

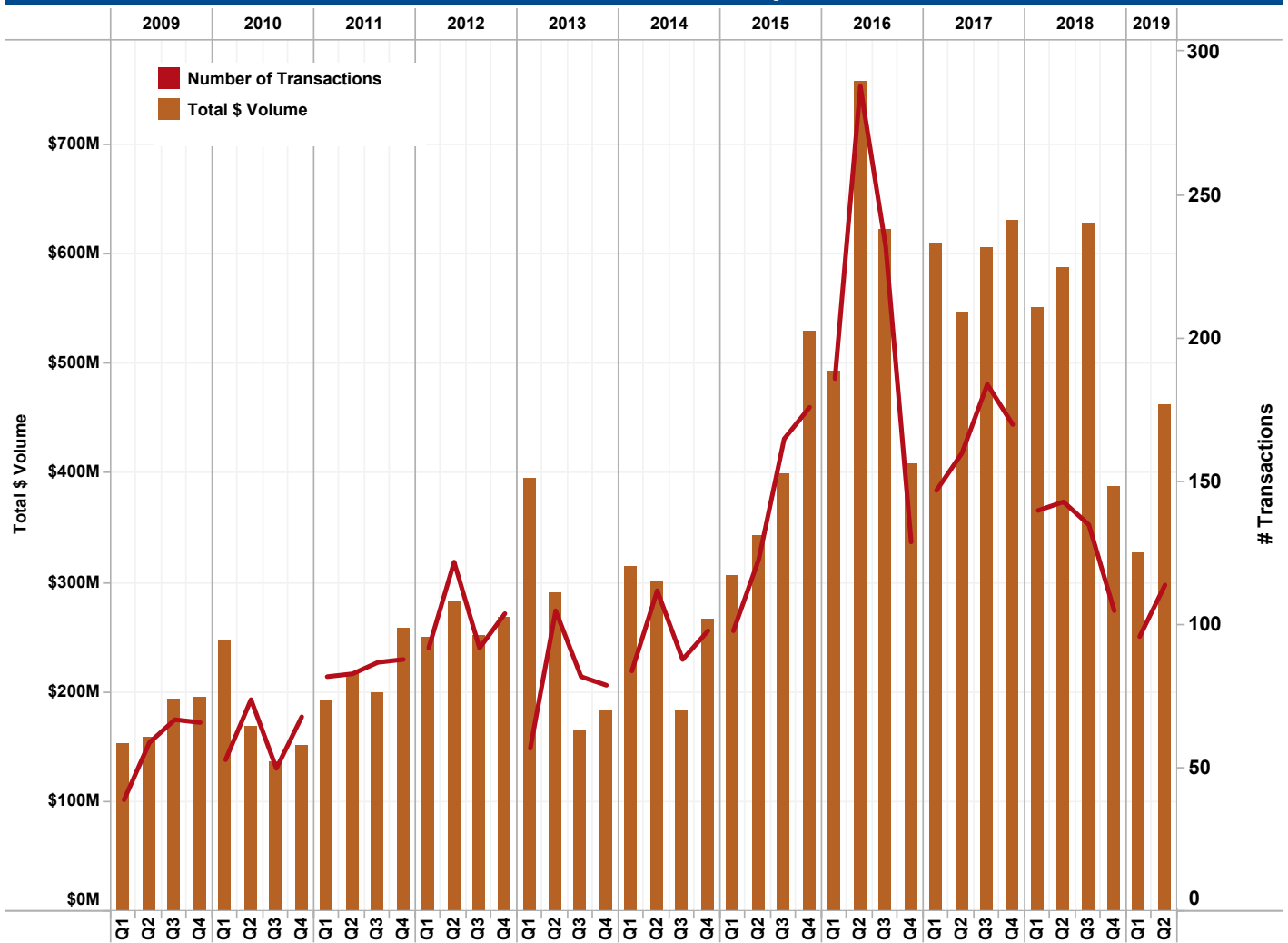
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# Greater Vancouver Area ICI Land Commercial Q2 2019 Statistics

