
Greater Vancouver Area Residential Land

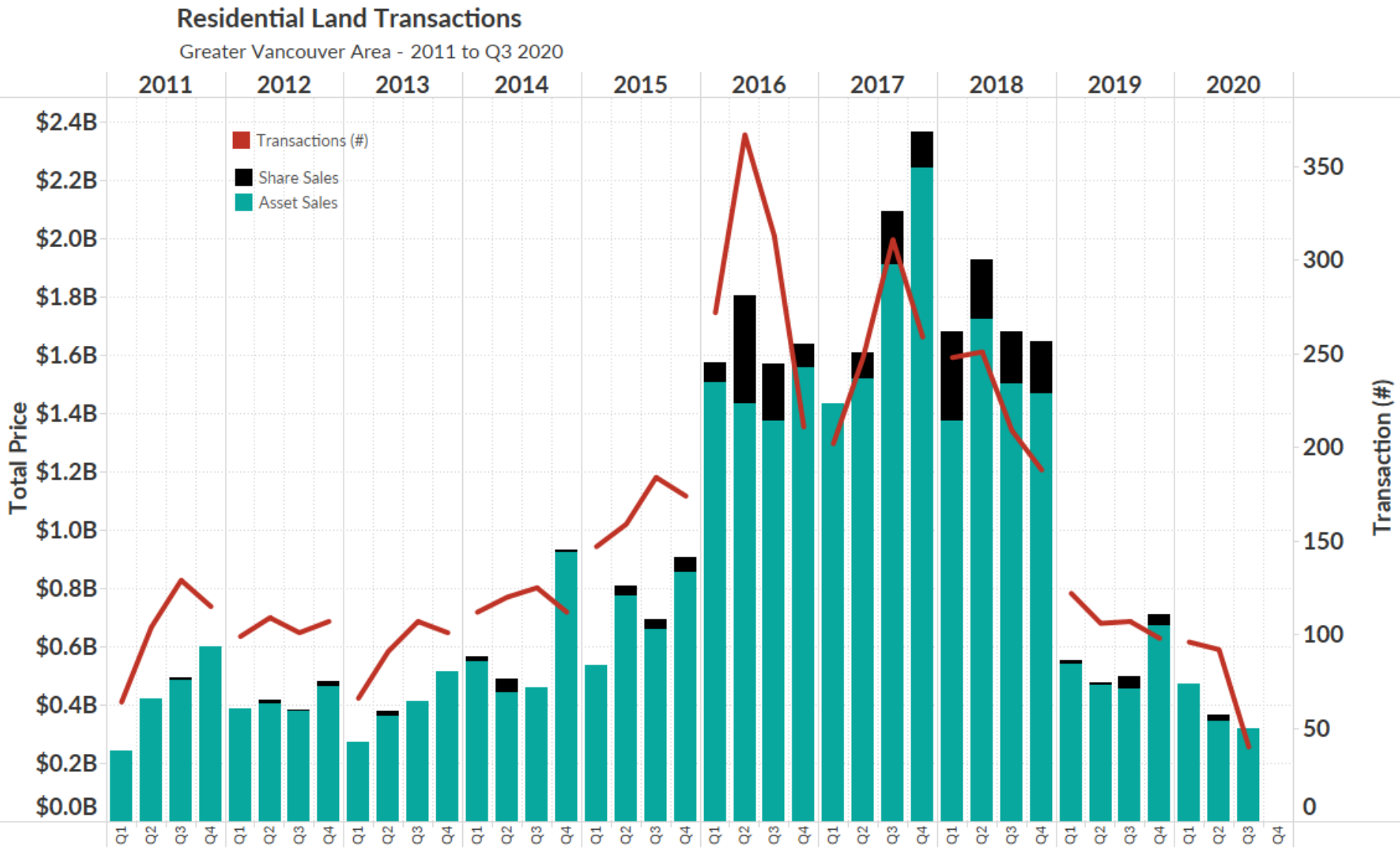
Commercial Q3 2020 Statistics

Data as of September 30, 2020



Residential Land Transactions

Q3 2020 saw 40 residential land transactions worth \$320M, down -13% from Q2 2020 and down -36% from the same quarter last year.



