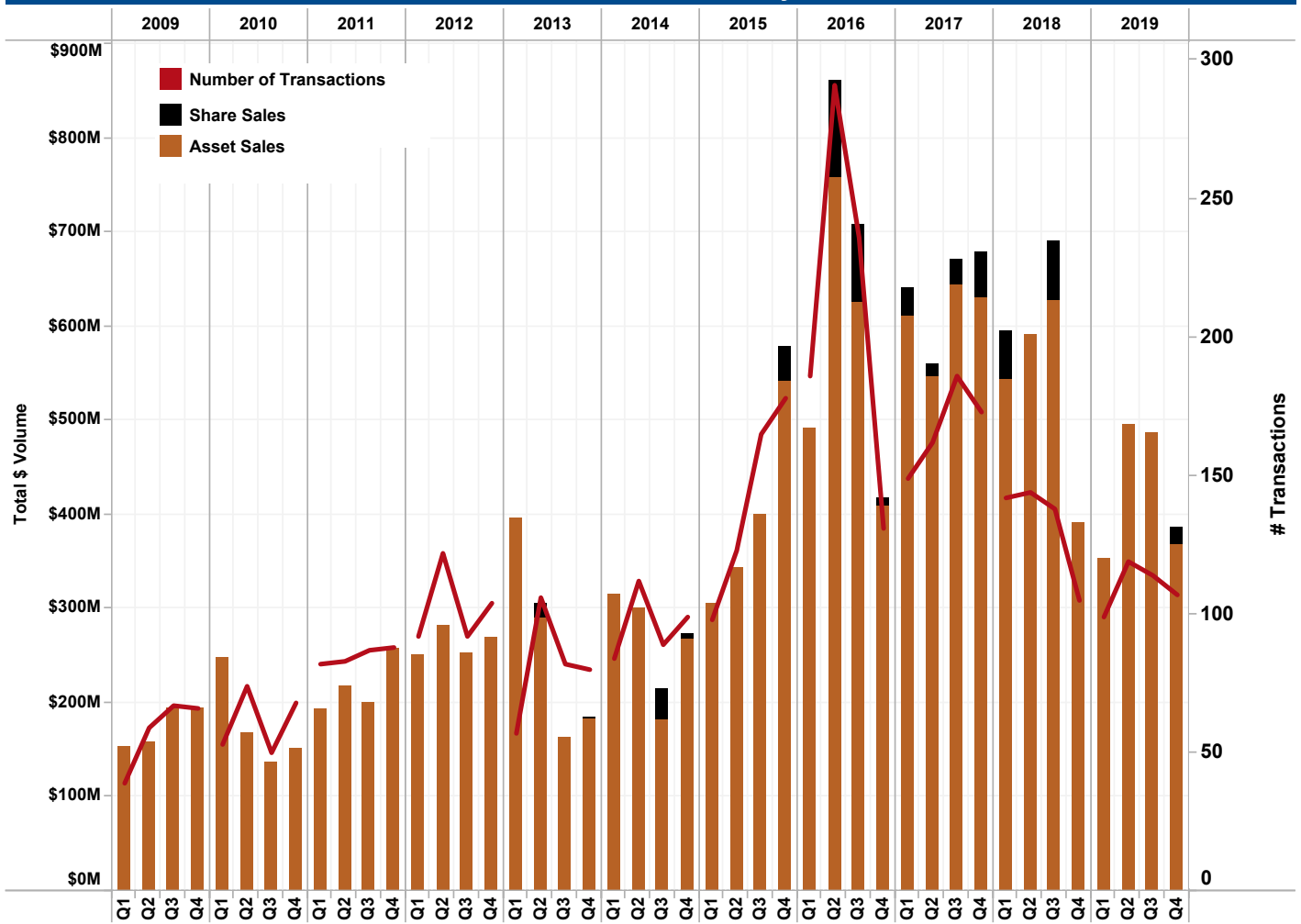

Greater Vancouver Area ICI Land Commercial Q4 2019 Statistics

Data as of December 31, 2019



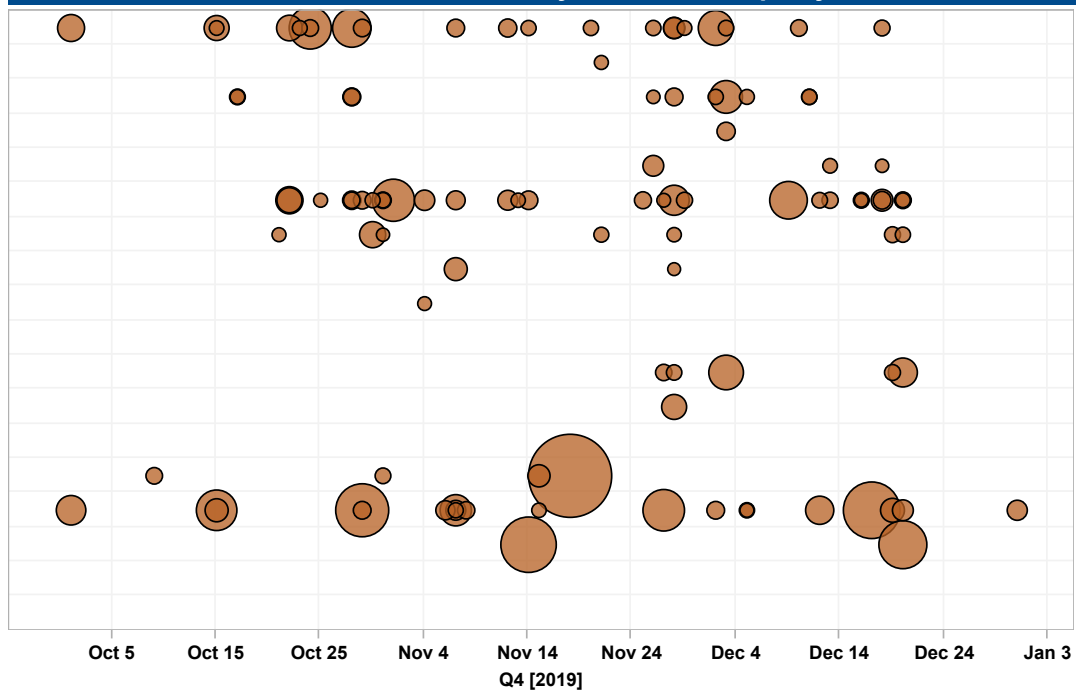
ICI Land - Total Price & Transactions by Year & Quarter



ICI Land

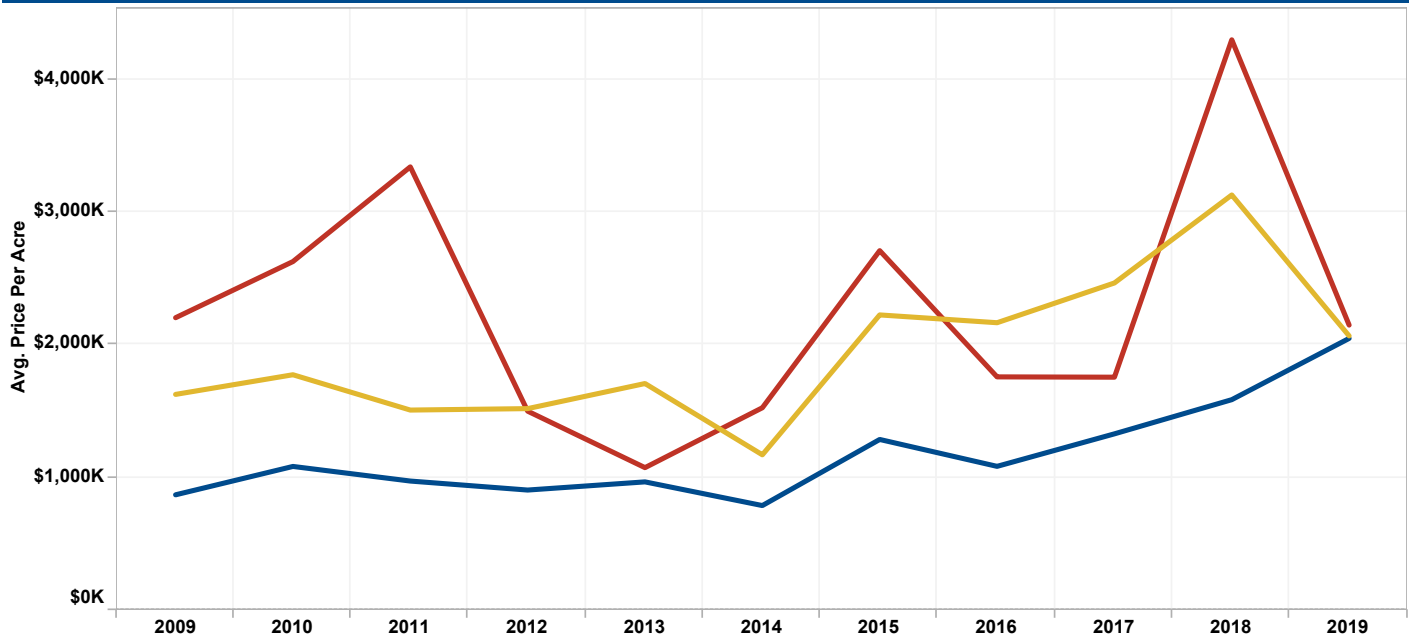
Abbotsford	\$65.2M
Burnaby	\$1.2M
Chilliwack	\$21.6M
Coquitlam	\$2.0M
Delta	\$5.0M
Langley	\$72.8M
Maple Ridge	\$11.9M
Mission	\$4.2M
New Westminster	\$1.2M
North Vancouver	
Pitt Meadows	\$17.0M
Port Coquitlam	\$3.8M
Port Moody	
Richmond	\$48.2M
Surrey	\$100.5M
Vancouver	\$32.7M
West Vancouver	
White Rock	

