

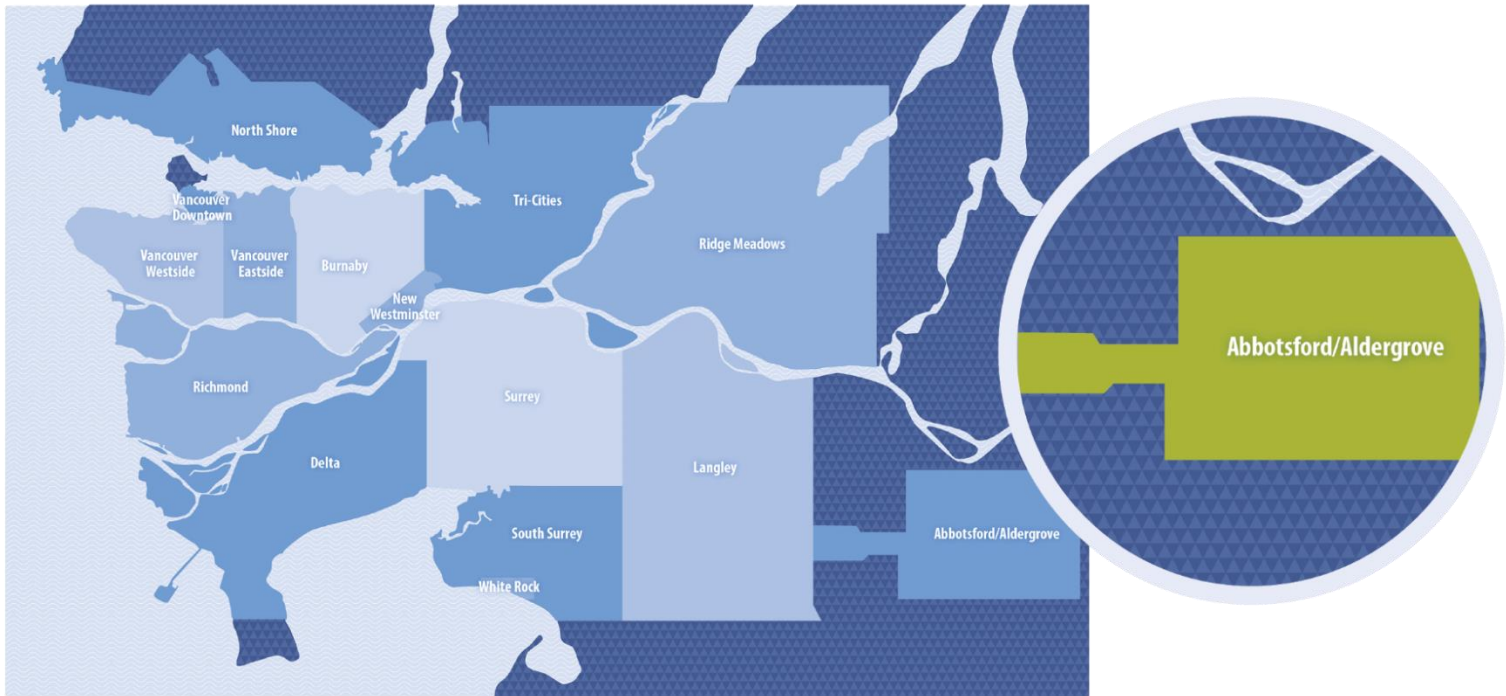


Vancouver Market Area Abbotsford / Aldergrove

New Homes Sub Market Report
Data as of September 2019

Abbotsford / Aldergrove

Submarket Report – September 2019



Current Overview:

- There are currently 19 actively selling multifamily projects in the Abbotsford/Aldergrove submarket
- Abbotsford/Aldergrove accounts for a total of 1,573 units of total inventory, of which an estimated 840 have been sold, 605 are available for purchase and 128 have yet to be released
- In the Abbotsford/Aldergrove market place there was an estimated 102 new home sales recorded in Q3 2019
- Two notable projects that launched in Q3 in the Abbotsford /Aldergrove submarket was Garder and Allwood Place (Phase 5) bringing 102 units to market with approximately 15% of product absorbed since launch

