Greater Vancouver Area Residential Land

Commercial Q4 2019 Statistics

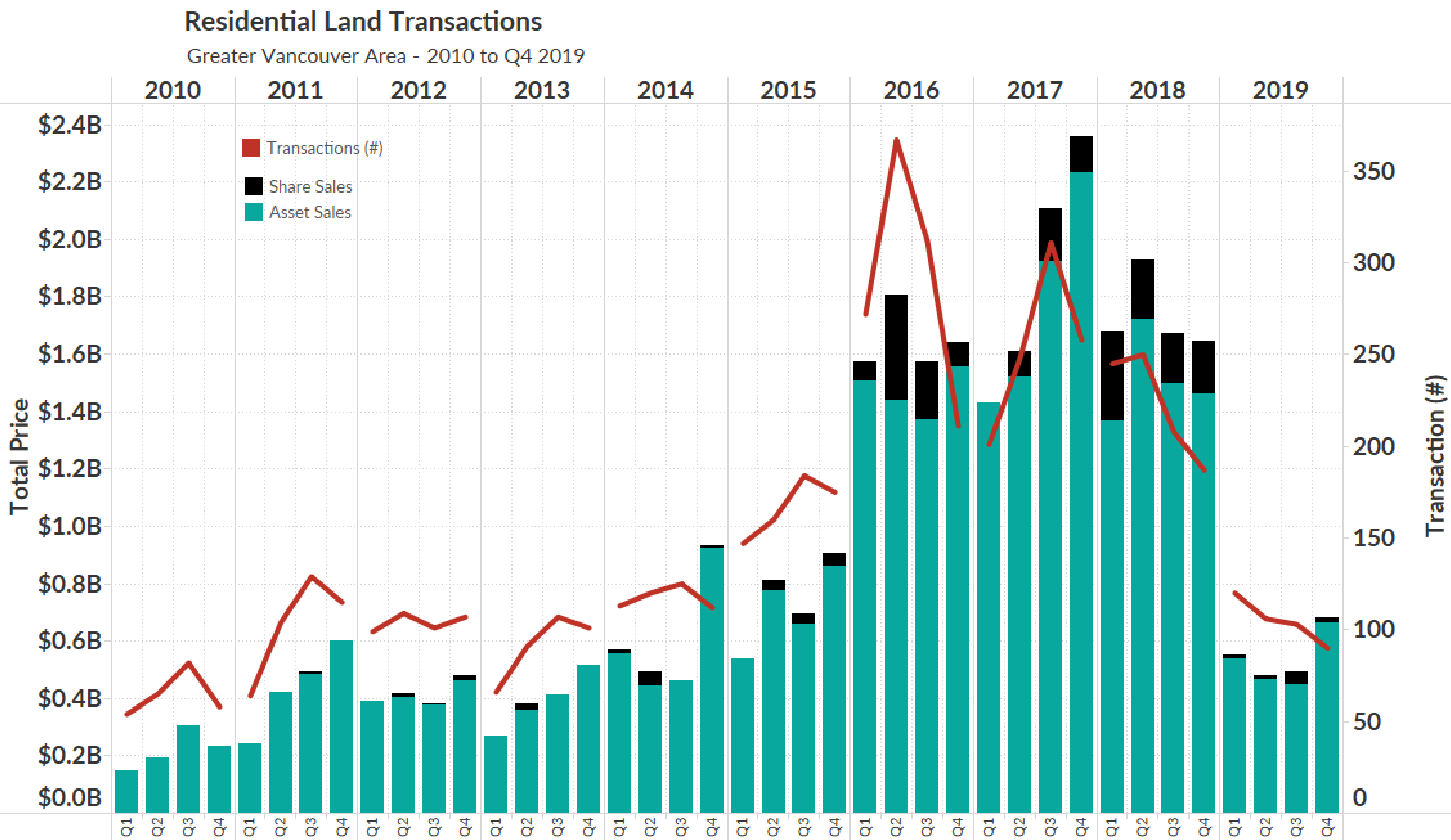
Data as of December 31, 2019

Altus Group

Residential Land Transactions

Q4 2019 saw 90 residential land transactions worth $682M, up +39% from Q3 2019 and down -59% from the same quarter last year.