Q3 2020 Residential Land Transaction Timeline

Surrey is the most active market with 11 residential land transactions, followed by City of Vancouver with 6 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q3 2020

	Total Price	Land Area	Deals
Abbotsford	\$17,788,200	7	2
Burnaby	\$41,000,000	2	3
Chilliwack	\$1,350,000	5	1
Coquitlam	\$22,600,000	35	2
Delta	\$1,570,000	0	1
Langley	\$34,505,000	14	5
Maple Ridge	\$1,444,000	0	1
Mission	\$1,550,000	15	1
North Vancouver	\$2,925,000	0	1
Port Moody	\$21,350,000	2	3
Richmond	\$18,240,808	1	2
Surrey	\$84,138,800	12	11
Vancouver	\$65,468,000	2	6
West Vancouver	\$6,000,000	0	1



Res Land Use

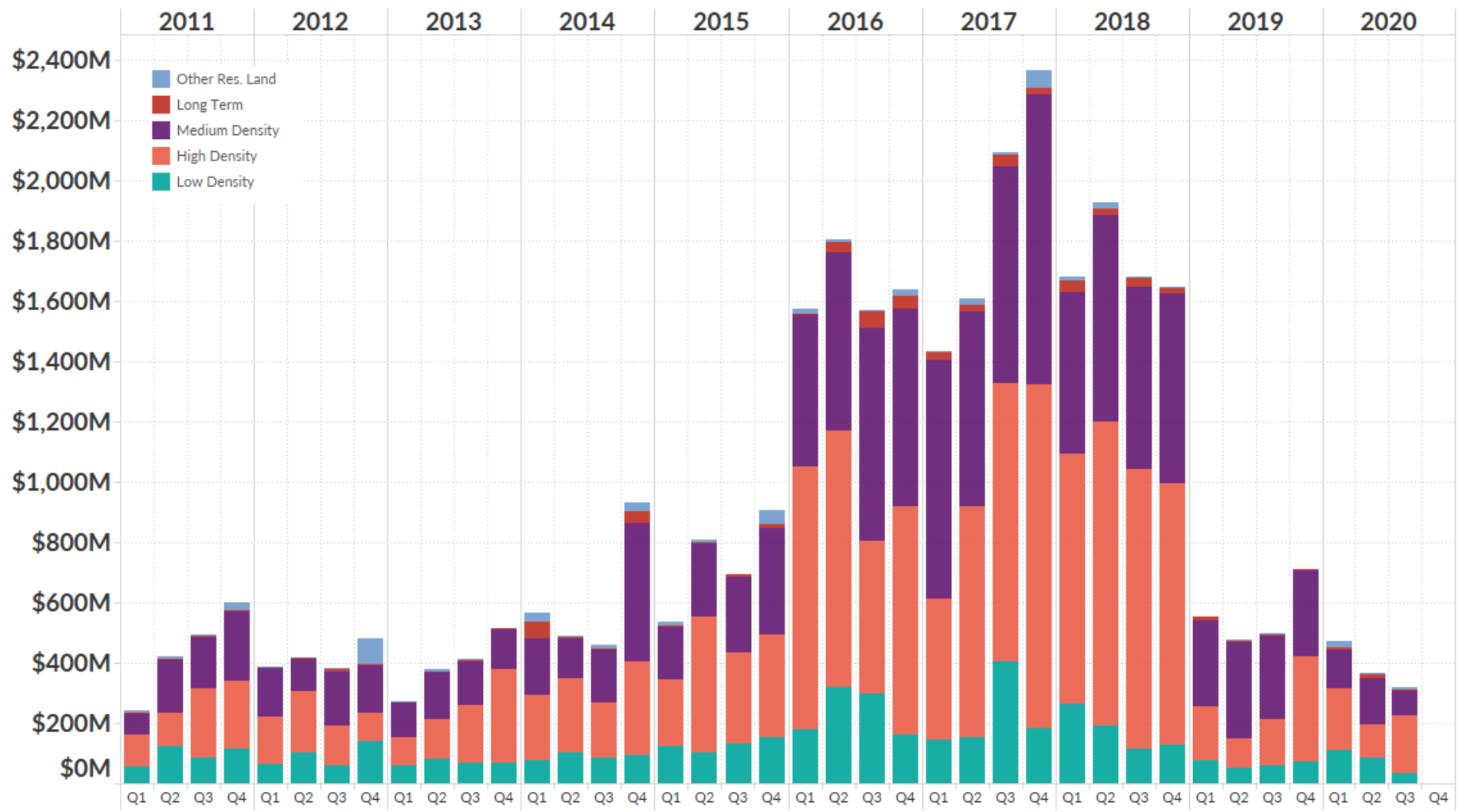
- High Density
- Low Density
- Medium Density
- Long Term
- Other Res. Land