YTD Sales

High Rise Apartment	Mid Rise Apartment	Low Rise Apartment	Townhomes	Single Family	Total
3	142	80	83	11	319

Annual Sales

2010	2011	2012	2013	2014	2015	2016	2017	2018
333	280	196	283	166	180	766	353	527

Current Supply

Property Type	Number of Projects	Total Homes	Homes Sold	Homes Available
High Rise	1	158	149	9
Mid Rise	6	538	213	325
Low Rise	3	277	141	136
Townhomes	7	515	319	95
Single Family	2	85	18	40
Grand Total	19	1,573	840	605

Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$363	\$725	\$444	620	2,851
Mid Rise	\$453	\$594	\$518	565	1,203
Low Rise	\$501	\$565	\$477	622	1,089
Townhomes	\$361	\$412	\$387	1,199	1,617
Single Family	\$324	\$336	\$359	2,078	3,166

Active Projects – Top 15 by Total Homes

Project Name	Developer	Type	Open Date	Avg. \$/SF	Homes Sold	Total Homes
The News (East Building)	Elevate Development Corp	Mid Rise	Jun-18	\$540	27	206
Bristol Heights at Westerleigh	Polygon Homes	Townhouse	Dec-17	\$360	131	195
Mahogany	Quantum Properties Inc.	High Rise	Jan-13	\$444	149	158
Elmstone at Westerleigh	Polygon Homes	Low Rise	May-19	\$425	63	143
Roundhouse	Gramercy Developments Ltd	Townhouse	Mar-18	\$390	106	115
The Onyx at Mahogany	Quantum Properties Inc.	Low Rise	May-18	\$525	52	87
Gardner	Mosaic	Townhouse	Sep-19	\$385	15	77
Court (West Building)	Heinrichs Developments	Mid Rise	Nov-18	\$500	63	75
Natura	Naturbana Properties Ltd.	Mid Rise	Jun-18	\$560	12	73
Terrazzo	Bianco Developments Ltd	Mid Rise	Mar-19	\$485	35	70
Ventura	RDC Group	Mid Rise	Apr-19	\$535	35	70
Timberlane	Algra Bros Development	Single Family	Jun-18	\$358	12	59
The Grand at Willow Creek	Apex Western Homes Ltd.	Low Rise	Oct-18	\$480	26	47
The Edge	Parcel7	Mid Rise	Jun-18	\$485	41	44
Allwood Place (Phase 3)	Onni	Townhouse	Oct-17	\$398	23	40

Current Active Projects



Buyer Demographics

The following list outlines recent buyer groups in the Abbotsford/Aldergrove new home marketplace. These groups have been identified by Altus at presentation centers, project launches, events and through interviews with sales staff and developers active in the target area:

- Local downsizing end user couples and singles in their 50s and 60s - looking for larger single level woodframe condominium product with larger balconies, mountain or valley views and located in more desirable areas of the submarket
- Downsizing seniors - couples and singles in their 70s and early 80s looking for smaller, price point oriented units
- Move up buyer groups - young families or couples from the area or from other parts of the Fraser Valley, looking to upsize into townhome or smaller single family product
- Supported first time buyers from Abbotsford - looking for woodframe condominium product or small townhome product, in particular the least expensive unit types
- A small number of investor buyer segments (ethnically mixed) - Small, woodframe condominium product, least expensive unit types. Attracted to steeply discounted and incentivized product offerings with easy access to the highway or proximity to a major local employment center

Future Supply

Property Type	Coming Soon		Development Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	0	0	4	887
Mid Rise	2	226	12	1014
Low Rise	0	0	15	658
Townhomes	4	201	10	721
Duplex	0	0	0	0
Single Family	1	146	3	1,470
Total	7	573	44	4,750
Grand Total	51	5,323		

**Grand Total is the sum of Coming Soon & Development Applications*

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