
Greater Vancouver Area Residential Land

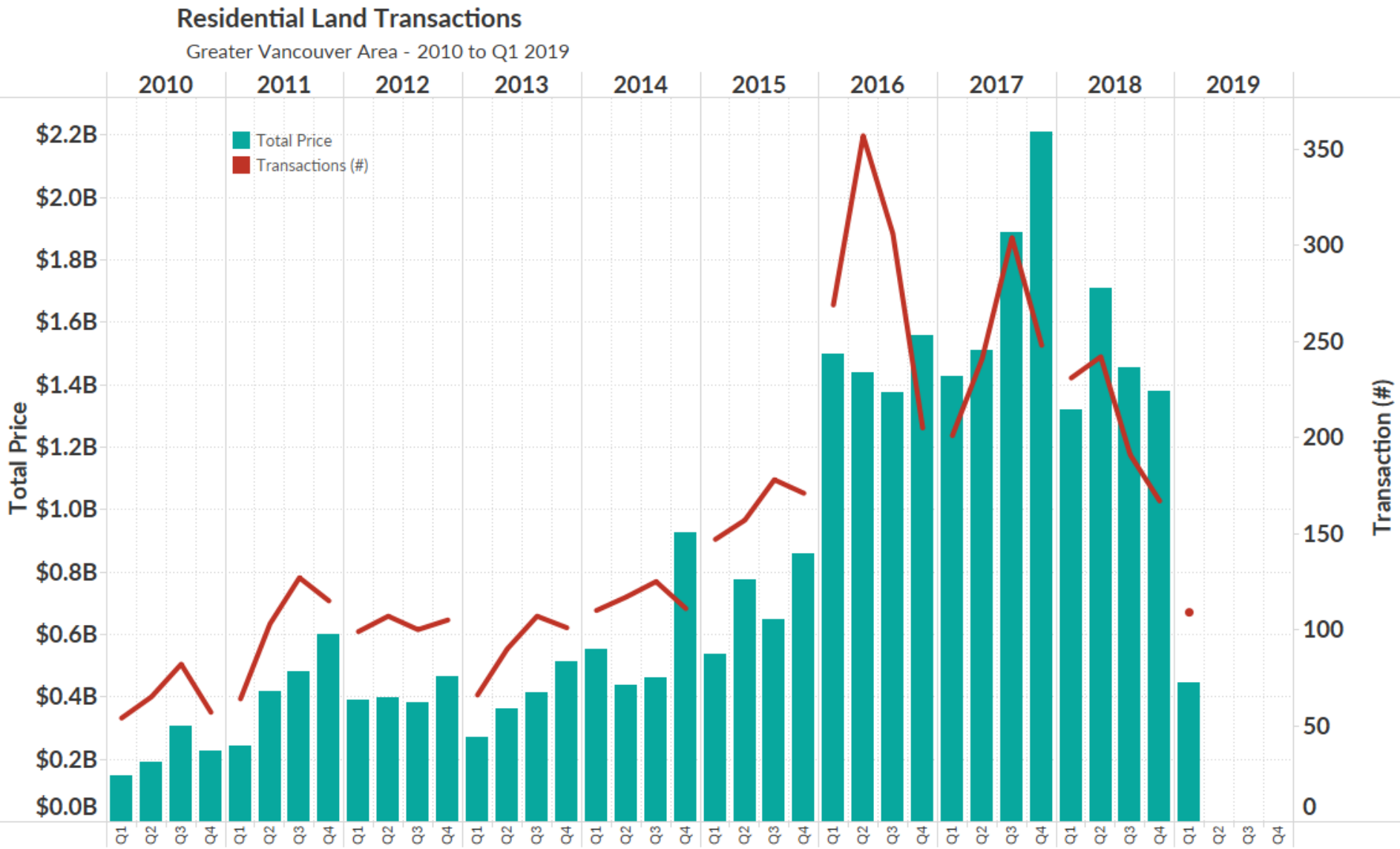
Commercial Q1 2019 Statistics

Data as of March 31, 2019



Residential Land Transactions

Q1 2019 saw 109 residential land transactions worth \$446M, down -68% from Q4 2018 and down -66% from the same quarter last year.



