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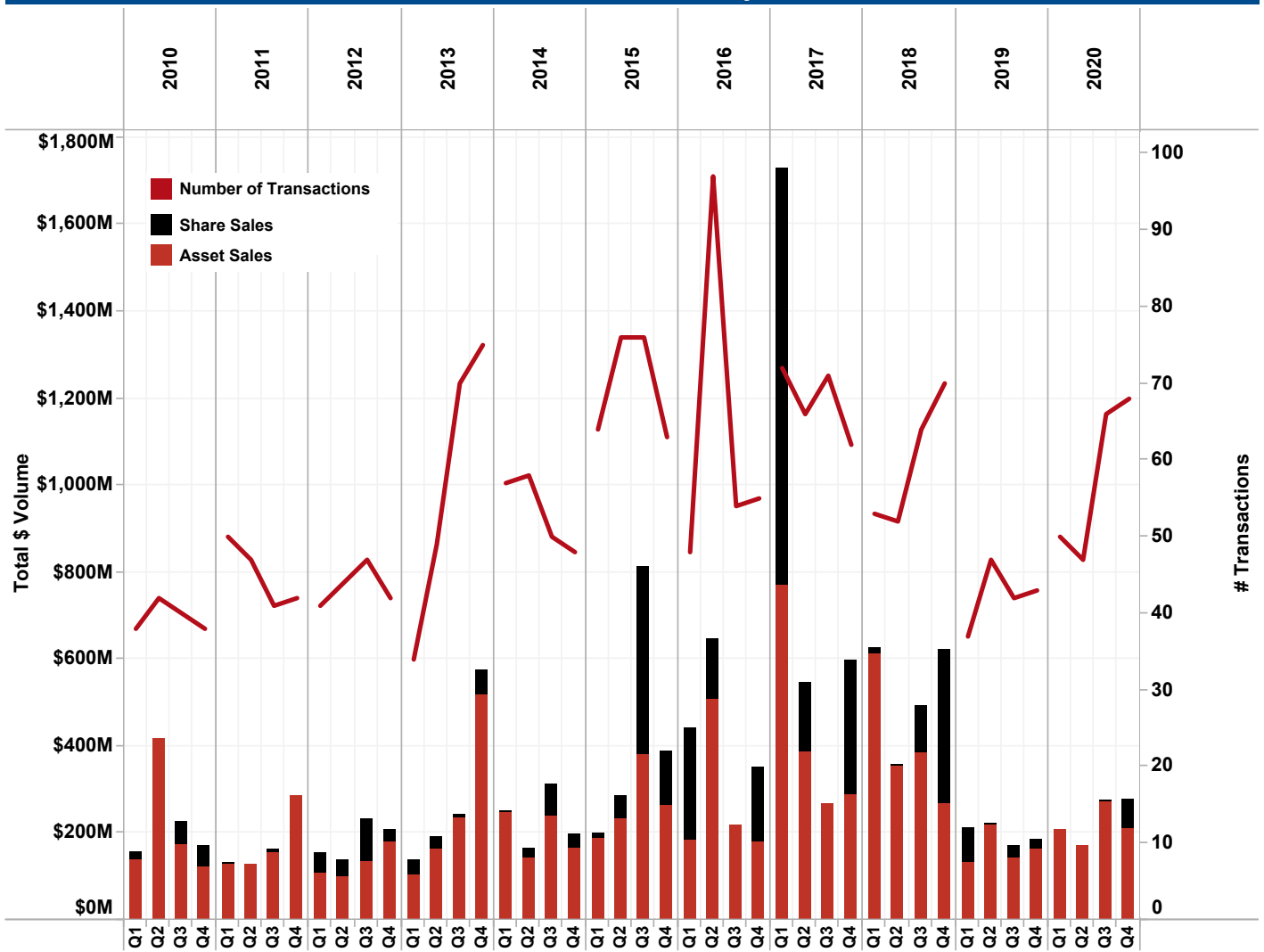
# Greater Vancouver Area Retail