AltusGroup



Beginning in Q4 2019, Vancouver Market Area stats to include known share sales

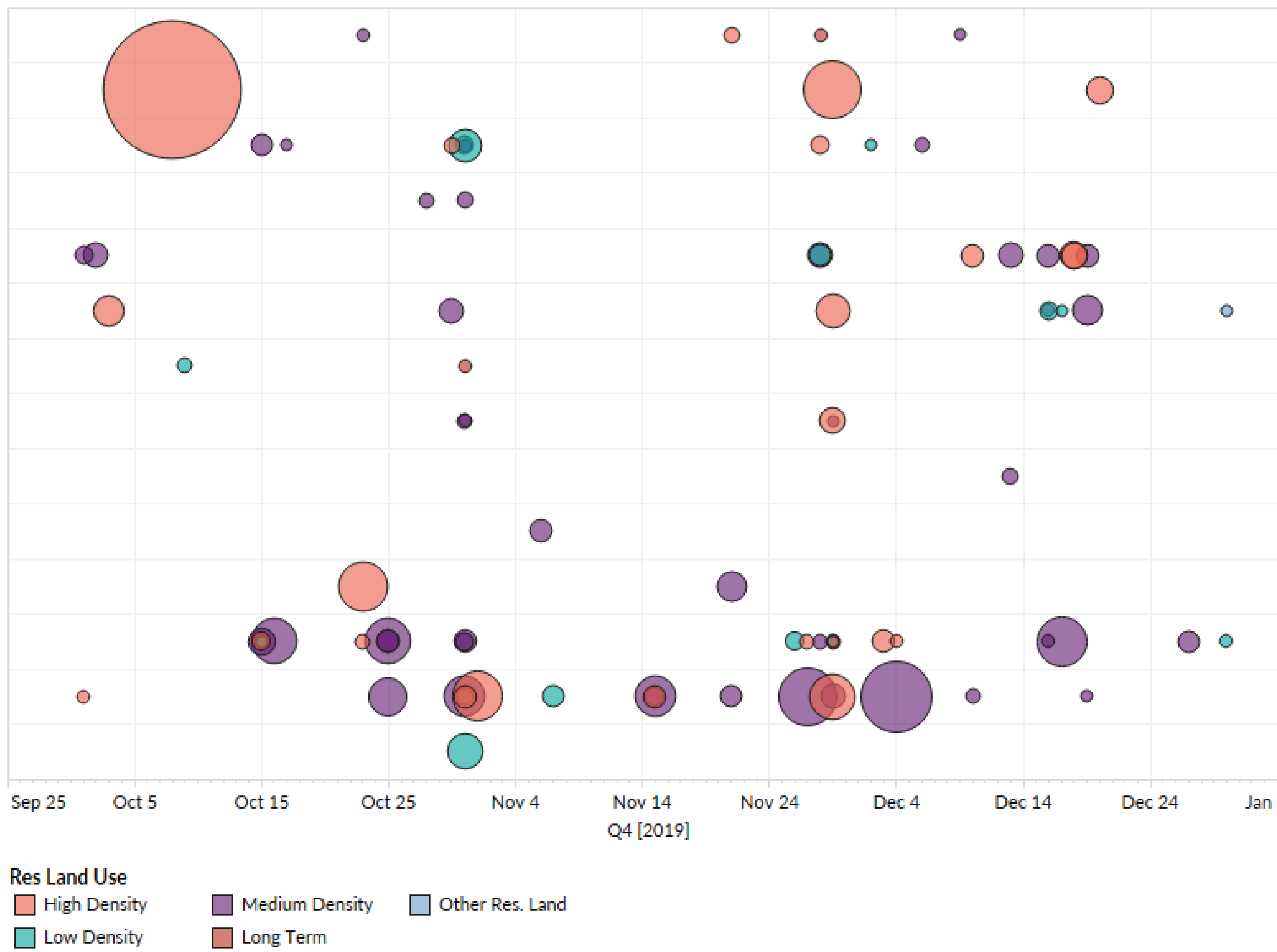
Q4 2019 Residential Land Transaction Timeline

Surrey is the most active market with 24 residential land transactions, followed by City of Vancouver with 19 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q4 2019

	Total Price	Land Area	Deals
Abbotsford	$5,682,378	11	4
Burnaby	$203,338,949	6	3
Coquitlam	$25,597,000	3	9
Delta	$3,790,000	1	2
Langley	$46,930,000	21	10
Maple Ridge	$36,834,100	20	8
Mission	$3,095,000	17	2
New Westminster	$10,232,009	2	4
North Vancouver	$2,175,000	0	1
Port Moody	$4,200,000	1	1
Richmond	$28,650,000	2	2
Surrey	$111,639,779	33	24
Vancouver	$189,060,000	8	19
West Vancouver	$11,000,000	1	1



Transactions by Land Use

$682M in Q4 2019 comprised of $47M Low Density deals, $335M High Density deals, $294M Medium Density deals, $3M Long Term deals and $4M in deals classified as Other land uses.