Transactions by Land Use

\$320 in Q3 2020 comprised of \$35M Low Density deals, \$191M High Density deals, \$85M Medium Density deals, \$1M Long Term deals and \$8M in deals classified as Other land uses.

Quarterly Residential Land Transaction Dollar Volume by Land Use

Greater Vancouver Area - 2011 to Q3 2020

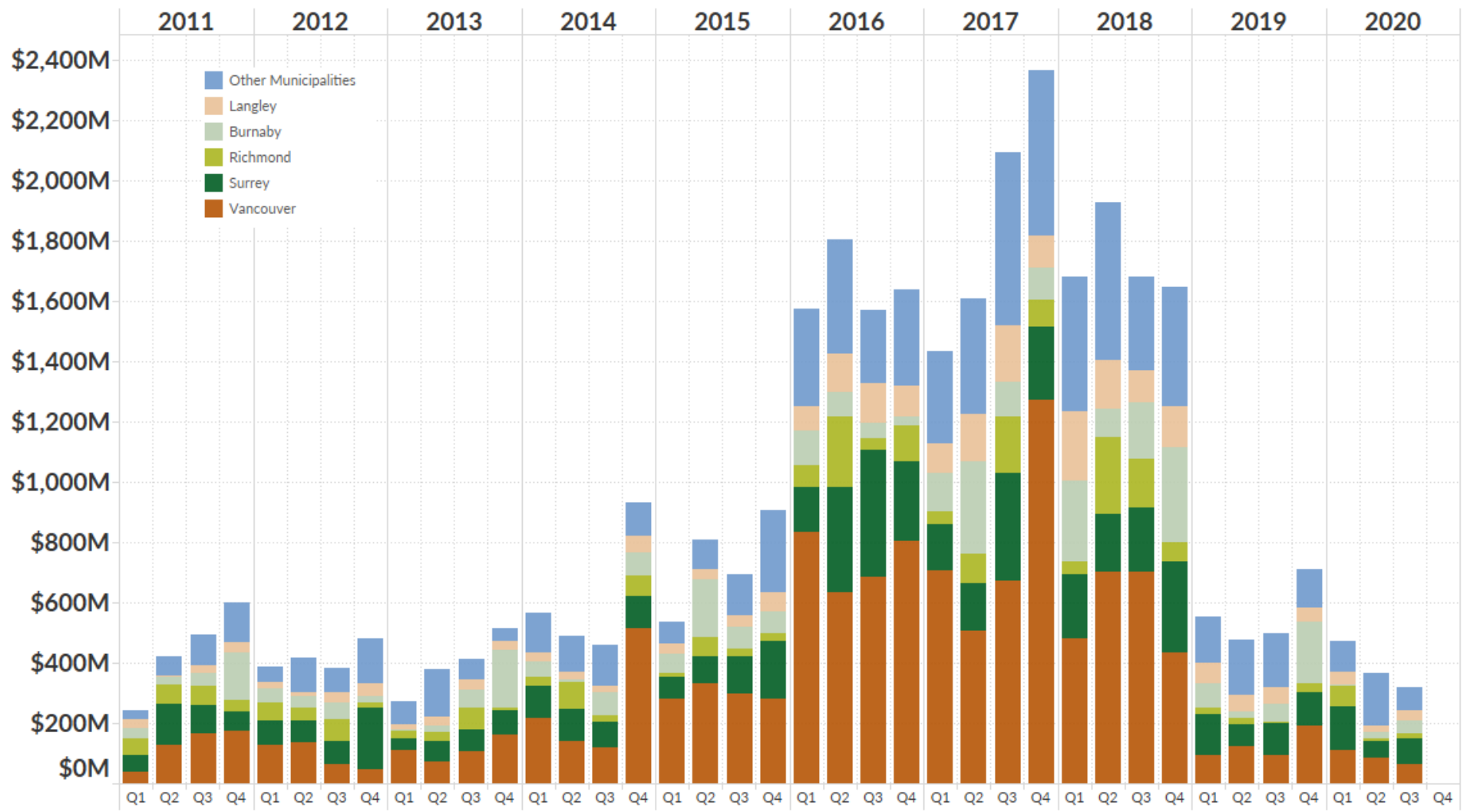


Transactions by Municipality

