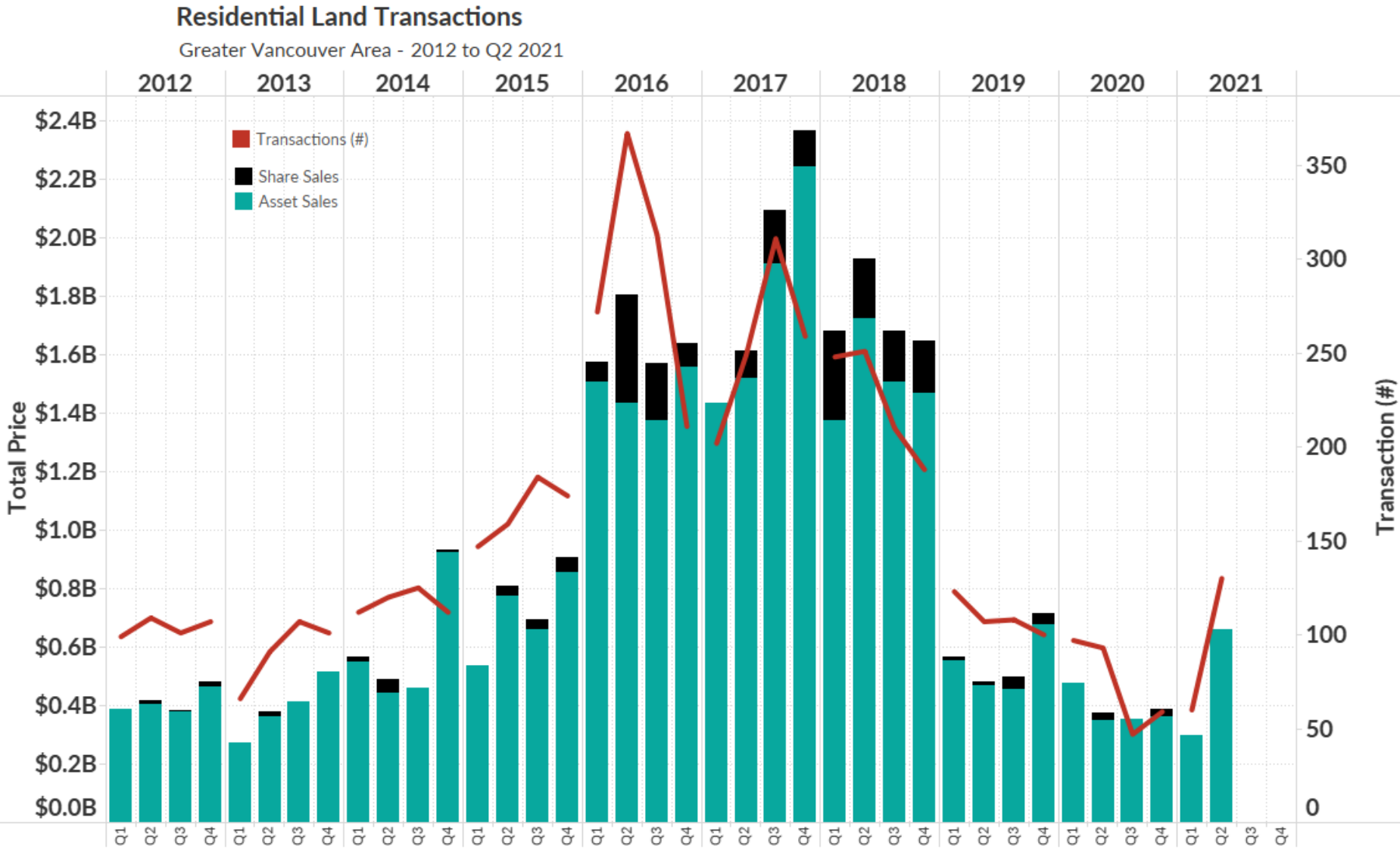

Greater Vancouver Area Residential Land

Commercial Q2 2021 Statistics



Residential Land Transactions

Q2 2021 saw 130 residential land transactions worth \$659M, up more than 100% from Q1 2021 and the same quarter last year.



