The Altus Group Condominium Apartment Monitor

Vancouver Edition

Data as of Fourth Quarter 2019

Table of Contents

New Condominium Apartment Dashboard

Q4 2019			2019	
Sales	Inventory	Avg. Launch $/SF	Sales	Avg. Launch $/SF
1,261	6,971	$755	5,619	$840
-72%	20%	-30%	-57%	-15%
Lowest Q4 since 2009	*Highest Q4 since 2014*	*4th highest Q4 ever*	*Lowest annual total since 2009*	*3rd highest year ever*

% change is from same period a year earlier

Highlights

- Sales of new condominium apartments in the Vancouver Market Area slumped even further in the fourth quarter of 2019. **Sales for 2019 as a whole finished at their lowest level since recession-impacted 2009.**
- **Condo apartment inventories remain excessive relative to recent demand levels**. But the market is adjusting on the supply side. Overall, 2019 saw many expected project launches put on hold, particularly concrete product and as a result new openings in 2019 were down by almost two-thirds. And for projects that did open, there was a shift to lower priced locations.
- **Looking ahead, we expect some moderate improvement in both sales and new launches of condominium apartments in 2020** as homebuying intentions are up among potential first-time buyers and many will seek to take advantage of the variety of price and non-price incentives that are currently available.

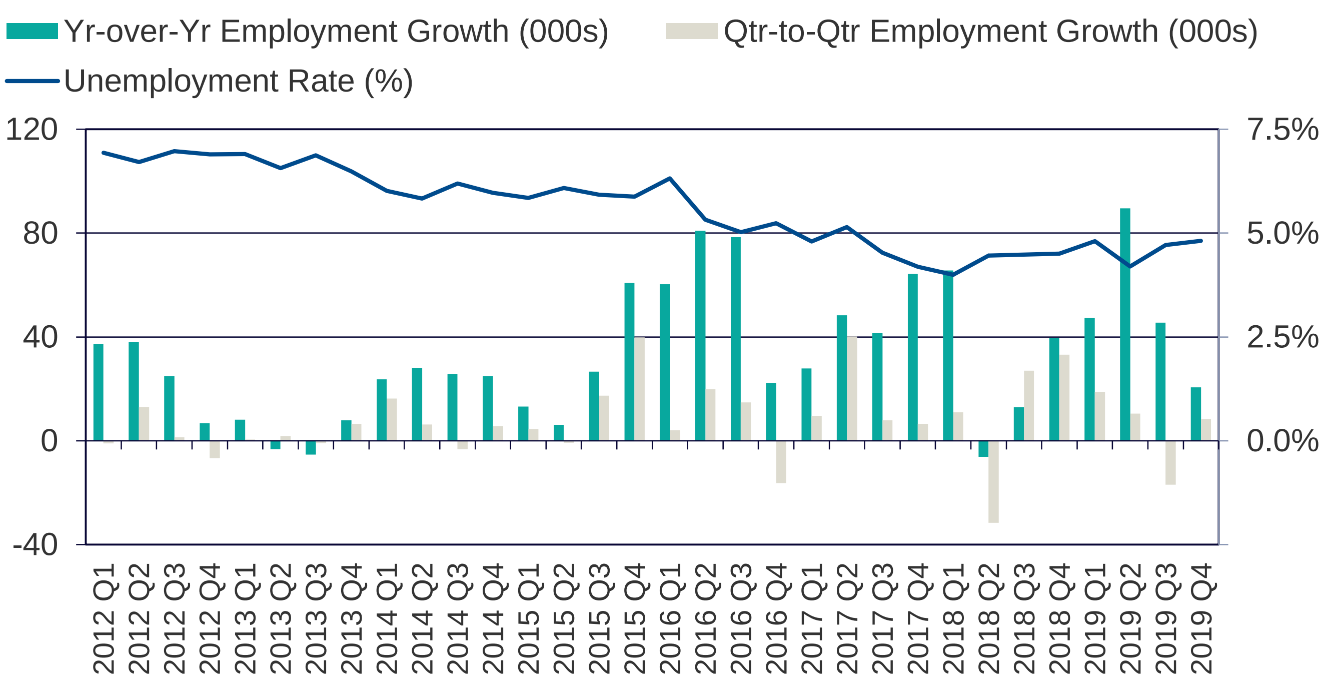
Vancouver Condominium Apartment Key Performance Indicators

	Q4 2018	Q3 2019	Q4 2019	*Yr-Over-Yr % Change*	Annual 2018	Annual 2019	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	156	183	184	*18%*	149	174	*17%*
New projects opened	28	16	13	*-54%*	102	60	*-41%*
Units in new projects opened	6,559	1,634	1,363	*-79%*	17,945	6,386	*-64%*
Total sales (units)	4,432	1,473	1,261	*-72%*	12,921	5,619	*-57%*
Sales as % of total new & resale	*53%*	*21%*	*18%*		*38%*	*21%*	
Inventory (units)	5,788	6,934	6,971	*20%*	3,533	6,946	*97%*
Sales-to-inventory ratio	26%	7%	6%	*-76%*	34%	7%	*-80%*
Months of inventory	5.4	9.5	14.9	*177%*	3.3	10.1	*206%*
Launch Price PSF	$1,076	$996	$755	*-30%*	$985	$840	*-15%*
Launch Unit size (sq. ft)	780	850	790	*1%*	818	808	*-1%*
Units completed	1,900	3,564	1,452	*-24%*	8,430	10,676	*27%*
Resale Condominium Apartments (Real Estate Board of Greater Vancouver and Fraser Valley Real Estate Board data)							
Total sales (units)	3,914	5,633	5,844	*49%*	21,128	20,651	*-2%*
New listings (units)	2,475	3,289	2,168	*-12%*	12,823	12,676	*-1%*
Inventory ("active listings", units)	6,958	8,410	6,341	*-9%*	5,533	7,707	*39%*
Sales-to-inventory ratio	19%	22%	31%	*64%*	37%	23%	*-38%*
Months of inventory	4.0	5.4	3.7	*-7%*	2.7	4.9	*79%*
HPI constant quality price	$668,609	$640,858	$639,655	*-4%*	$688,195	$646,955	*-6%*
HPI constant quality price index (Jan 2005=100)	281.1	269.5	269.0	*-4%*	289.4	272.0	*-6%*

** see end of report for Definitions*

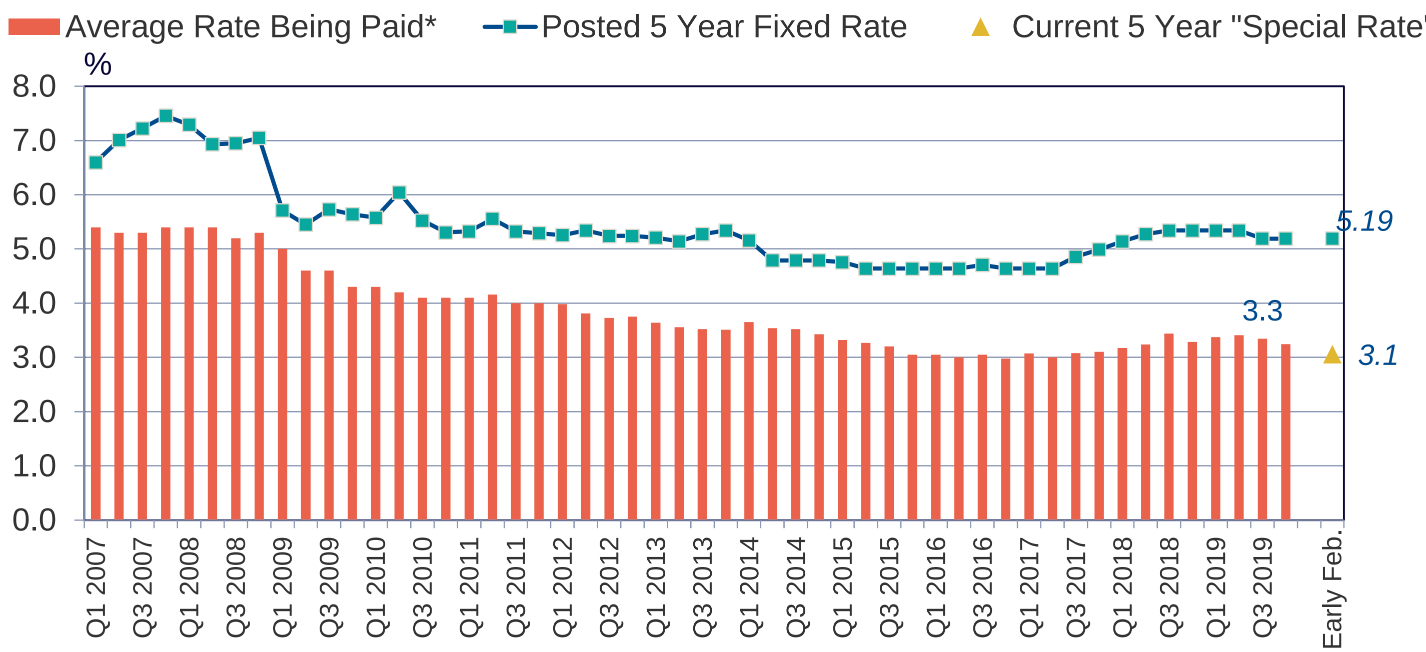
- Employment in the Vancouver market (Vancouver & Abbotsford CMAs) grew on a quarter-to-quarter basis in Q4 2019, after declining in Q3 2019. However, this was not enough to keep pace with the growth in the labour force; as a result the unemployment rate increased to 4.8% at the end of Q4 2019. In general, job growth in 2019 was more muted, with **about 20,600 jobs gained for the four quarters ending Q4 2019, about half the level of the preceding year**.
- **Effective mortgage rates have moved down in the past year,** with the average special rate available at the major banks sitting just above 3% (*chart top of next page*). However, **sticky-high posted rates** (still sitting above 5% for a 5 year mortgage) **have kept stress test income hurdle rates elevated.**
- **The Bank of Canada maintained the target for the overnight rate at 1.75% at its latest rate announcement on January 22, 2019**, remarking that *"In determining the future path for the Bank's policy interest rate, Governing Council will be watching closely to see if the recent slowdown in growth is more persistent than forecast. In assessing incoming data, the Bank will be paying particular attention to developments in consumer spending, the housing market, and business investment."* **The next rate announcement is March 4, 2020.**
- **Overall homebuying intentions in Vancouver are up this Winter compared to last year**, according to Altus Group's latest FIRM Survey (*chart bottom of next page*). The increase was due entirely to current renters (i.e. the key group for potential first-time buyers). This pattern may suggest that there could be some continued shift in demand for new condominium apartments towards more affordable options and that end users may play an increasing role relative to investors.

Vancouver Employment



Source: Altus Group based on Statistics Canada data

Canadian Mortgage Rates

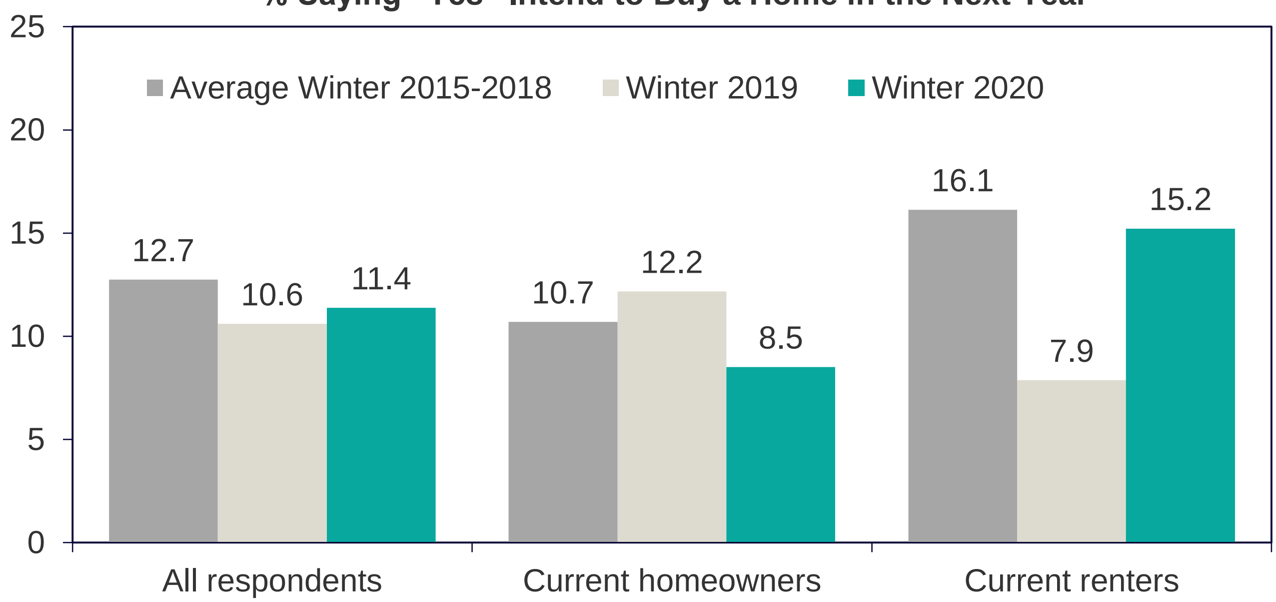


Source: Altus Group and Bank of Canada data

** The average rate currently being paid by all mortgage customers, regardless of term or type or when arranged*

Vancouver Homebuying Intentions

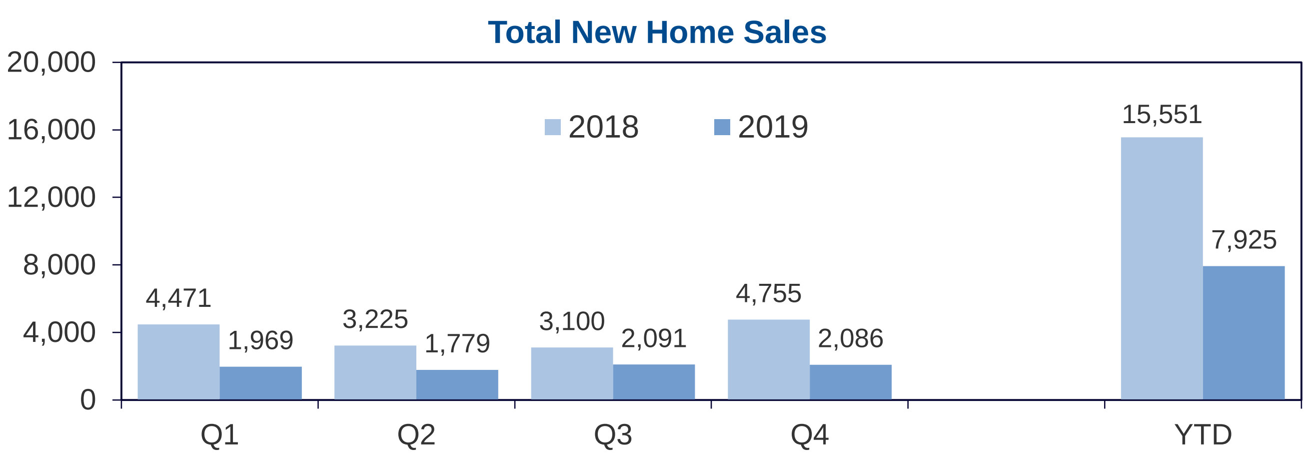
% Saying "Yes" Intend to Buy a Home in the Next Year

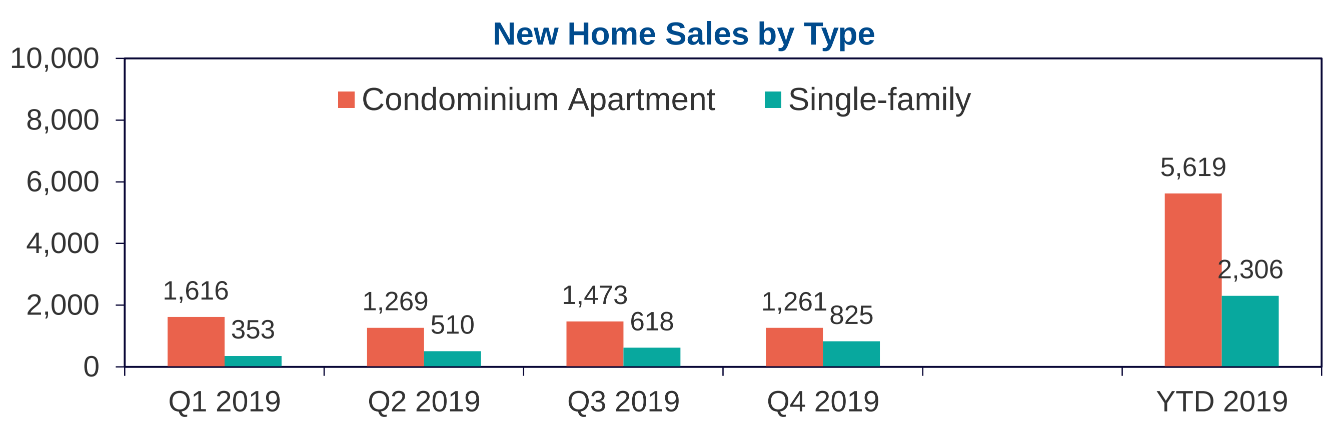


Source: Altus Group

- Total sales of new homes in the Vancouver Market Area were similar in Q4 2019 to the previous quarter, but down sharply from a year earlier. **Total new home sales for 2019** were down 49% from a year earlier and **were the lowest annual total since 2009** (charts next page).
- **New condominium apartment sales decreased slightly from the previous quarter and were the lowest Q4 since 2009**. Single-family sales increased in Q4 2019 for the fourth consecutive quarter, and were up 155% from Q4 2018. Single-family sales for the year, however, still finished as the lowest level recorded since Altus Group started its tracking in 2007. *Note that Altus Group's coverage of new single-family sales only includes projects of 20 or more units.*
- Total new home sales were down in all subareas in 2019 from a year earlier *(chart after next page)*. **While Guildford, Langley and Richmond Central recorded the highest number of total sales among the submarkets in 2019, their performance was below 2018** *(chart after next 2 pages).*

