
Greater Vancouver Area Residential Land

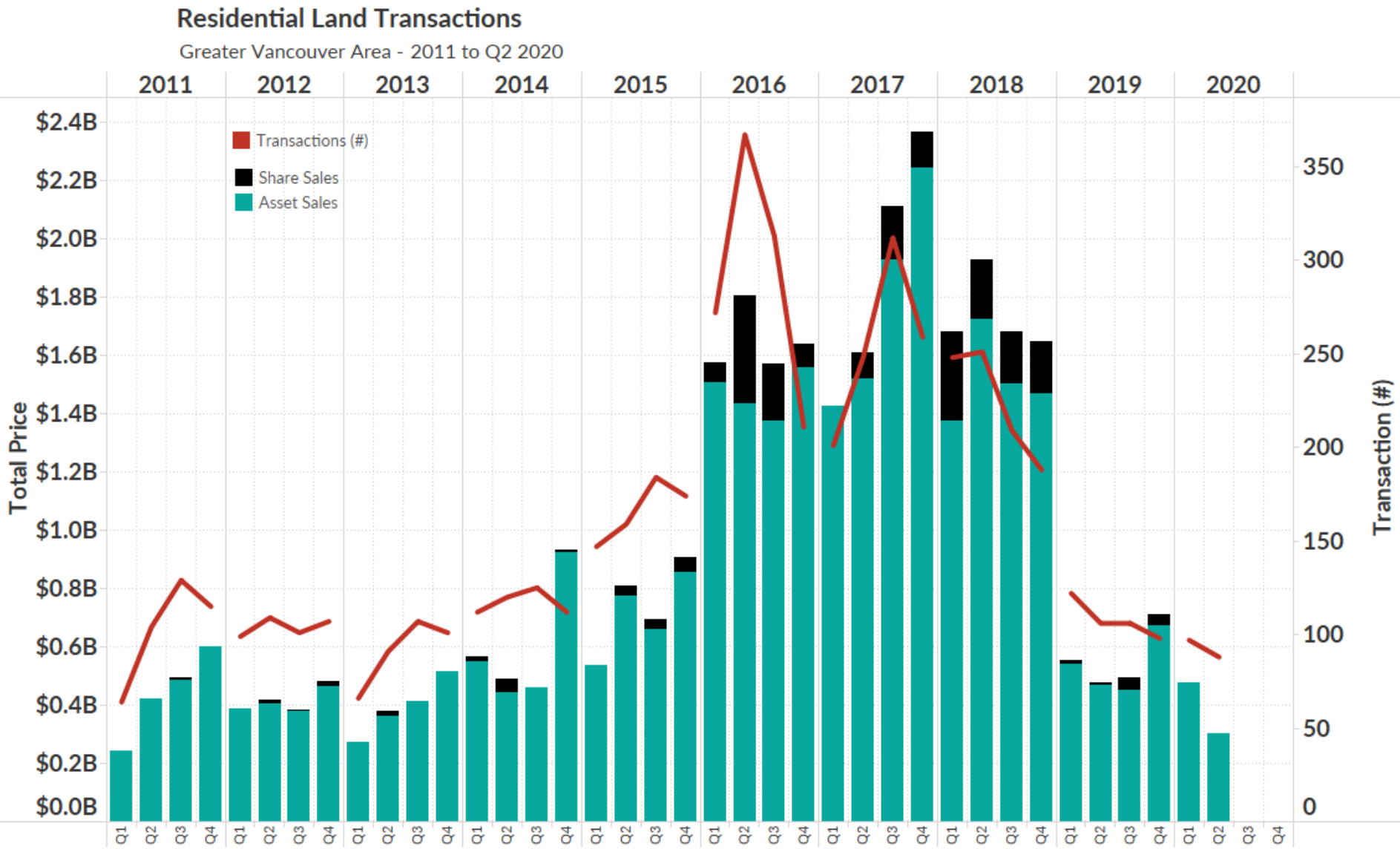
Commercial Q2 2020 Statistics

Data as of June 30, 2020



Residential Land Transactions

Q2 2020 saw 88 residential land transactions worth \$304M, down -36% from Q1 2020 and down -36% from the same quarter last year.