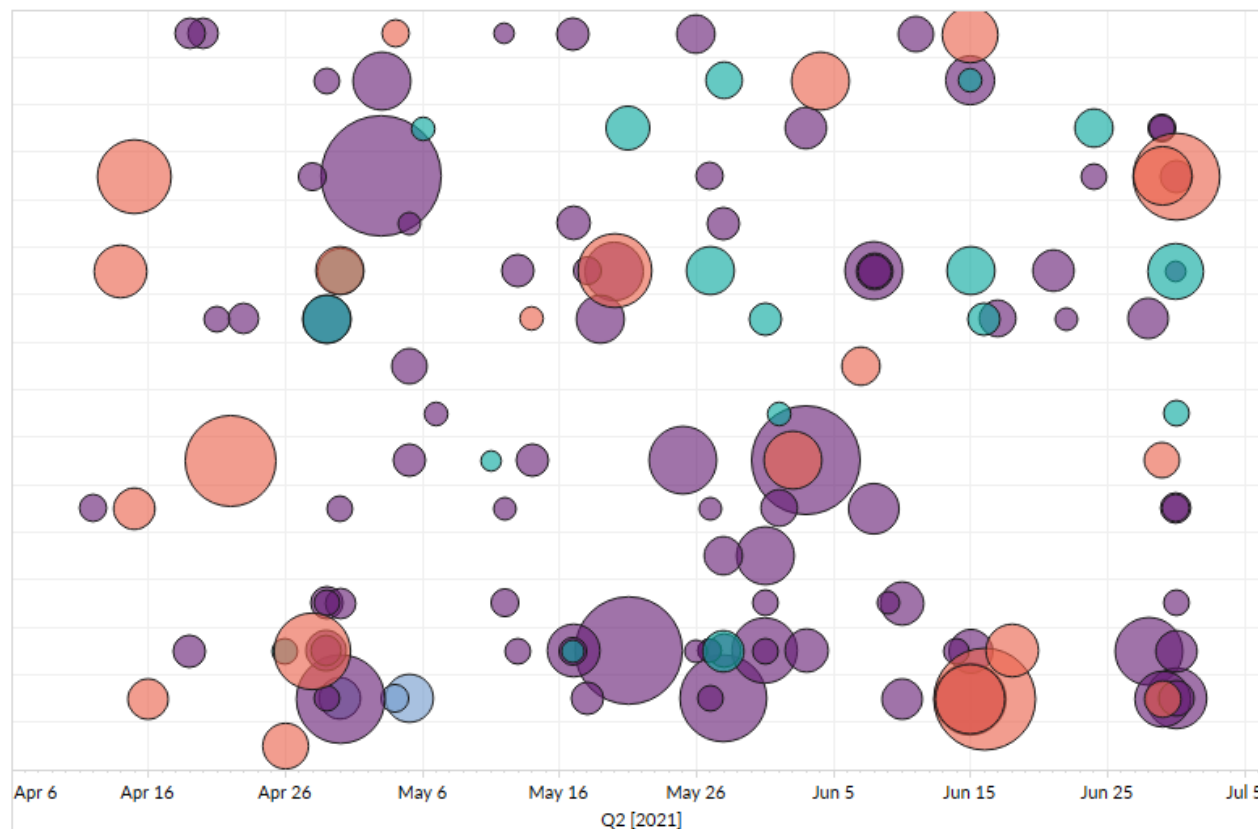
Q2 2021 Residential Land Transaction Timeline

Surrey is the most active market with 23 residential land transactions, followed by City of Vancouver with 17 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Vancouver Area - Q2 2021

	Total Price	Land Area	Deals
Abbotsford	\$23,585,000	4	8
Burnaby	\$27,288,000	4	6
Chilliwack	\$17,324,850	34	6
Coquitlam	\$80,980,460	6	8
Delta	\$6,129,000	1	3
Langley	\$79,360,000	23	15
Maple Ridge	\$34,318,670	16	11
Mission	\$6,550,000	4	2
New Westminster	\$4,217,000	0	3
North Vancouver	\$75,086,888	4	8
Port Coquitlam	\$22,550,000	2	9
Port Moody	\$11,175,000	1	2
Richmond	\$16,576,000	2	8
Surrey	\$117,096,000	31	23
Vancouver	\$131,744,233	6	17
White Rock	\$5,170,666	0	1