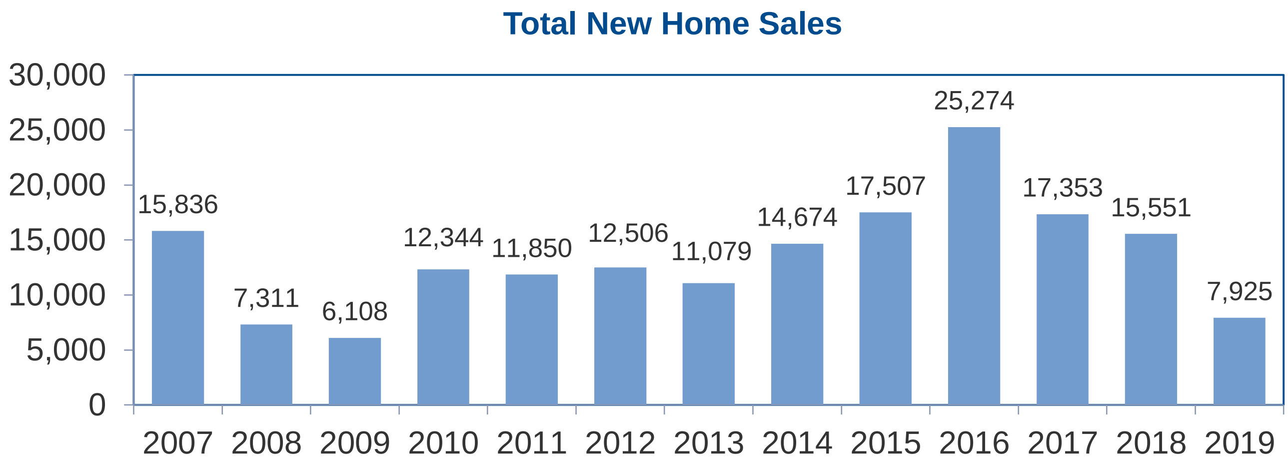
Vancouver New Home Sales

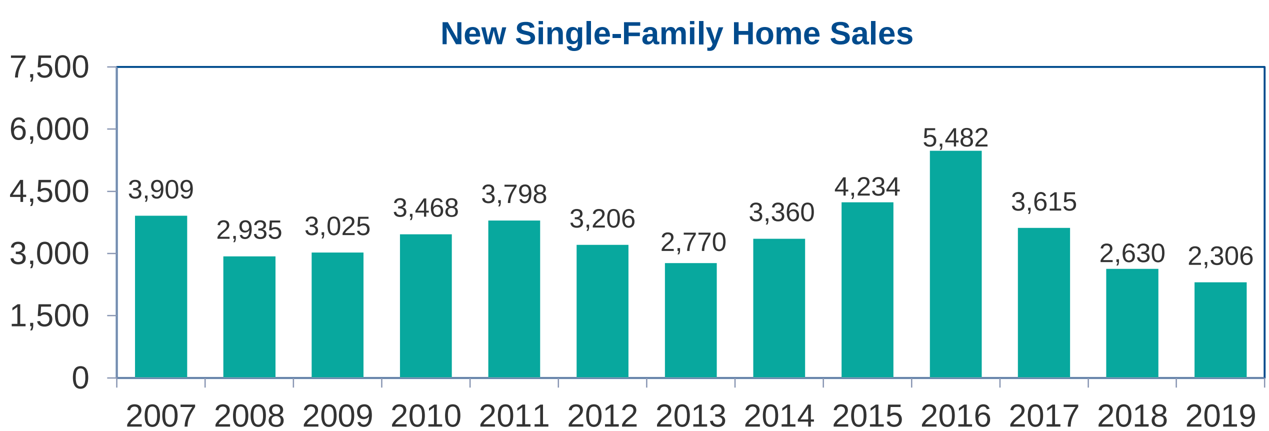




Source: Altus Group

Vancouver Market Area Annual New Home Sales

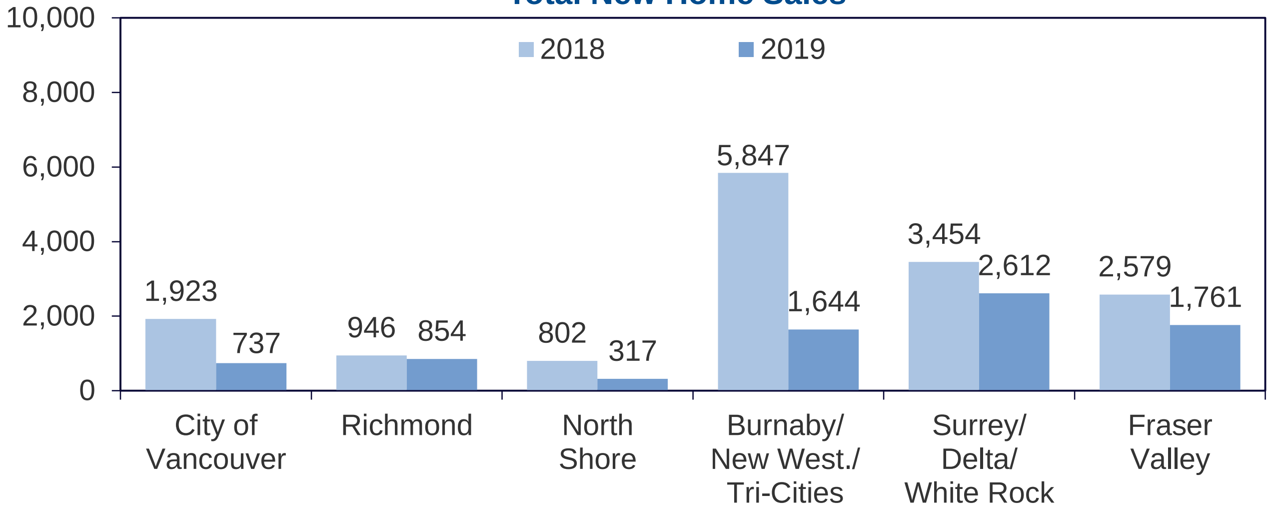




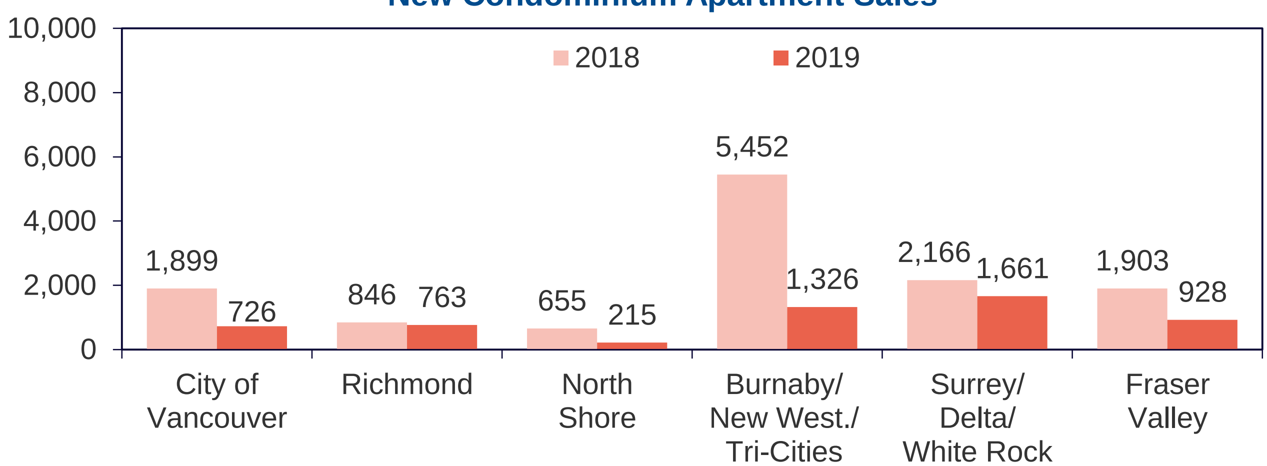
Source: Altus Group

Vancouver New Home Sales by Subarea

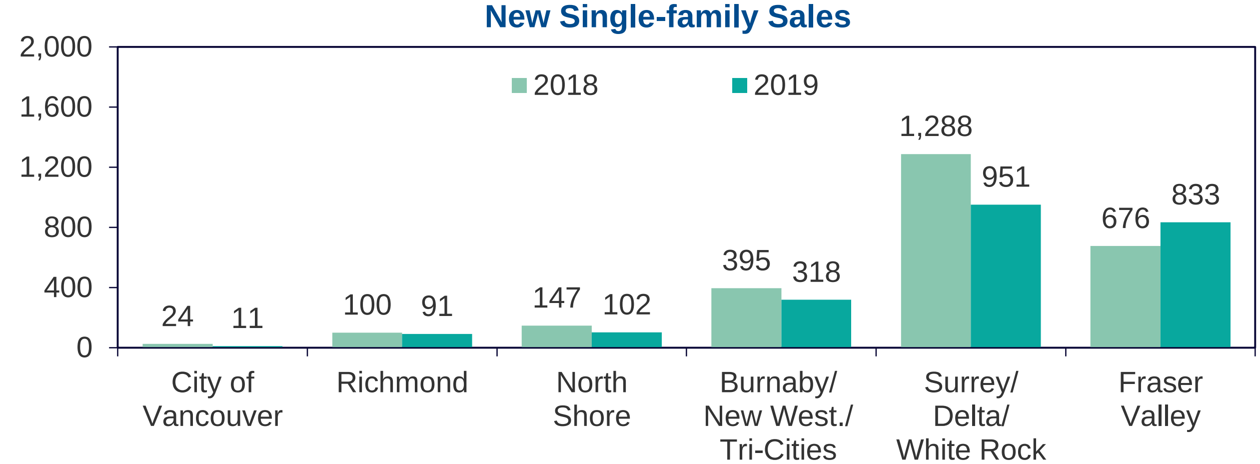
Total New Home Sales



New Condominium Apartment Sales



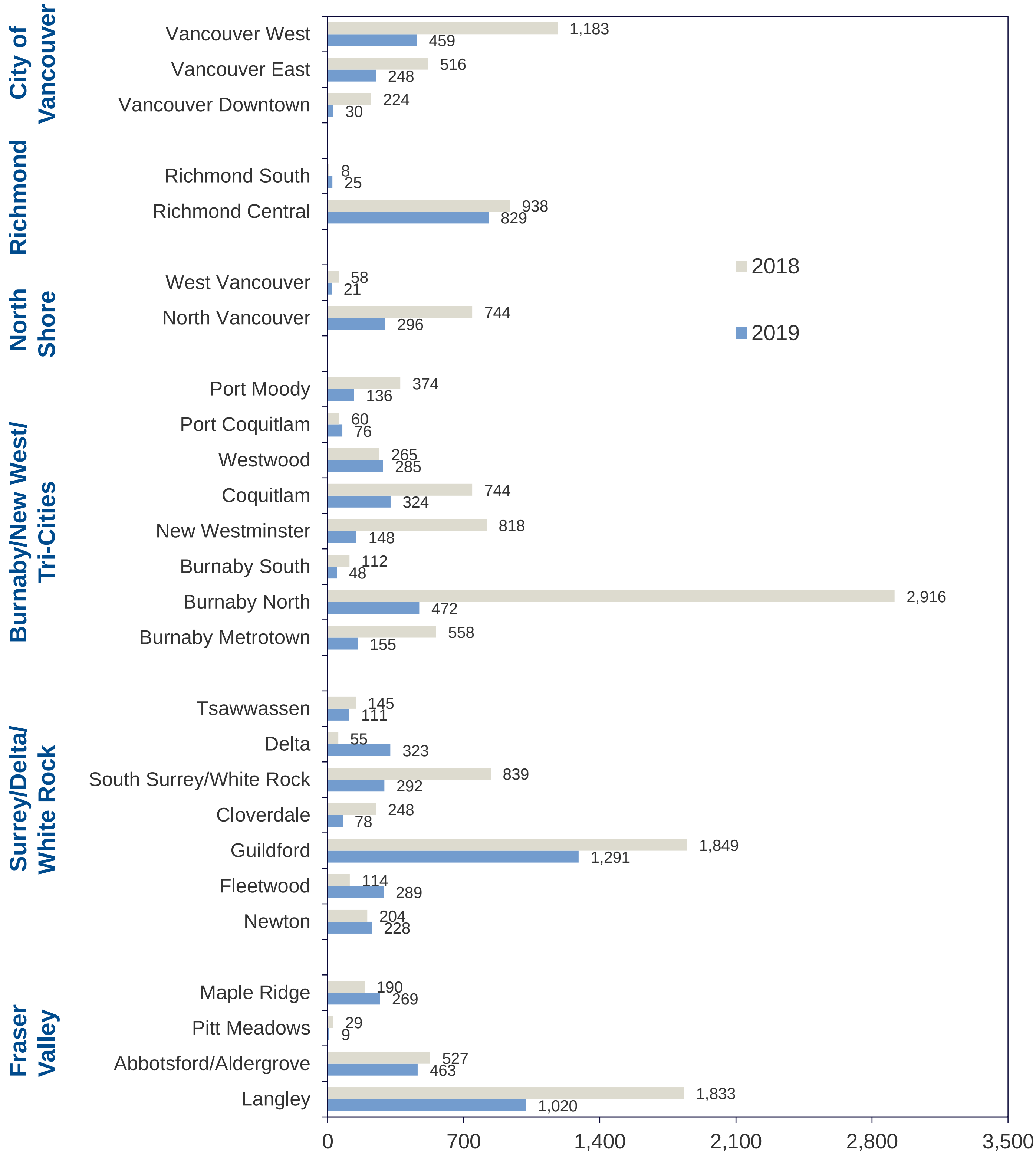
New Single-family Sales



Source: Altus Group

Altus Group

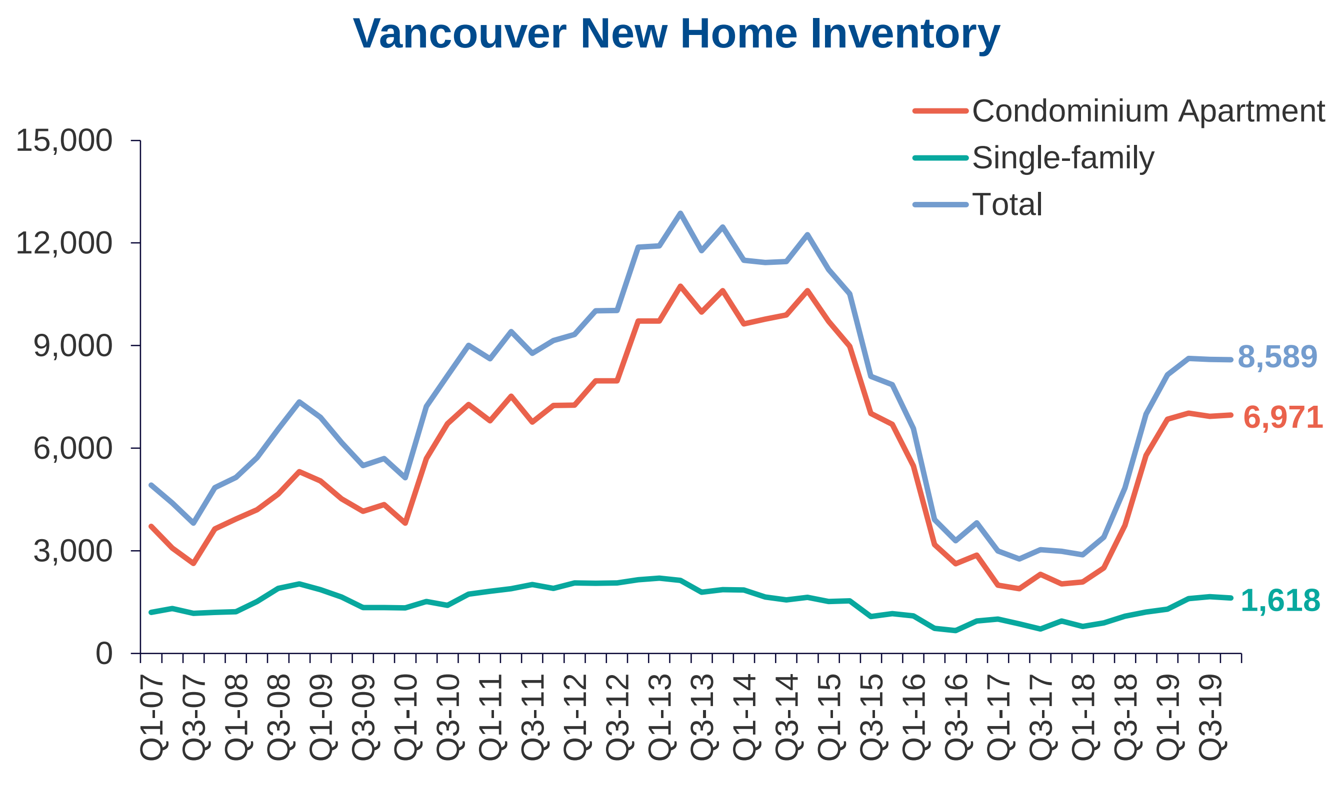
Vancouver Total New Home Sales by Submarket



Source: Altus Group

Note: Starting with the Q4 2019 report, Fort Langley and Langley have been combined into a single submarket

- **Total new home inventory available remained relatively stable in Q4 2019.** The small increase in condominium apartment inventory was offset by a slight decrease in single-family product available.
- There is now almost **15 months of available condominium apartment inventory**, based on the average monthly pace of sales over the preceding 12 months. **This exceeds the average Q4 value for the previous 10 years, and is similar to the situation during the 2008/2009 and 2013 slumps**.