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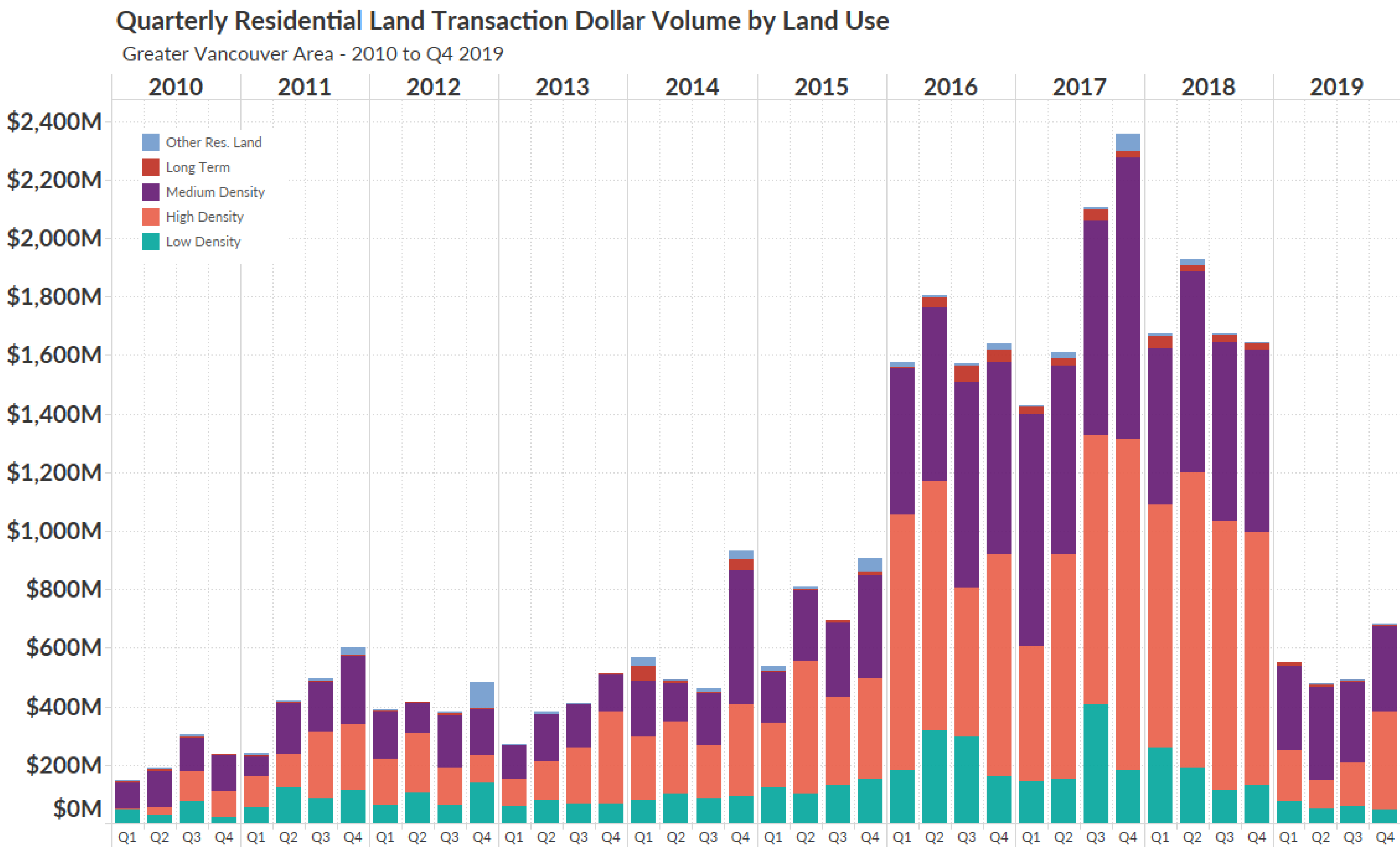
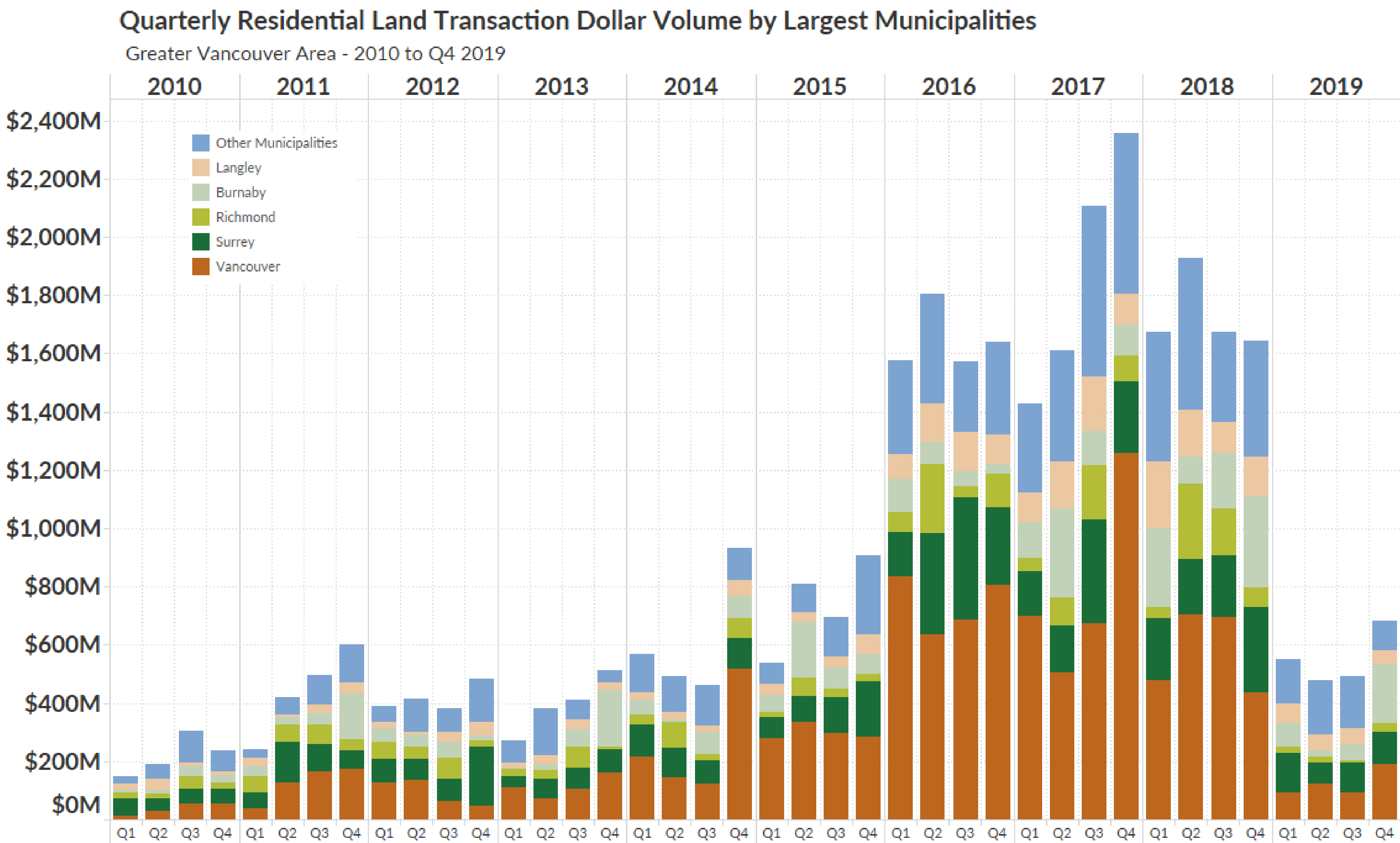