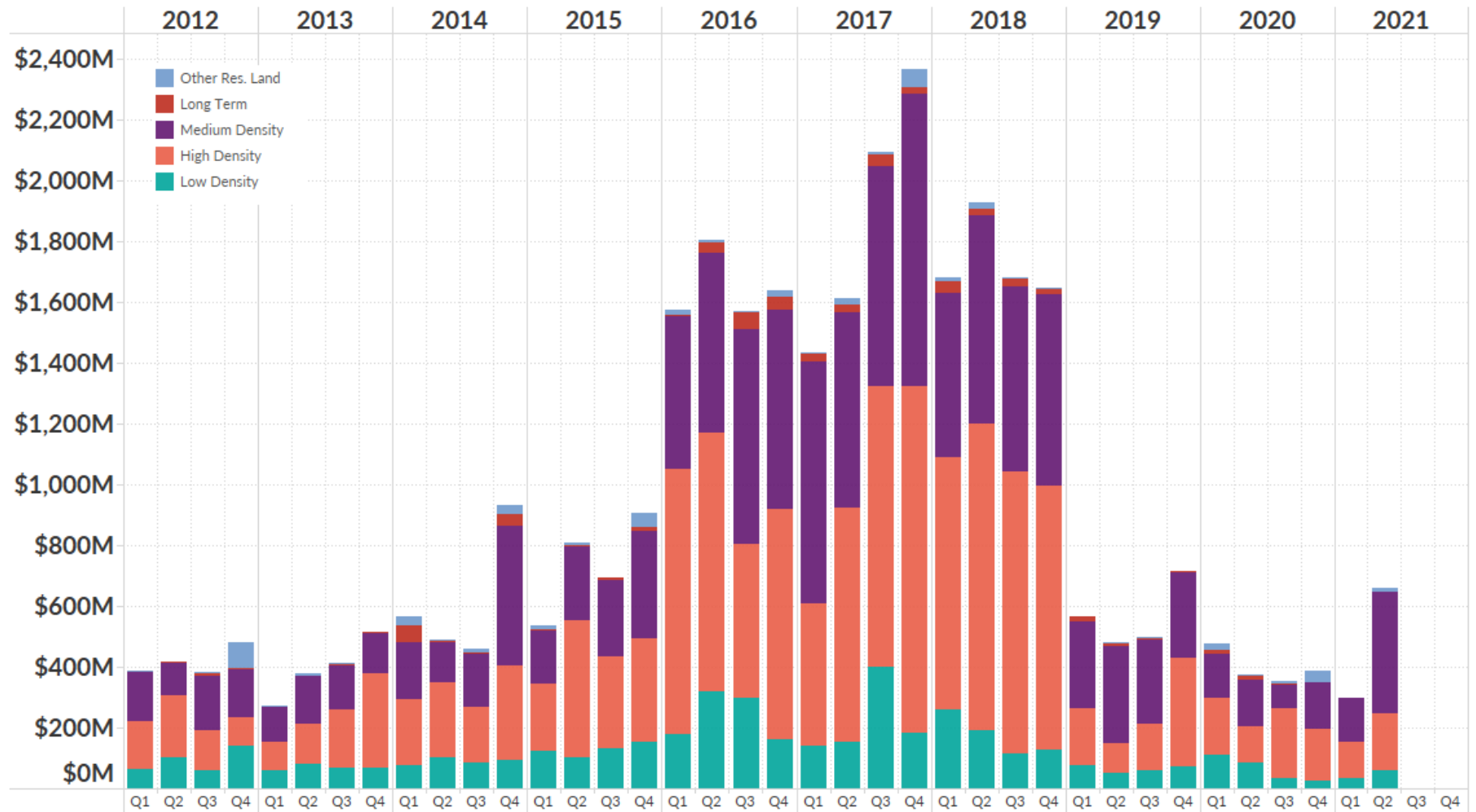
Res Land Use
■ High Density
■ Medium Density
■ Low Density
■ Other Res. Land

Transactions by Land Use

\$659M in Q2 2021 comprised of \$59M Low Density deals, \$189M High Density deals, \$400M Medium Density deals, \$0M Long Term deals and \$11M in deals classified as Other land uses.