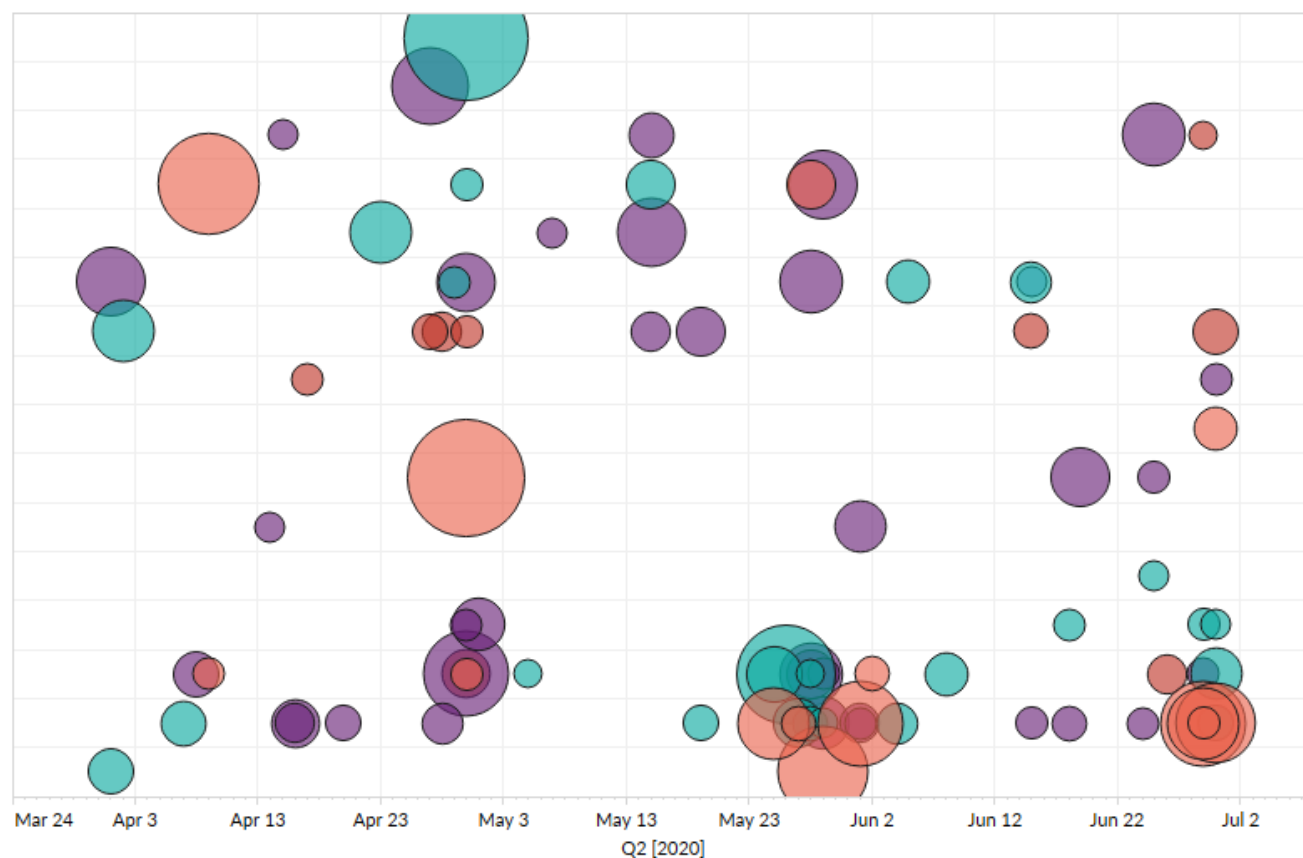
Q2 2020 Residential Land Transaction Timeline

City of Vancouver is the most active market with 26 residential land transactions, followed by Surrey with 17 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q2 2020

	Total Price	Land Area	Deals
Abbotsford	\$19,653,200	63	1
Burnaby	\$7,500,000	1	1
Chilliwack	\$9,710,000	6	4
Coquitlam	\$26,505,000	6	5
Delta	\$11,950,000	3	3
Langley	\$22,025,000	7	7
Maple Ridge	\$18,551,900	26	8
Mission	\$2,536,000	5	2
New Westminster	\$2,350,000	0	1
North Vancouver	\$23,252,000	1	3
Port Coquitlam	\$4,420,000	0	2
Port Moody	\$1,075,000	0	1
Richmond	\$8,451,000	1	5
Surrey	\$55,451,000	24	17
Vancouver	\$77,520,600	4	26
White Rock	\$13,074,848	2	2