Q1 2019 Residential Land Transaction Timeline

Surrey is the most active market with 29 residential land transactions, followed by Langley with 13 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q1 2019

	Total Price	Land Area	Deals
Abbotsford	\$30,498,000	21	6
Burnaby	\$49,515,000	4	3
Chilliwack	\$3,710,000	3	2
Coquitlam	\$21,451,556	3	11
Delta	\$3,050,000	1	2
Langley	\$65,967,800	30	13
Maple Ridge	\$16,895,000	35	8
Mission	\$13,275,000	80	7
New Westminster	\$4,485,000	0	2
North Vancouver	\$16,645,000	1	4
Port Coquitlam	\$2,450,010	0	2
Richmond	\$23,043,790	3	8
Surrey	\$131,347,166	48	29
Vancouver	\$63,799,500	2	12



Res Land Use

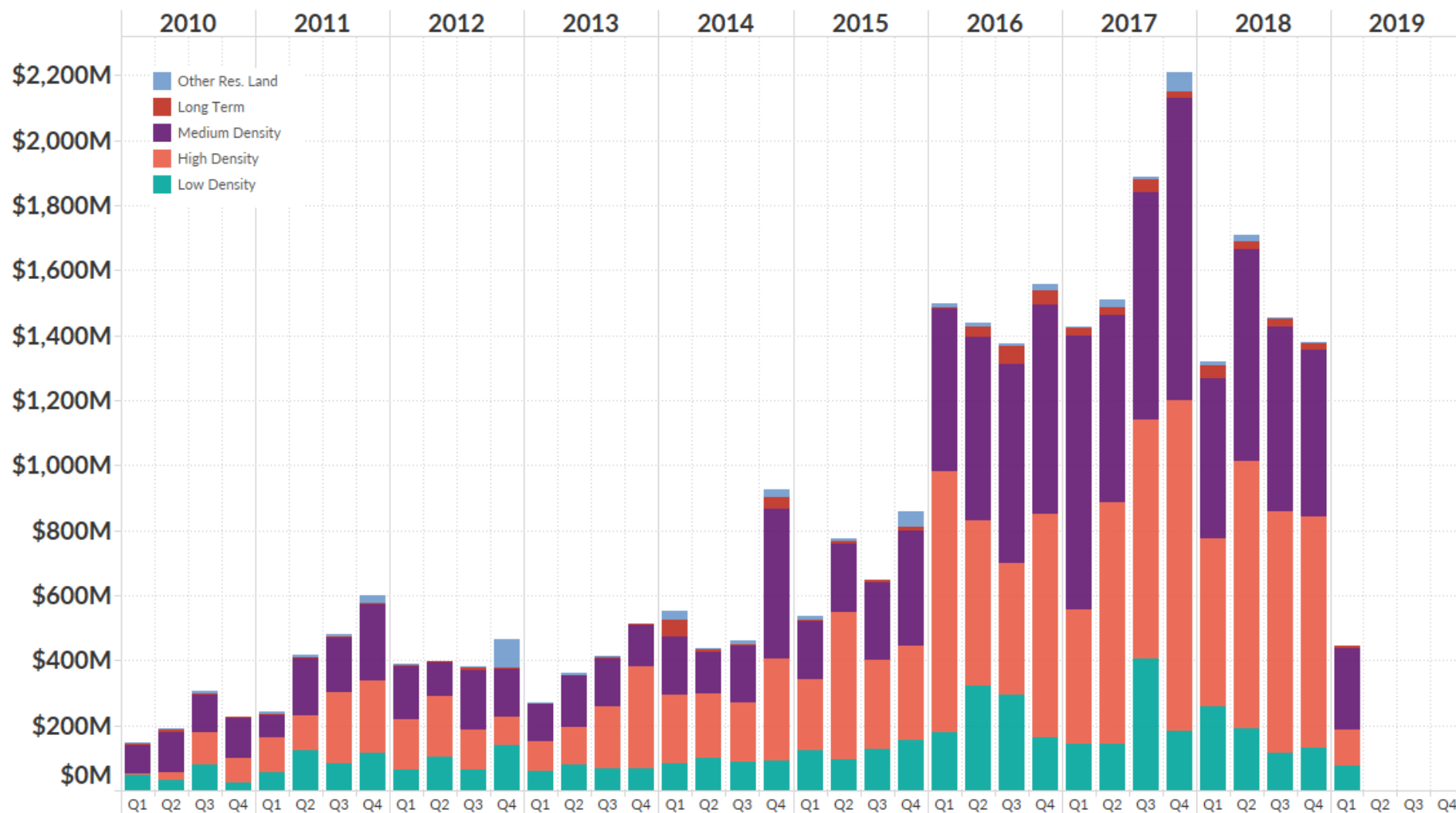
- High Density
- Low Density
- Medium Density
- Long Term

Transactions by Land Use

\$446M in Q1 2019 comprised of \$77M Low Density deals, \$109M High Density deals, \$249M Medium Density deals, \$11M Long Term deals and \$0M in deals classified as Other land uses.