Quarterly Residential Land Transaction Dollar Volume by Land Use

Greater Vancouver Area - 2012 to Q2 2021

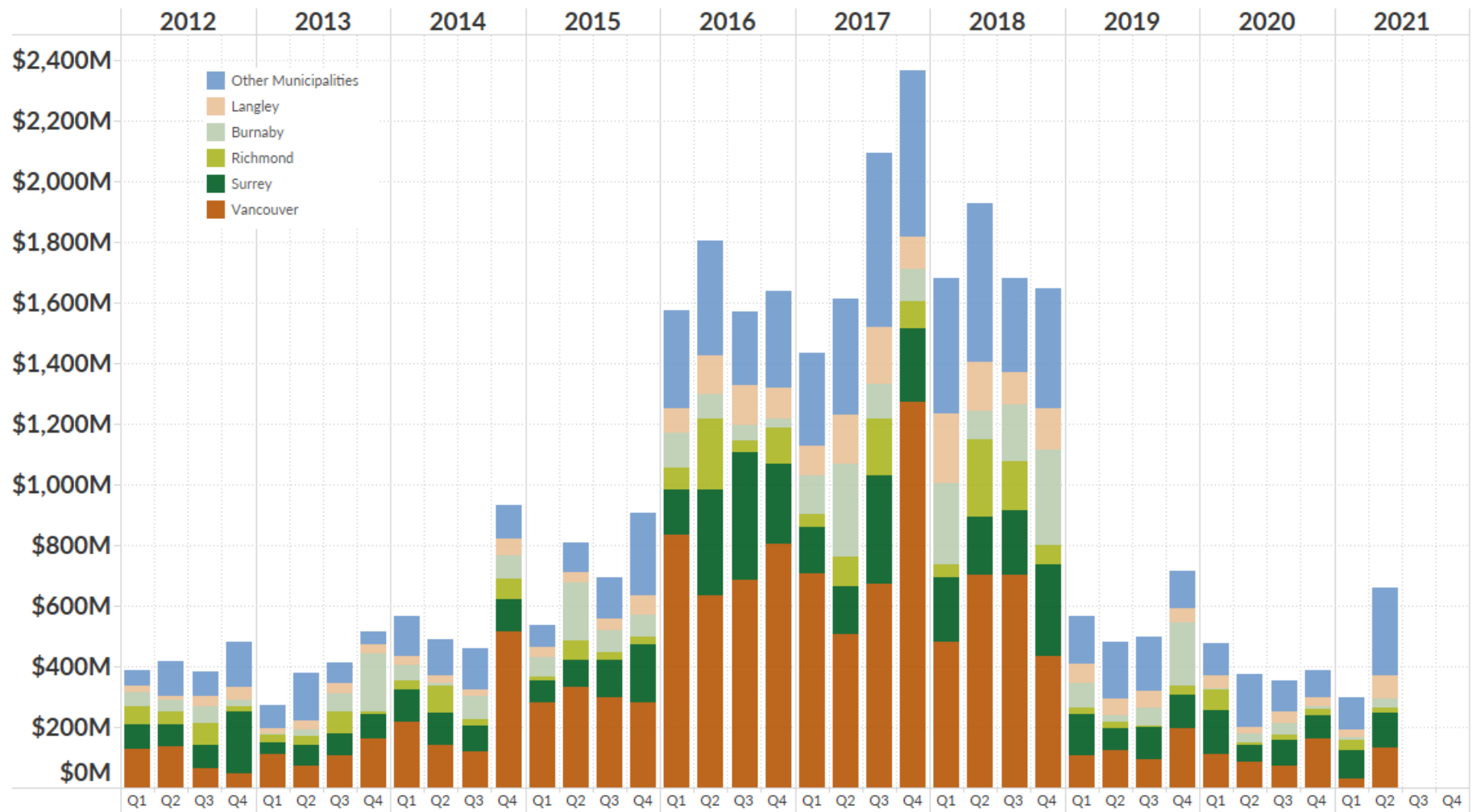


Transactions by Municipality

\$659M in Q2 2021 residential land deals broken down by Municipality as \$132M in Vancouver, \$117M in Surrey, \$17M in Richmond, \$27M in Burnaby, \$79M in Langley and \$287M in all other Municipalities.