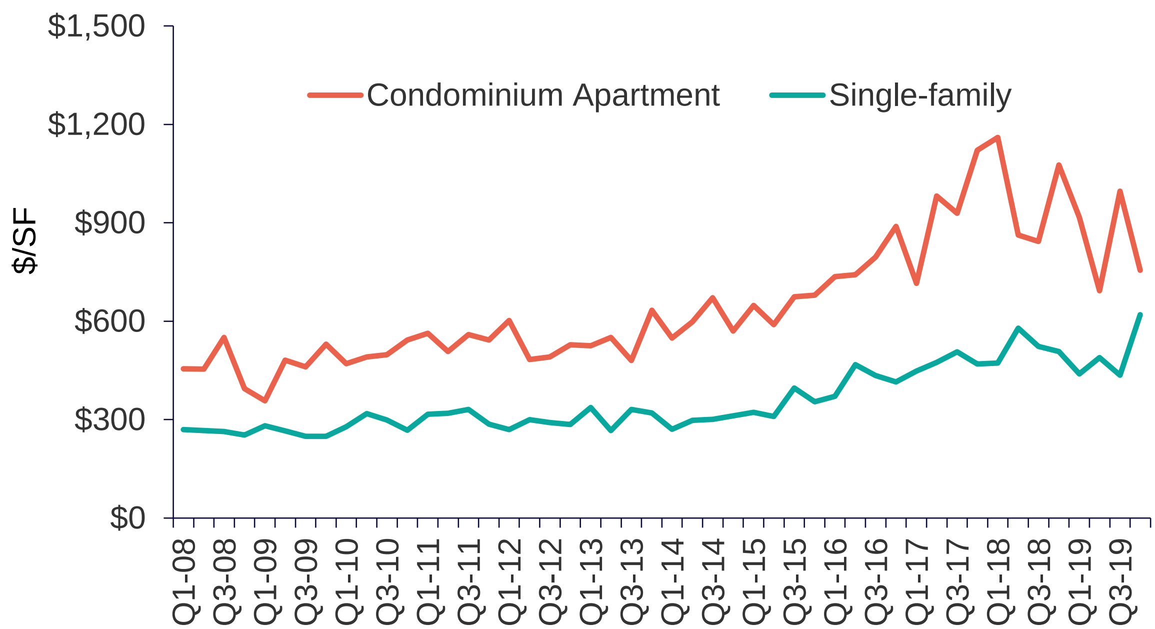


Source: Altus Group

New Home Market - Prices

- Based on the average blended price per square foot at opening, **single-family new home prices increased in Q4 2019,** up 22% from a year earlier and a record high, due in large part to new townhome projects opening in higher priced areas.
- **Average launch prices for new condominium apartments have been choppy in recent quarters, decreasing again in Q4 2019**. The average price per square foot for a new condominium apartment at opening in Q4 2019 was down 30% from a year earlier.
- Note that these prices do not reflect constant quality product, but rather options available to purchase in newly opened projects.
- The dwindling inventory of product available to purchase in recent years had contributed to rapid price increases (*see charts next page).* But **increases in inventories more recently have gone hand-in-hand with price moderations**, although changes in location of new product have also played a role, as discussed later on.

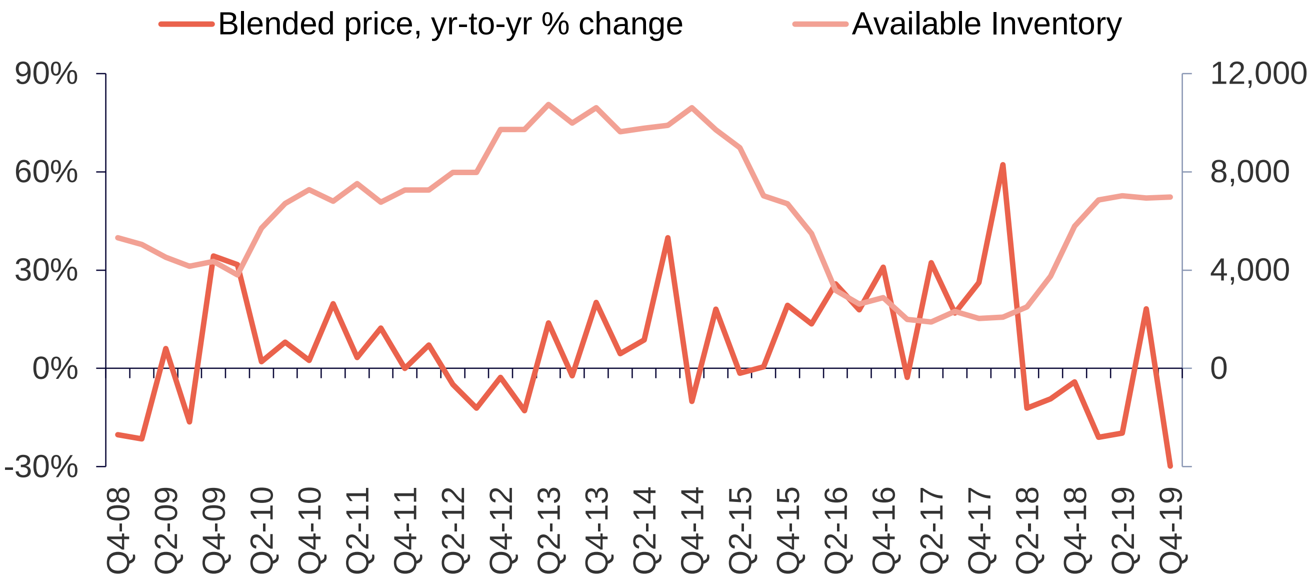
Vancouver New Home Blended Prices*



** See definitions page*

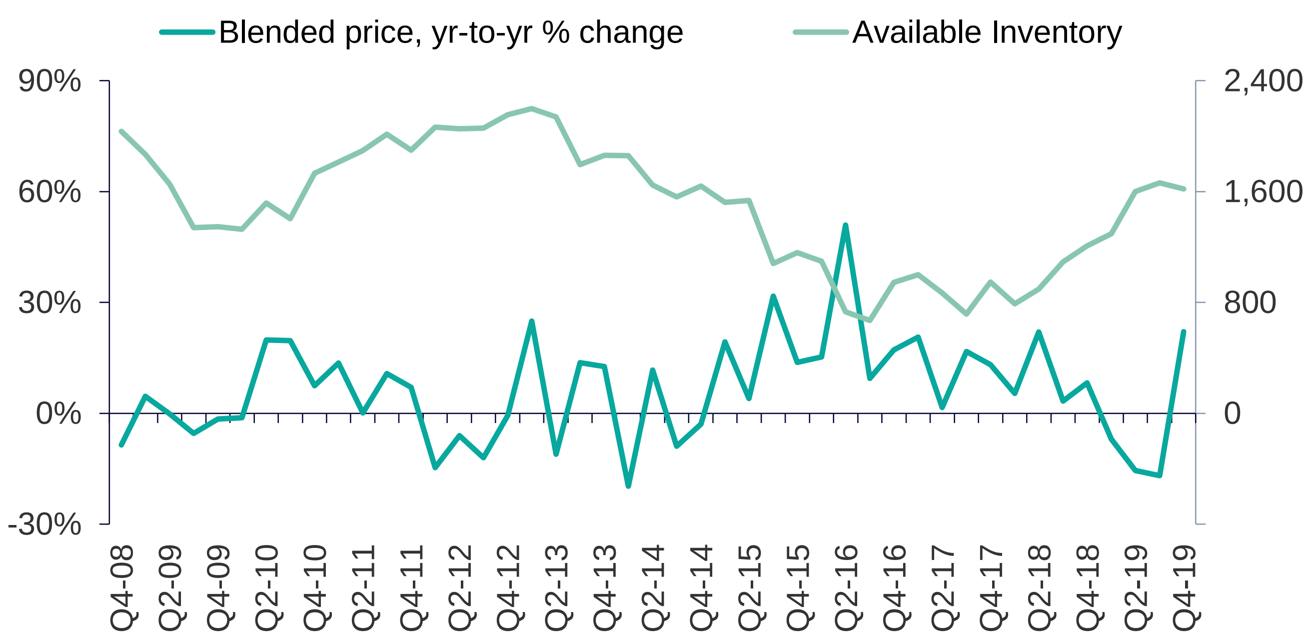
Source: Altus Group

Vancouver New Condominium Apartment Blended Price Changes by Opening Date and Available Inventory



Source: Altus Group

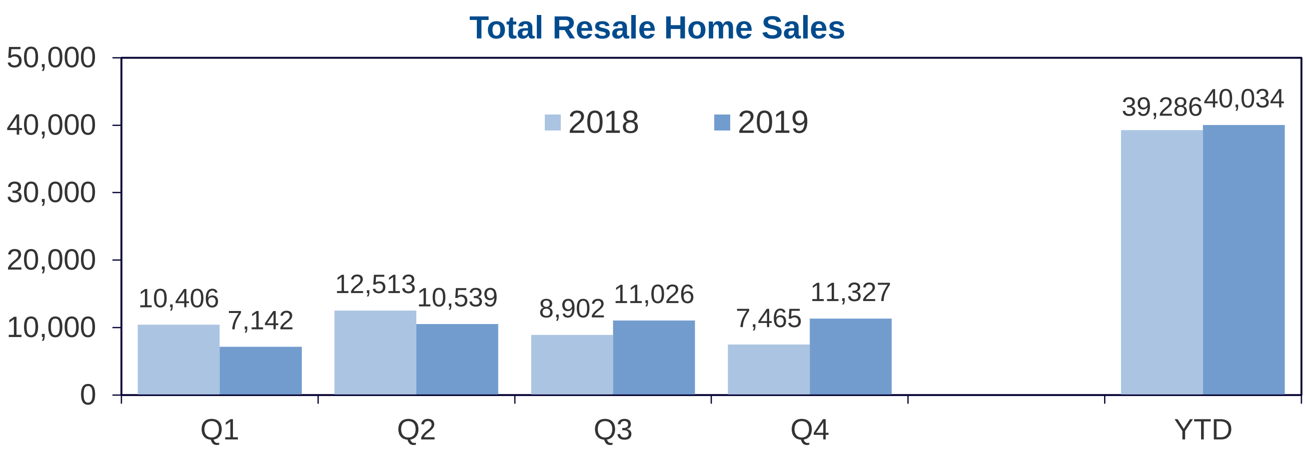
Vancouver New Single-family Blended Price Changes by Opening Date and Available Inventory

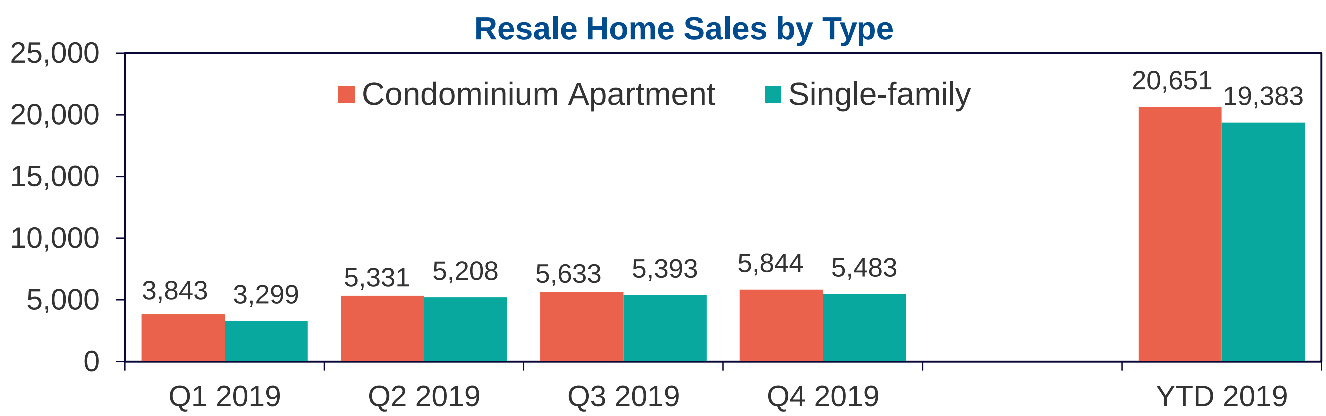


Source: Altus Group

- **Total sales of existing homes** (as reported by The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board) **were up in Q4 2019, compared to both Q4 2018 and Q3 2019.** For 2019 as a whole, sales were up 2%, with a 7% increase for single-family more than offsetting a 2% decline for apartments.
- Total resale inventory (or "active listings") continued to be worked down in Q4, with both single-family and condominium apartments contributing to the quarter-to-quarter and year-over-year declines (*chart next page*). Resale inventory provides competition to the new home market, and the whittling down of excess resale supply is positive for potentially higher new home sales.
- **The benchmark price for a resale home in Q4 2019 was below a year earlier, and down marginally from Q3 2019** (*chart next page, bottom*), based on MLS® Home Price Index data produced by Altus Group on behalf of the local real estate boards. Resale prices for condominium apartments were down for the 6th consecutive quarter, while resale prices for single-family were up for the first time since the record highs in the second quarter of 2018.

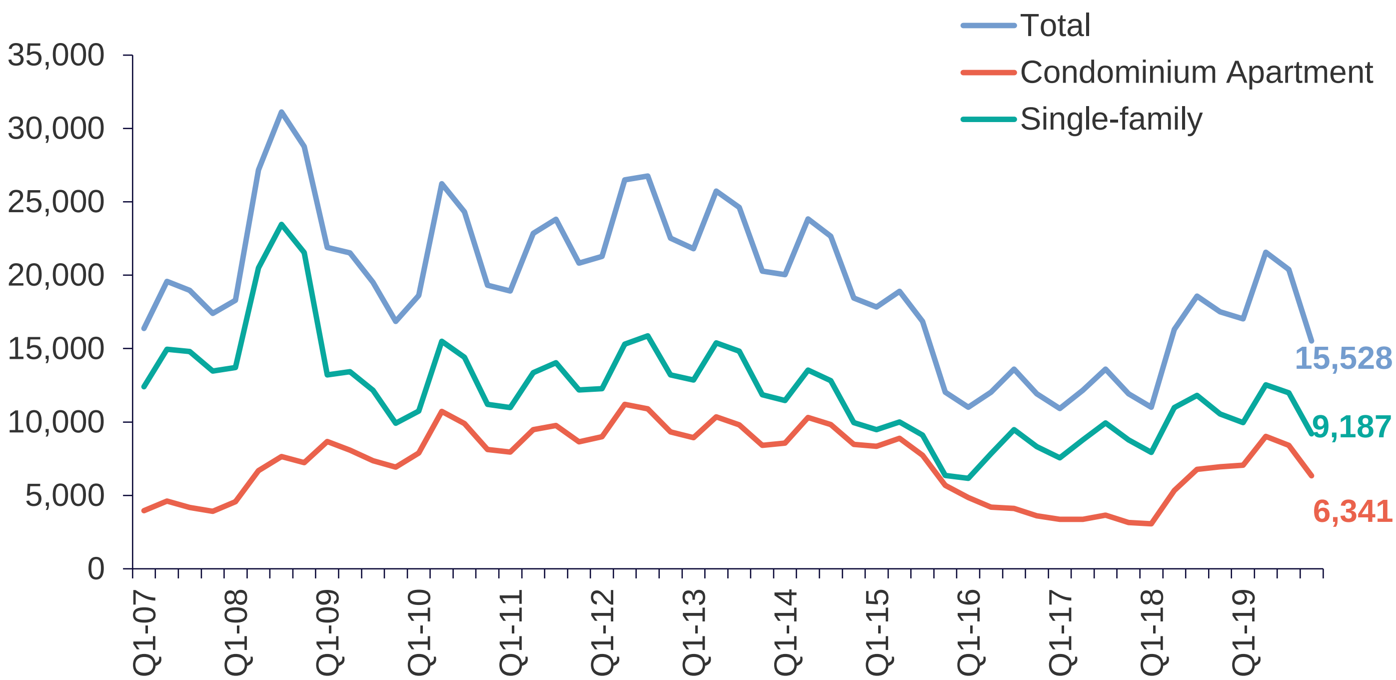
Vancouver Resale Home Sales





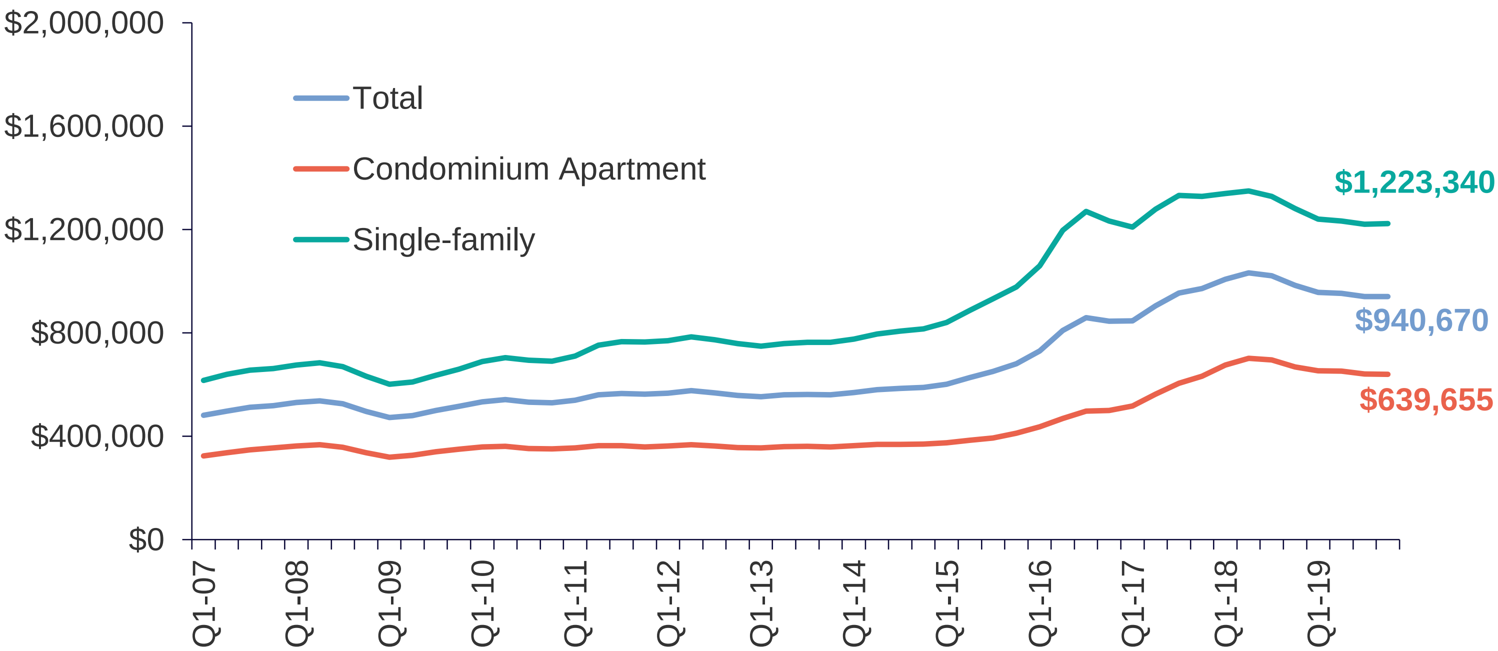
Source: Altus Group based on data from The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board