Q4 2019 Transactions by Date & Municipality



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

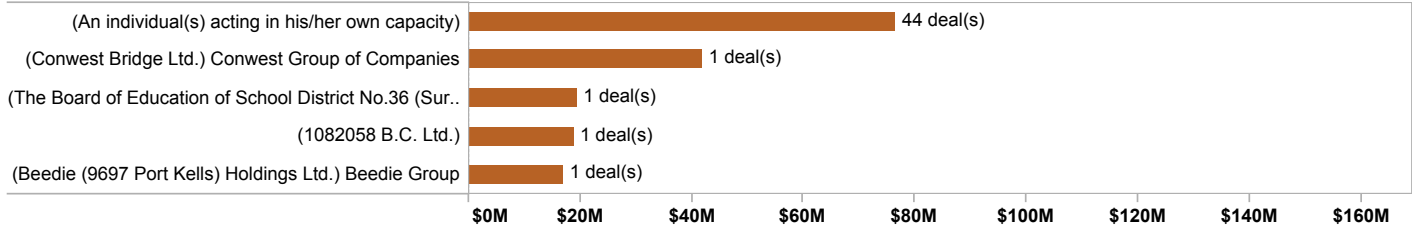
ICI Land - Avg. Price/Acre by Year & land Use (to Q4 2019)



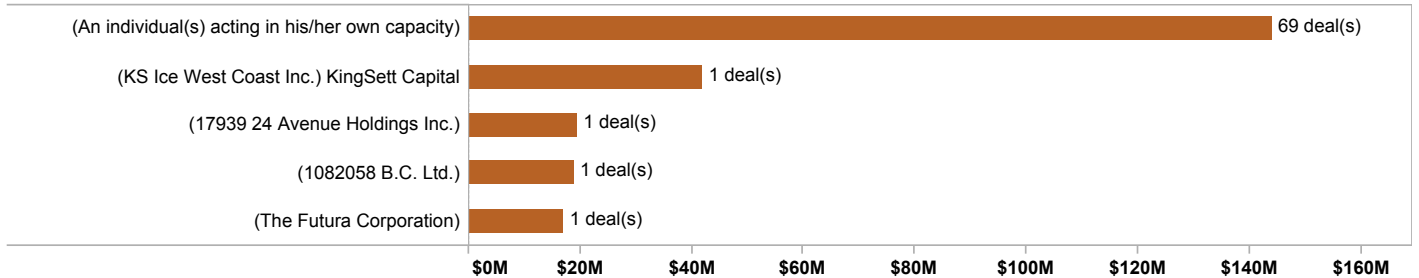
ICI Land Use
■ Commercial & Office
■ Industrial
■ Retail