Data as of June 30, 2019



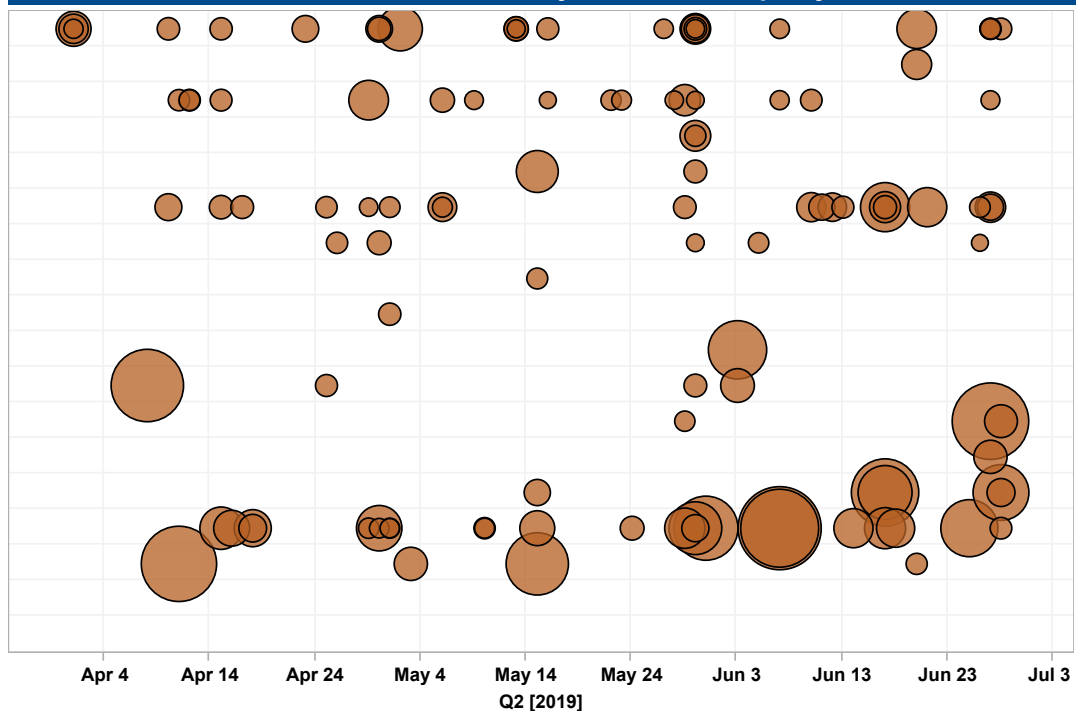
## ICI Land - Total Price & Transactions by Year & Quarter