\$320M in Q3 2020 residential land deals broken down by Municipality as \$65M in Vancouver, \$84M in Surrey, \$18M in Richmond, \$41M in Burnaby, \$35M in Langley and \$77M in all other Municipalities.

Quarterly Residential Land Transaction Dollar Volume by Largest Municipalities

Greater Vancouver Area - 2011 to Q3 2020

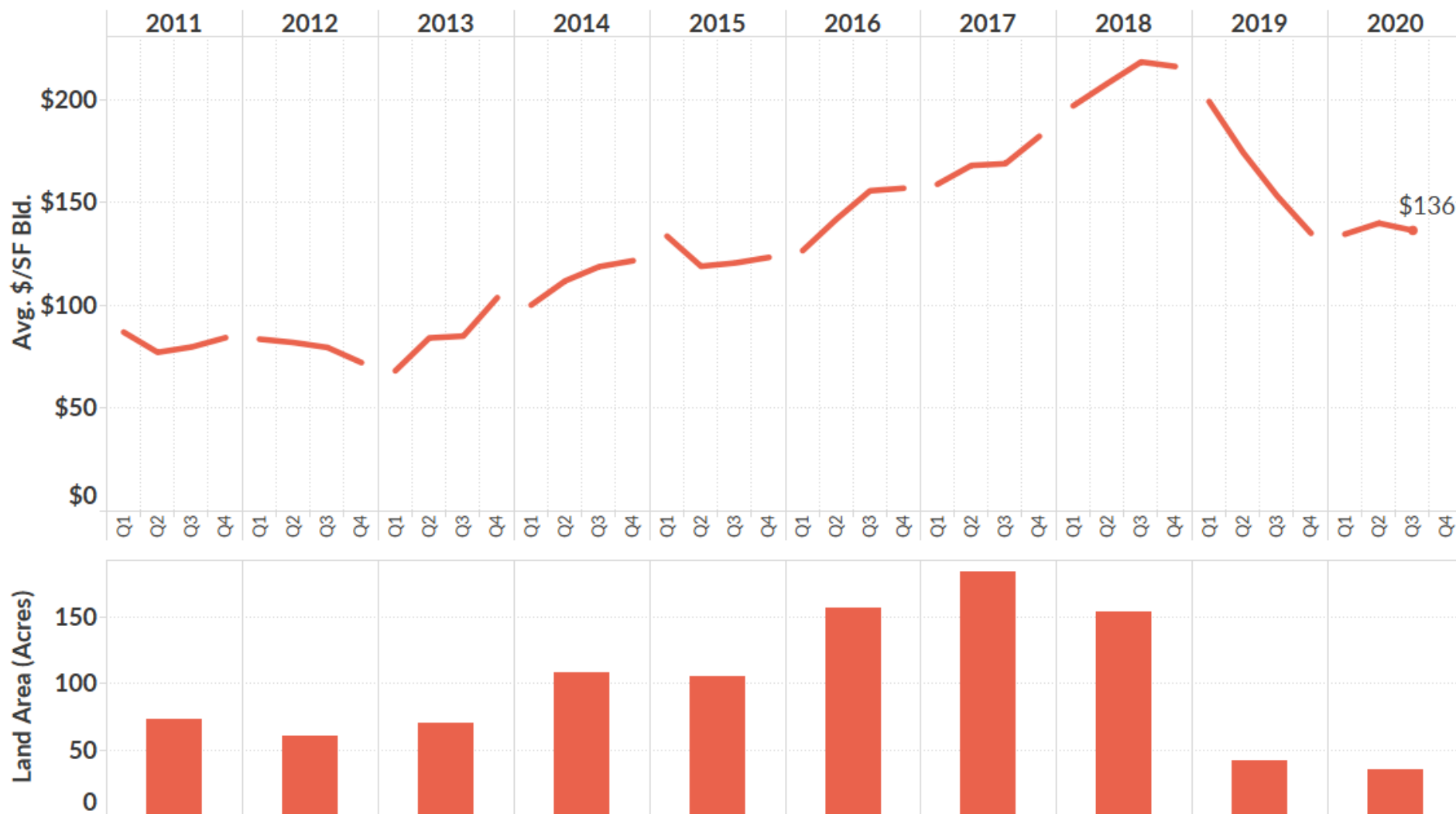


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q3 2020 is \$136/sf bld. That's down about - 3% from the previous quarter.