Quarterly Residential Land Transaction Dollar Volume by Largest Municipalities

Greater Vancouver Area - 2012 to Q2 2021

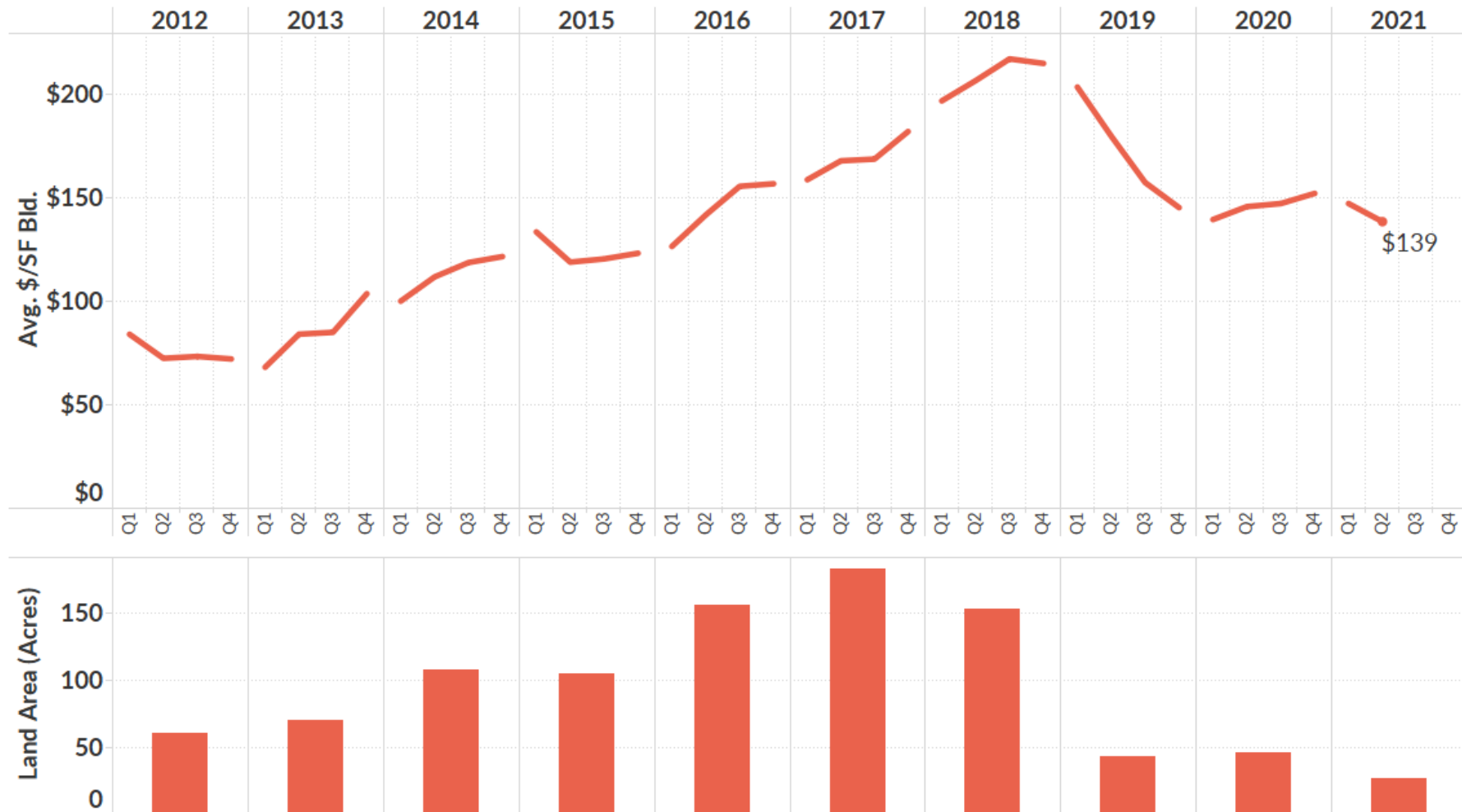


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q2 2021 is \$139/sf bld. That's down about 5% down from the previous quarter.