Res Land Use

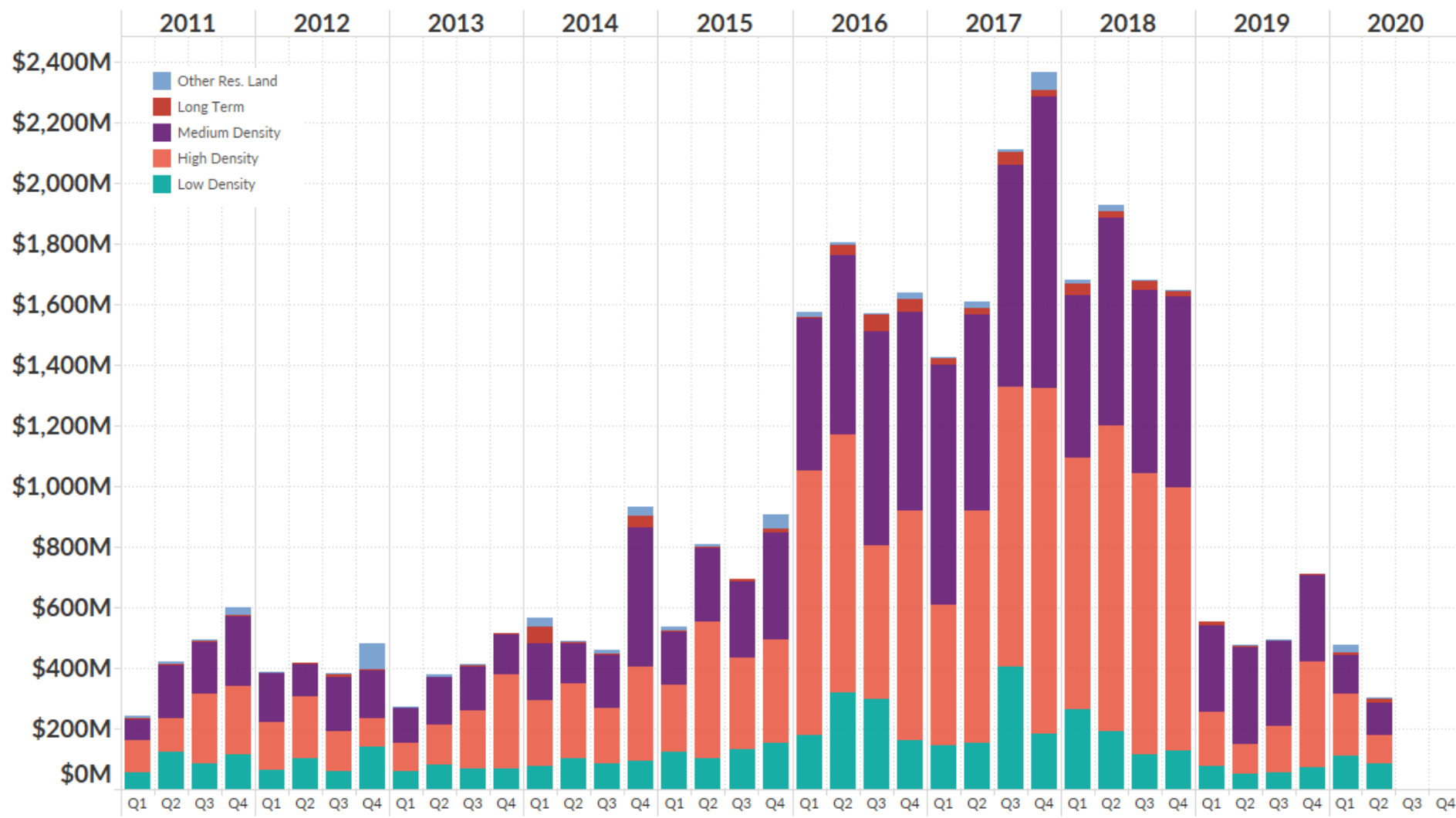
- High Density
- Low Density
- Medium Density
- Long Term
- Other Res. Land

Transactions by Land Use

\$304M in Q2 2020 comprised of \$86M Low Density deals, \$92M High Density deals, \$109M Medium Density deals, \$16M Long Term deals and \$1M in deals classified as Other land uses.