## Commercial Q4 2020 Statistics

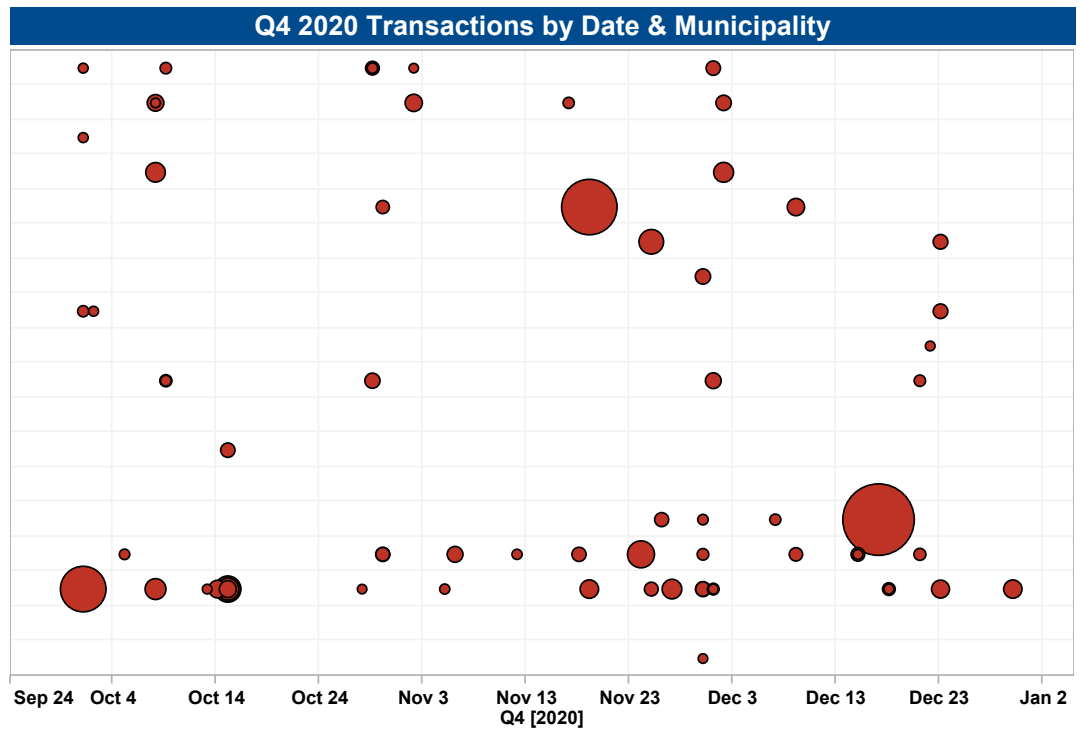
Data as of December 31, 2020



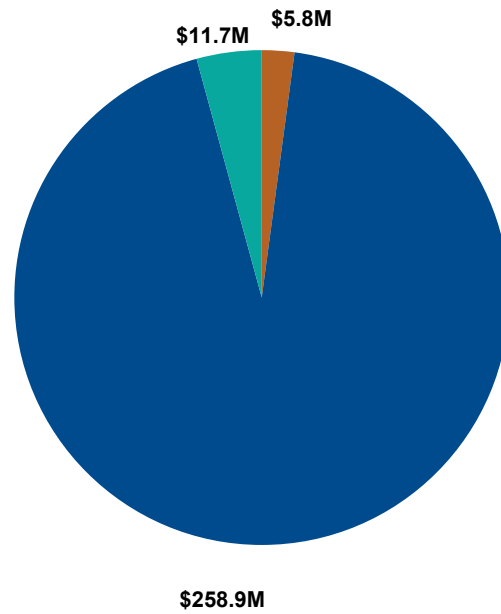
## Retail - Total Price & Transactions by Year & Quarter



| Retail          |         |
|-----------------|---------|
| Abbotsford      | \$9.1M  |
| Burnaby         | \$11.4M |
| Chilliwack      | \$1.1M  |
| Coquitlam       | \$8.7M  |
| Delta           | \$39.6M |
| Langley         | \$9.1M  |
| Maple Ridge     | \$2.6M  |
| Mission         | \$4.9M  |
| New Westminster | \$1.1M  |
| North Vancouver | \$9.7M  |
| Pitt Meadows    |         |
| Port Coquitlam  | \$2.3M  |
| Port Moody      |         |
| Richmond        | \$61.8M |
| Surrey          | \$28.1M |
| Vancouver       | \$85.8M |
| West Vancouver  |         |
| White Rock      | \$1.0M  |