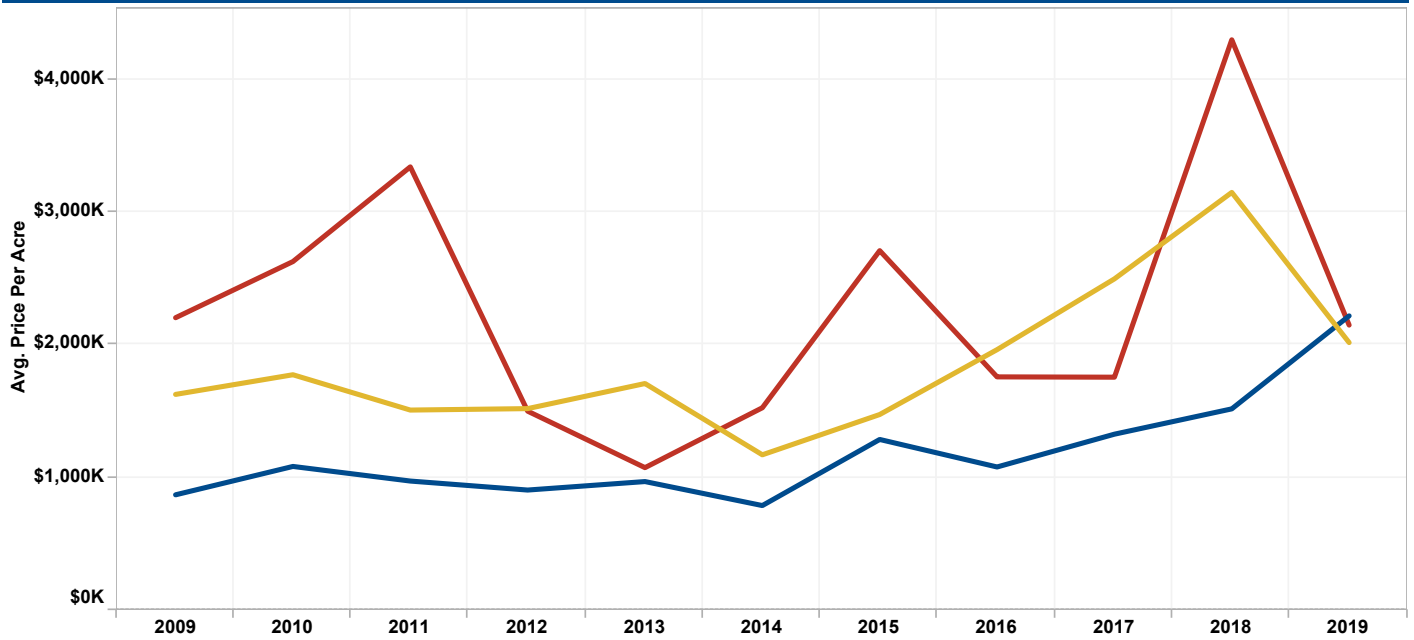
### ICI Land

|                 |          |
|-----------------|----------|
| Abbotsford      | \$56.4M  |
| Burnaby         | \$3.2M   |
| Chilliwack      | \$29.0M  |
| Coquitlam       | \$4.9M   |
| Delta           | \$8.0M   |
| Langley         | \$53.0M  |
| Maple Ridge     | \$7.2M   |
| Mission         | \$1.5M   |
| New Westminster | \$1.8M   |
| North Vancouver | \$12.0M  |
| Pitt Meadows    | \$26.0M  |
| Port Coquitlam  | \$25.9M  |
| Port Moody      | \$3.9M   |
| Richmond        | \$42.5M  |
| Surrey          | \$148.7M |
| Vancouver       | \$39.2M  |
| West Vancouver  |          |
| White Rock      |          |

### Q2 2019 Transactions by Date & Municipality



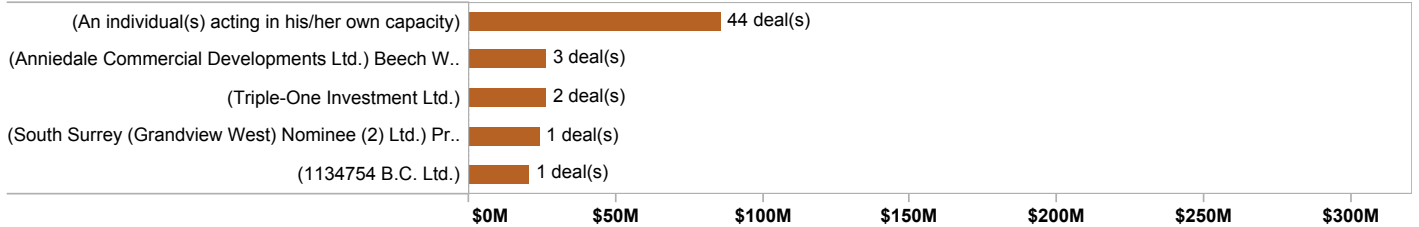
## ICI Land - Avg. Price/Acre by Year & land Use (to Q2 2019)