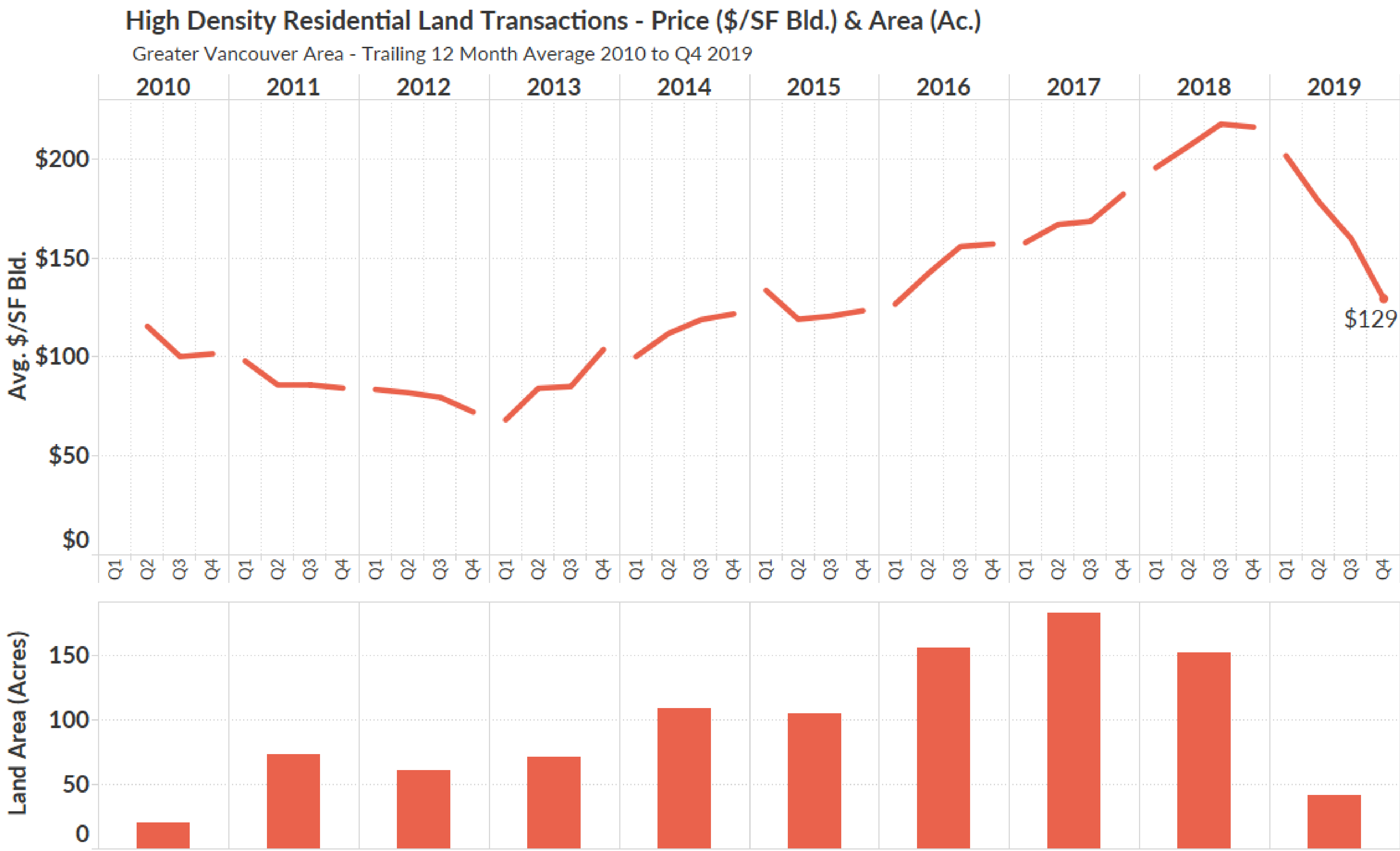
Transactions by Municipality

$682M in Q4 2019 residential land deals broken down by Municipality as $489M in Vancouver, $112M in Surrey, $29M in Richmond, $203M in Burnaby, $47M in Langley and $103M in all other Municipalities.