## Retail - Q4 2020 Purchaser Profile by Total \$ Volume

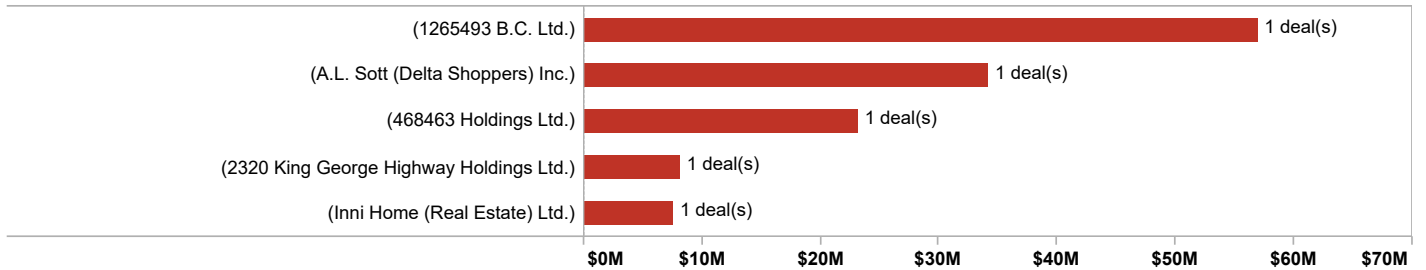


### Purchaser Profile

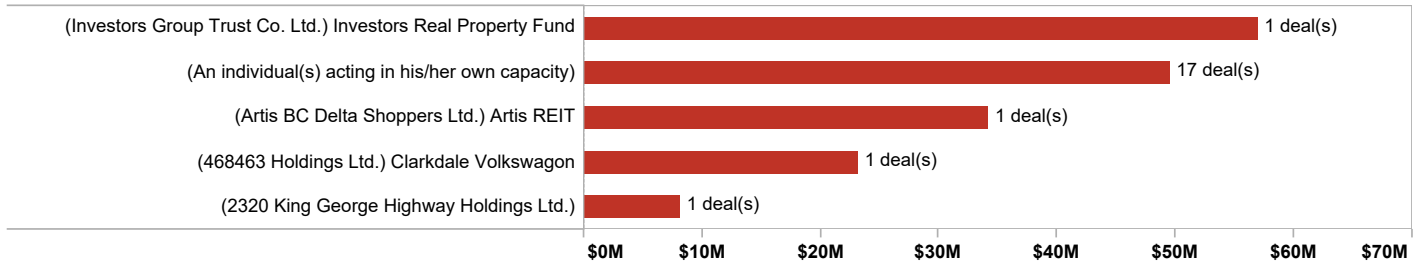
- Developer
- Private Investor - Canadian
- User