ICI Land Use  
■ Commercial & Office  
■ Industrial  
■ Retail

## ICI Land - Q2 2019 Top Purchasers, Vendors, Lenders

### First Purchaser



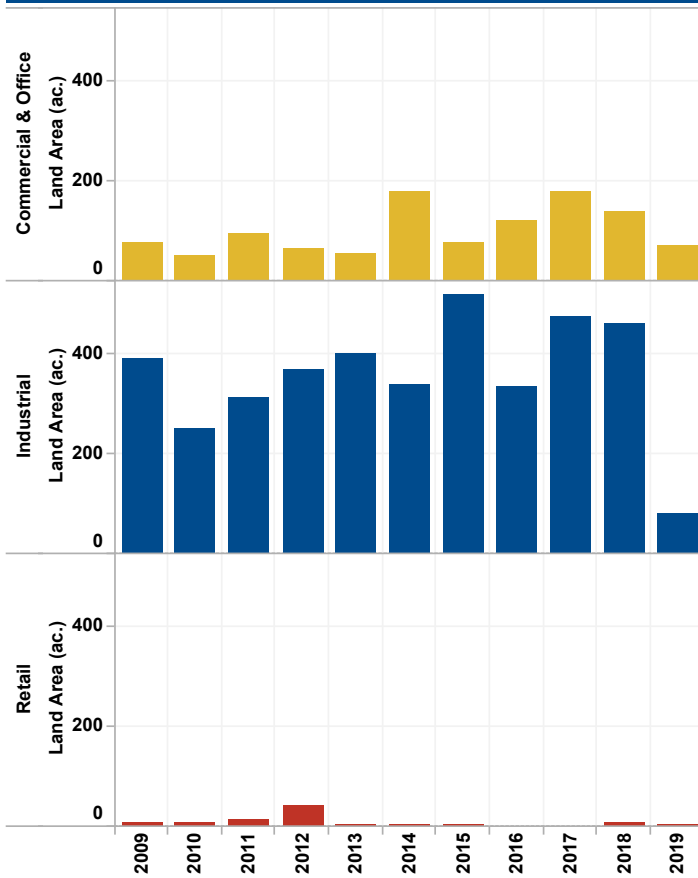