Quarterly Residential Land Transaction Dollar Volume by Land Use

Greater Vancouver Area - 2010 to Q1 2019

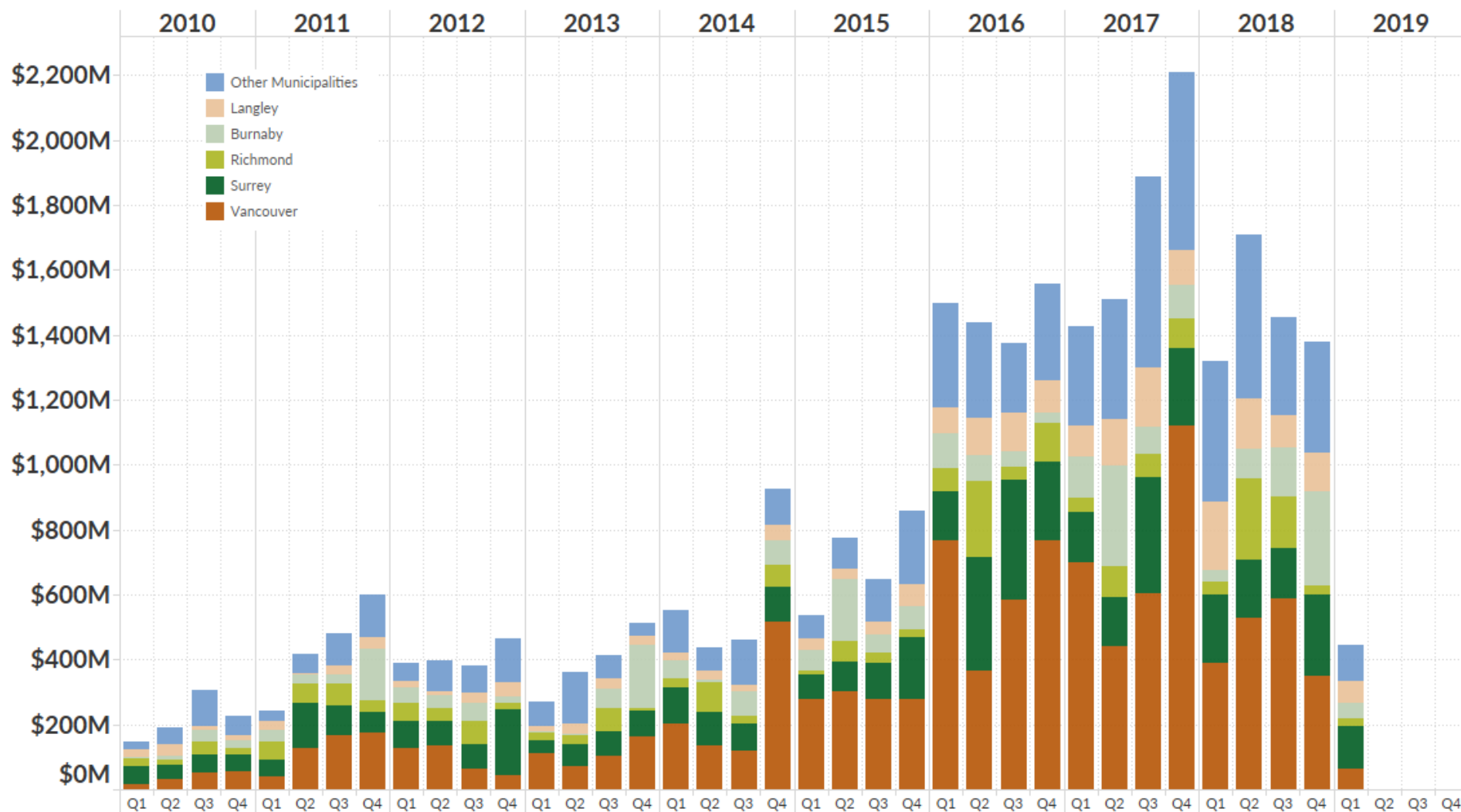


Transactions by Municipality

\$446M in Q1 2019 residential land deals broken down by Municipality as \$64M in Vancouver, \$131M in Surrey, \$23M in Richmond, \$50M in Burnaby, \$66M in Langley and \$112M in all other Municipalities.