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

Greater Vancouver Area - Trailing 12 Month Average 2011 to Q3 2020



Municipal Comparison – High Density \$/SF Bld.

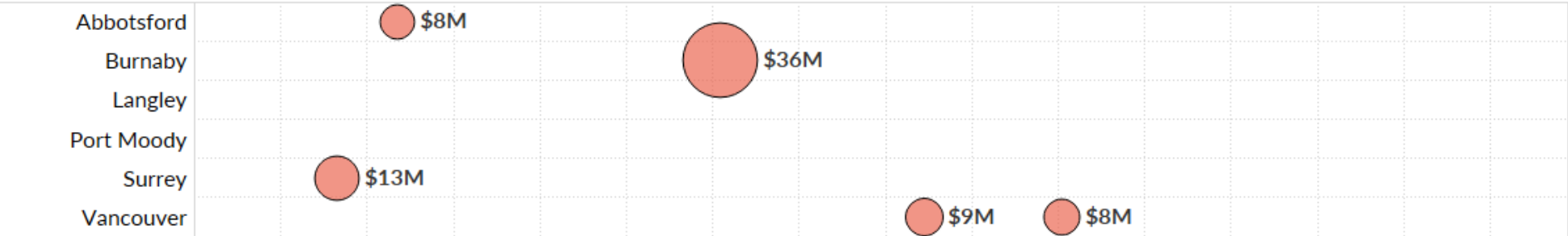
Q3 2020 residential land transactions appear to be similar in price per square foot buildable to the previous four quarters.



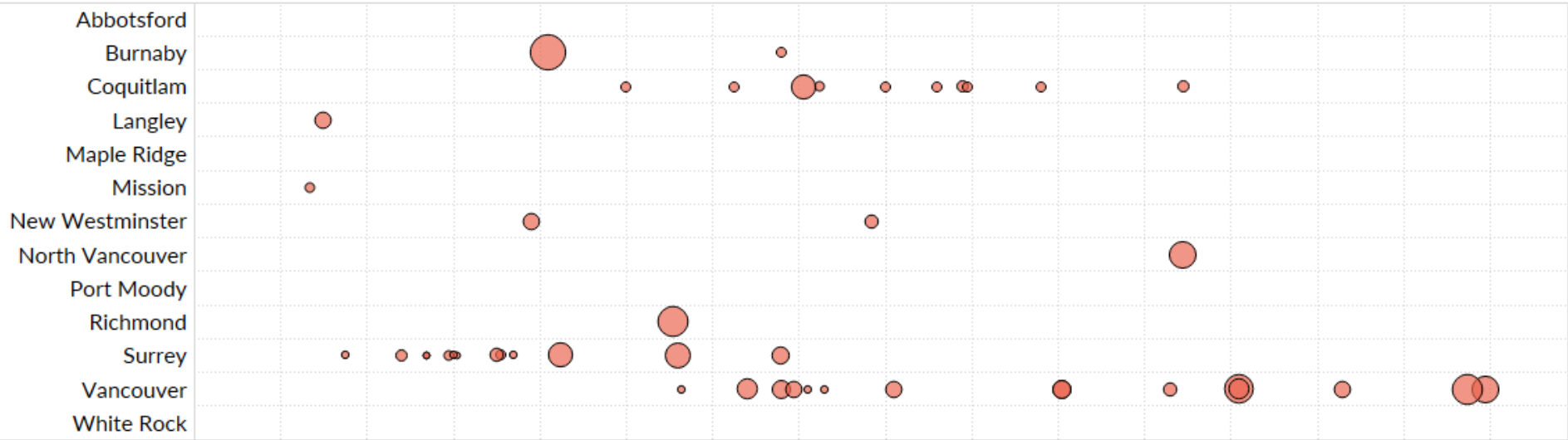
High Density Res. Land Transactions by Municipality & Price (\$/SF Bld.)

