



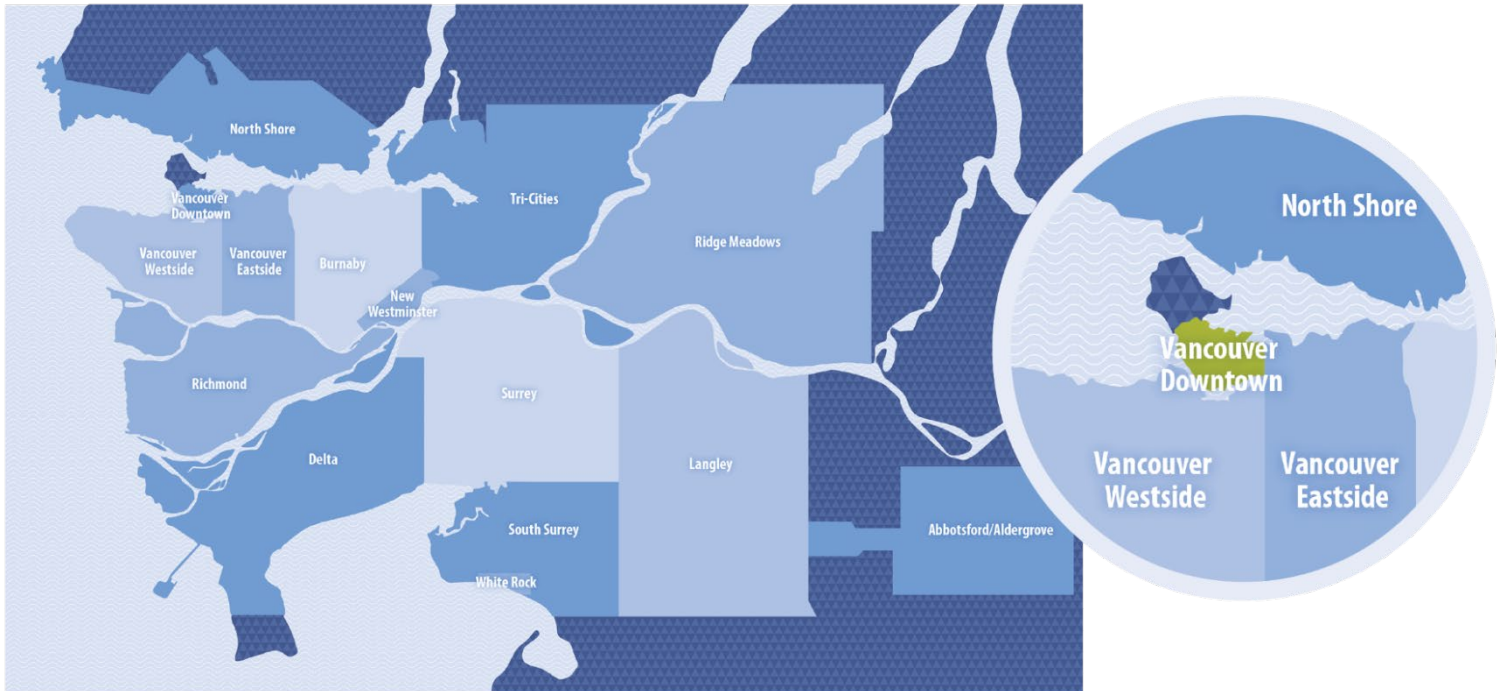
Vancouver Market Area Vancouver Downtown

New Homes Sub Market Report
Data as of March 2020



Vancouver Downtown

Submarket Report – March 2020



Current Overview:

- There are eight actively selling multifamily projects in the Vancouver Downtown market
- These developments account for a total of 1,580 units of total inventory, of which an estimated 1,288 have been sold and 244 are available for purchase and 48 units yet to be released
- In the Downtown market place zero sales were recorded in Q1 2020
- One project launched in the Vancouver Downtown submarket in Q1 2020 – 1818 Alberni bringing 36 units to market, with zero confirmed sales. Sales are postponed until fall 2020
- Notable Coming Soon projects include Burrard Place (Tower C) and the Thurlow. Combined, those two projects will bring 288 units to market

YTD Sales

High Rise Apartment	Mid Rise Apartment	Low Rise Apartment	Townhomes	Single Family	Total
0	0	0	0	0	0

Annual Sales

2011	2012	2013	2014	2015	2016	2017	2018	2019
510	785	1,108	971	734	1,282	824	224	30

Current Supply

Property Type	Number of Projects	Total Homes	Homes Sold	Homes Available
High Rise	8	1,580	1,288	244
Mid Rise	0	0	0	0
Low Rise	0	0	0	0
Townhomes	0	0	0	0
Grand Total	8	1,580	1,288	244