Vancouver Resale Home Inventory ("Active Listings")



Source: Altus Group based on data from The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board

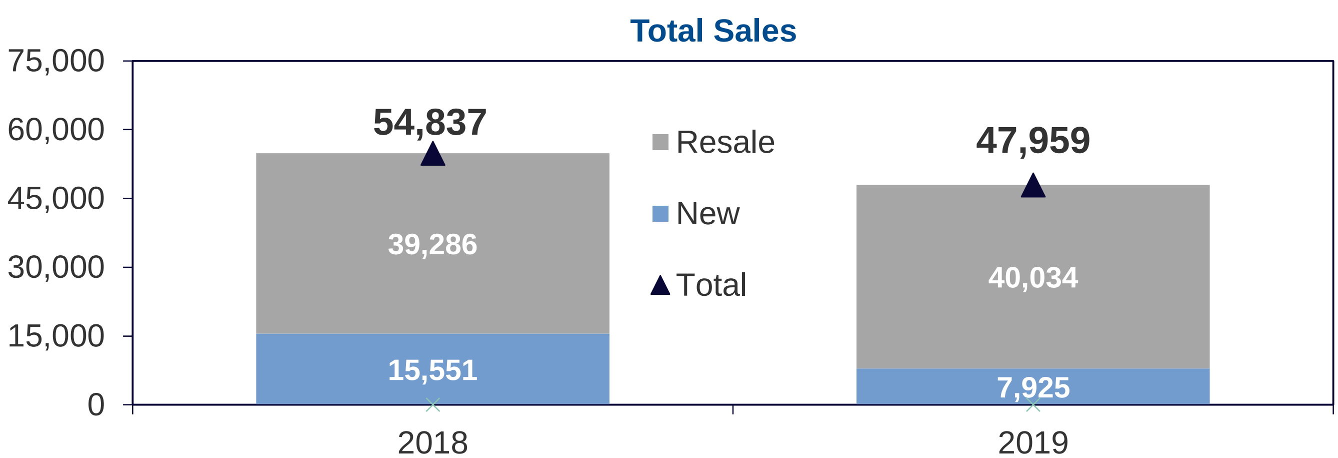
Vancouver Benchmark Resale Home Prices

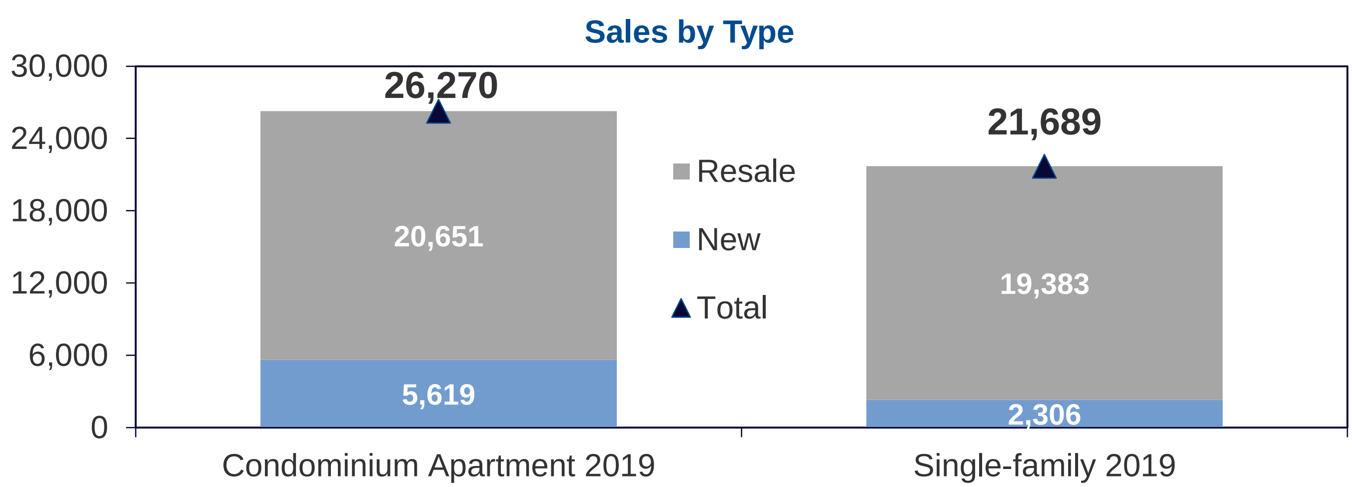


Source: Altus Group based on MLS® Home Price Index for the Lower Mainland

- **Combined resale and new home sales,** as measured by The Real Estate Board of Greater Vancouver, The Fraser Valley Real Estate Board and Altus Group, **totaled almost 48,000 units for the year in 2019, down 13% from 2018**. The decline was entirely due to the new home sector (down 49%), with the resale sector finishing the year slightly ahead of 2018.
- **About 1 in 6 home sales in 2019 were new homes in projects of 20 or more units**. The ratios however are quite different for single-family homes, with new accounting for about 1 in 9 sales in 2019, and condominium apartments, where about 1 out of 5 sales were new condos (this compares to 1 in 3 in 2018).

Vancouver Combined New & Resale Home Sales

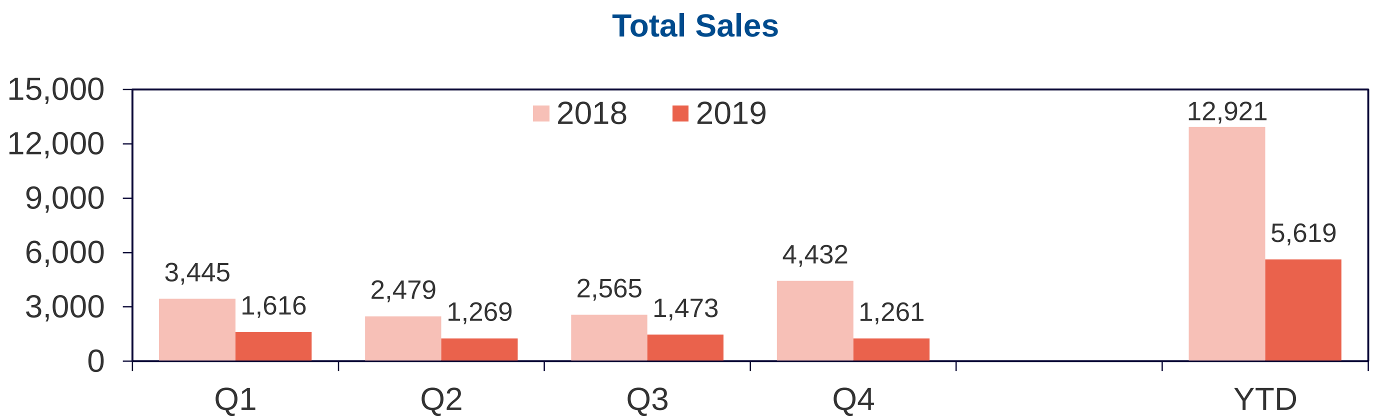


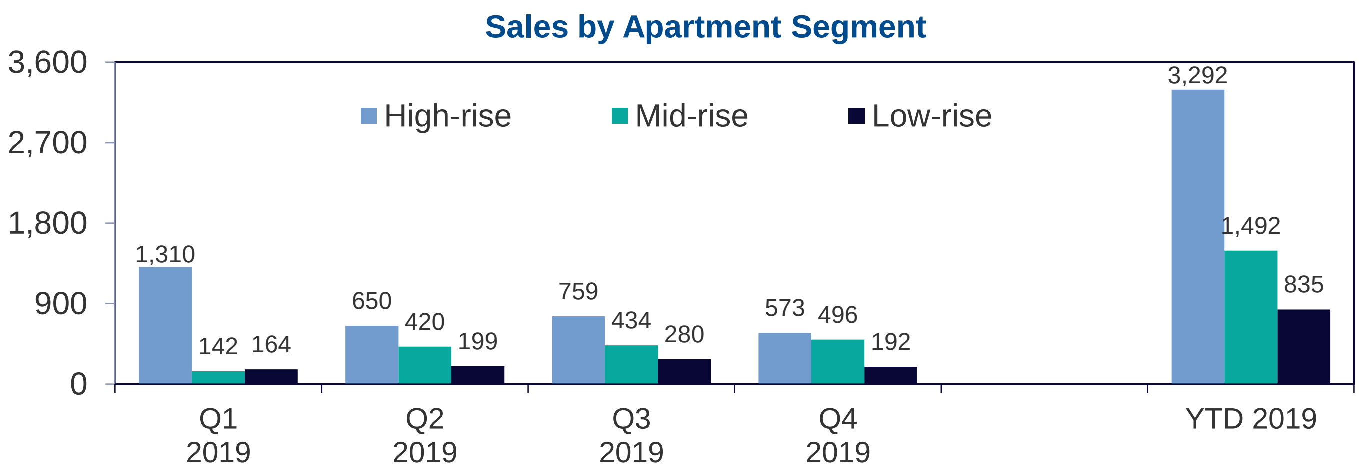


Source: Altus Group, The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board data

- **New condominium apartment sales in Q4 2019 were down 72% from a year earlier,** and down 14% from the previous quarter (the normal seasonal pattern is up slightly). It was the lowest Q4 since 2009, as well as the lowest annual total since 2009. There were fewer new launches again in the quarter, which may have contributed to lower sales.
- While both high-rise and mid-rise projects saw slower sales in 2019, new low-rise sales were up, albeit from a very weak performance in 2018. Overall, wood frame projects accounted for a much greater share of condo sales in 2019, in part due to the fact that delays in project launches were more prevalent among concrete product.
- **The decline in new condominium apartment sales was across all of the broad subareas in both Q4 2019 and for 2019 as a whole** (*chart next page*). Burnaby/New Westminster/Tr-Cities saw the most pronounced decline, but this was coming off a particularly strong showing in 2018 when there were strong sales volumes at a number of major transit oriented developments.
- Among the local submarkets, Guildford took top spot in 2019, away from Burnaby North, the leader in 2018 (*chart on page after next page*).

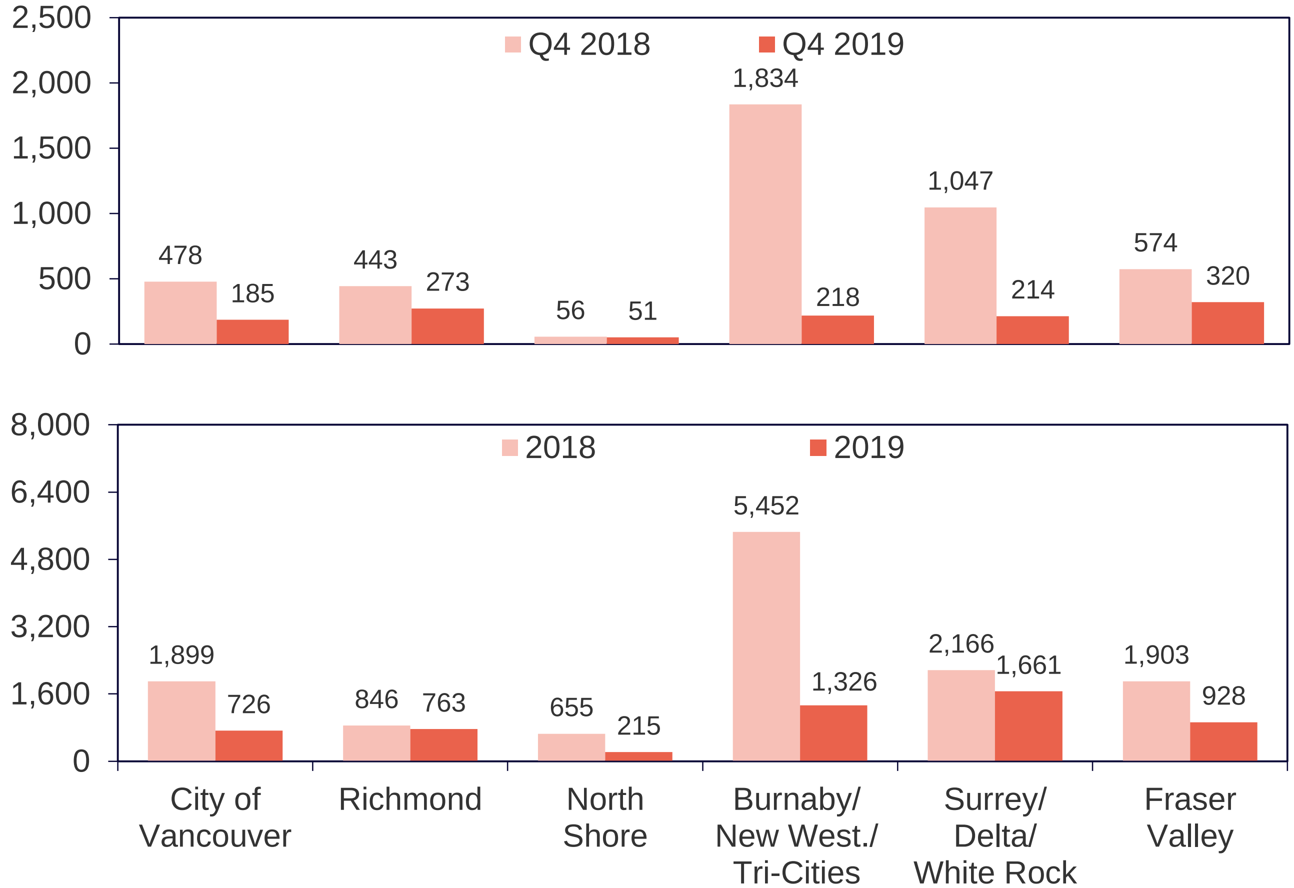
Vancouver New Condominium Apartment Sales