ICI Land - Q4 2019 Top Purchasers, Vendors, Lenders

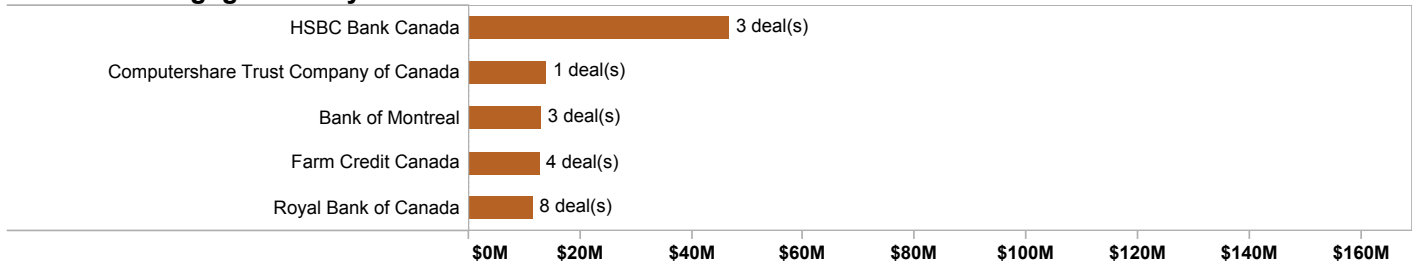
First Purchaser



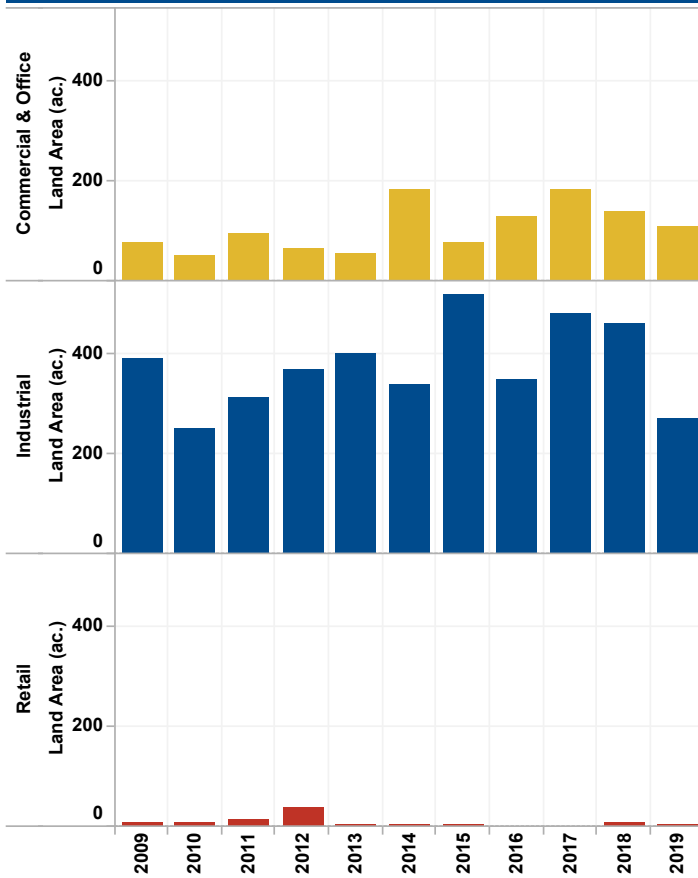
First Vendor