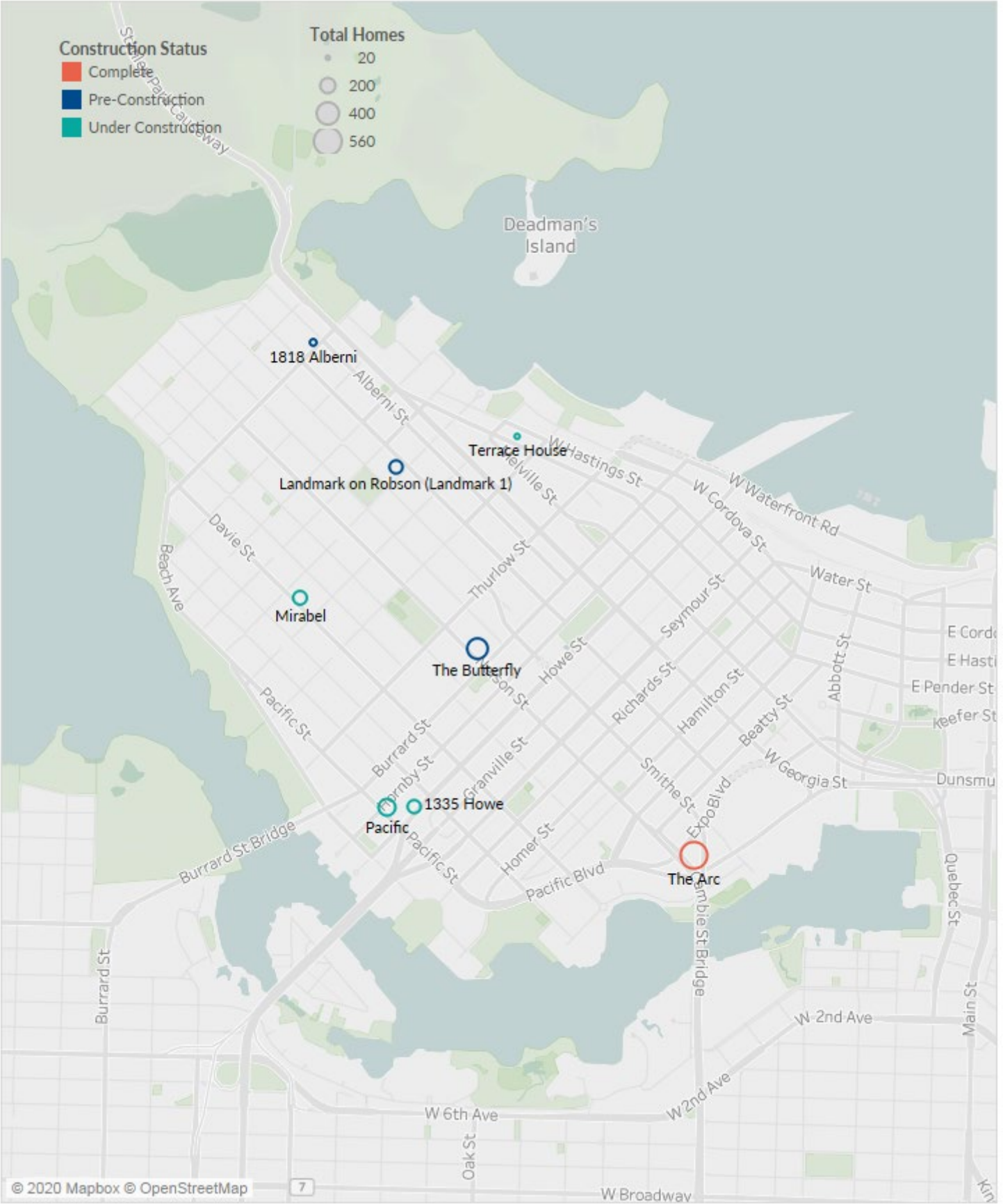
Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$1,792	\$4,046	\$2,215	845	3,744
Mid Rise	-	-	-	-	-
Low Rise	-	-	-	-	-
Townhomes	-	-	-	-	-

Active Projects – Top 8 by Total Homes

Project Name	Developer	Type	Open Date	Avg. \$/SF	Homes Sold	Total Homes
The Arc	Concord Pacific	High Rise	Jan-16	\$1,200	535	560
The Butterfly	Westbank Projects Corp	High Rise	Dec-17	\$2,800	301	331
The Pacific	Grosvenor	High Rise	Nov-17	\$2,150	153	224
Mirabel	Marcon Development	High Rise	Jul-17	\$1,705	146	149
1335 Howe	Onni	High Rise	May-17	\$1,481	76	136
Landmark on Robson (Landmark 1)	Asia Standard International Group Ltd.	High Rise	Feb-18	\$3,000	60	124
1818 Alberni	Landa Global	High Rise	Jan-20	\$2,780	0	36
Terrace House	Portliving	High Rise	Dec-17	\$2,600	17	20

Current Active Projects



Buyer Demographics

The following list outlines recent buyer groups in the Vancouver Downtown 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:

- Offshore investors - A mix of ethnicities but a high percentage are of Chinese origin. These buyers are consuming completed, premier product types, typically at discounted values, as well as price point units in more standard buildings.
- Local investors of mixed ethnicities - This group is purchasing for rental income and capital appreciation. They are looking for smaller sized condominium product (often attracted to the least expensive unit types) in well located buildings with minimal maintenance fees.
- Local downsizing end users - larger single level condominium product with larger balconies, views in walkable neighborhoods.
- Move up buyer groups - These buyers come from within Vancouver looking for more square footage. These buyers already own Downtown and are looking to increase the size of their unit. They look for high-rise product typically smaller two bedrooms and larger one bedroom and den unit types, as well as cityhome product. They predominantly work in the Downtown core.
- Heavily supported first time buyers, looking to enter the marketplace - Demand from these buyers is typically focused on small condominium product (least expensive studio and junior one bedroom unit types).

Future Supply

Property Type	Coming Soon		Development Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	12	2,250	15	6,967
Mid Rise	0	0	2	132
Low Rise	0	0	0	0
Townhomes	0	0	0	0
Duplex	0	0	0	0
Single Family	0	0	0	0
Total	12	2,250	17	7,099
Grand Total	29	9,349		

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

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