Quarterly Residential Land Transaction Dollar Volume by Largest Municipalities

Greater Vancouver Area - 2010 to Q1 2019

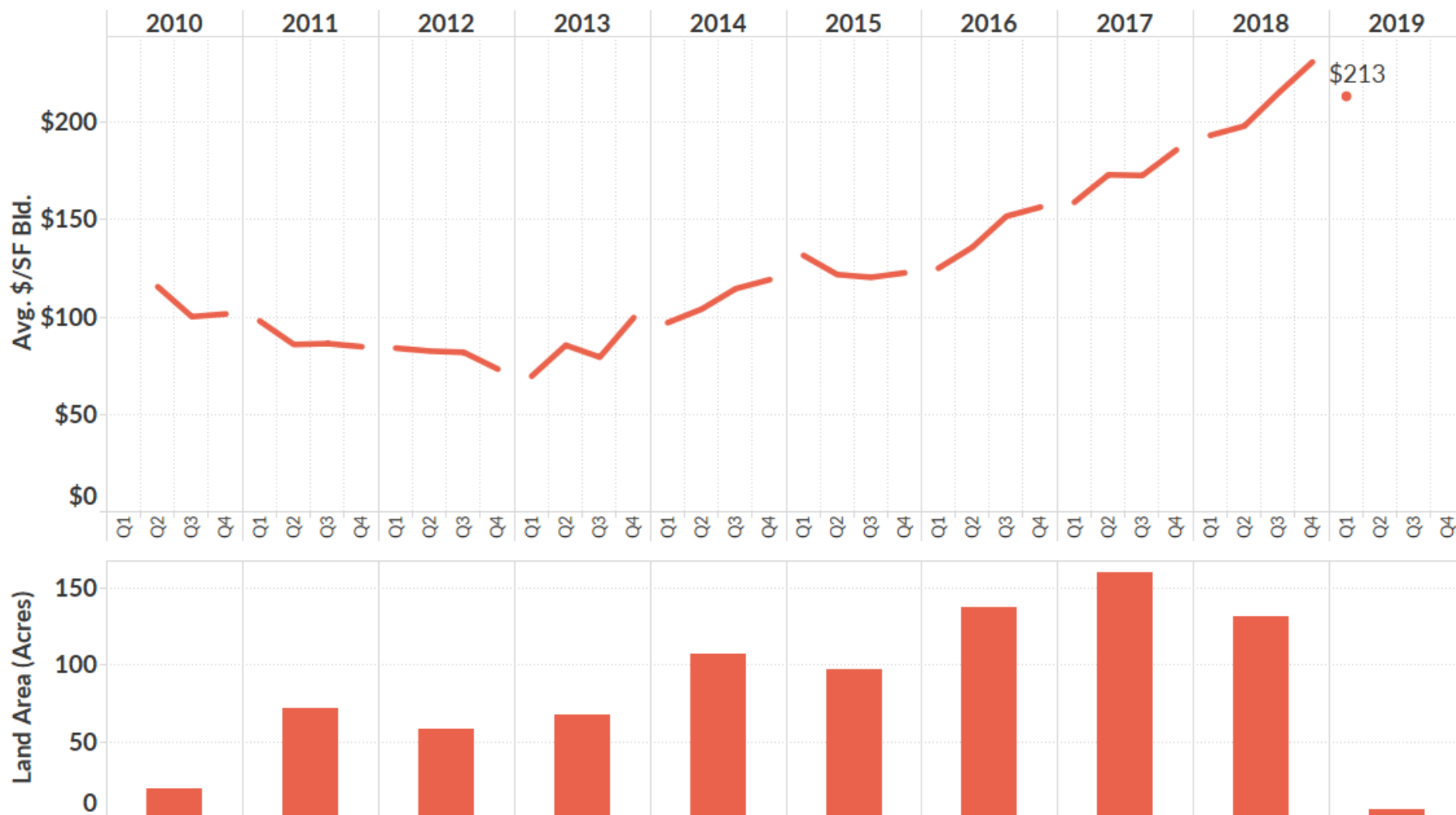


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q1 2019 is \$213/sf bld. That's down about - 8% from the previous quarter.

High Density Residential Land Transactions - Price (\$/SF Bld.) & Area (Ac.)