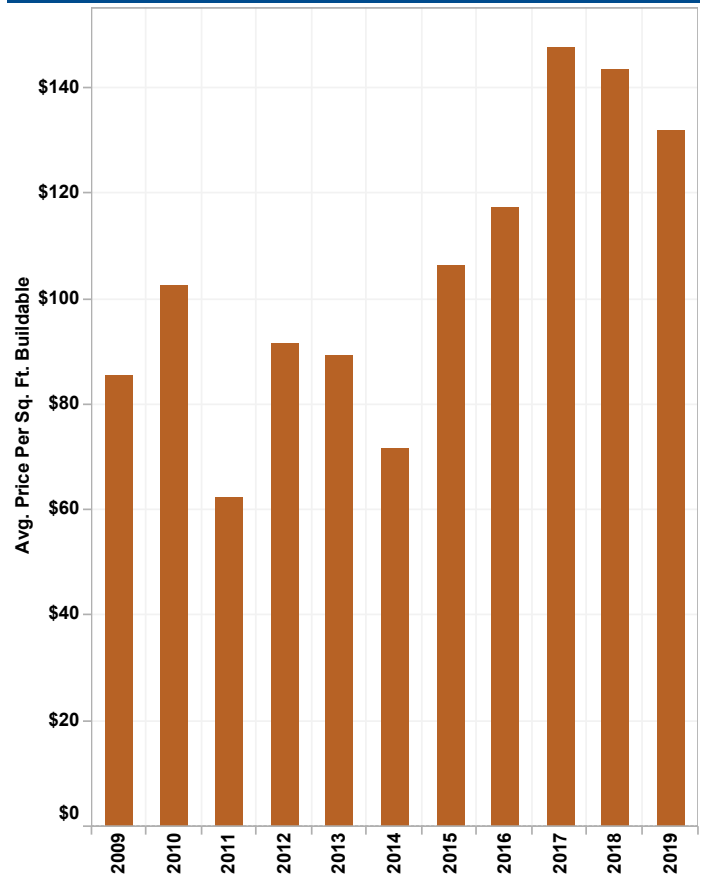
First Mortgage Primary Lender



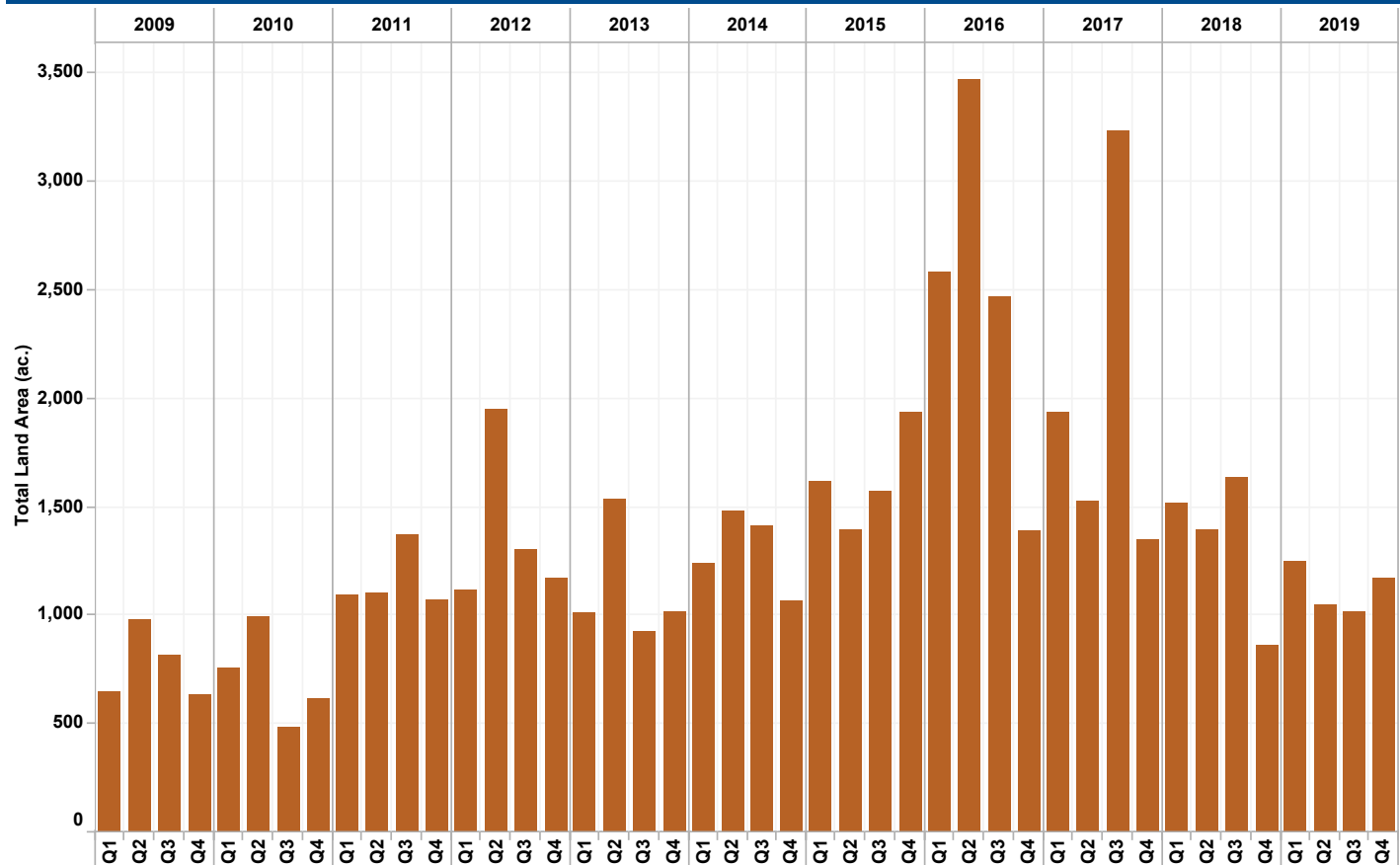
ICI Land - Total Acres by Land Use to Q4'19