Quarterly Residential Land Transaction Dollar Volume by Land Use

Greater Vancouver Area - 2011 to Q2 2020

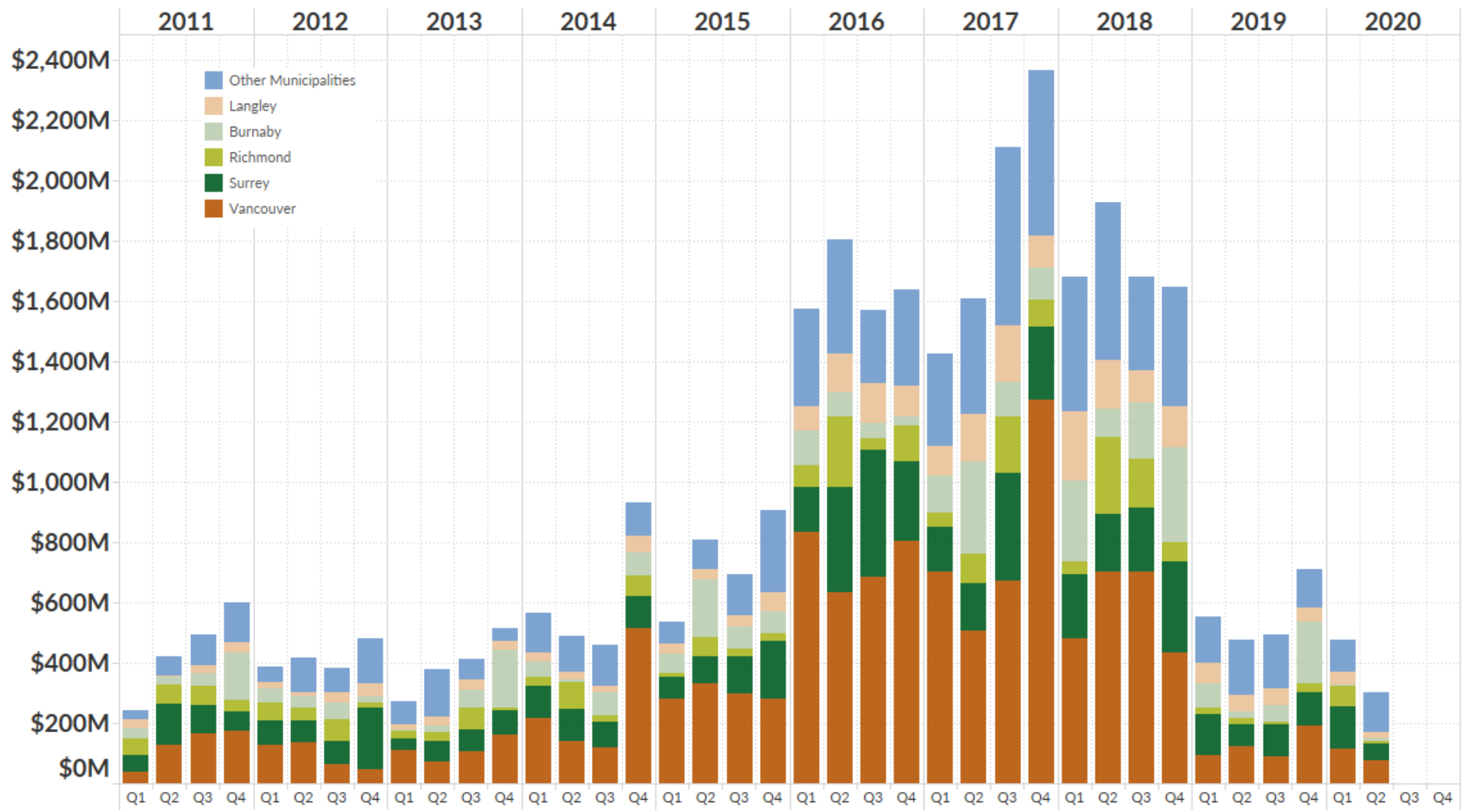


Transactions by Municipality

\$304M in Q2 2020 residential land deals broken down by Municipality as \$78M in Vancouver, \$55M in Surrey, \$8M in Richmond, \$8M in Burnaby, \$22M in Langley and \$133M in all other Municipalities.

Quarterly Residential Land Transaction Dollar Volume by Largest Municipalities

Greater Vancouver Area - 2011 to Q2 2020

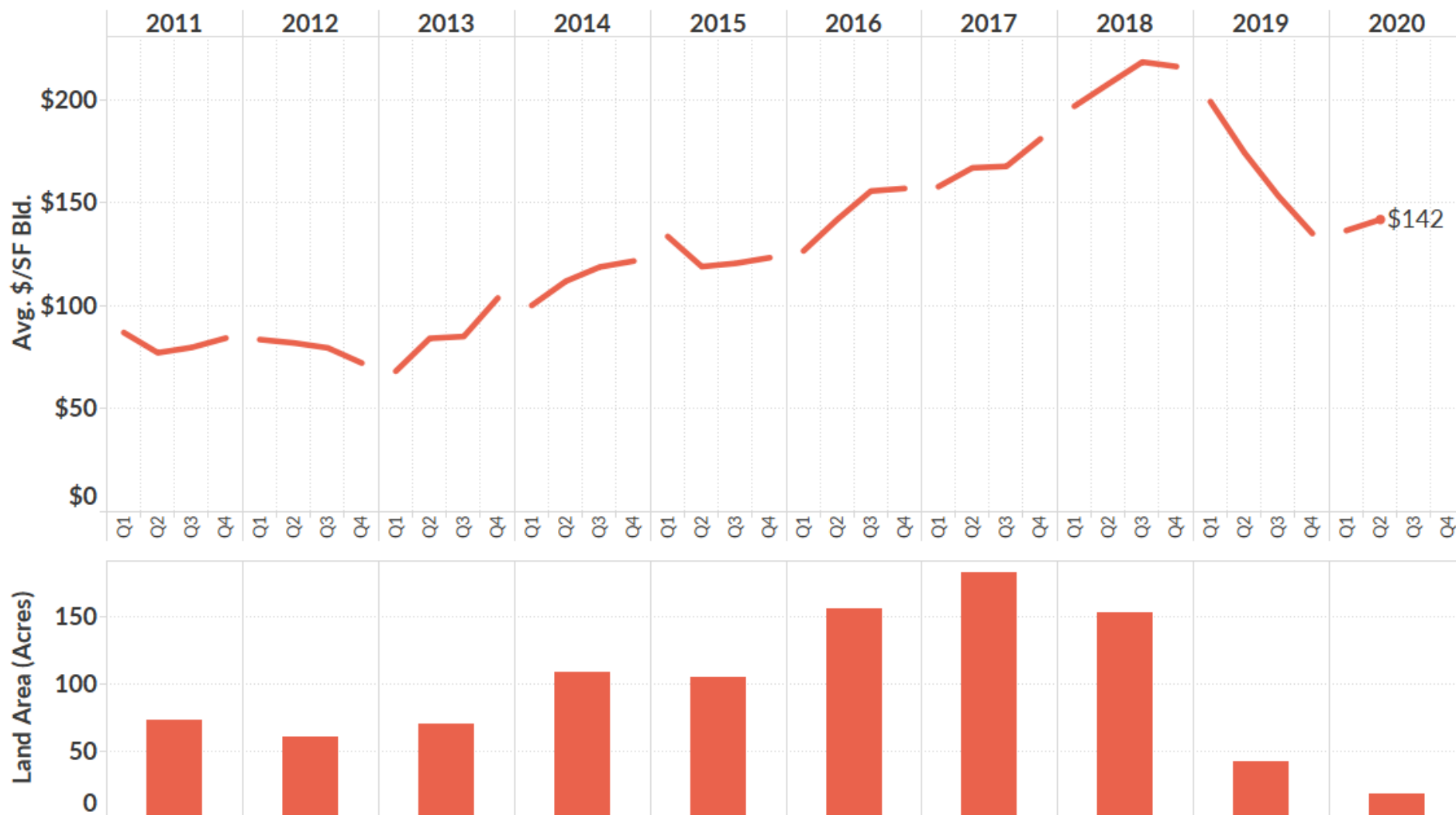


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q2 2020 is \$142/sf bld. That's up about +4% from the previous quarter.