Greater Vancouver Area - Trailing 12 Month Average 2010 to Q1 2019



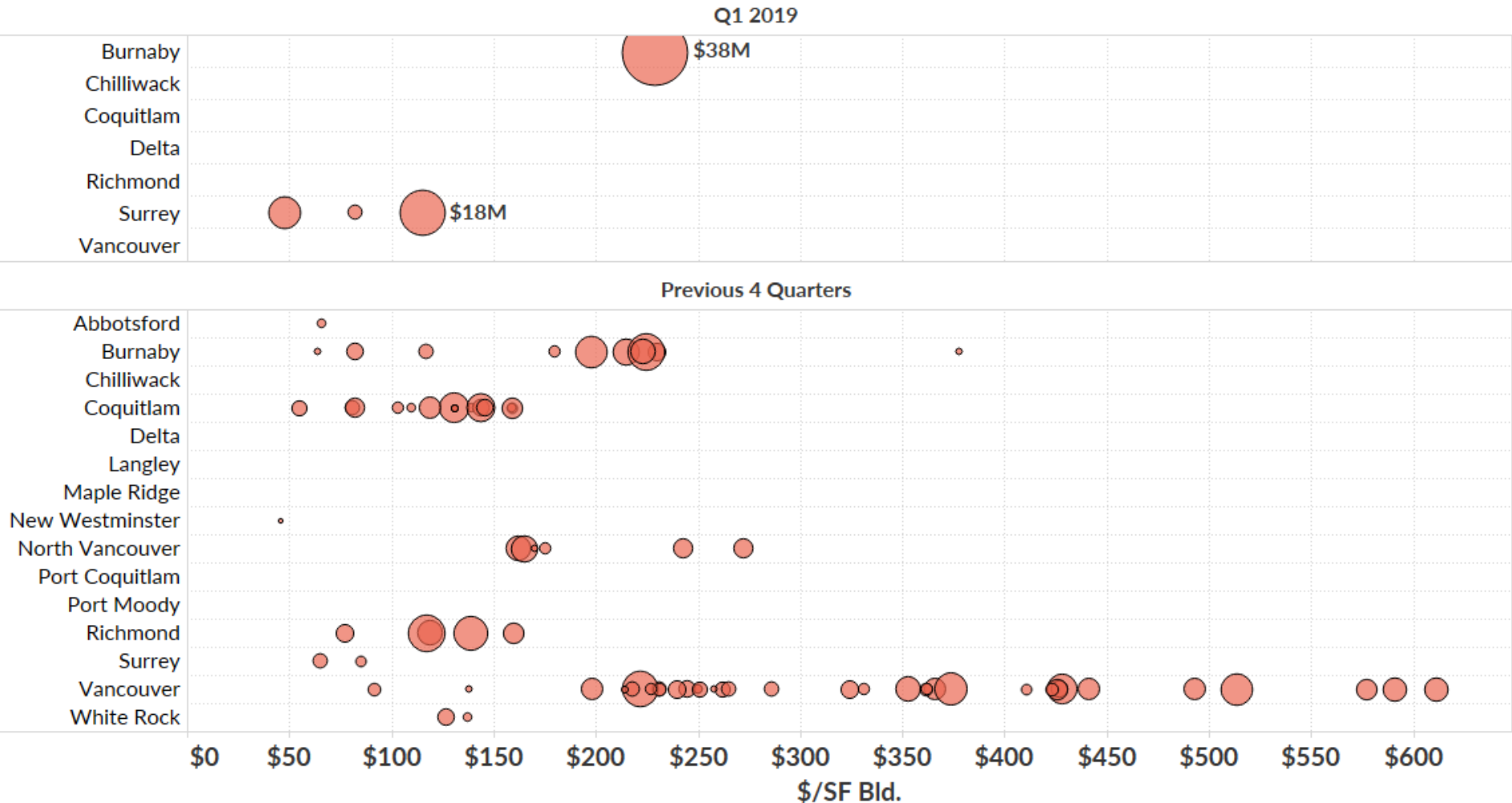
Municipal Comparison – High Density \$/SF Bld.

Q1 2019 residential land transactions appear to be lower in price per square foot buildable to the previous four quarters.



High Density Res. Land Transactions by Municipality & Price (\$/SF Bld.)

Greater Vancouver Area - Q1 2019 & Previous 4 Qtrs.