ICI Land - Avg. \$/SF Buildable



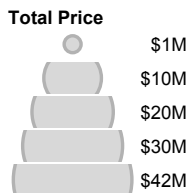
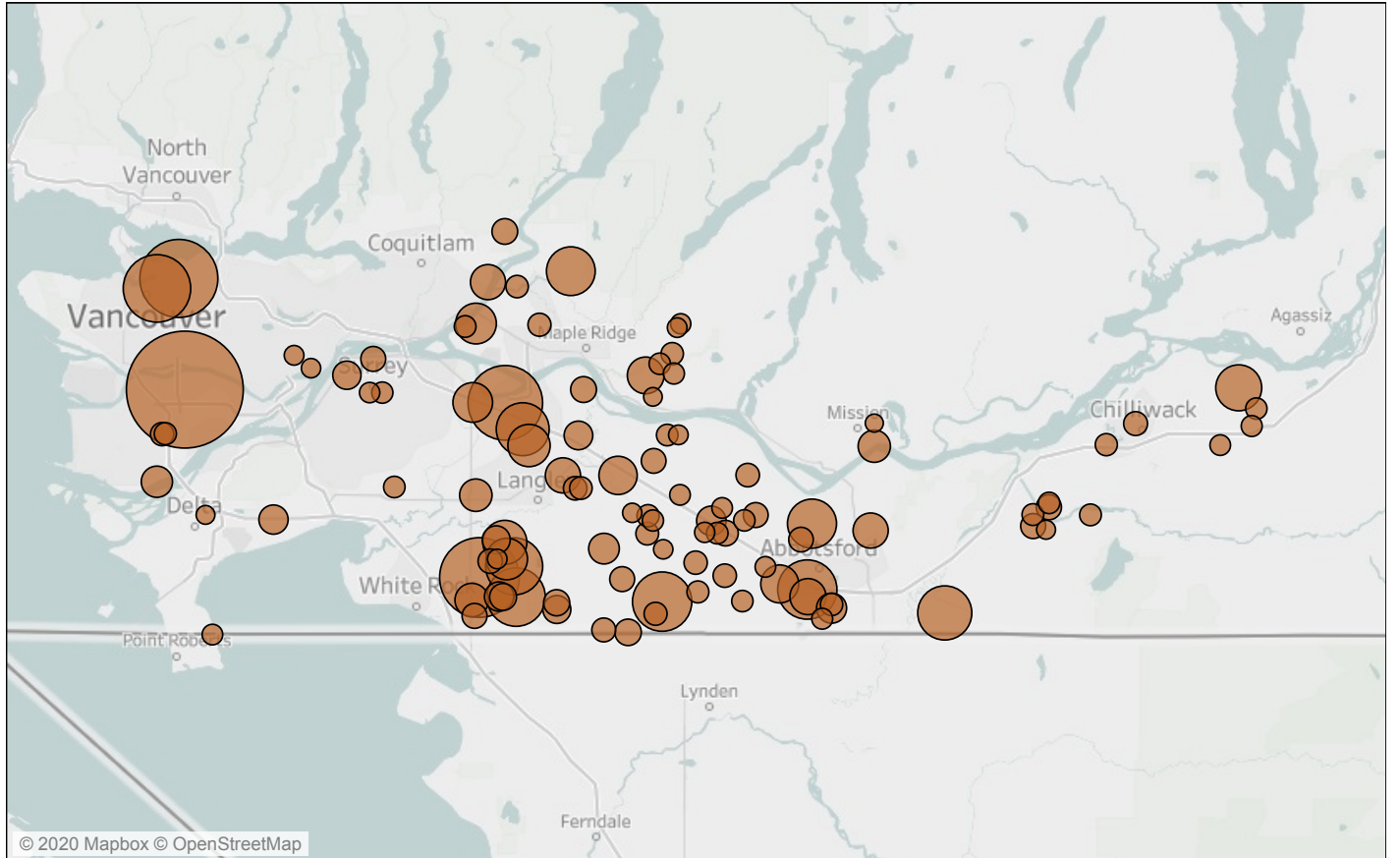
Total Acreage by Quarter



ICI Land - Top Transactions Q4 2019

First Address	Municipality	Total Price	Price Per Acre	ICI Land Use	Sale Type
3231 No. 6 Road	Richmond	\$42,000,000	\$4,418,727	Industrial	Market
17907 24th Avenue	Surrey	\$19,500,000	\$2,097,451	Institutional	Market
1250 Clark Drive	Vancouver	\$18,688,000	Null	Industrial	Share Sale
9697 190th Street	Surrey	\$17,100,000	\$2,985,856	Industrial	Market
2122 Quebec Street	Vancouver	\$14,000,000	Null	Industrial	Market

ICI Land - Q4 2019 Transactions



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