High Density Residential Land Transactions - Price (\$/SF Bld.) & Area (Ac.)

Greater Vancouver Area - Trailing 12 Month Average 2011 to Q2 2020



Municipal Comparison – High Density \$/SF Bld.

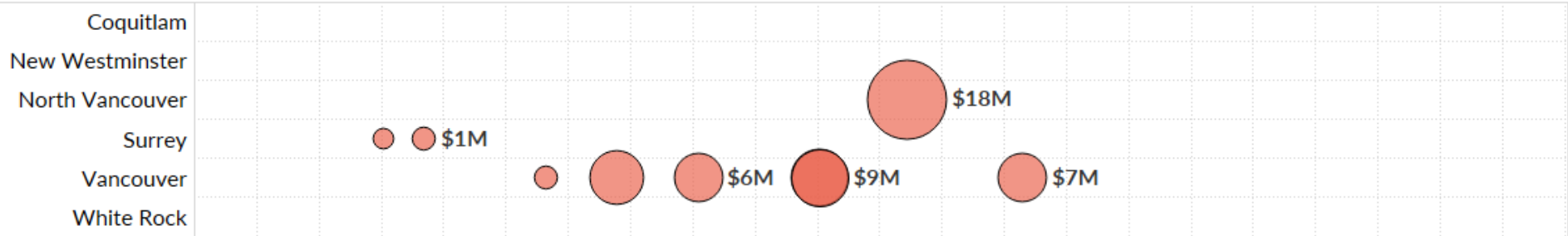
Q2 2020 residential land transactions appear to be similar in price per square foot buildable to the previous four quarters.



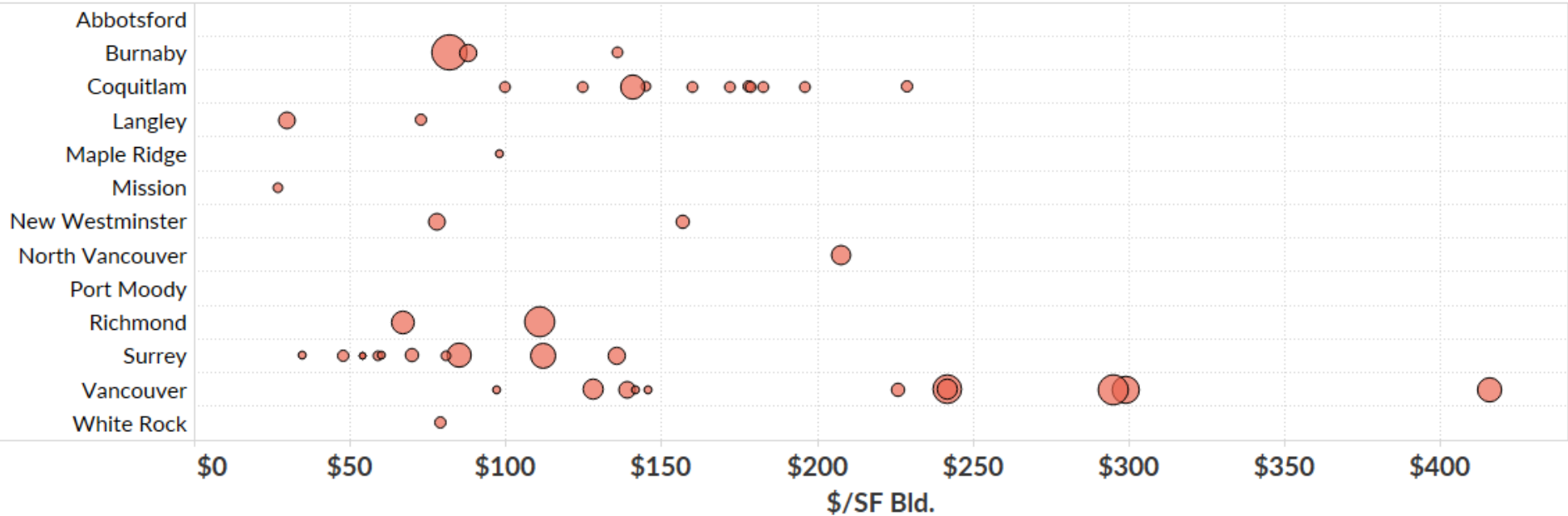
High Density Res. Land Transactions by Municipality & Price (\$/SF Bld.)

Greater Vancouver Area - Q2 2020 & Previous 4 Qtrs.