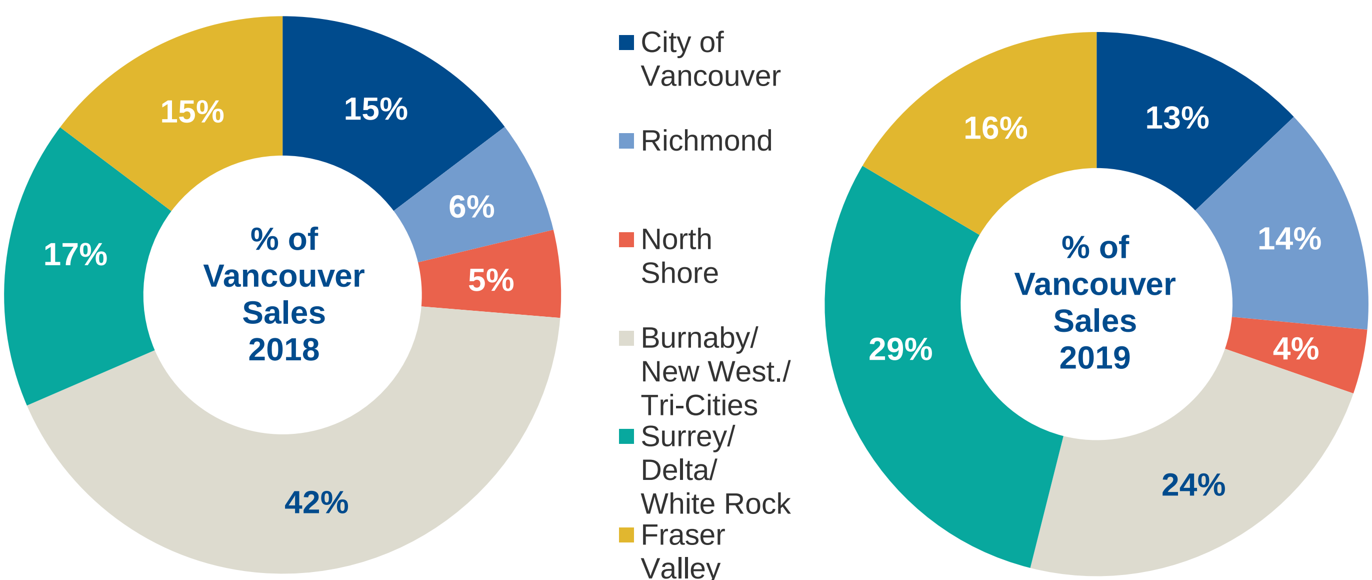




Source: Altus Group

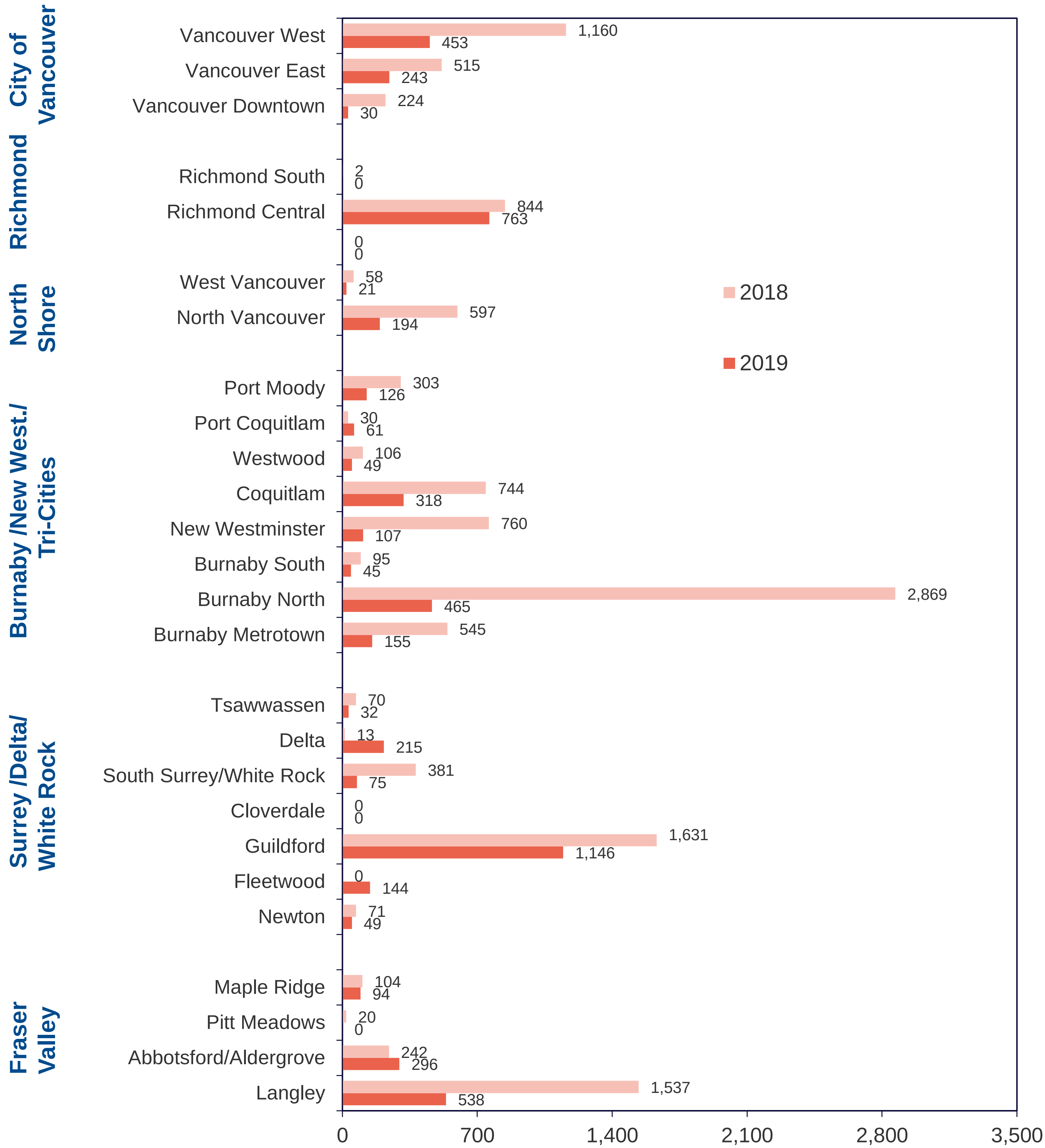
Vancouver New Condominium Apartment Sales by Subarea





Source: Altus Group

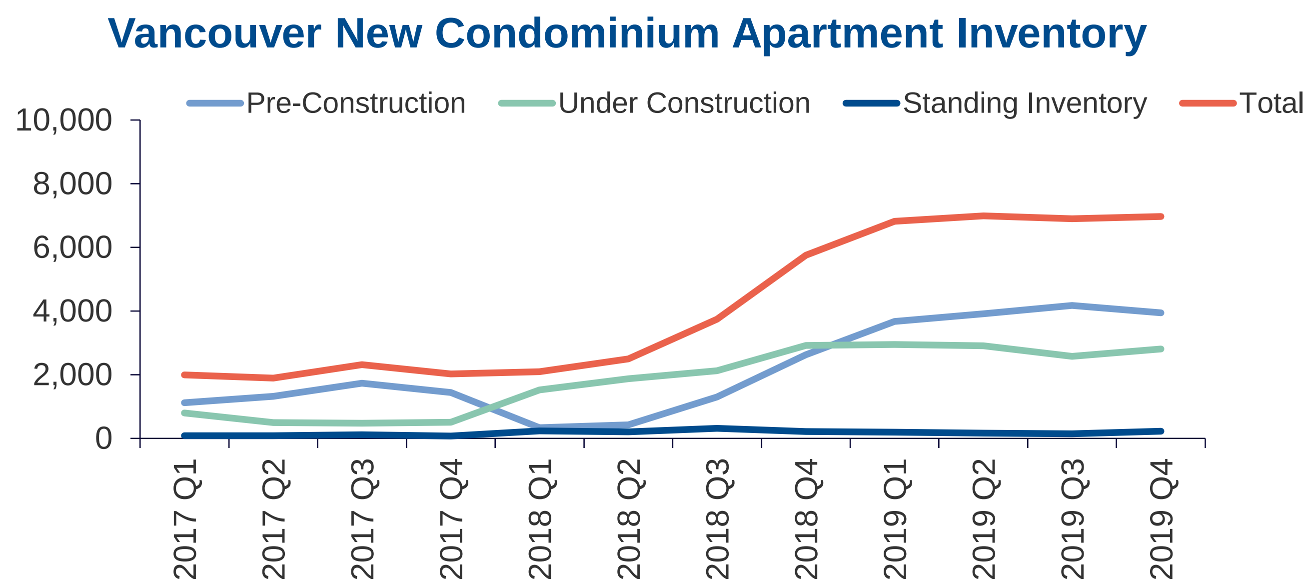
Vancouver New Condominium Apartment Sales by Submarket

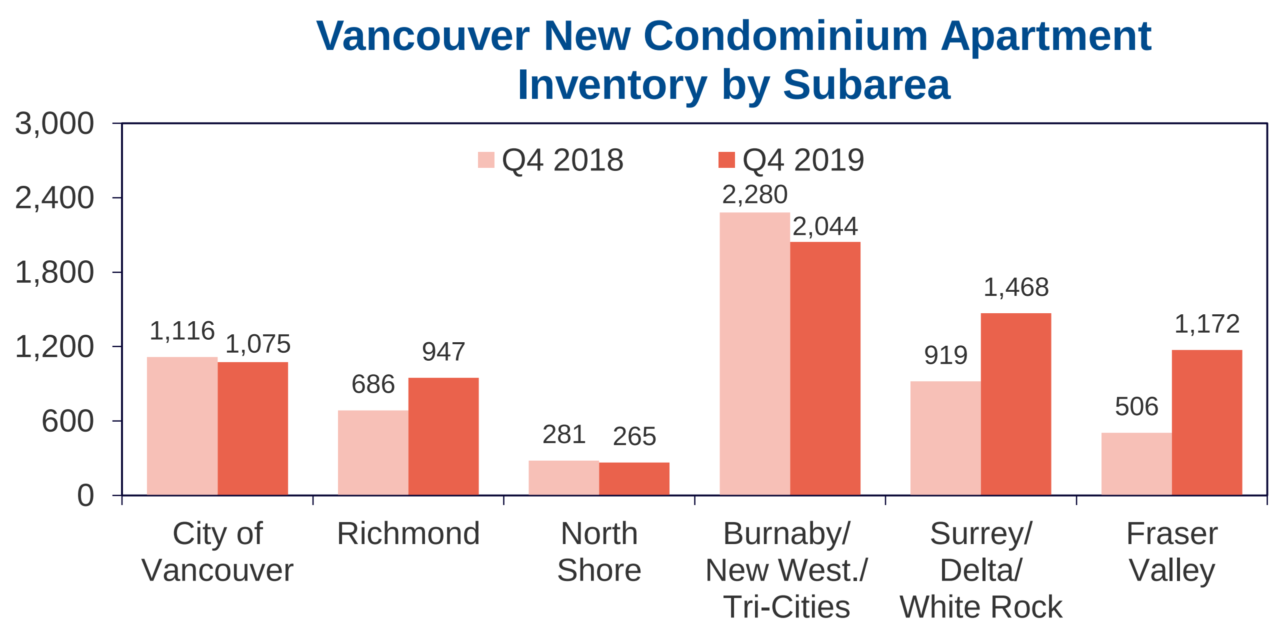


Source: Altus Group

New Condominium Apartments - Inventory

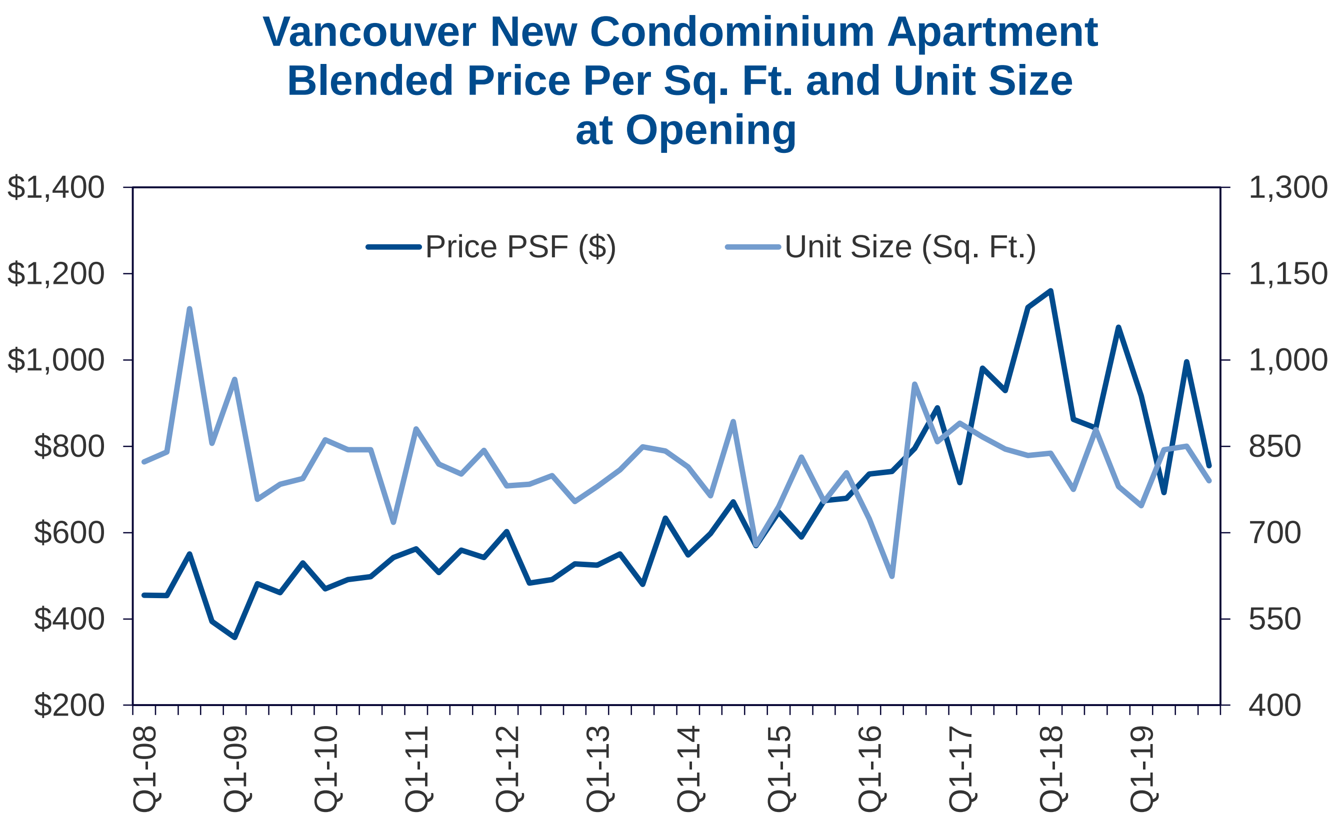
- As discussed earlier, total new condominium apartment available inventory in Q4 2019 was similar to the previous quarter, but up from a year earlier. Not all subareas shared in the year-over-year increase, with inventories down in the City of Vancouver and Burnaby/New Westminster and Tri-Cities and relatively flat on the North Shore.
- **More than half of the total inventory of new condominium apartments is in pre-construction projects,** and most of the remainder is in projects under construction. There are very few (221) units available to purchase in standing inventory (i.e. units not yet sold in completed projects).





Source: Altus Group

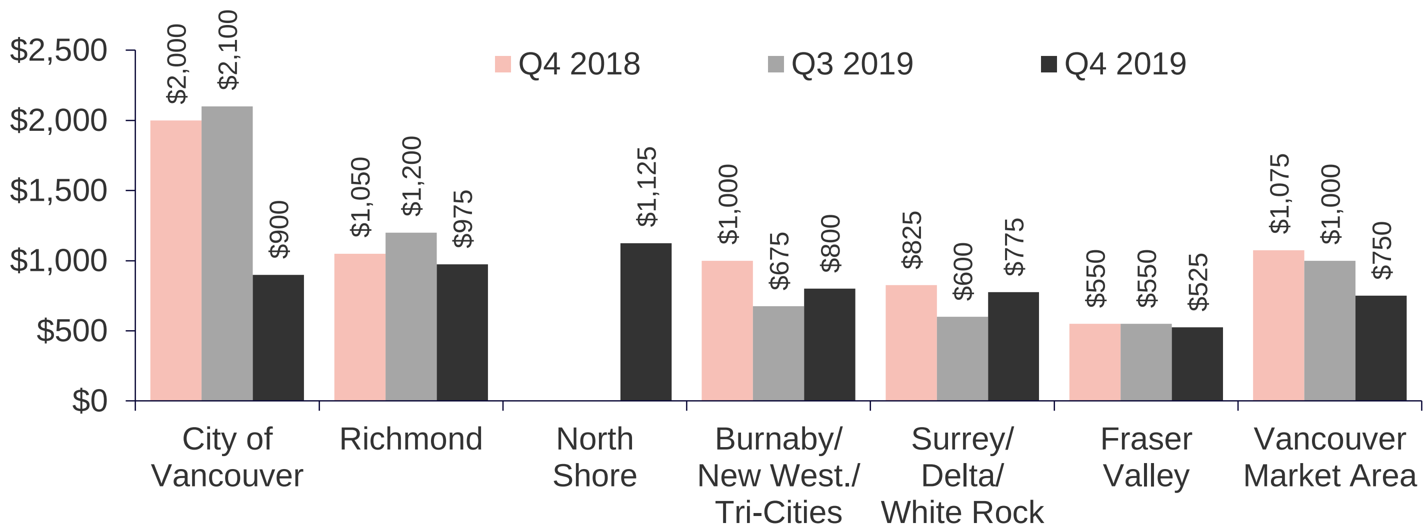
- The **price per square foot for available new condominium apartments at launch** *(see definitions page)* **dropped back again in Q4 2019** and was 30% lower than last year.
- Caution needs to be used in interpreting the price per sq. ft. data, as smaller unit sizes on average have higher prices per sq. ft. Therefore, a decline in price per sq. ft. could reflect both “pure” price decreases, as well as increases in average size of units launched - and, of course, location shifts.
- **The lower average price PSF in Q4 2019 compared to Q3 2019 and Q4 2018 is at least in part attributable to a larger share of new product being located in the lower-priced Fraser Valley submarket** (*charts next page*), **and less in the typically higher-priced City of Vancouver** (moreover, the only opening in the fourth quarter of 2019 in the City of Vancouver was a lower priced project in Vancouver Eastside).