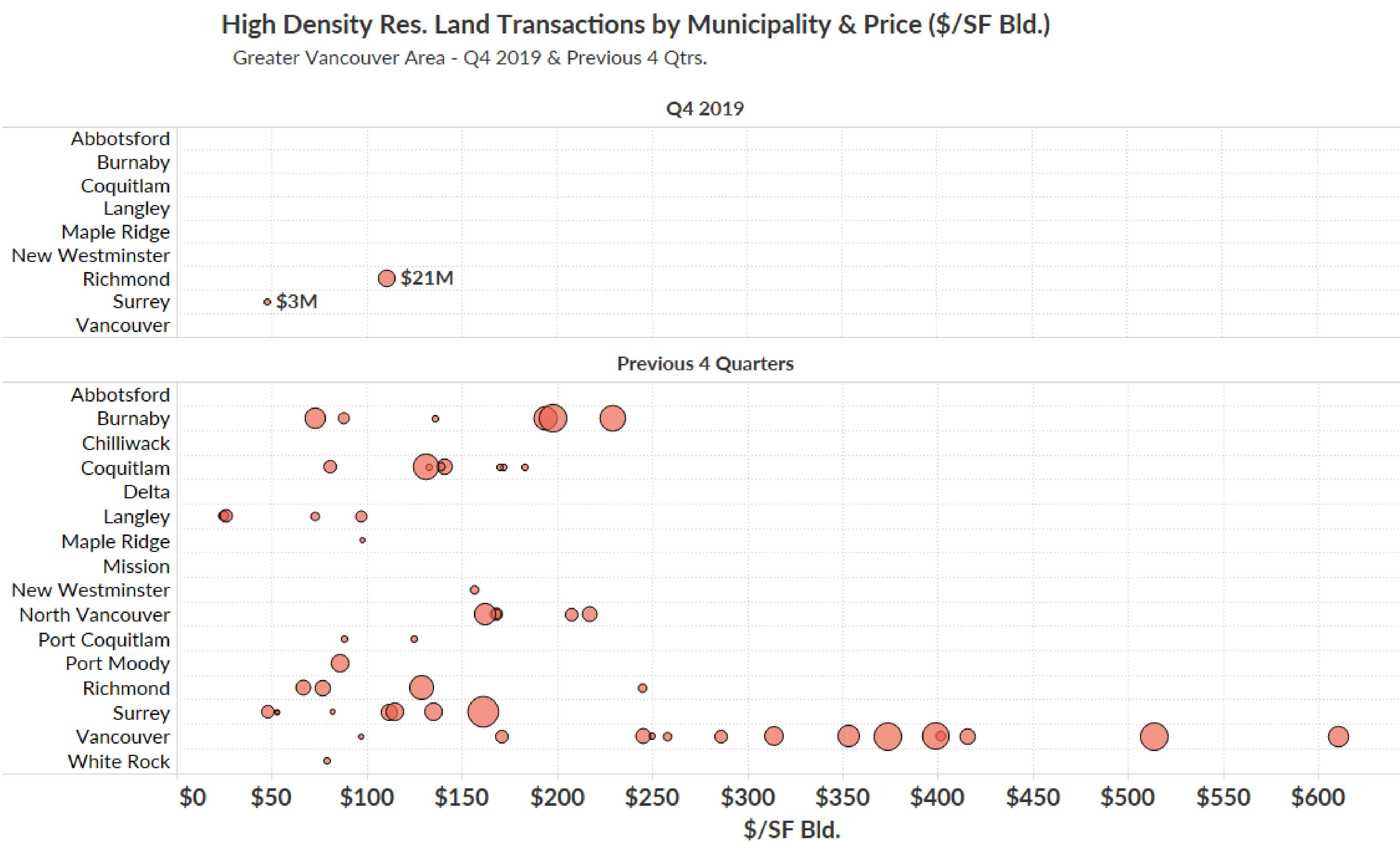
Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q4 2019 is $129/sf bld. That's down about -19% from the previous quarter.



