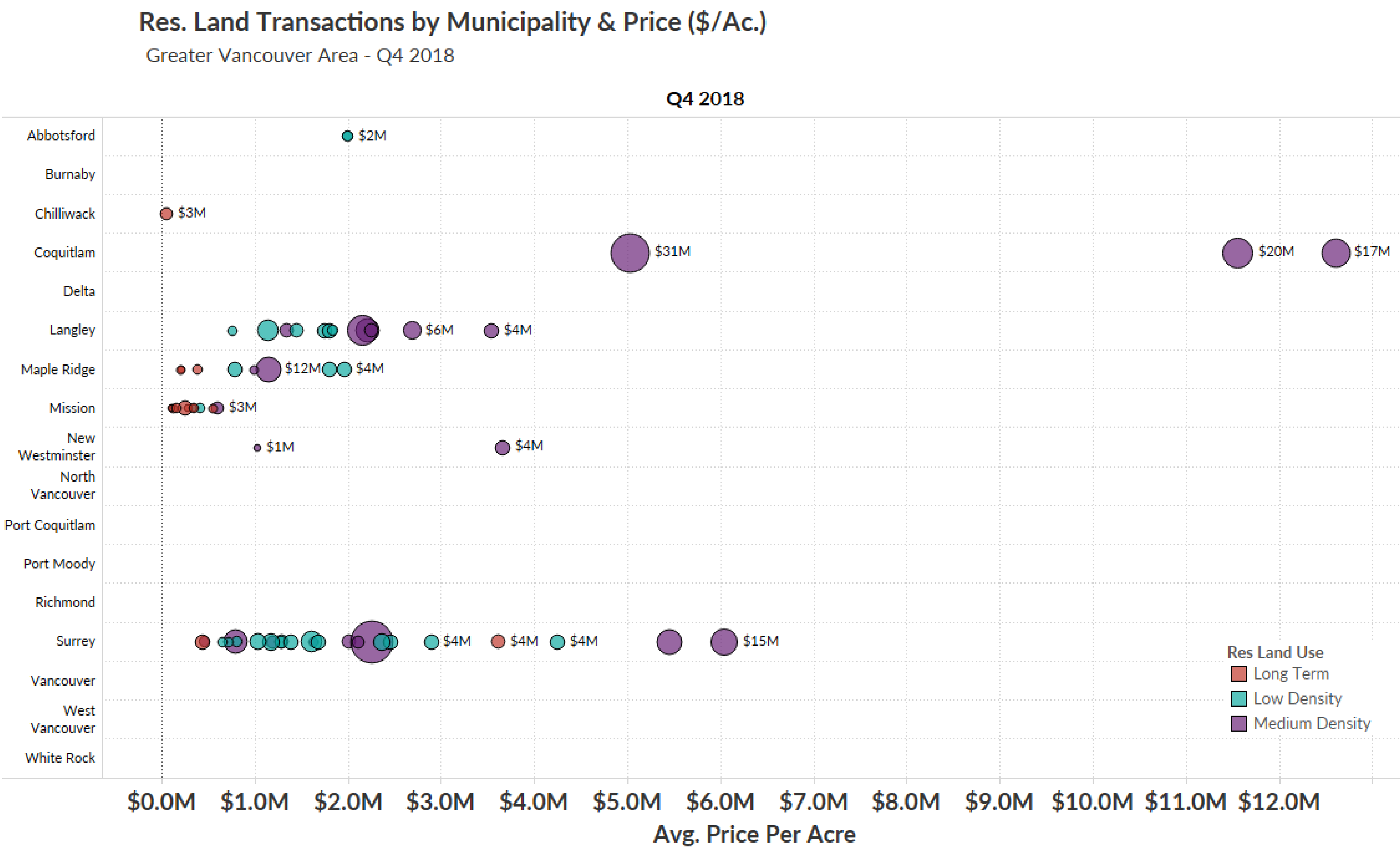


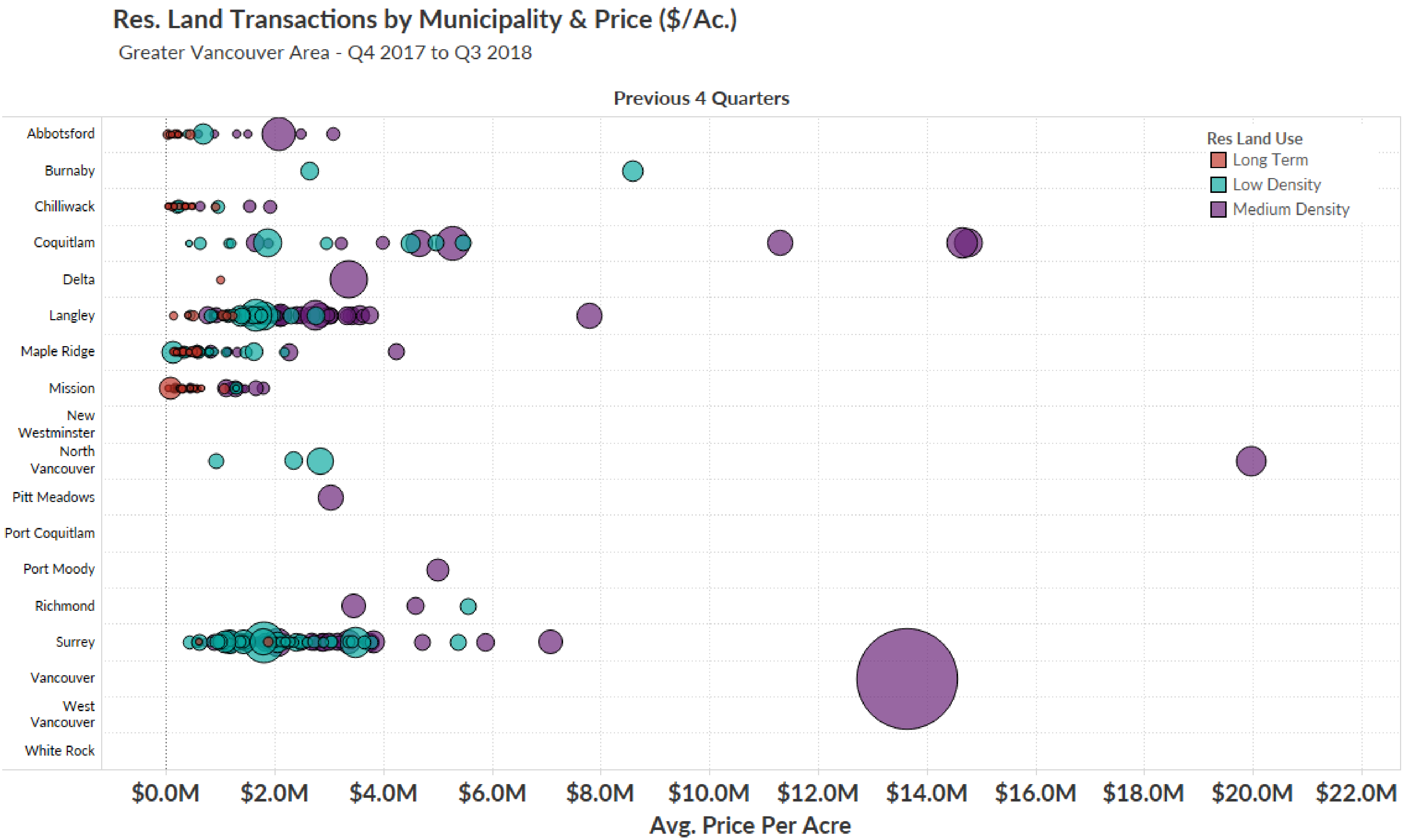
# Municipal Comparison – Current Quarter

Notable deals this quarter included a $31M Medium Density transaction for about $5.0M/acre in Coquitlam and a $36M Medium Density deal in Surrey for about $2.3M/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.