Source: Altus Group

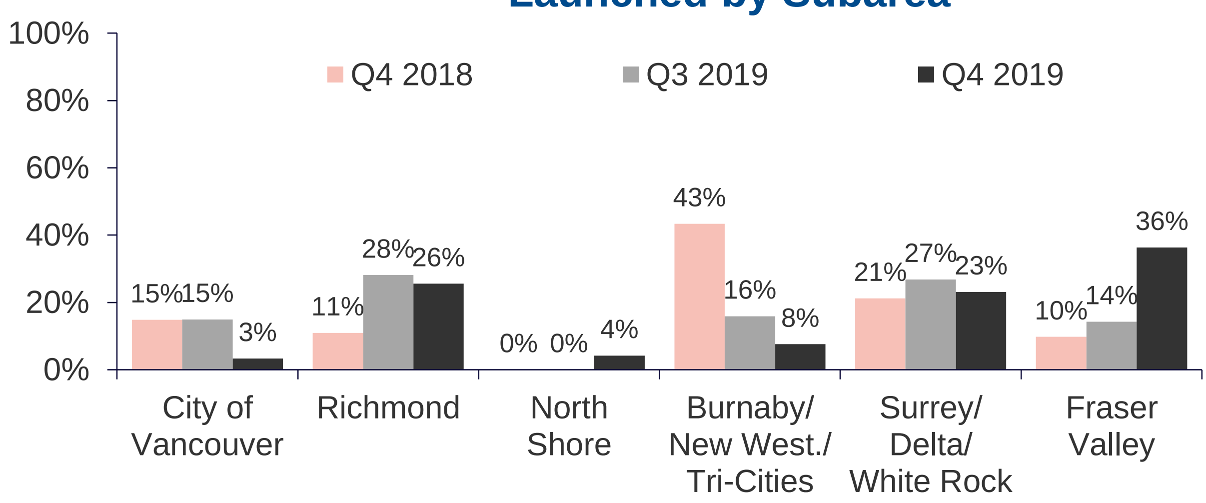
AltusGroup

New Condominium Apartment Launch $PSF* by Subarea



* Round to the nearest $25
Source: Altus Group

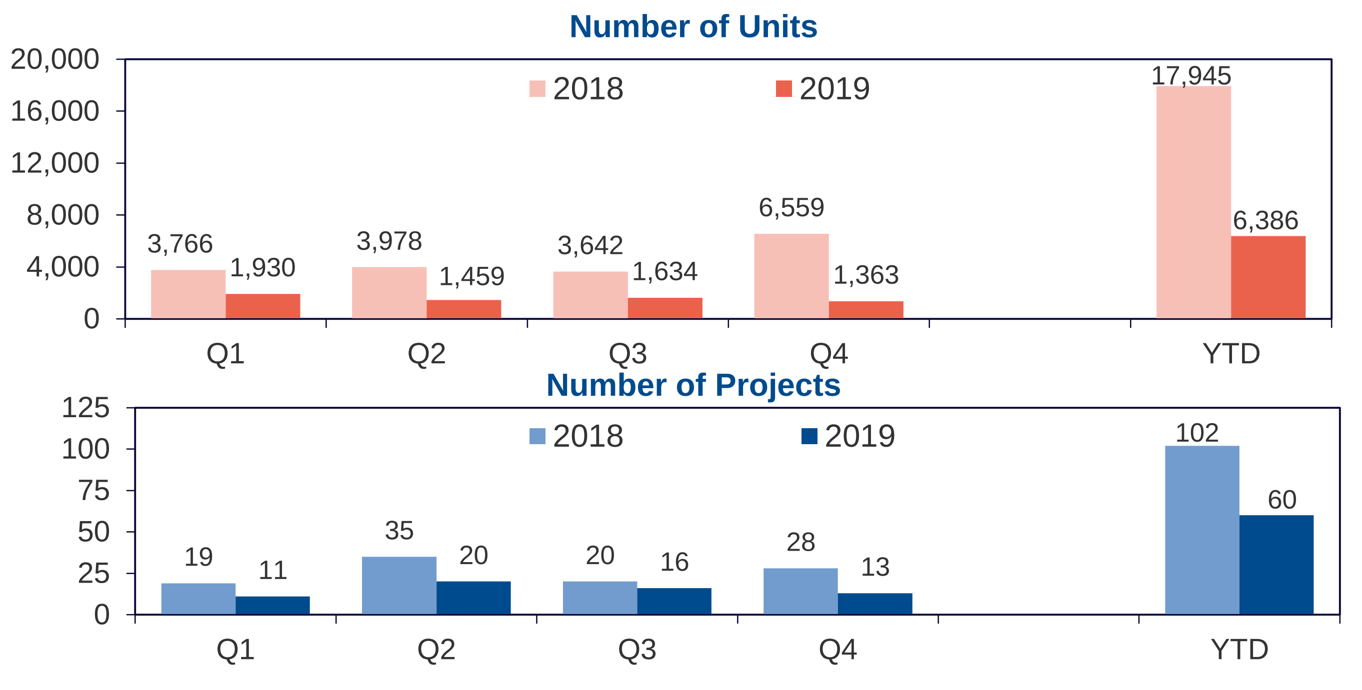
Units in New Condominium Apartment Projects Launched by Subarea



Source: Altus Group

- **There were 13 new condominium apartment projects opened in the Vancouver Market Area in Q4 2019.** The more than 1,300 units in new projects opened in Q4 2019 was down 79% from the record high for Q4 a year earlier. While many "coming soon" projects monitored by Altus Group previously had their launch dates moved back, it appears launches could pick up in Q1 2020. **For 2019 as a whole, there were just under 6,400 units in new projects opened, the lowest total since 2009** (chart next page).
- Compared to 2018, more project new openings in 2019 (in terms of units) were in Surrey/Delta/White Rock, Richmond, and the Fraser Valley (*charts after next page, top*). Fewer 2 bedroom units in projects opened in 2019 had dens than in 2018 (*charts after next page, bottom)*.
- Following the next page are maps showing the location of new projects launched in October, November, and December, accompanied by summary tables with additional detail on each project. *Note that the unit type information coverage may vary; for some projects, it includes unreleased units, while for others it excludes unreleased units.*
- *Note: clicking on the "project record" link in the summary tables will take logged-in Altus Group RealNet Vancouver Residential New Homes module subscribers directly to the full on-line record for that project; as the on-line record becomes updated, specific data may be more up-to-date than information contained in the report here.*

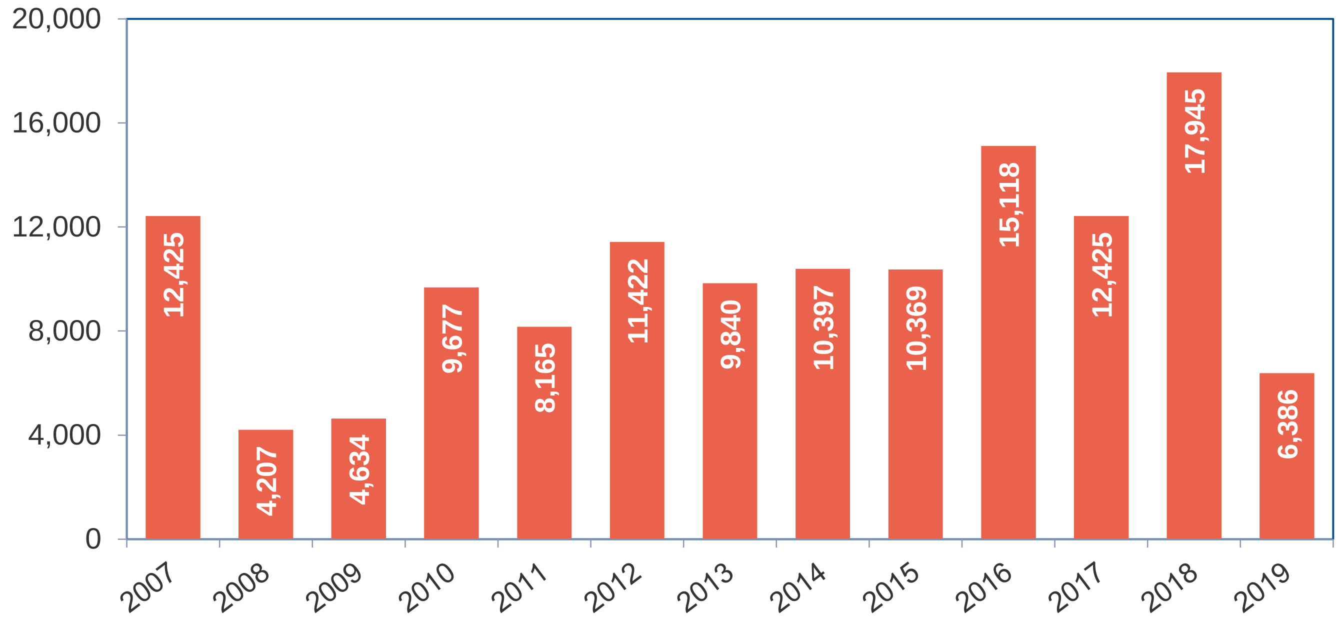
Vancouver New Condominium Apartment Project Openings