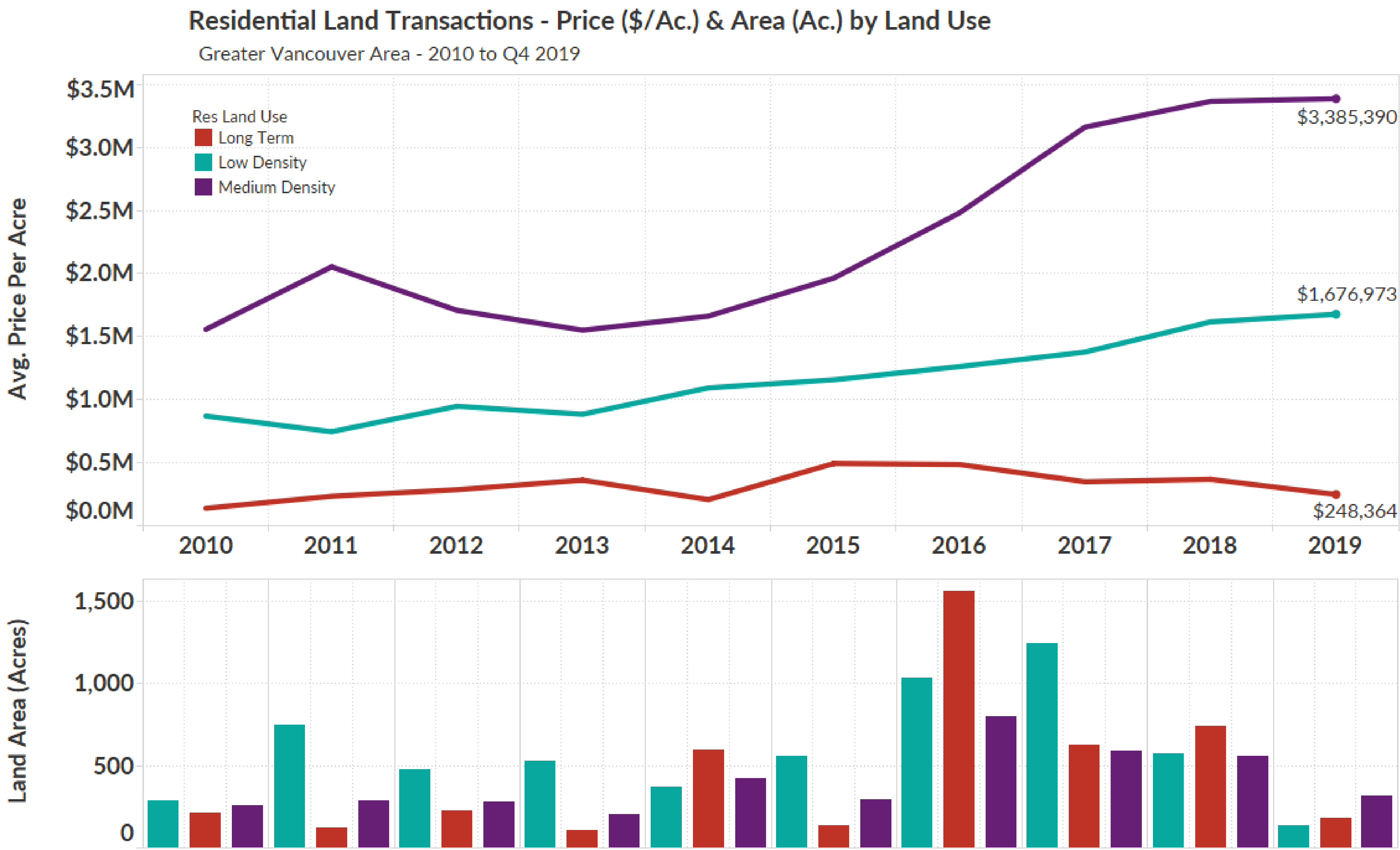
Municipal Comparison – High Density $/SF Bld.

Q4 2019 residential land transactions appear to be lower in price per square foot buildable to the previous four quarters.



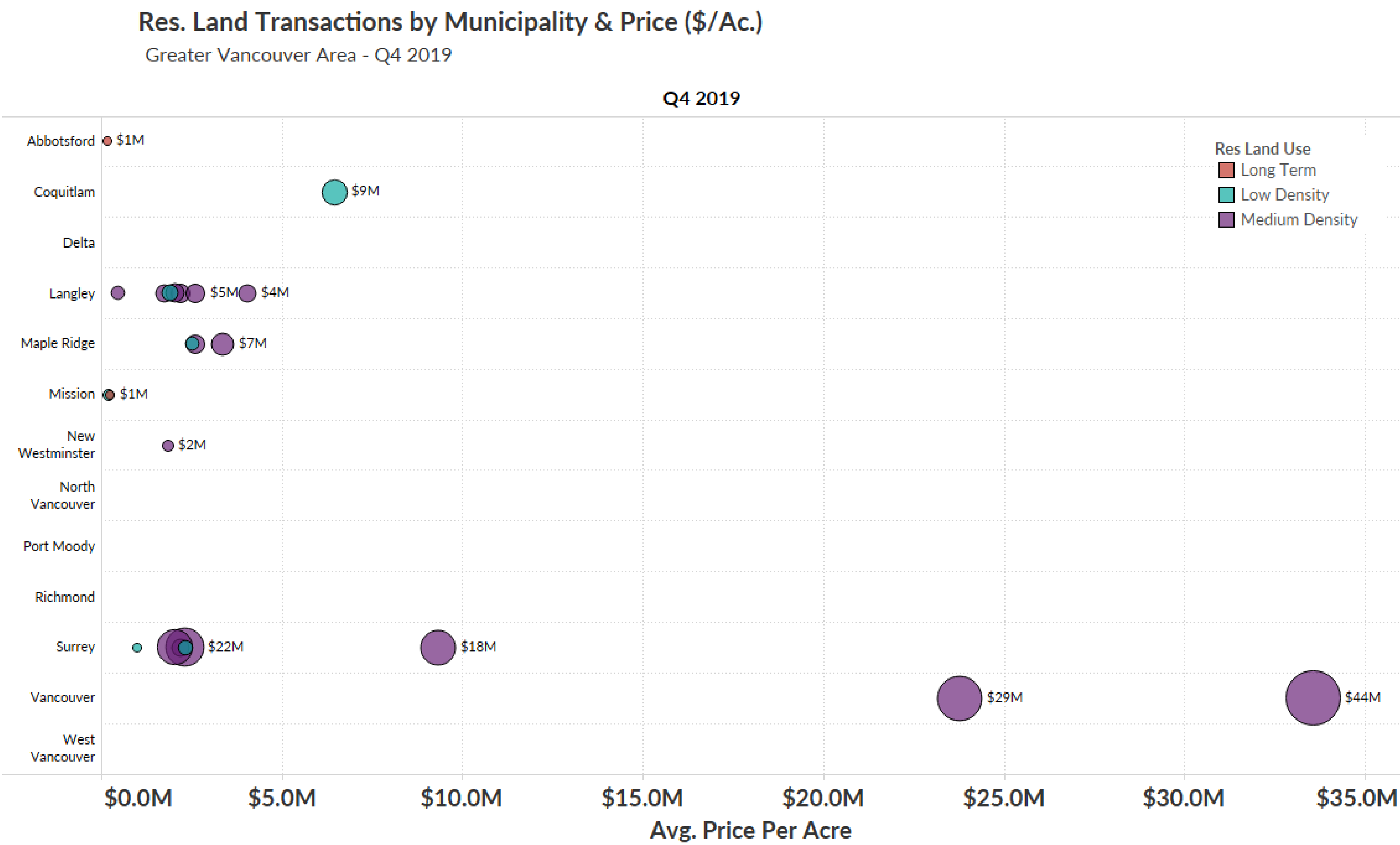
Price & Area Trends – Low Density/Medium Density/Long Term