### First Vendor



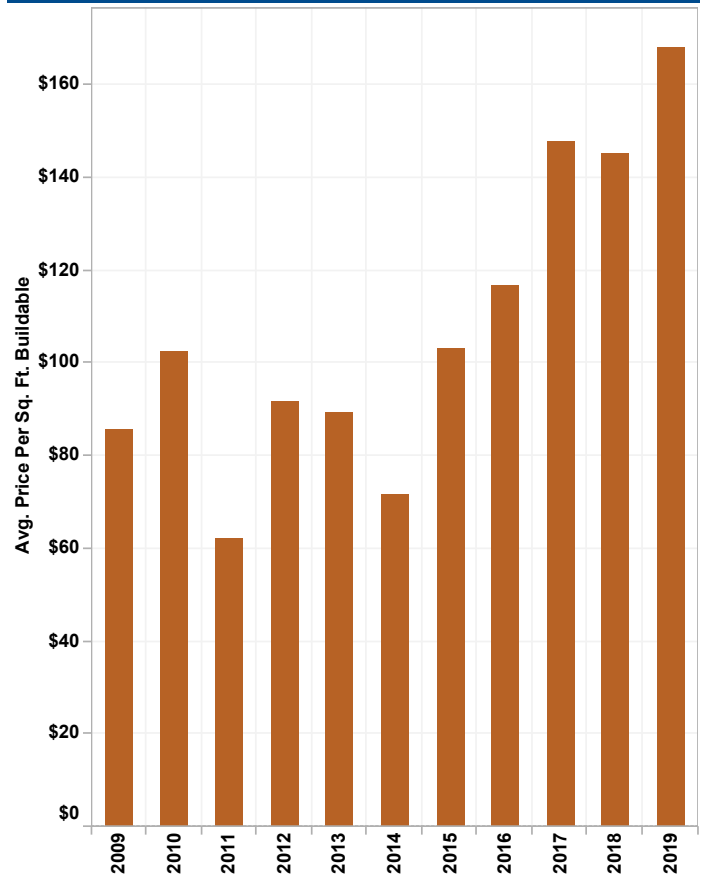
### First Mortgage Primary Lender



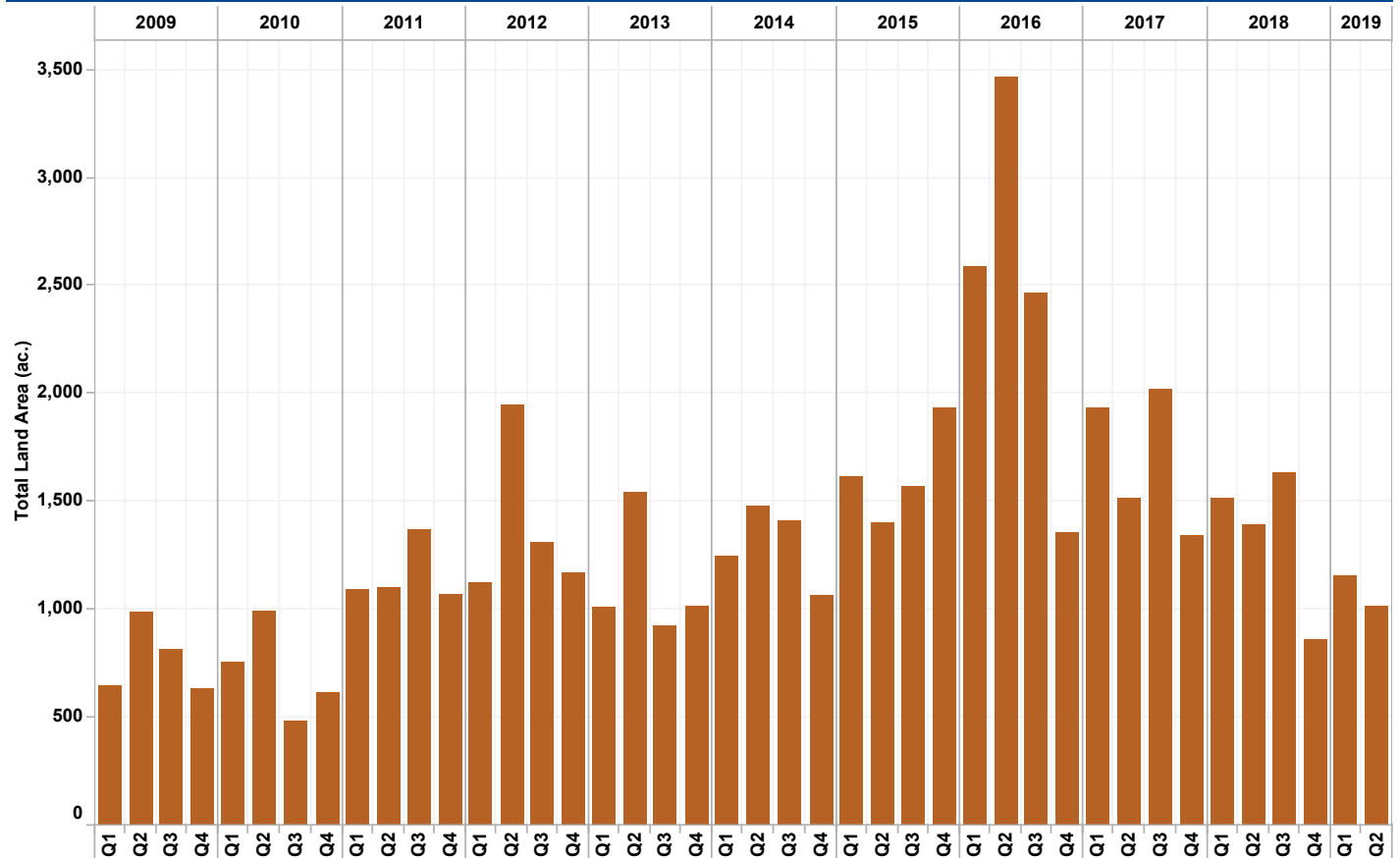
ICI Land - Total Acres by Land Use to Q2'19



