



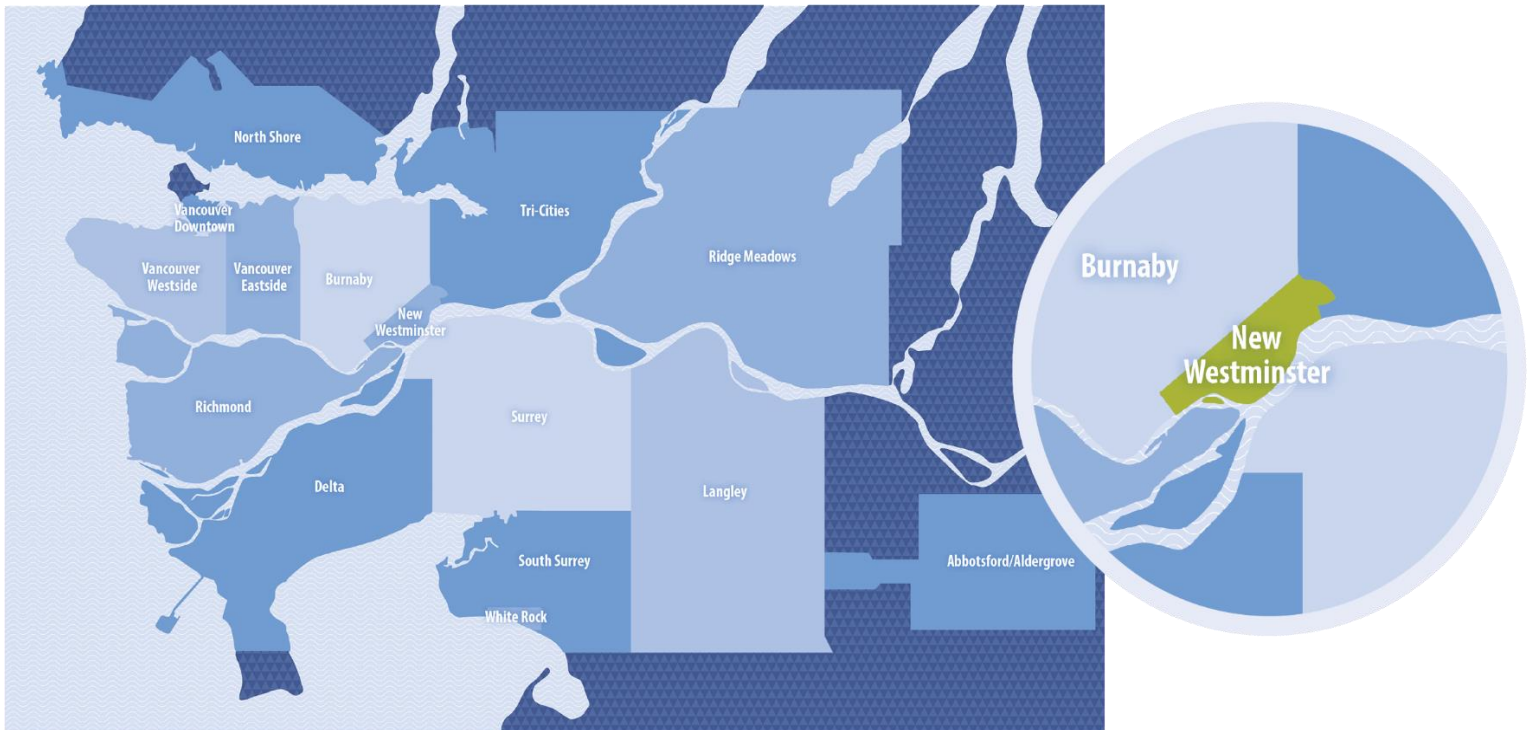
Vancouver Market Area New Westminster

New Homes Sub Market Report
Data as of March 2021



New Westminster

Submarket Report – March 2021



Current Overview:

- There are nine actively selling multifamily projects consisting of 10 phases in the New Westminster market.
- These developments account for a total of 1,670 units of total inventory, of which an estimated 1,231 have been sold, 202 are available for purchase and 237 units are yet to be released.
- In the New Westminster market an estimated 92 new home sales were recorded in Q1, 2021.
- Quarter-over-quarter comparisons reveal a decrease of 26% and year-over-year comparisons reveal an increase of 268%.
- zero new projects launched in the New Westminster market in Q1, 2021.

YTD Sales

High Rise Apartment	Mid Rise Apartment	Low Rise Apartment	Townhomes	Single Family	Total
11	2	26	52	1	92

Annual Sales

2012	2013	2014	2015	2016	2017	2018	2019	2020
383	332	370	809	870	306	818	148	232

Current Supply

Property Type	Number of Phases	Total Homes	Homes Sold	Homes Available	Unreleased Homes
High Rise	5	1,294	987	150	157
Mid Rise	1	28	24	4	0
Low Rise	1	87	44	43	0
Townhomes	3	261	176	5	80
Grand Total	10	1,670	1,231	202	237