The Q4 2019 average pricing at $3.4M/acre for Medium Density deals, $1.7M/acre for Low Density deals and $248,000/acre for Long Term land deals.



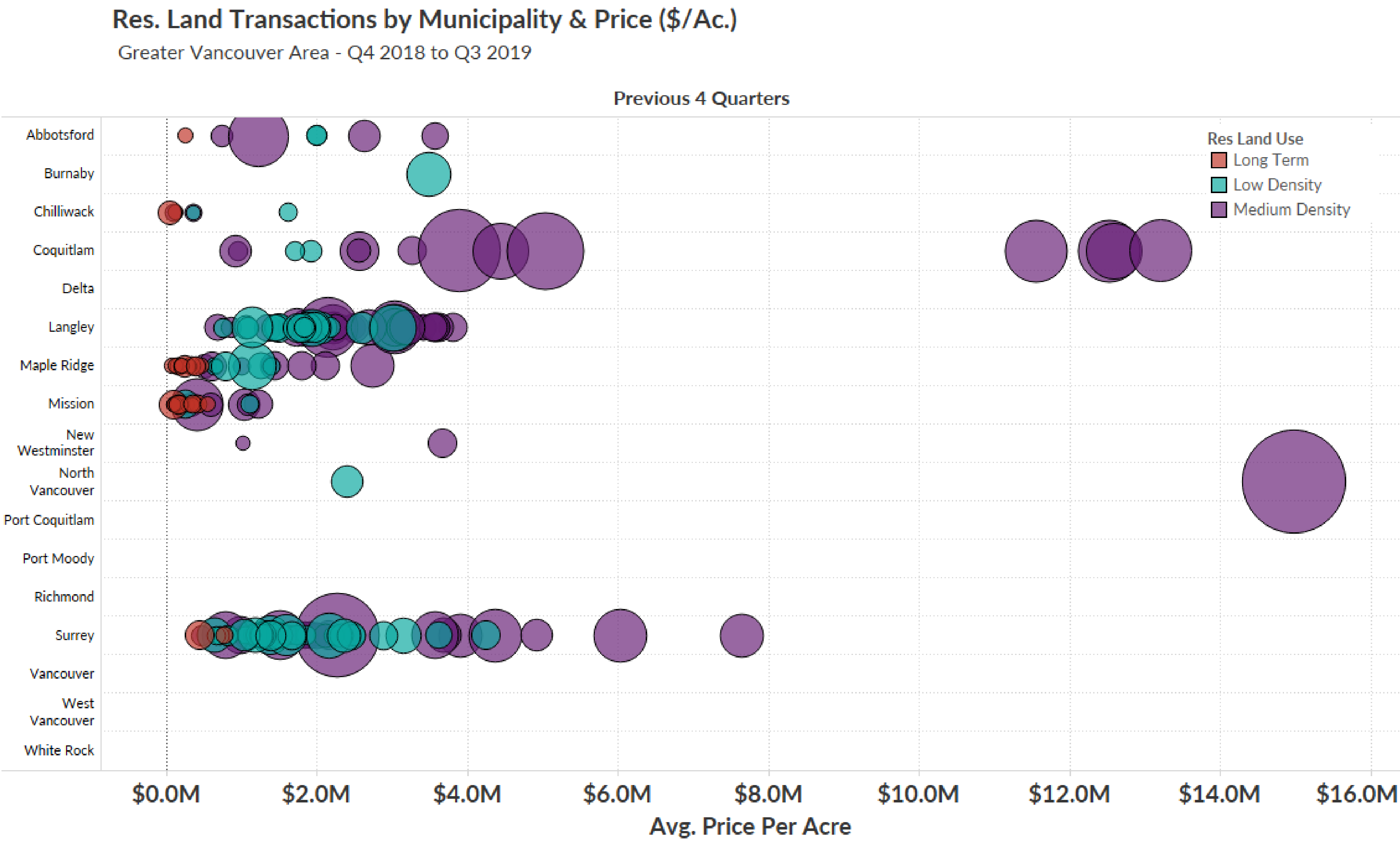
Municipal Comparison – Current Quarter

Notable deals this quarter included a $44M Medium Density transaction for about $33.6M/acre in Vancouver and an $18M Medium Density deal in Surrey for about $9.3M/acre.