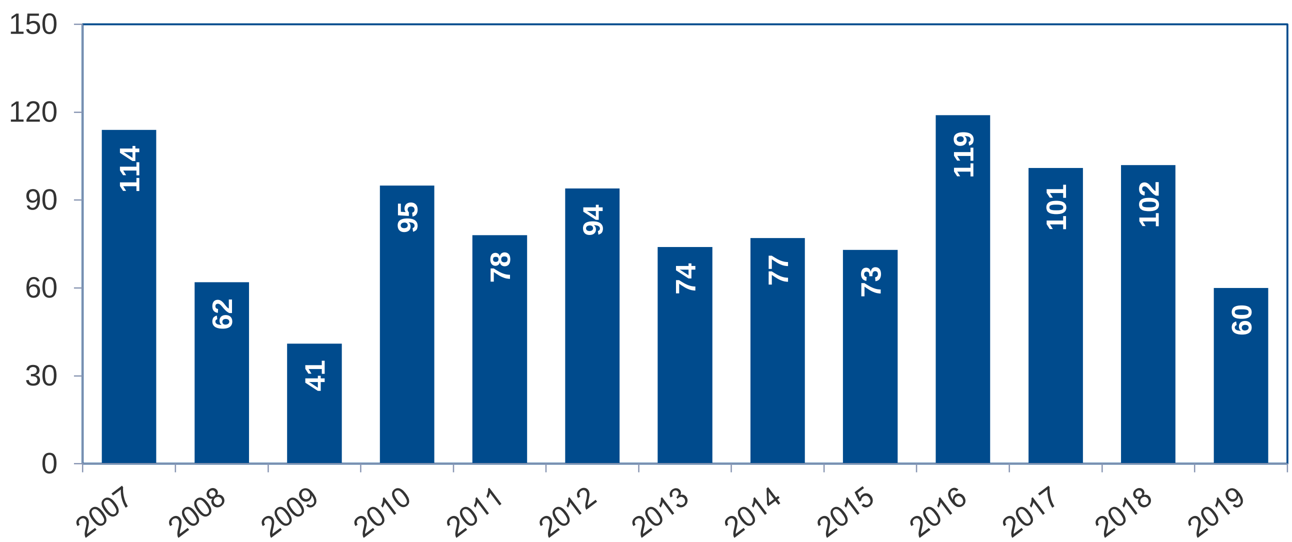
Source: Altus Group

Vancouver New Condominium Apartment Project Openings

Number of Units

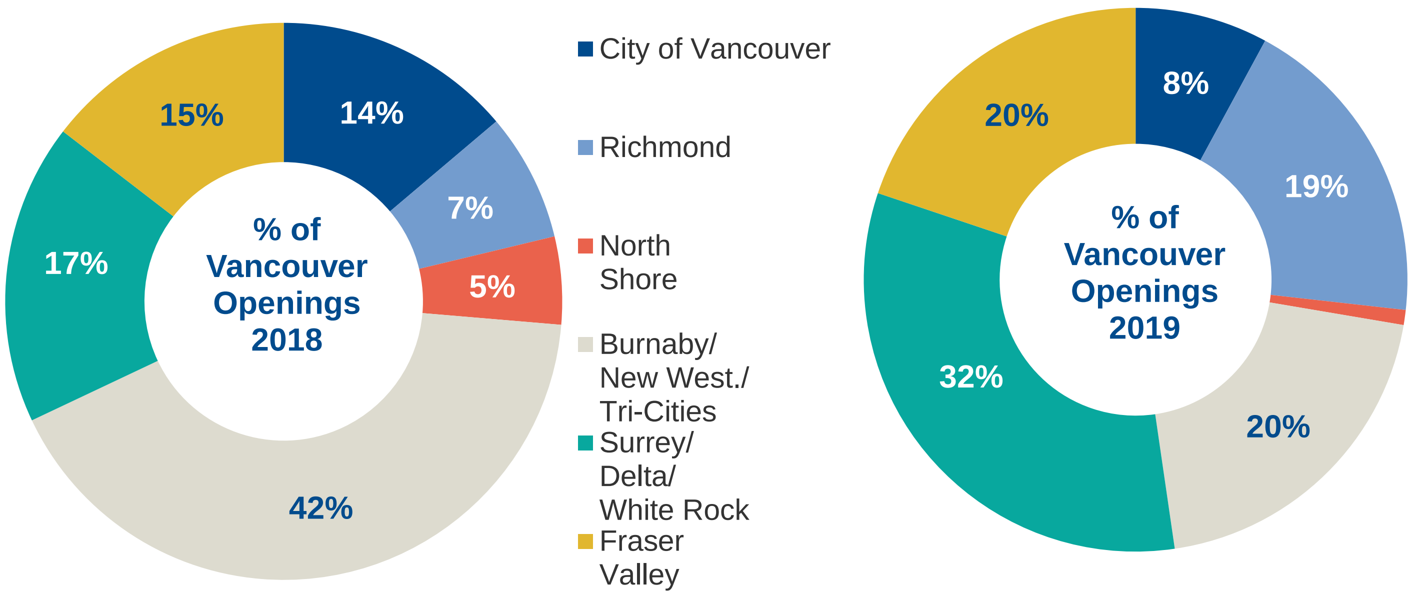


Number of Projects

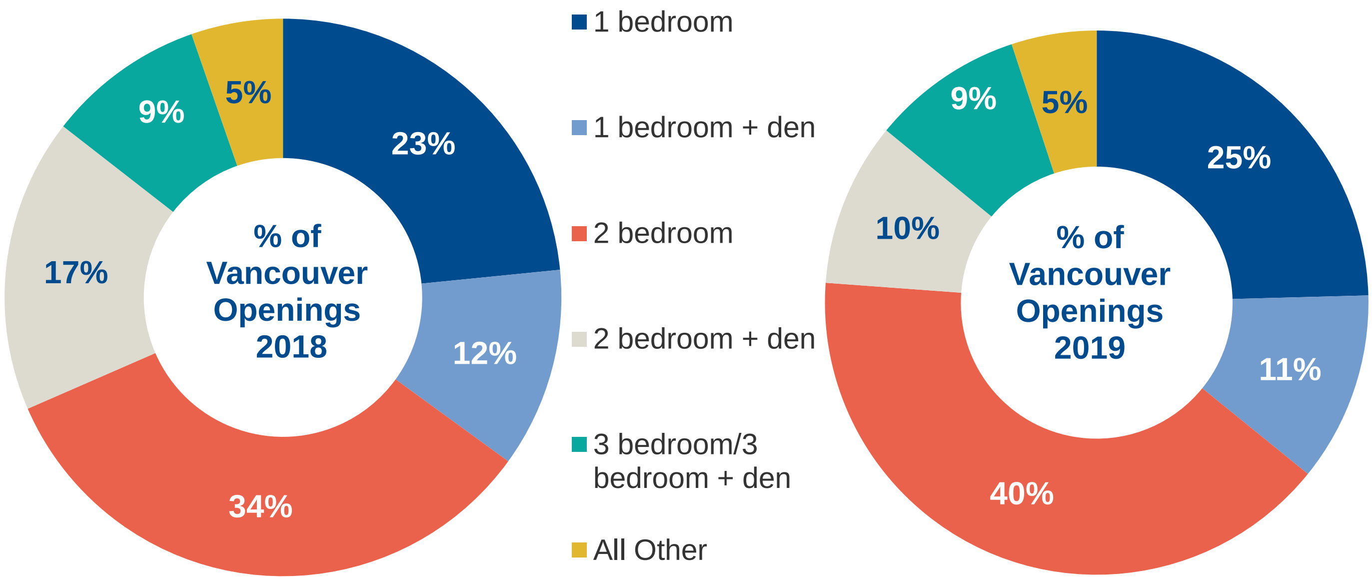


Source: Altus Group

Vancouver Condominium Apartment Units in New Openings by Subarea

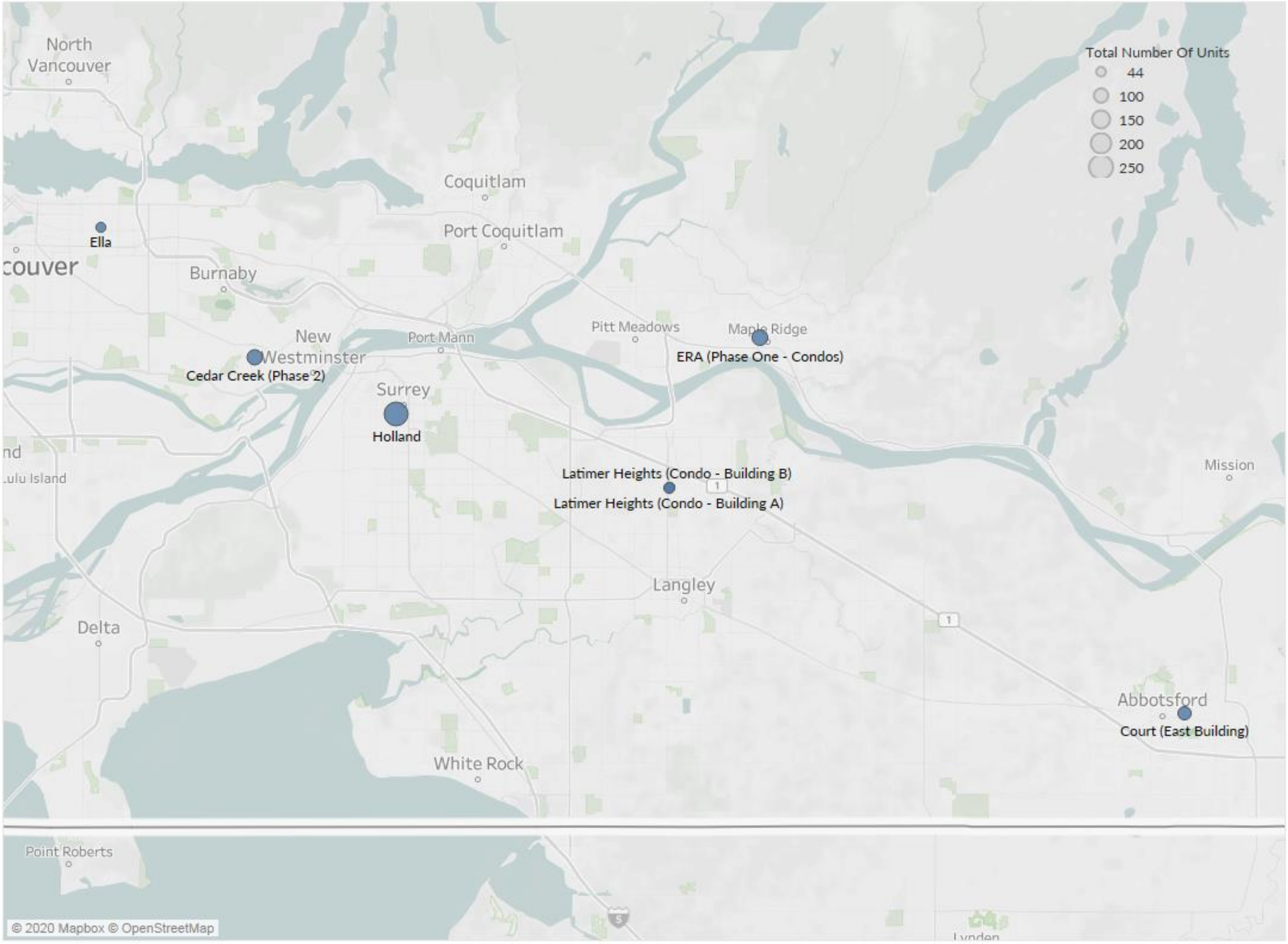


Vancouver Condominium Apartment Units in New Openings by Bedroom Type



Source: Altus Group

October 2019 New Project Launches by Number of Units



Source: Altus Group

New Condominium Apartments - Openings

Altus Group

Project Record	[Cedar Creek (Phase 2)]	[Court (East Building)]	[Ella]	[ERA (Phase One - Condos)]

New Condominium Apartment Project Openings - October 2019 (1 of 2)

Project Name	**Cedar Creek (Phase 2)**	**Court (East Building)**	**Ella**	**ERA (Phase One - Condos)**
Developer	Ledingham McAllister	Heinrichs Developments	GN Holdings	SwissReal Group
Date Opened	2019-10-26	2019-10-05	2019-10-12	2019-10-19
Subarea	Burnaby / New Westminster / Tri-Cities	Fraser Valley	City of Vancouver	Fraser Valley
Submarket	Burnaby South / Edmonds	Aldergrove / Abbotsford	Vancouver Eastside	Maple Ridge
Project Type	Mid Rise	Mid Rise	Low Rise	Mid Rise
Construction Type	Wood Frame	Wood Frame	Wood Frame	Wood Frame
Floors	6	5	4	6
Project Total Units	**103**	**78**	**45**	**110**
Total Units Released	**103**	**78**	**45**	**110**
Unit Type (see note in text)				
Studio	-	-	9	-
1 bedroom	-	12	5	14
1 bedroom + den	22	27	6	43
2 bedroom	65	23	21	30
2 bedroom + den	2	16	2	16
3 bedroom & up	14	-	2	7
Penthouse	-	-	-	-
Other	-	-	-	-
Opening quarter sales	**22**	**14**	**41**	**30**
% Sold	*21%*	*18%*	*91%*	*27%*
Remaining inventory	81	64	4	80
Blended $PSF	$800	$505	$890	$530
Minimum Size (sq. ft.)	639	617	408	625
Maximum Size (sq. ft.)	995	1,244	1,307	1,465
Minimum Price	$509,900	$299,900	$369,800	$354,900
Maximum Price	$799,900	$600,900	$999,800	$700,000
Notes				

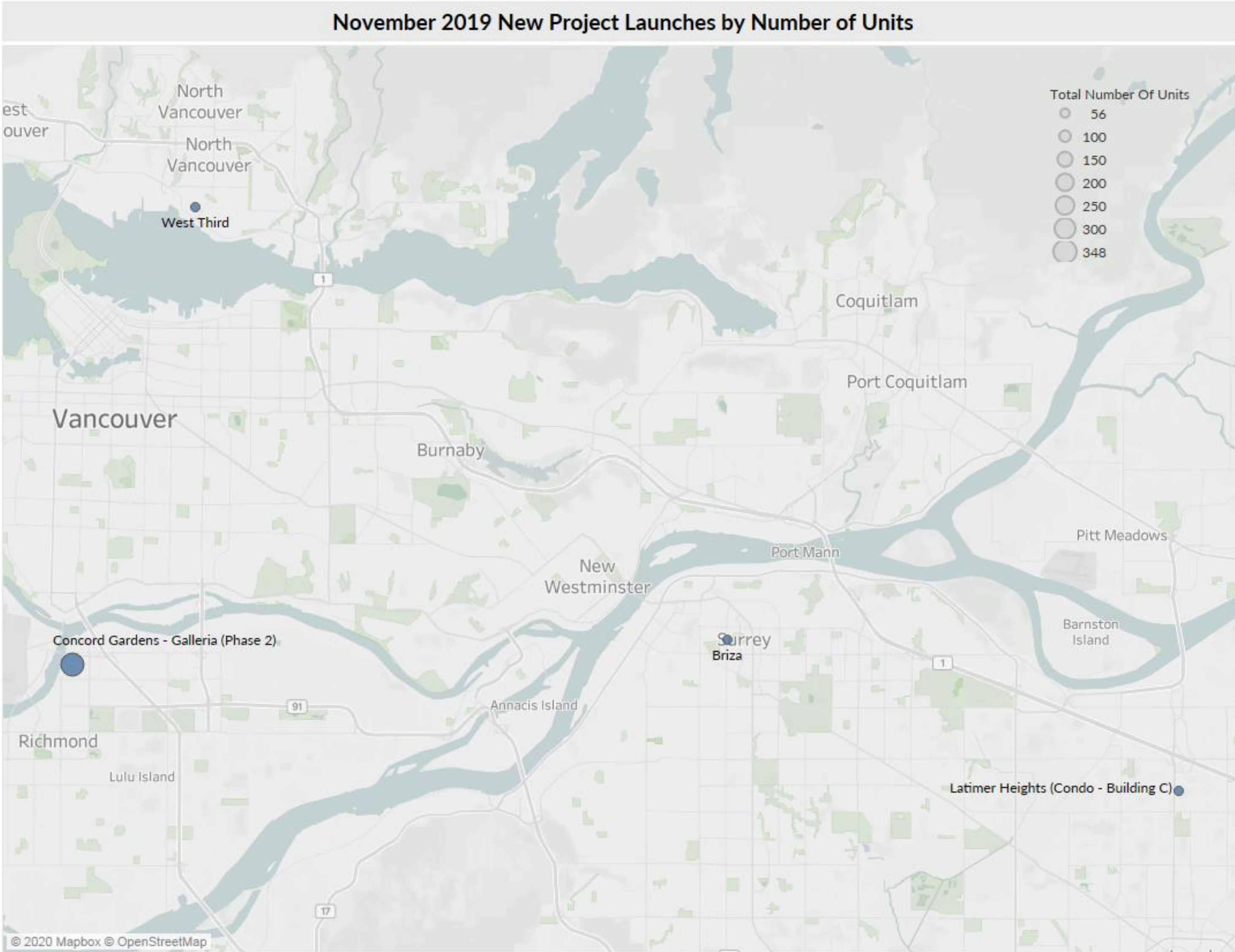
Source: Altus Group

Project Record	Holland	Latimer Heights (Condo - Building A)	Latimer Heights (Condo - Building B)

New Condominium Apartment Project Openings - October 2019 (2 of 2)

Project Name	**Holland**	**Latimer Heights (Condo - Building A)**	**Latimer Heights (Condo - Building B)**
Developer	Townline Group of Companies	Vesta Properties Ltd	Vesta Properties Ltd
Date Opened	2019-10-26	2019-10-26	2019-10-26
Subarea	Surrey / Delta / White Rock	Fraser Valley	Fraser Valley
Submarket	Guildford	Langley	Langley
Project Type	High Rise	Mid Rise	Mid Rise
Construction Type	Concrete	Wood Frame	Wood Frame
Floors	25	6	6
Project Total Units	**250**	**54**	**44**
Total Units Released	**250**	**54**	**44**
Unit Type (see note in text)			
Studio	-	-	-
1 bedroom	145	7	7
1 bedroom + den	-	-	-
2 bedroom	96	21	17
2 bedroom + den	-	17	13
3 bedroom & up	-	9	7
Penthouse	-	-	-
Other	9	-	-
Opening quarter sales	**46**	**35**	**27**
% Sold	*18%*	*65%*	*61%*
Remaining inventory	204	19	17
Blended $PSF	$794	$531	$517
Minimum Size (sq. ft.)	453	506	537
Maximum Size (sq. ft.)	1,562	1,322	1,331
Minimum Price	$377,900	$309,900	$309,900
Maximum Price	$829,900	$649,000	$649,000
Notes	Townhouse units are included in Other		

Source: Altus Group



Source: Altus Group

New Condominium Apartments - Openings

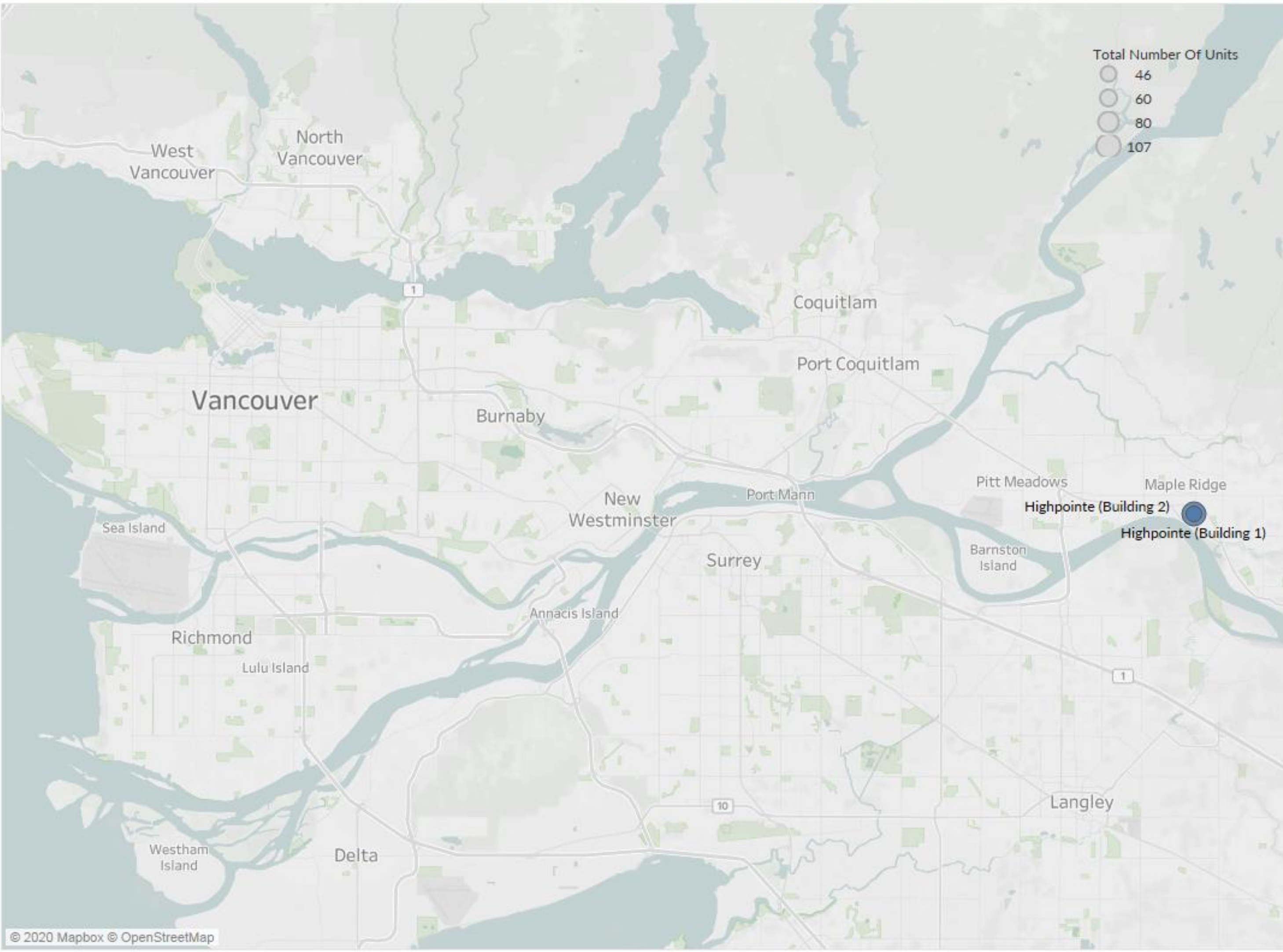
Project Record	Briza	Concord Gardens - Galleria (Phase 2)	Latimer Heights (Condo - Building C)	West Third

New Condominium Apartment Project Openings - November 2019

Project Name	Briza	Concord Gardens - Galleria (Phase 2)	Latimer Heights (Condo - Building C)	West Third
Developer	Genaris Properties	Concord Pacific	Vesta Properties Ltd	Anthem Properties
Date Opened	2019-11-13	2019-11-10	2019-11-23	2019-11-23
Subarea	Surrey / Delta / White Rock	Richmond	Fraser Valley	North Shore
Submarket	Guildford	Richmond Central	Langley	North Vancouver
Project Type	Mid Rise	High Rise	Mid Rise	Mid Rise
Construction Type	Wood Frame	Concrete	Wood Frame	Concrete
Floors	5	15	6	5
Project Total Units	**65**	**348**	**56**	**57**
Total Units Released	**65**	**348**	**56**	**57**
Unit Type (see note in text)				
Studio	21	-	-	-
1 bedroom	26	168	6	-
1 bedroom + den	6	-	2	-
2 bedroom	7	150	24	25
2 bedroom + den	5	-	16	28
3 bedroom & up	-	20	8	2
Penthouse	-	7	-	-
Other	-	3	-	2
Opening quarter sales	**20**	**152**	**25**	**22**
% Sold	*31%*	*44%*	*45%*	*39%*
Remaining inventory	45	196	31	35
Blended $PSF	$679	$965	$531	$1,115
Minimum Size (sq. ft.)	326	462	634	840
Maximum Size (sq. ft.)	1,243	1,700	1,318	1,841
Minimum Price	$219,900	$460,900	$349,900	$809,900
Maximum Price	$748,900	$1,550,900	$665,000	$1,395,900
Notes		Townhouse units are included in Other		Townhouse units are included in Other

Source: Altus Group

December 2019 New Project Launches by Number of Units



Source: Altus Group

Altus Group

Project Record Highpointe (Building 1) Highpointe (Building 2)