Greater Vancouver Area - Q3 2020 & Previous 4 Qtrs.

Q3 2020



Previous 4 Quarters

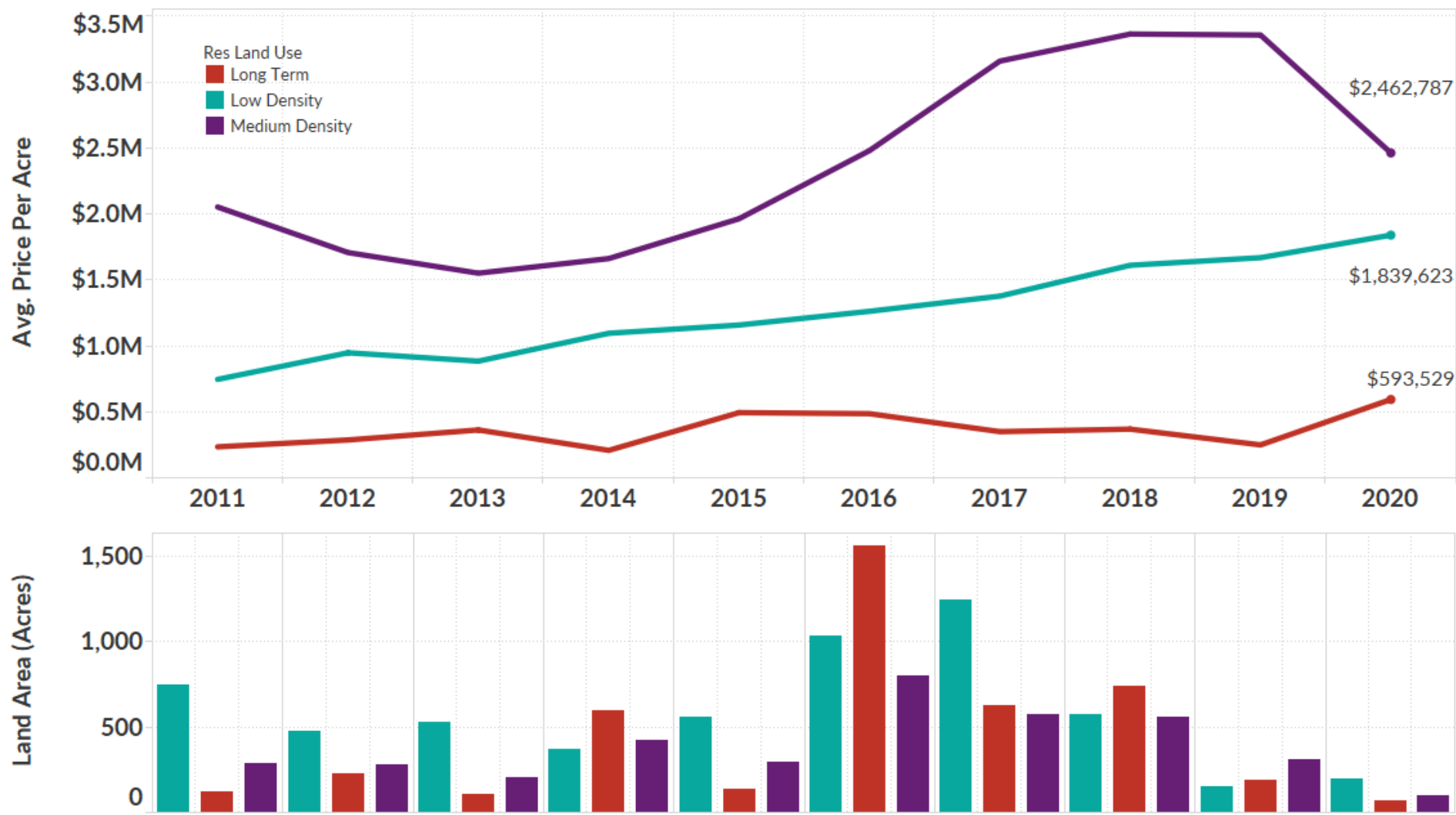


Price & Area Trends – Low Density/Medium Density/Long Term

The Q3 2020 average pricing at \$2.5M/acre for Medium Density deals, \$1.8M/acre for Low Density deals and \$594,000/acre for Long Term land deals.