## Retail - Q4 2020 Top Purchasers, Vendors, Lenders

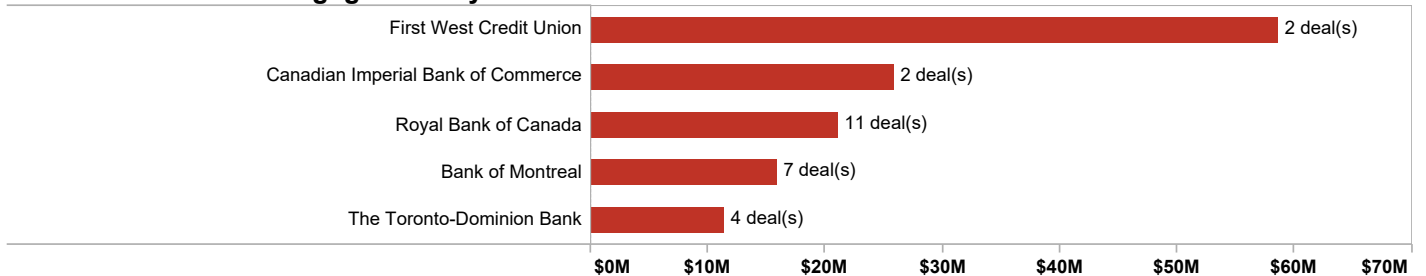
### First Purchaser



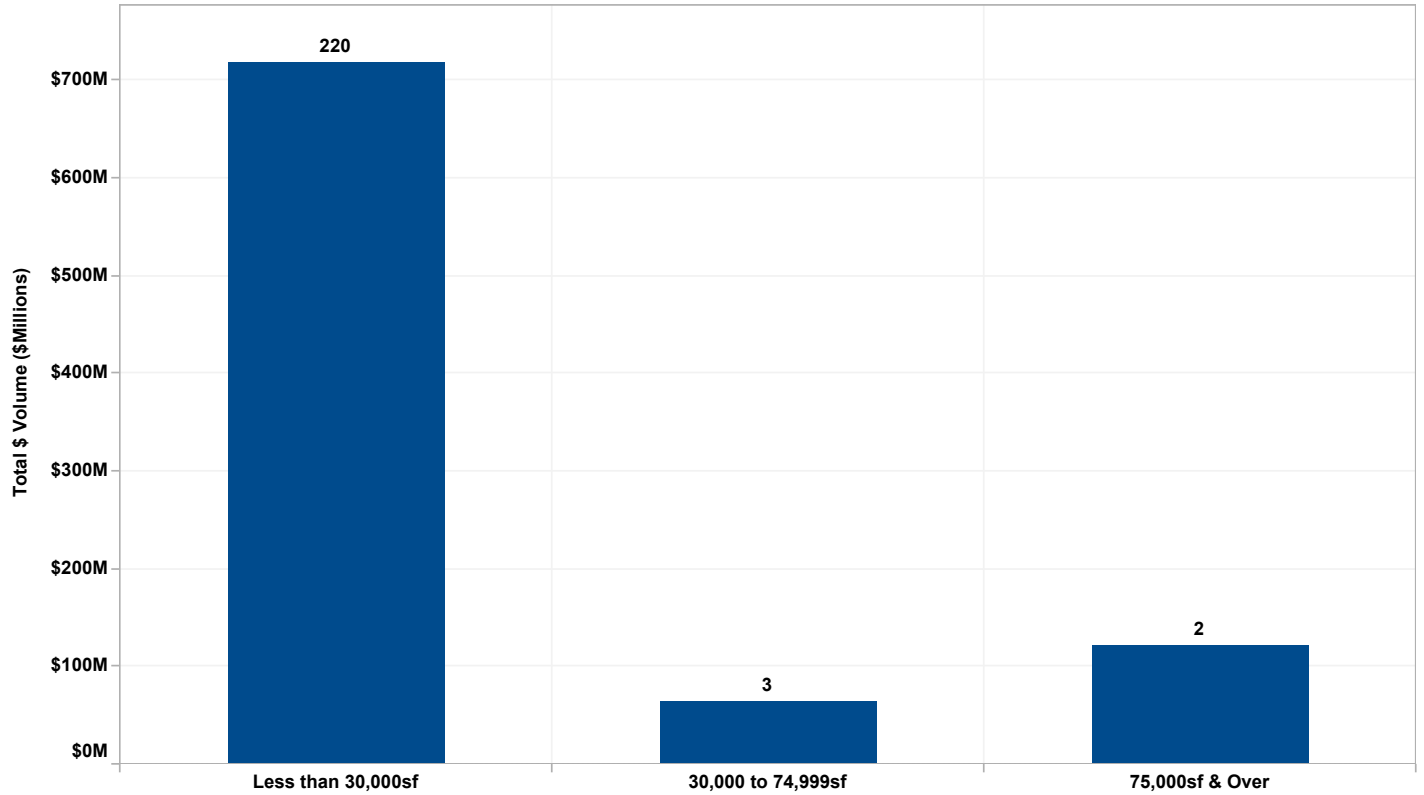
### First Vendor



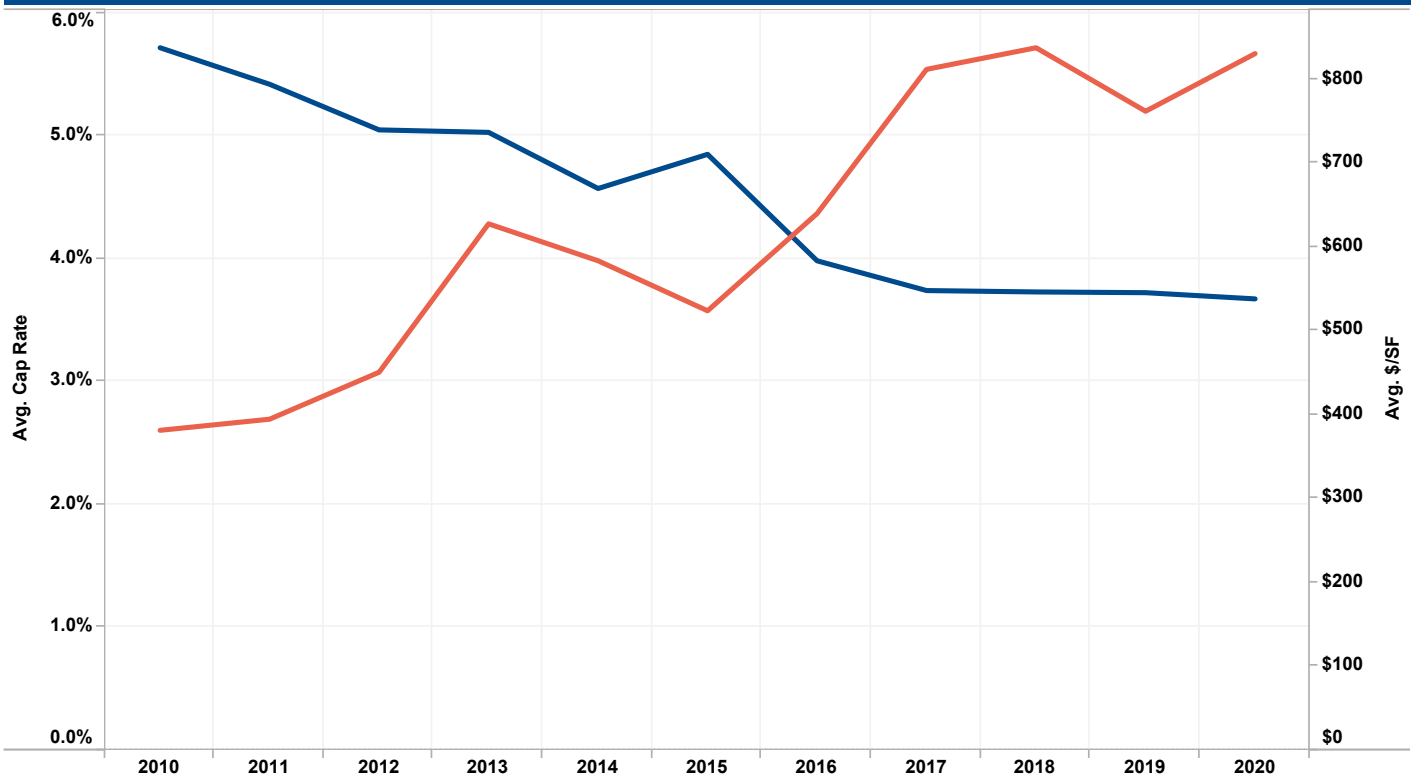
### First Mortgage Primary Lender



### Retail - \$ Volume & Transactions by Bldg. Size (last 12 mos.)



### Retail - Avg. \$/SF vs. Cap Rate



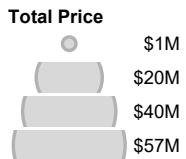
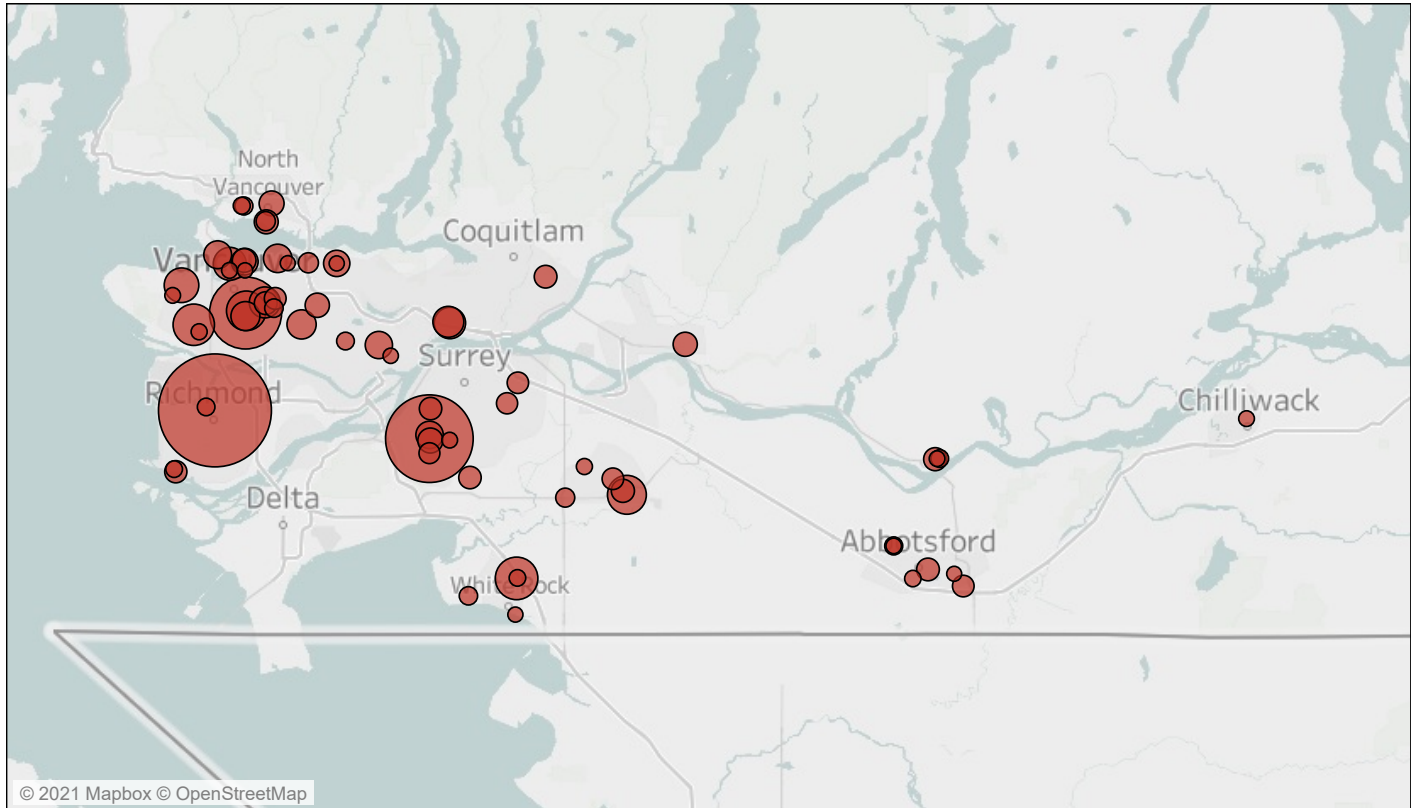
#### Measure Names

- Avg. \$/SF
- Avg. Cap Rate

## Retail - Top Transactions Q4 2020

| First Address              | Municipality | Total Price  | Building Size | Price Per Sq# Foot | Sale Type  |
|----------------------------|--------------|--------------|---------------|--------------------|------------|
| 5951 No. 3 Road            | Richmond     | \$57,000,000 | 105,907       | \$538              | Market     |
| 8037 120th Street          | Delta        | \$34,300,000 | 74,669        | \$459              | Share Sale |
| 4575 Main Street           | Vancouver    | \$23,200,000 | 21,709        | \$1,069            | Share Sale |
| 2320 King George Boulevard | Surrey       | \$8,100,000  | 22,776        | \$356              | Share Sale |
| 2375 West 41st Avenue      | Vancouver    | \$7,650,000  | 4,760         | \$1,607            | Market     |

## Retail - Q4 2020 Transactions



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