Municipal Comparison – Previous 4 Quarters

The previous 4 quarters included a $55M Medium Density Transaction in North Vancouver, Surrey had many transactions between $1M/acre and $5M/acre.

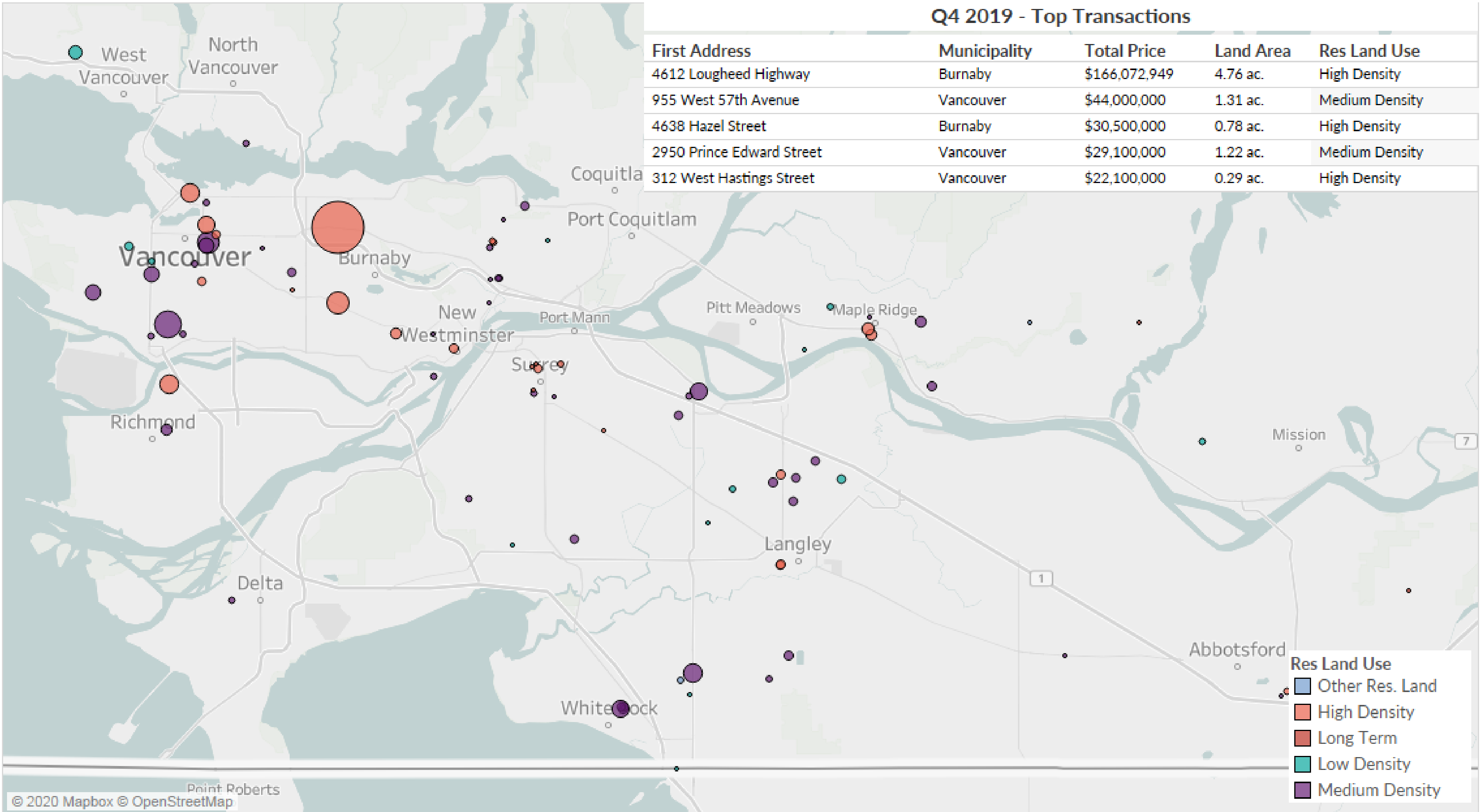


Geographic Distribution

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 2019



Q4 2019 - Top Transactions

First Address	Municipality	Total Price	Land Area	Res Land Use
4612 Lougheed Highway	Burnaby	$166,072,949	4.76 ac.	High Density
955 West 57th Avenue	Vancouver	$44,000,000	1.31 ac.	Medium Density
4638 Hazel Street	Burnaby	$30,500,000	0.78 ac.	High Density
2950 Prince Edward Street	Vancouver	$29,100,000	1.22 ac.	Medium Density
312 West Hastings Street	Vancouver	$22,100,000	0.29 ac.	High Density