Q2 2020



Previous 4 Quarters



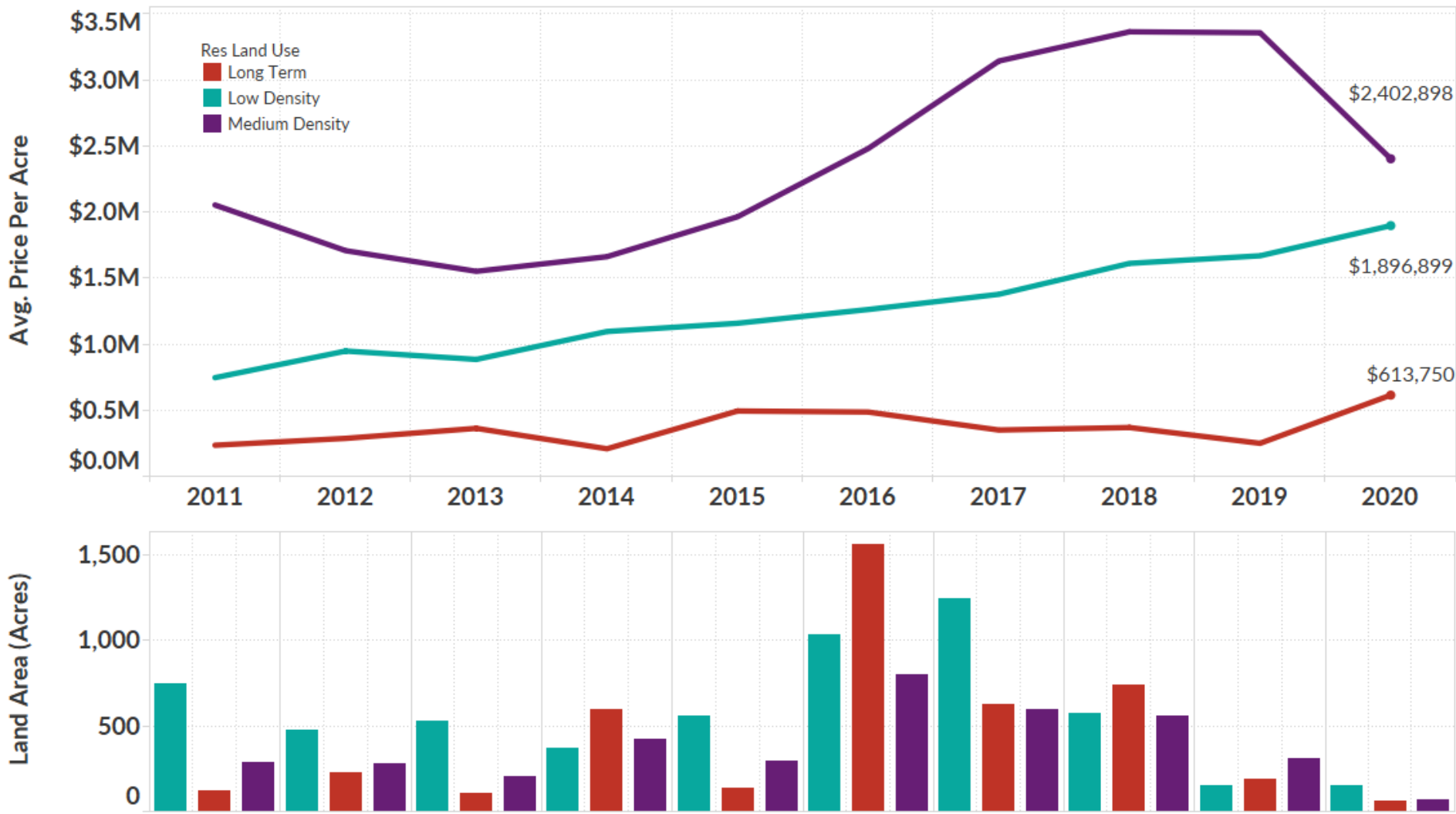
Price & Area Trends – Low Density/Medium Density/Long Term

The Q2 2020 average pricing at \$2.4M/acre for Medium Density deals, \$1.9M/acre for Low Density deals and \$614,000/acre for Long Term land deals.