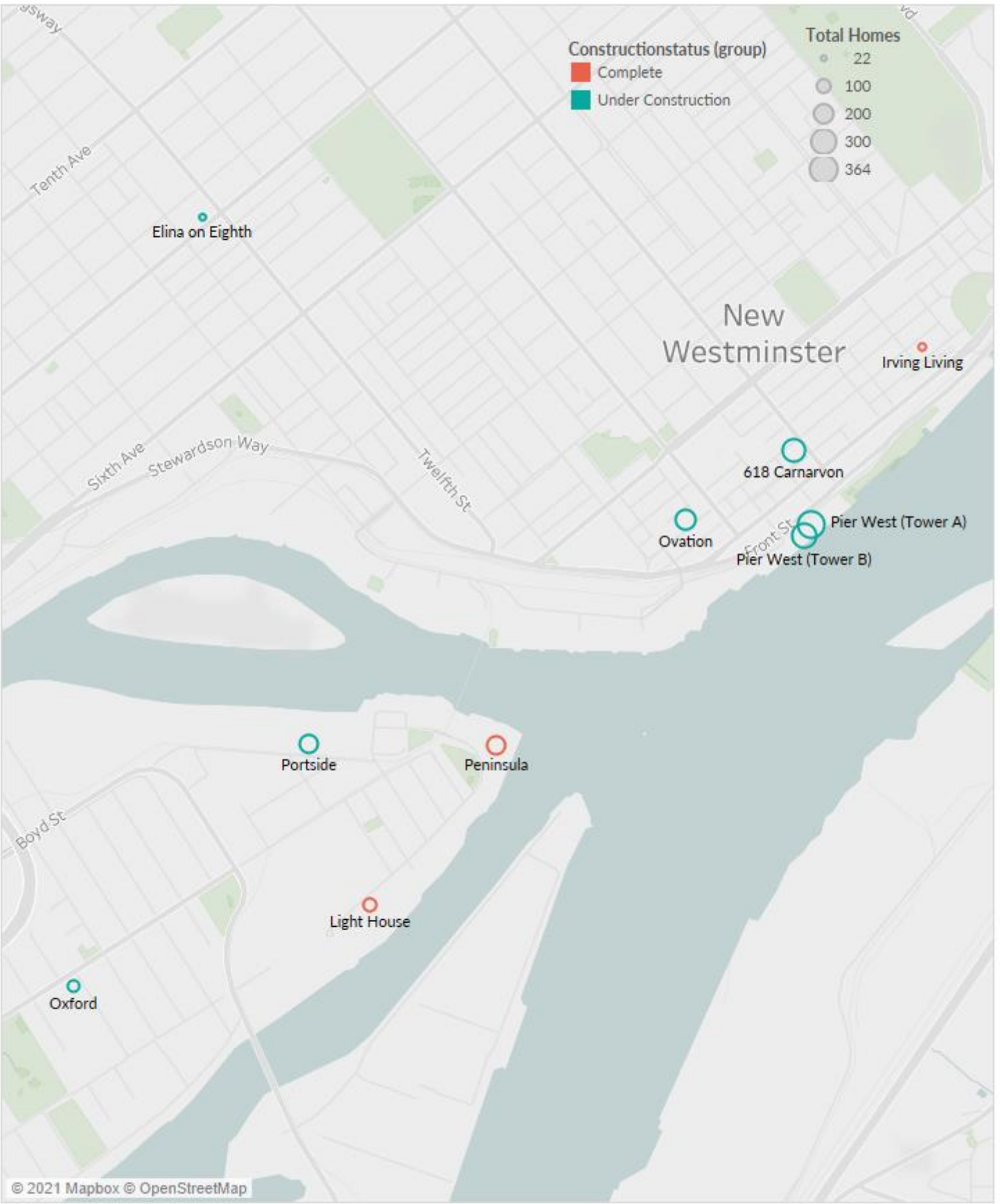
Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$689	\$1,233	\$900	558	1,992
Mid Rise	\$606	\$778	\$676	770	1,403
Low Rise	\$695	\$874	\$720	618	1,726
Townhomes	\$605	\$691	\$572	1,142	1,559

Active Phases – Top 10 by Total Homes

Project Name	Developer	Type	Open Date	Avg. \$/SF	Homes Sold	Total Homes
Pier West (Tower A)	Bosa Developments	High Rise	Feb-18	\$1,020	328	364
Pier West (Tower B)	Bosa Developments	High Rise	Mar-18	\$1,010	180	301
618 Carnarvon	Skyllen Pacific	High Rise	Oct-18	\$900	191	262
Ovation	Domus	High Rise	Oct-18	\$897	146	204
Portside	Anthem Properties	Townhouse	Oct-20	\$560	90	170
The Peninsula	Aragon Properties Ltd.	High Rise	May-16	\$675	142	163
Light House	Aragon Properties Ltd.	Low Rise	Oct-20	\$720	44	87
Oxford	Crescent Creek Homes Inc.	Townhouse	Jun-20	\$525	66	69
Irving Living	Altima Contracting Ltd	Mid Rise	Sep-17	\$676	24	28
Elina on Eighth	Canada West Development Ltd.	Townhouse	Sep-19	\$630	20	22

Current Active Phases



Buyer Demographics

The following list outlines recent buyer groups in the New Westminster 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:

- First time buyer segments - Buyers in from this group typically originate from Richmond, Tri-cities, Burnaby and New Westminster areas and are looking for entry level condominium product. This segment is interested in product close to transit and amenities
- Price sensitive local move ups - This segment of the market owns older housing stock (often multi-family) in the local market or in surrounding submarkets and are looking to upgrade finish or size. They are attracted to both woodframe and concrete condominium product. They are price constrained and will look for the lowest priced units in a particular unit plan
- Investors - Investors have been active in the New Westminster new home submarket but typically this node is more ethnically diverse. These buyers tend to be attracted to concrete product with transit orientation
- Older price sensitive local downsizers - Local, older downsizers and retirees, predominantly price sensitive, are also consuming condominium product in New Westminster. These buyers look for walkable locations, views and unit plans that can accommodate house sized furniture and visiting guests

Future Supply

Property Type	Coming Soon		Development Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	2	377	8	4,091
Mid Rise	2	163	6	291
Low Rise	0	0	0	0
Townhomes	0	0	5	315
Duplex	0	0	0	0
Single Family	0	0	0	0
Total	4	540	19	4,697
Grand Total	23	5,237		

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

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