ICI Land - Avg. \$/SF Buildable



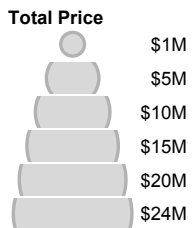
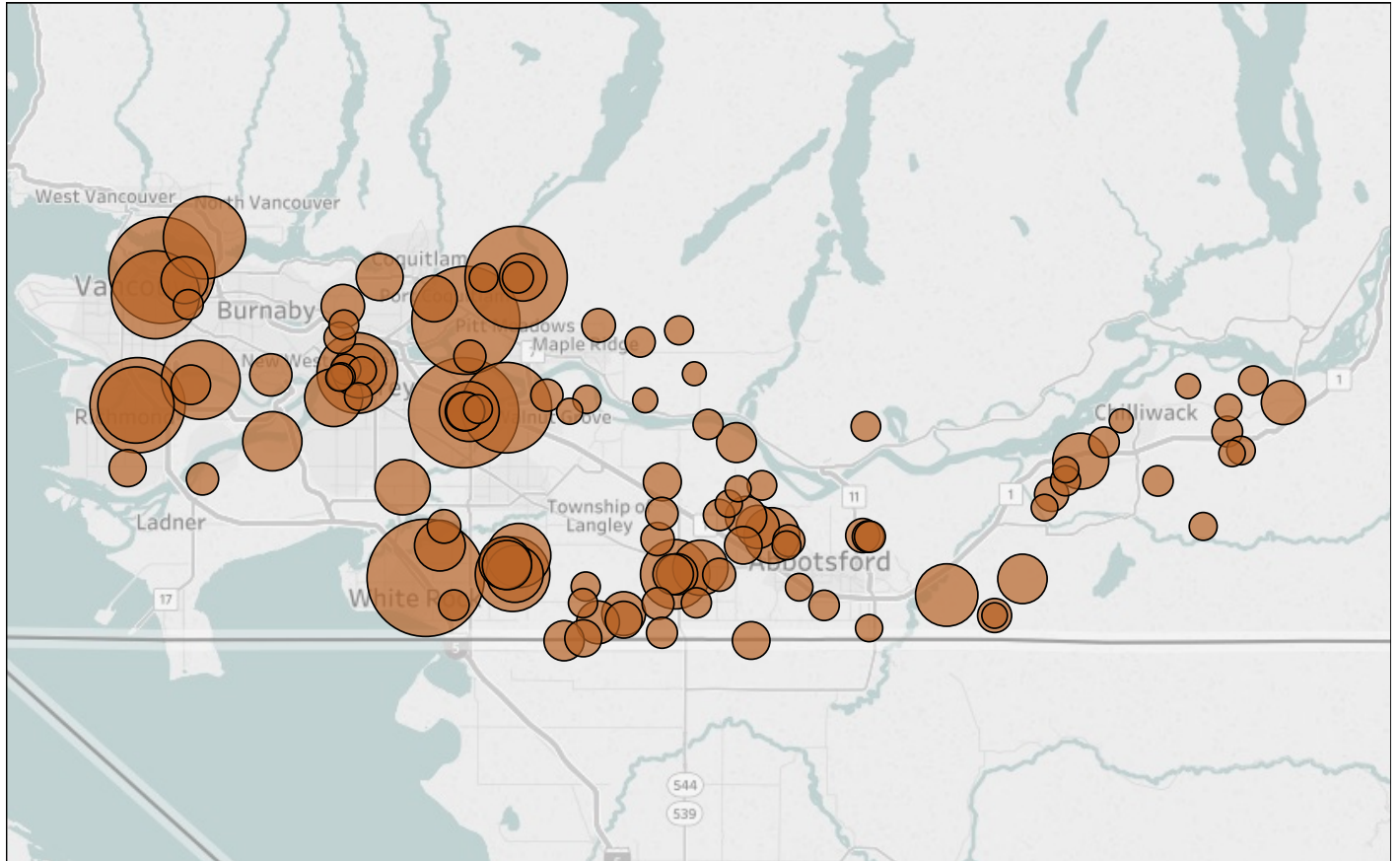
Total Acreage by Quarter



## ICI Land - Top Transactions Q2 2019

| First Address         | Municipality   | Total Price  | Price Per Acre | ICI Land Use          | Sale Type |
|-----------------------|----------------|--------------|----------------|-----------------------|-----------|
| 2660 Croydon Drive    | Surrey         | \$24,350,000 | \$2,586,298    | Commercial            | Market    |
| 17266 96th Avenue     | Surrey         | \$21,440,000 | \$1,341,257    | Commercial            | Market    |
| 1156 Kingsway Avenue  | Port Coquitlam | \$20,650,000 | \$1,994,398    | Industrial            | Market    |
| 323 Alexander Street  | Vancouver      | \$20,000,000 | Null           | Commercial            | Market    |
| 19343 Richardson Road | Pitt Meadows   | \$18,500,000 | \$740,000      | Agricultural Business | Market    |

## ICI Land - Q2 2019 Transactions



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