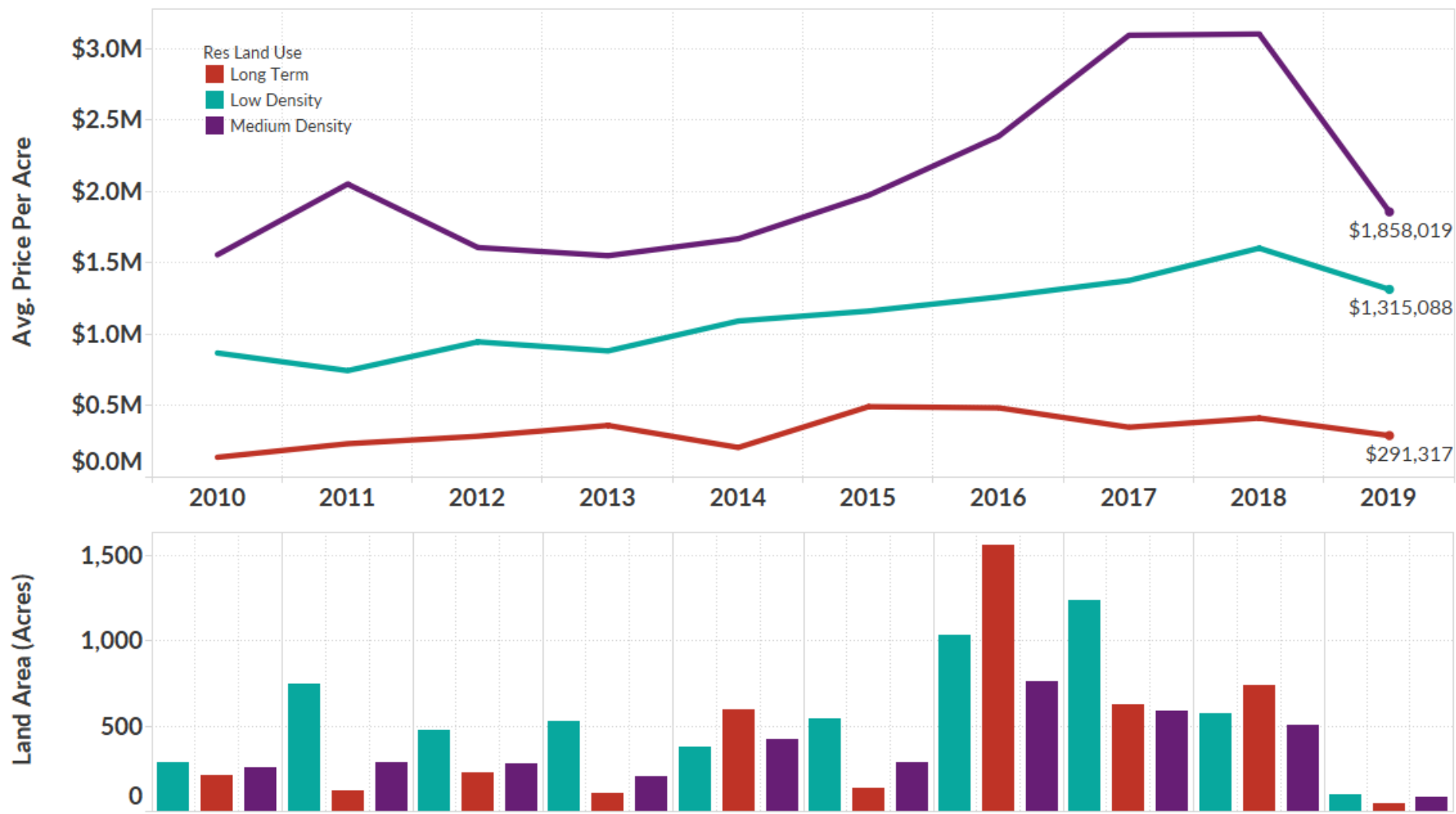


Price & Area Trends – Low Density/Medium Density/Long Term

The Q1 2019 average pricing at \$1.9M/acre for Medium Density deals, \$1.3M/acre for Low Density deals and \$291,000/acre for Long Term land deals.