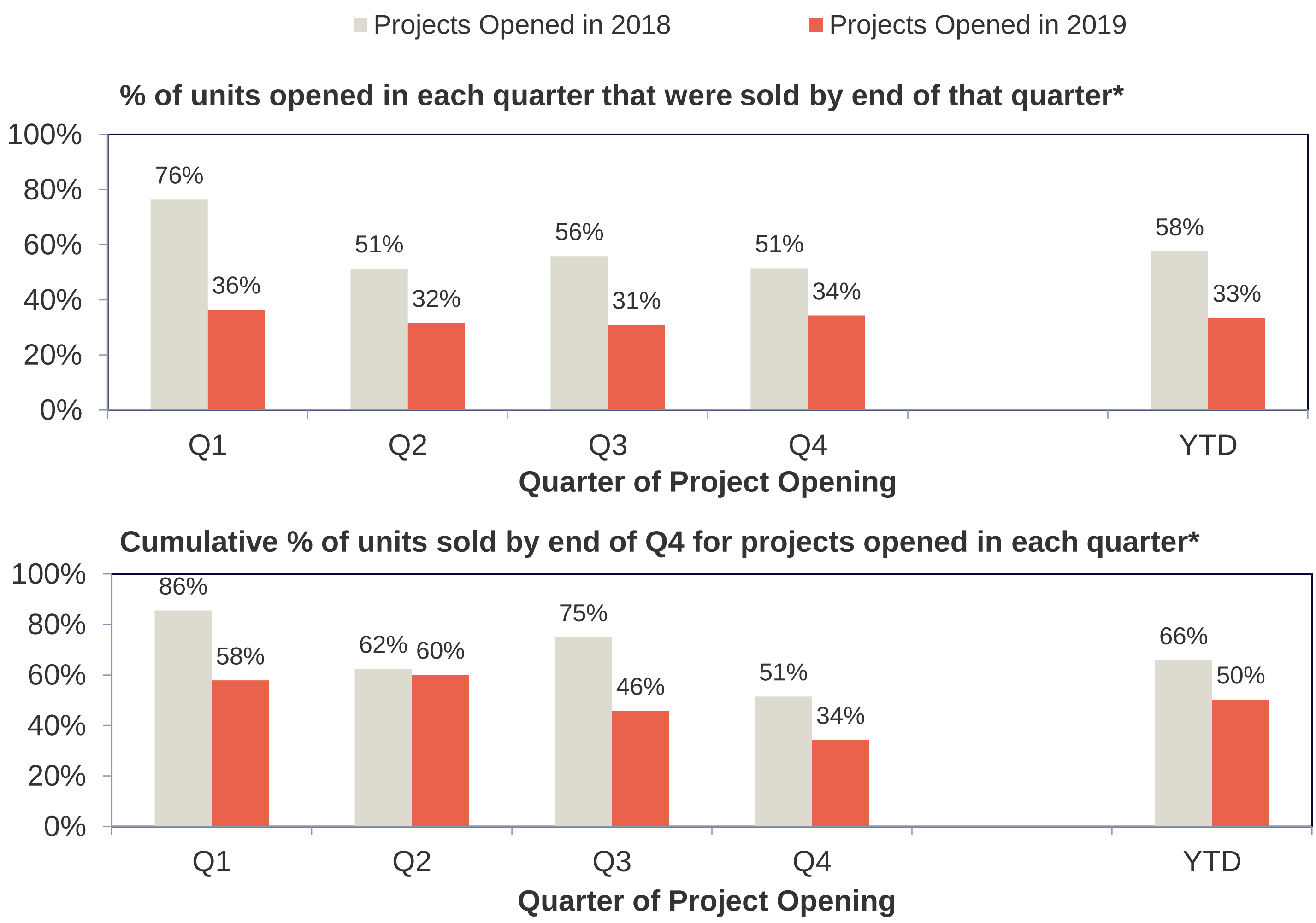
New Condominium Apartment Project Openings - December 2019

Project Name	**Highpointe (Building 1)**	**Highpointe (Building 2)**
Developer	Concordia Homes Ltd	Concordia Homes Ltd
Date Opened	2019-12-18	2019-12-18
Subarea	Fraser Valley	Fraser Valley
Submarket	Maple Ridge	Maple Ridge
Project Type	Mid Rise	Mid Rise
Construction Type	Steel and Concrete	Steel and Concrete
Floors	6	6
Project Total Units	**46**	**107**
Total Units Released	**46**	**107**
Unit Type (see note in text)		
Studio	-	6
1 bedroom	9	29
1 bedroom + den	5	12
2 bedroom	19	32
2 bedroom + den	8	20
3 bedroom & up	2	-
Penthouse	-	8
Other	3	-
Opening quarter sales	**11**	**22**
% Sold	*24%*	*21%*
Remaining inventory	35	85
Blended $PSF	$553	$561
Minimum Size (sq. ft.)	574	443
Maximum Size (sq. ft.)	1,301	1,532
Minimum Price	$319,900	$269,900
Maximum Price	$789,900	$899,900
Notes	Townhouse units are included in Other	

Source: Altus Group

- **Sales were slower at projects this year than last year in each of the quarters, including Q4**. For projects opened earlier in the quarter (October and November), sales rates through the end of Q4 were slightly higher than those opened later, as might be expected given being on the market for a longer period of time.
- **Half of units in projects launched in 2019 were sold by the end of the year, down from about two-thirds last year.**
- Caution needs to be used in comparing sales rates for projects opened in any particular quarter, as the timing of when projects opened in the quarter may vary (i.e. have differing numbers of days opened).

Vancouver Market Area New Condominium Apartment New Project Absorption Timelines

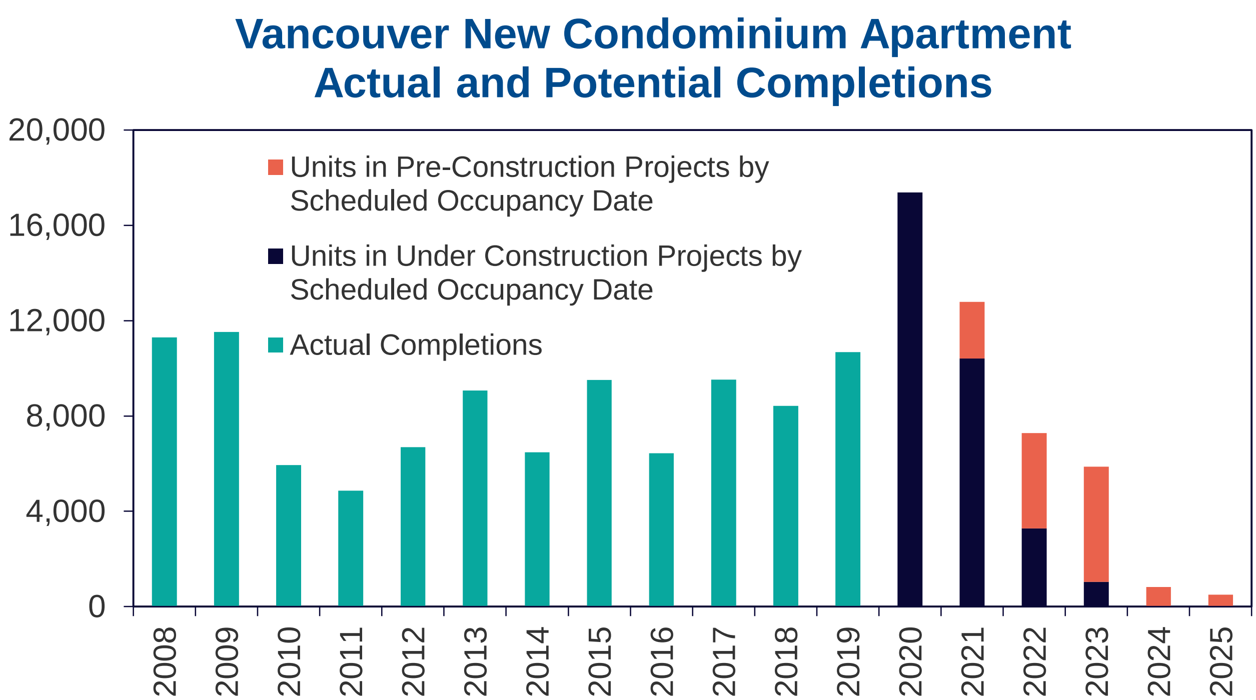


** The total includes unreleased units*

Source: Altus Group

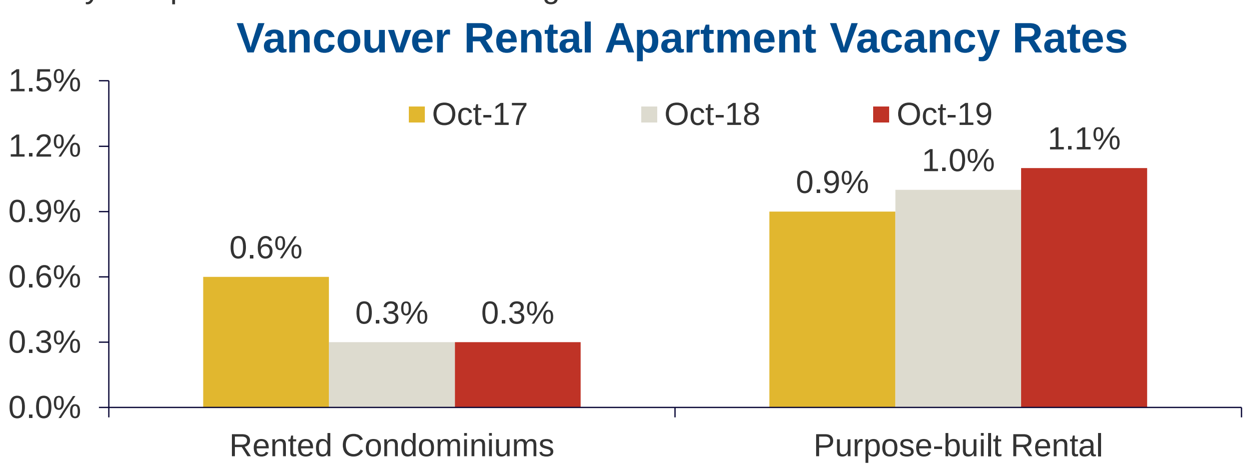
New Condominium Apartments - Completions

- As of the end of Q4 2019, there were just **under 45,000 new condominium apartment units in projects either under construction or in pre-construction stages in the Vancouver Market Area**.
- There were 10,676 units delivered/completed in 2019 as a whole, based on Altus Group data, up 27% from 2018.
- Based on scheduled occupancy dates, and only considering units currently under construction, **it is possible that completions of condominium apartment units could be higher again in 2020,** however, industry capacity thresholds could push the delivery timeline for some of these units out further than originally planned dates. Looking beyond 2020, slower absorption rates could push intended start dates for some newer projects out, with a corresponding delay in delivery dates.
- The stronger completions in 2019 and 2020 suggest a larger number of investor-purchased condominium apartment units entering the rental market than in recent years.

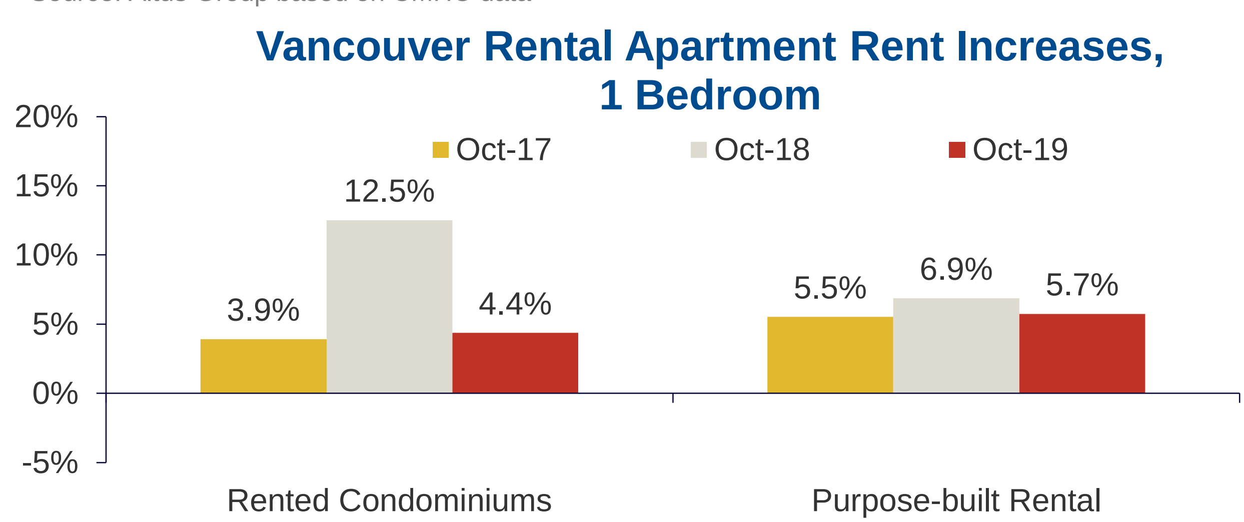


Source: Altus Group

- The 2019 CMHC Rental Market Report results show that **the overall vacancy rate for rented condominium units in the Vancouver market remained at a very low 0.3%** in October 2019. This trend differed from that for purpose-built rental, where the overall rate was up marginally.
- The vacancy rate remained low for rented condominiums, but new supply is easing the overall market and putting less upward pressure on rents. Using a one-bedroom unit to illustrate, average rents increased by about 4%, which was substantially less than the rent increase in the previous year.
- The CMHC data also show that **over one-quarter of the total condominium apartment stock was in the rental pool as of October 2019,** up from the previous year. The increase in rental condominium apartments was higher than the overall increase in total condominium apartments; meaning some older condos were being brought into the rental pool, in addition to the portion of newly completed units that were being rented out.



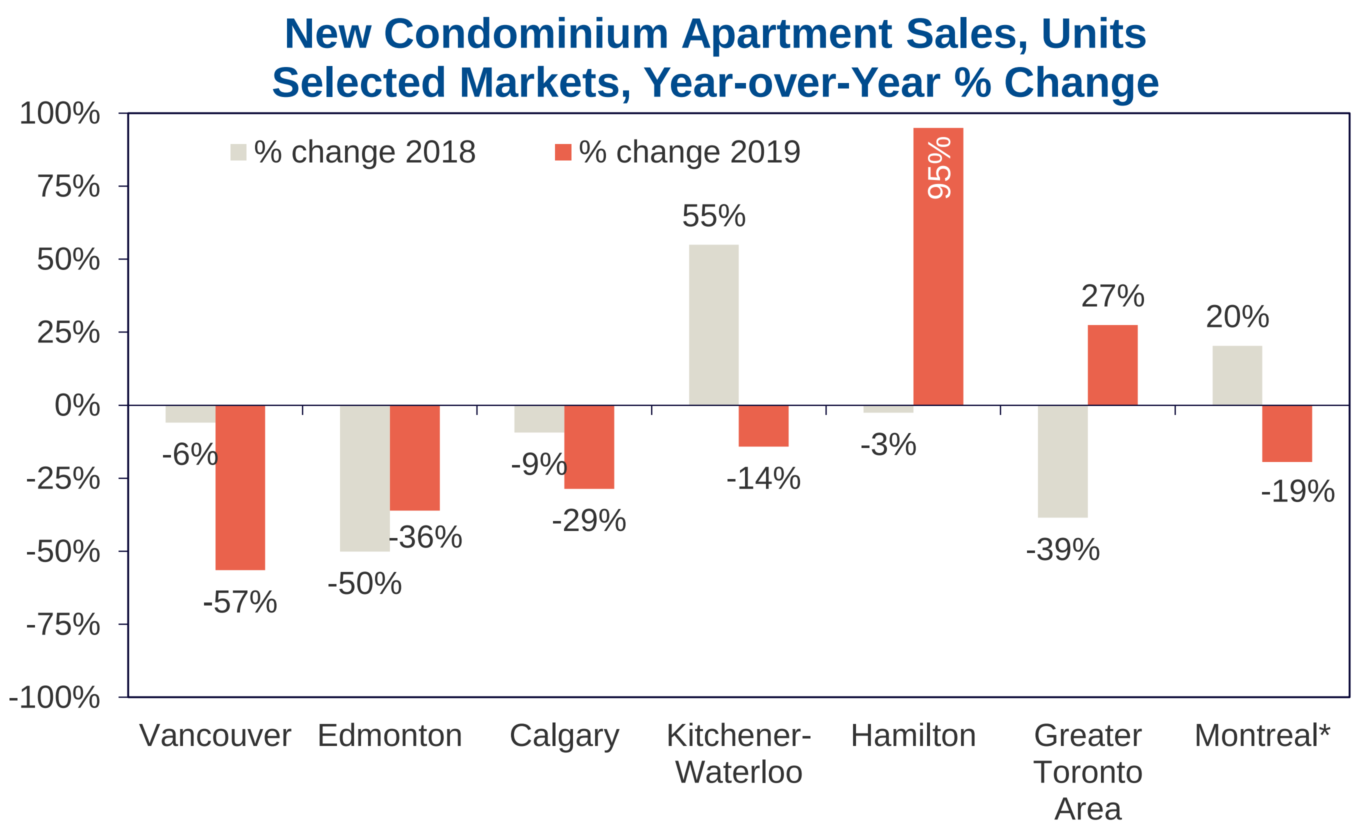
Source: Altus Group based on CMHC data



Source: Altus Group based on CMHC data

New Condo Apartment Sales Across Canada

- Of the major markets tracked by Altus Group, **only Hamilton and the GTA saw stronger new condominium apartment sales in 2019**.
- **Vancouver was the major market with the largest decrease** in new condominium apartment sales in 2019, while Edmonton and Calgary also posted consecutive year-over-year drops. The outliers in 2018, Kitchener-Waterloo and Montreal, saw new condo sales reverse course down in 2019.



* Montreal 2019 are as of Q3
Source: Altus Group

Altus Group New Home Data Definitions
Vancouver Market Area

Vancouver Market Area	The Vancouver Census Metropolitan Area plus Abbotsford. For simplicity in the report, the area is generally referred to as "Vancouver"; whereas the central municipality is clarified with "City of Vancouver".
Condominium apartment	Includes condominium apartment structures of all heights (low, mid and high-rise). Low-rise: up to and including 4 storeys Mid-rise: 5-9 storeys High-rise: 10 or more storeys
Single-family	Includes detached, semi-detached (duplex) and townhouse units (including stacked townhouse) in projects of 20 or more units.
Inventory	New units available to purchase/unsold at end of the period. Includes available units in pre-construction, under construction and completed projects.
Months of inventory	Unsold inventory at period end divided by average monthly sales in the previous 12 months. Indicates how long current inventory would last assuming same pace of sales (and no additional product added).
Blended $ PSF	The average price of units in projects launched during the period. Calculated by taking a unit weighted average of individual project blended average prices per square foot. The prices do not reflect constant quality product, but rather what is available to purchase in newly launched projects.
Unit size	Average size (sq. ft.) of units in projects launched during the period. Calculated by taking a unit weighted average of individual project blended average sizes.
Completions	Units in projects that have reached occupancy status/been delivered during the period.
"Record" performance	All "record highs" and "record lows" are based on the time period over which Altus Group has been tracking the variable.

Note: all historical data is subject to revision