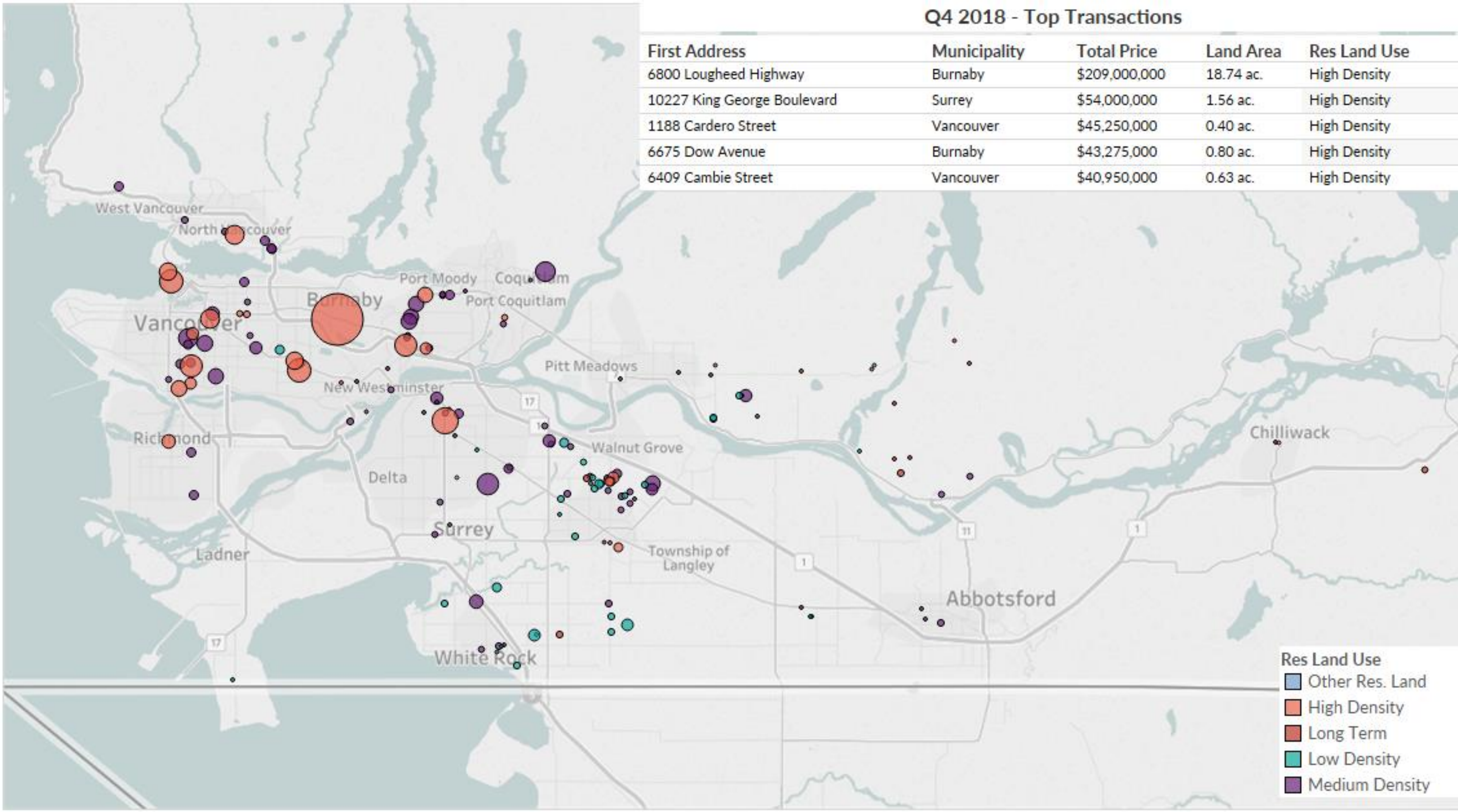


# Geographic Distribution

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.

## Residential Land Transactions by Land Use

Greater Vancouver Area - Q4 2018




### Q4 2018 - Top Transactions

| First Address | Municipality | Total Price | Land Area | Res Land Use |
|---|---|---|---|---|
| 6800 Lougheed Highway | Burnaby | $209,000,000 | 18.74 ac. | High Density |
| 10227 King George Boulevard | Surrey | $54,000,000 | 1.56 ac. | High Density |
| 1188 Cardero Street | Vancouver | $45,250,000 | 0.40 ac. | High Density |
| 6675 Dow Avenue | Burnaby | $43,275,000 | 0.80 ac. | High Density |
| 6409 Cambie Street | Vancouver | $40,950,000 | 0.63 ac. | High Density |