Residential Land Transactions - Price (\$/Ac.) & Area (Ac.) by Land Use

Greater Vancouver Area - 2010 to Q1 2019

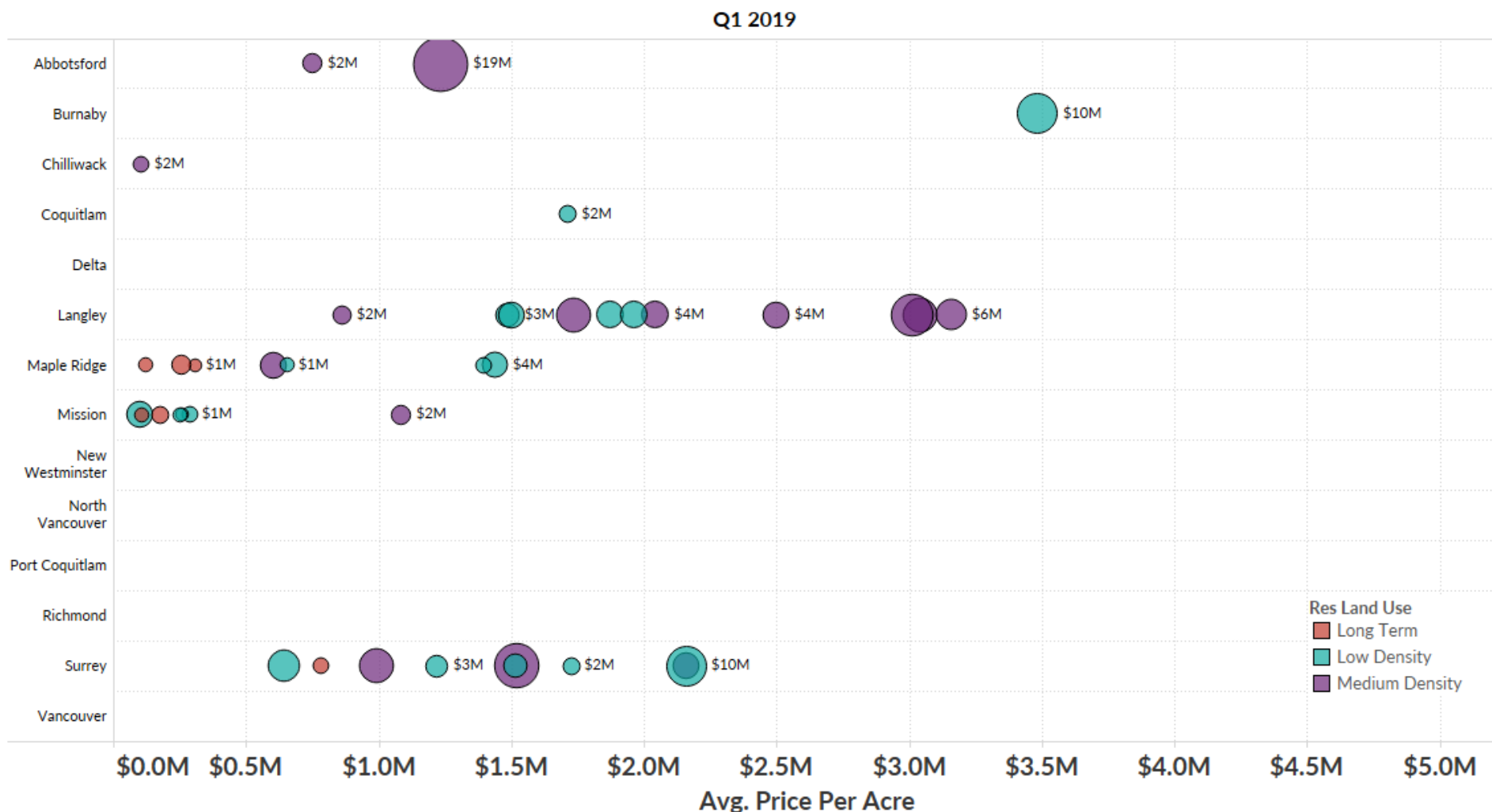


Municipal Comparison – Current Quarter

Notable deals this quarter included a \$19M Medium Density transaction for about \$1.2M/acre in Abbotsford and a \$10M Low Density deal in Surrey for about \$2.2M/acre.