Residential Land Transactions - Price (\$/Ac.) & Area (Ac.) by Land Use

Greater Vancouver Area - 2011 to Q2 2020

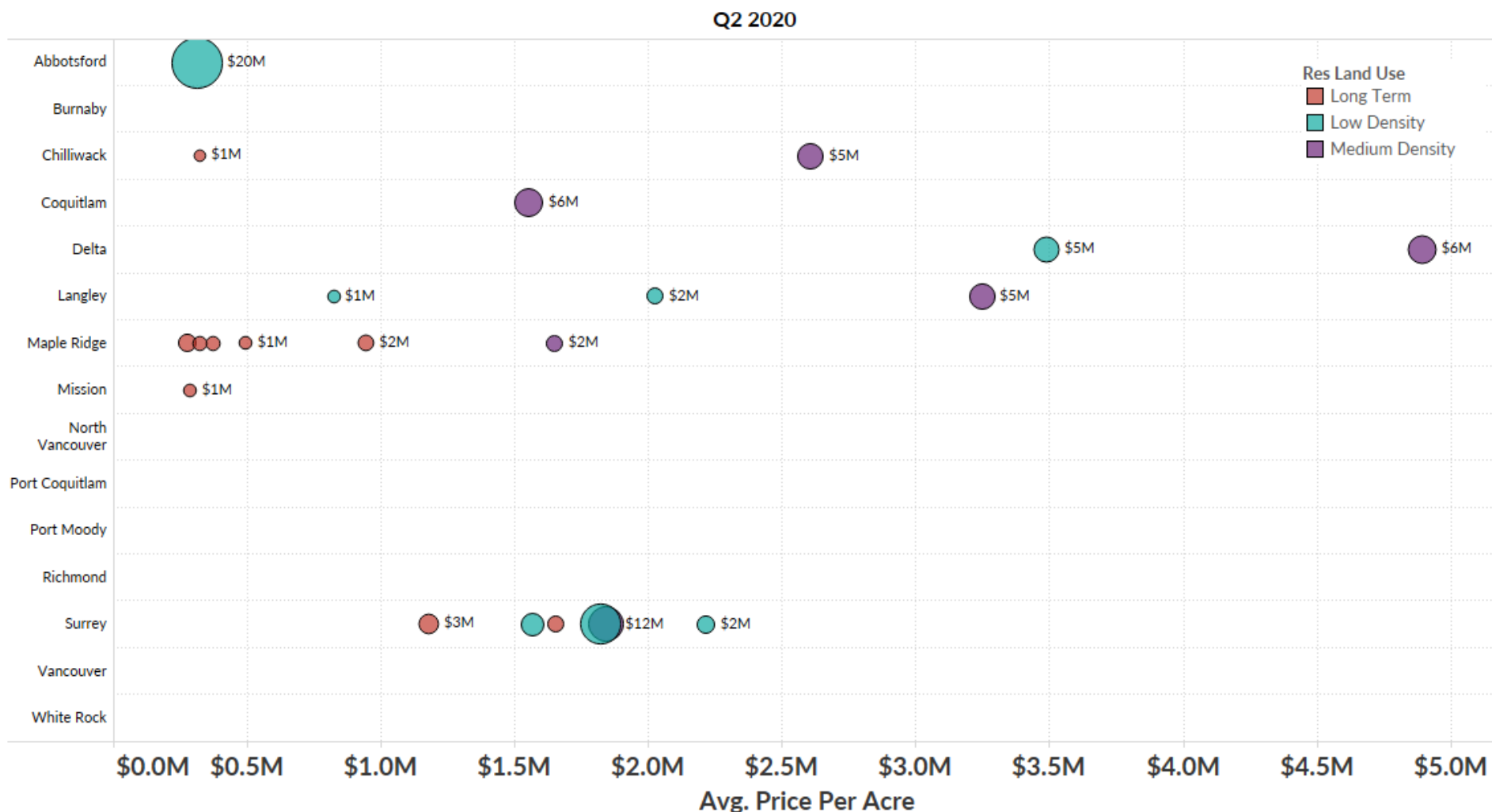


Municipal Comparison – Current Quarter

Notable deals this quarter included a \$20M Low Density transaction for about \$300,000/acre in Abbotsford and an \$9M Medium Density deal in Surrey for about \$1.8M/acre.

Res. Land Transactions by Municipality & Price (\$/Ac.)

Greater Vancouver Area - Q2 2020



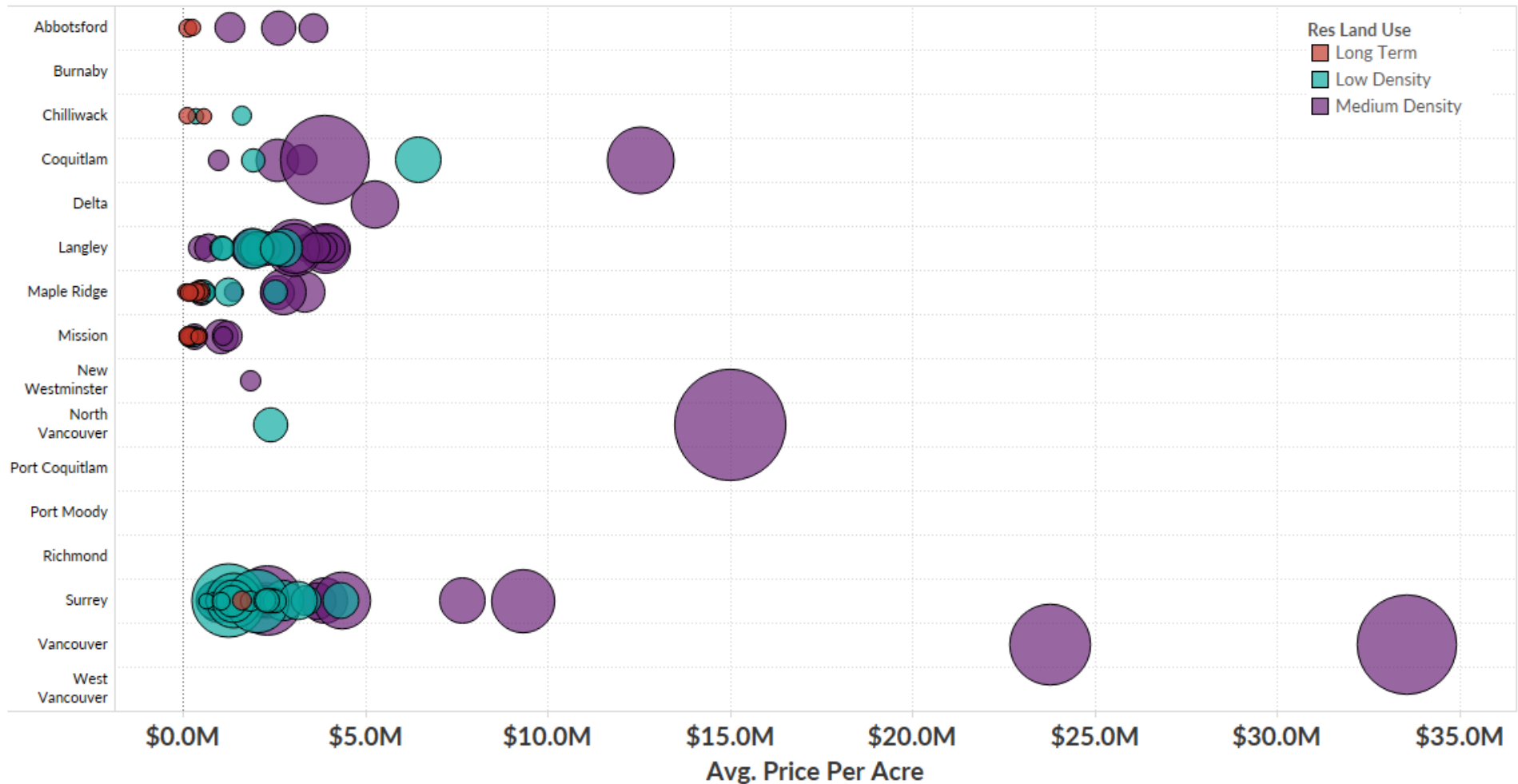
Municipal Comparison – Previous 4 Quarters