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

Greater Vancouver Area - 2011 to Q3 2020



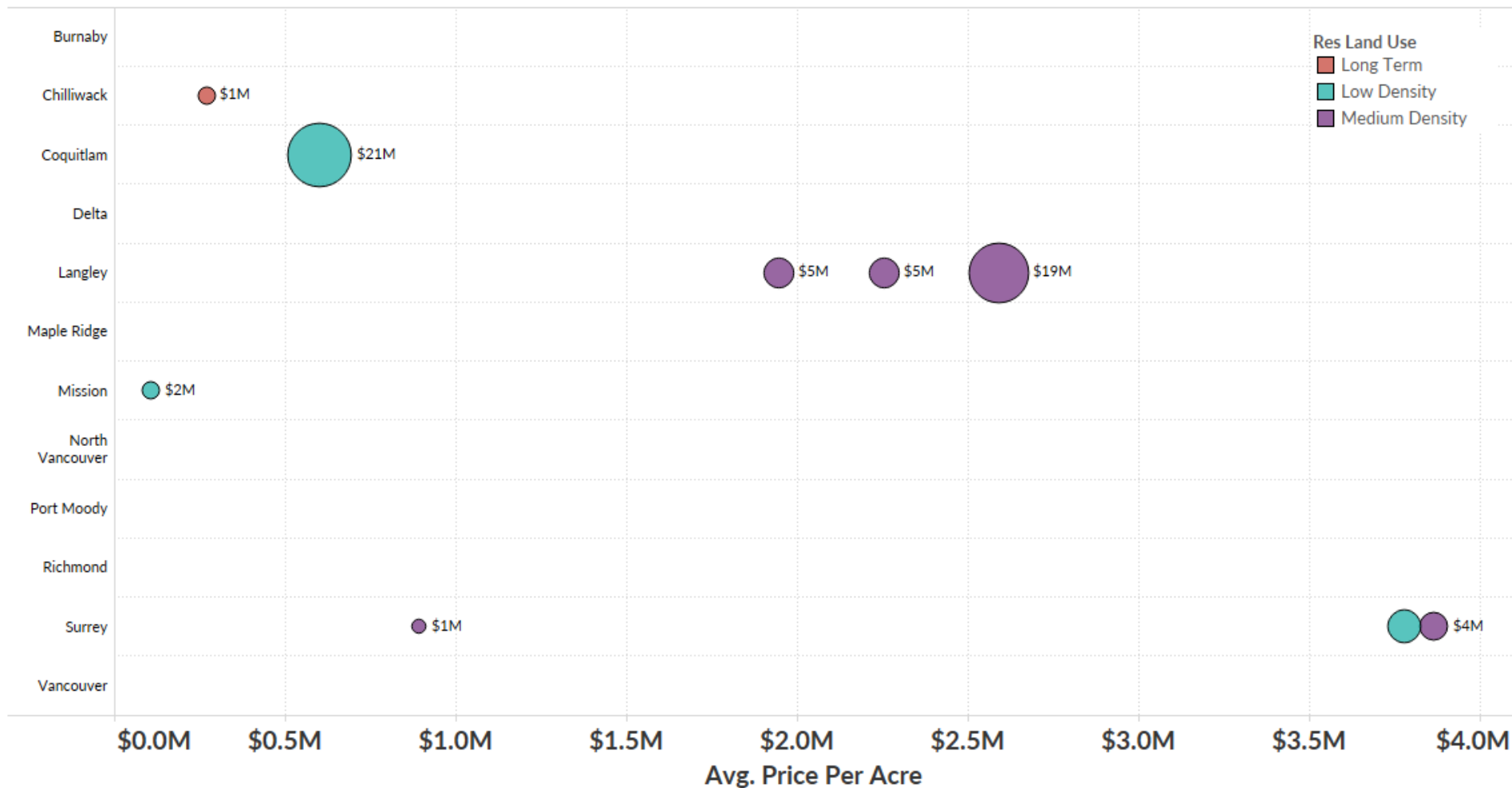
Municipal Comparison – Current Quarter

Notable deals this quarter included a \$21M Low Density transaction for about \$600,000/acre in Coquitlam and a \$19M Medium Density deal in Langley for about \$2.6M/acre.