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

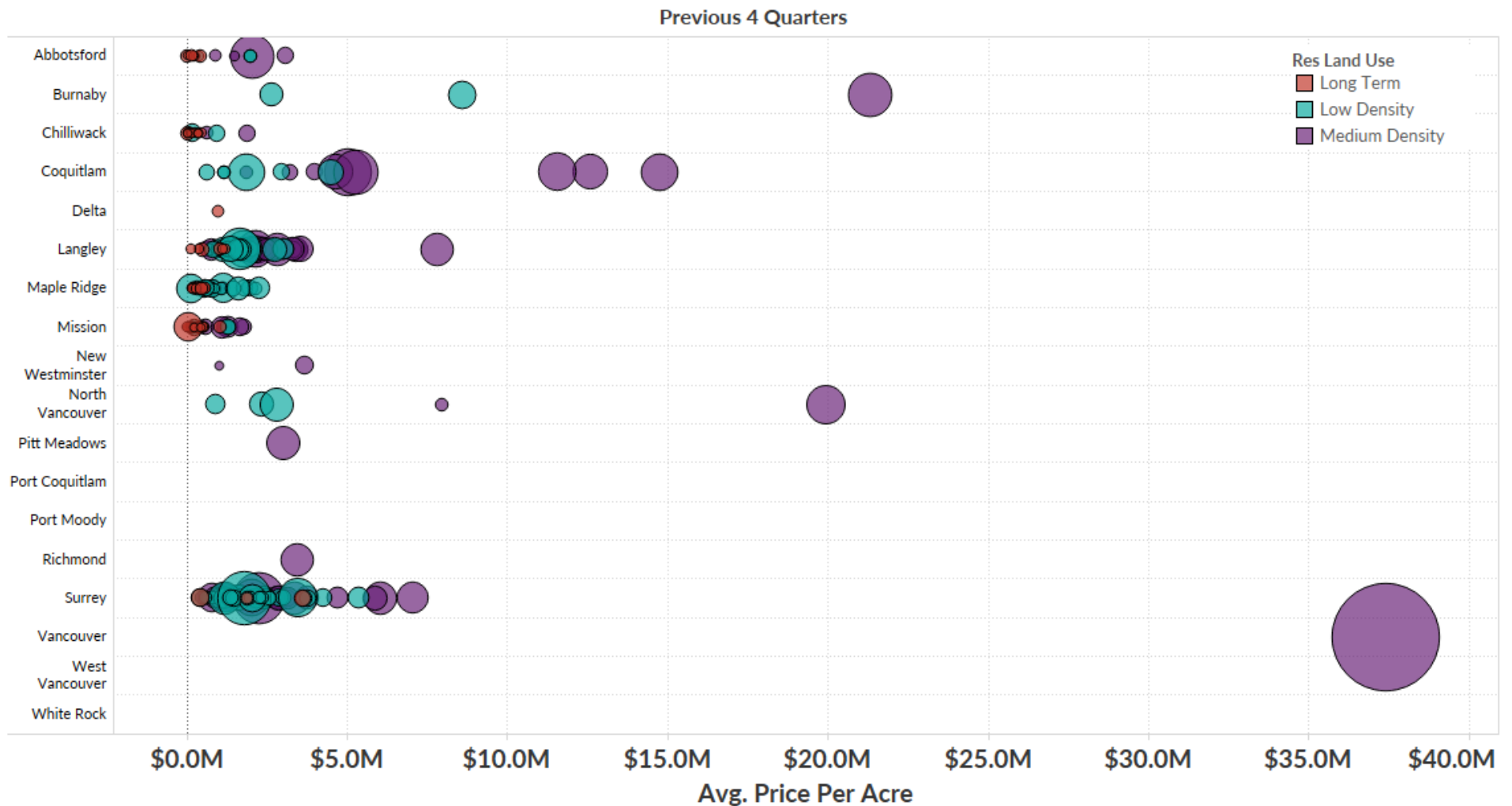
Greater Vancouver Area - Q1 2019



The previous 4 quarters included a \$160M Medium Density Transaction in Vancouver, Surrey had many transactions between \$1M/acre and \$5M/acre.

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

Greater Vancouver Area - Q1 2018 to Q4 2018

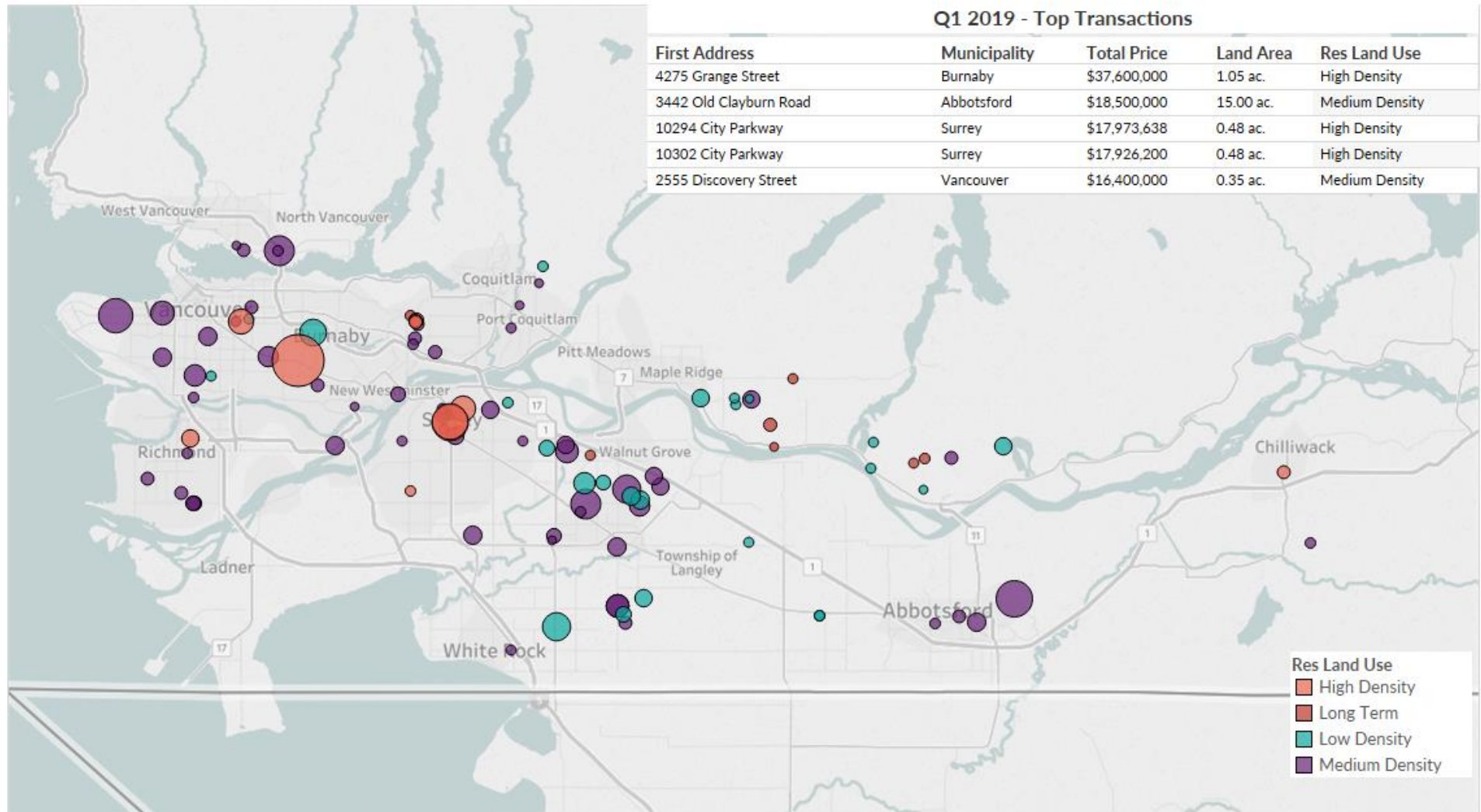


Geographic Distribution

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 2019



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