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

Res. Land Transactions by Municipality & Price (\$/Ac.)

Greater Vancouver Area - Q2 2019 to Q1 2020

Previous 4 Quarters

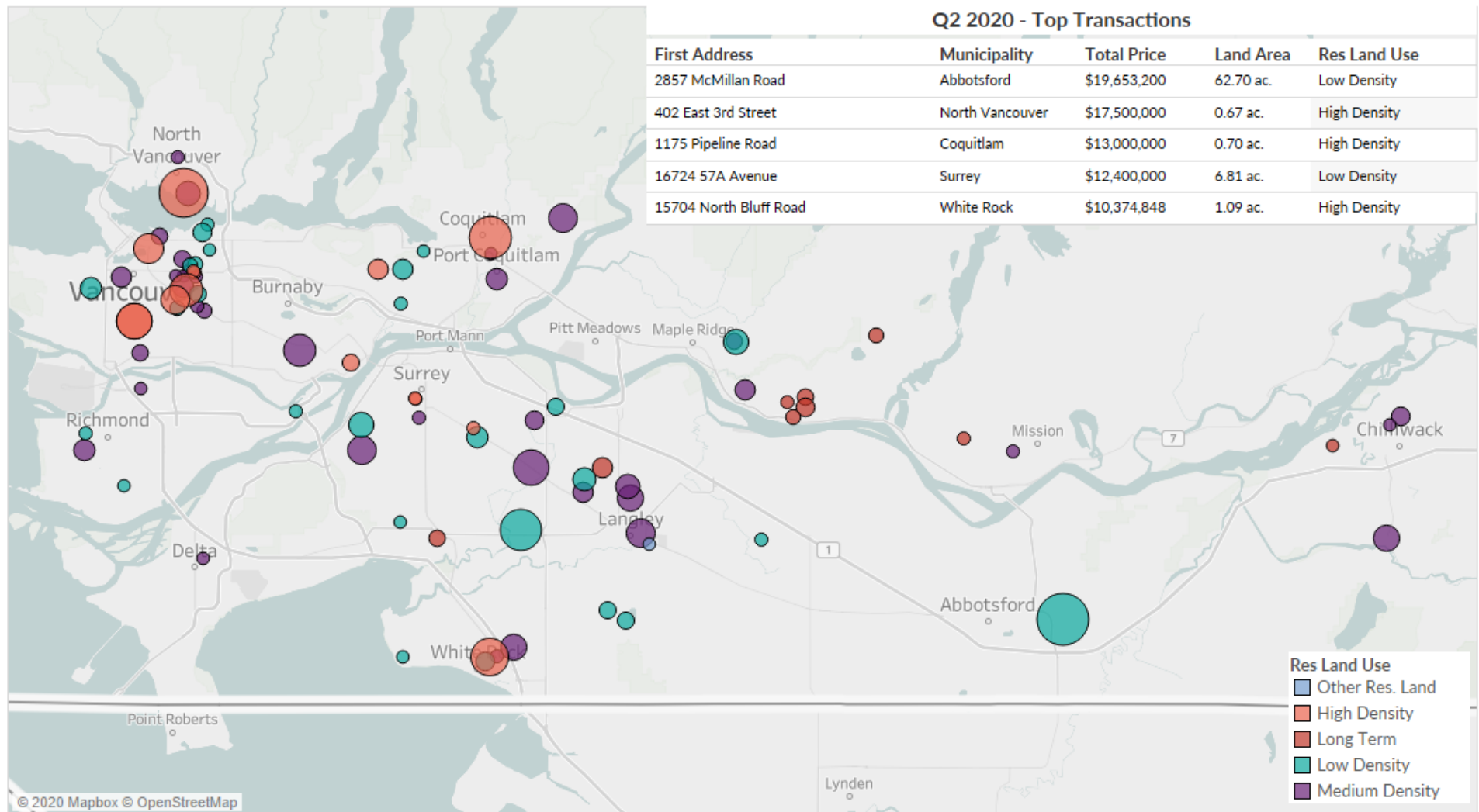


Geographic Distribution

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 - Q2 2020



Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.