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

Greater Vancouver Area - Q3 2020

Q3 2020



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

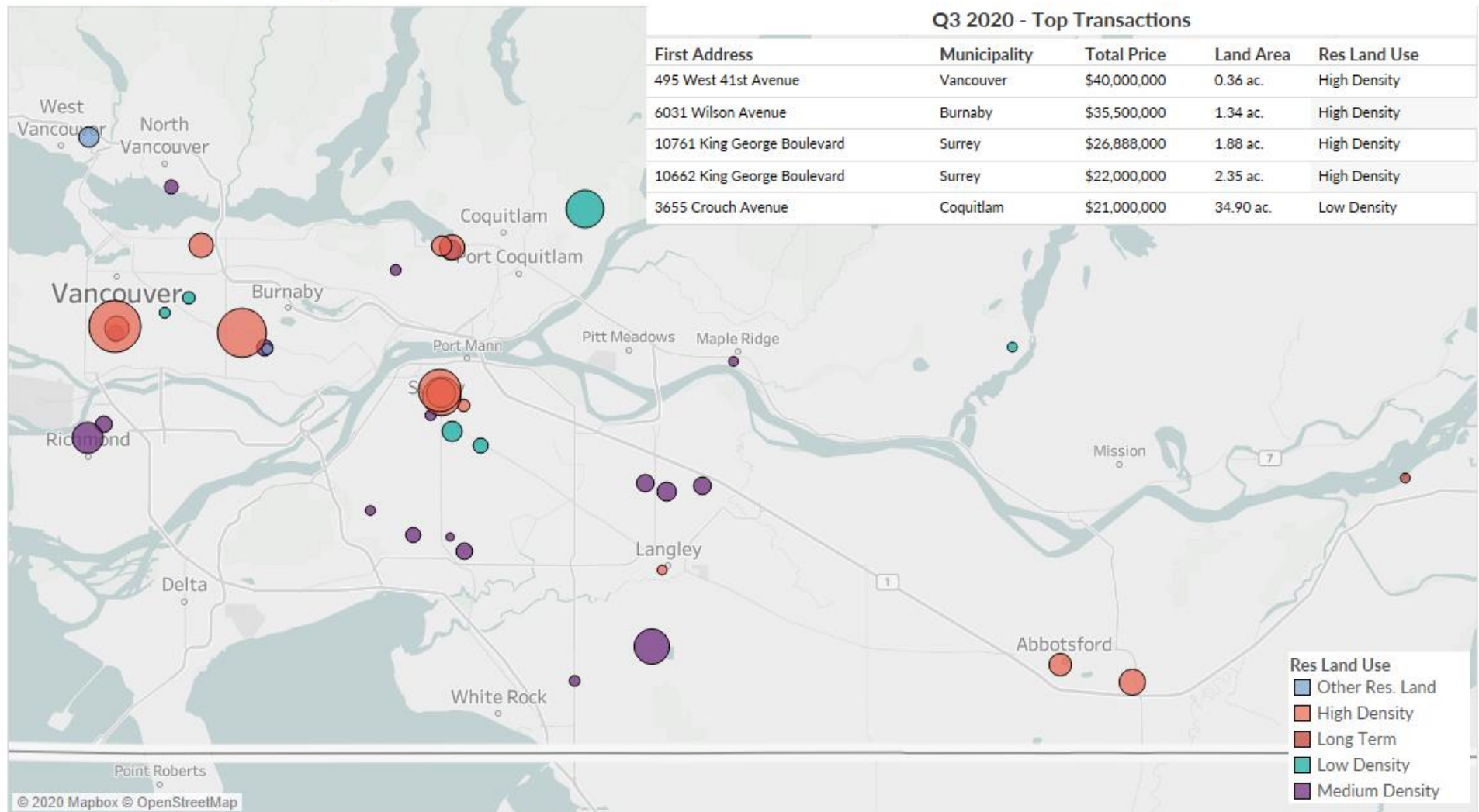


Geographic Distribution

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 - Q3 2020



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