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

Greater Vancouver Area - Trailing 12 Month Average 2012 to Q2 2021



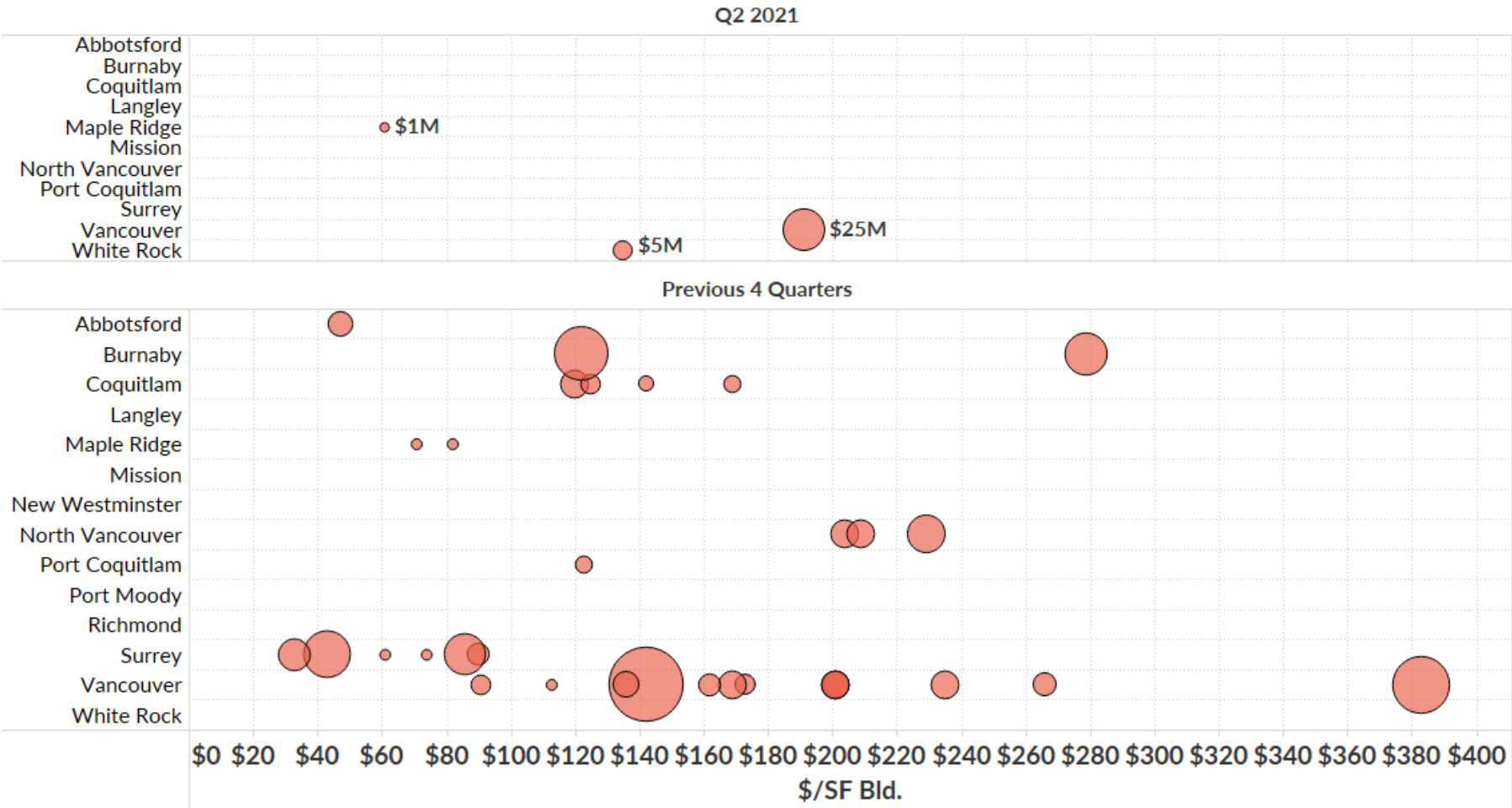
Municipal Comparison – High Density \$/SF Bld.

Q2 2021 residential land transactions appear to be slightly lower 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 2021 & Previous 4 Qtrs.



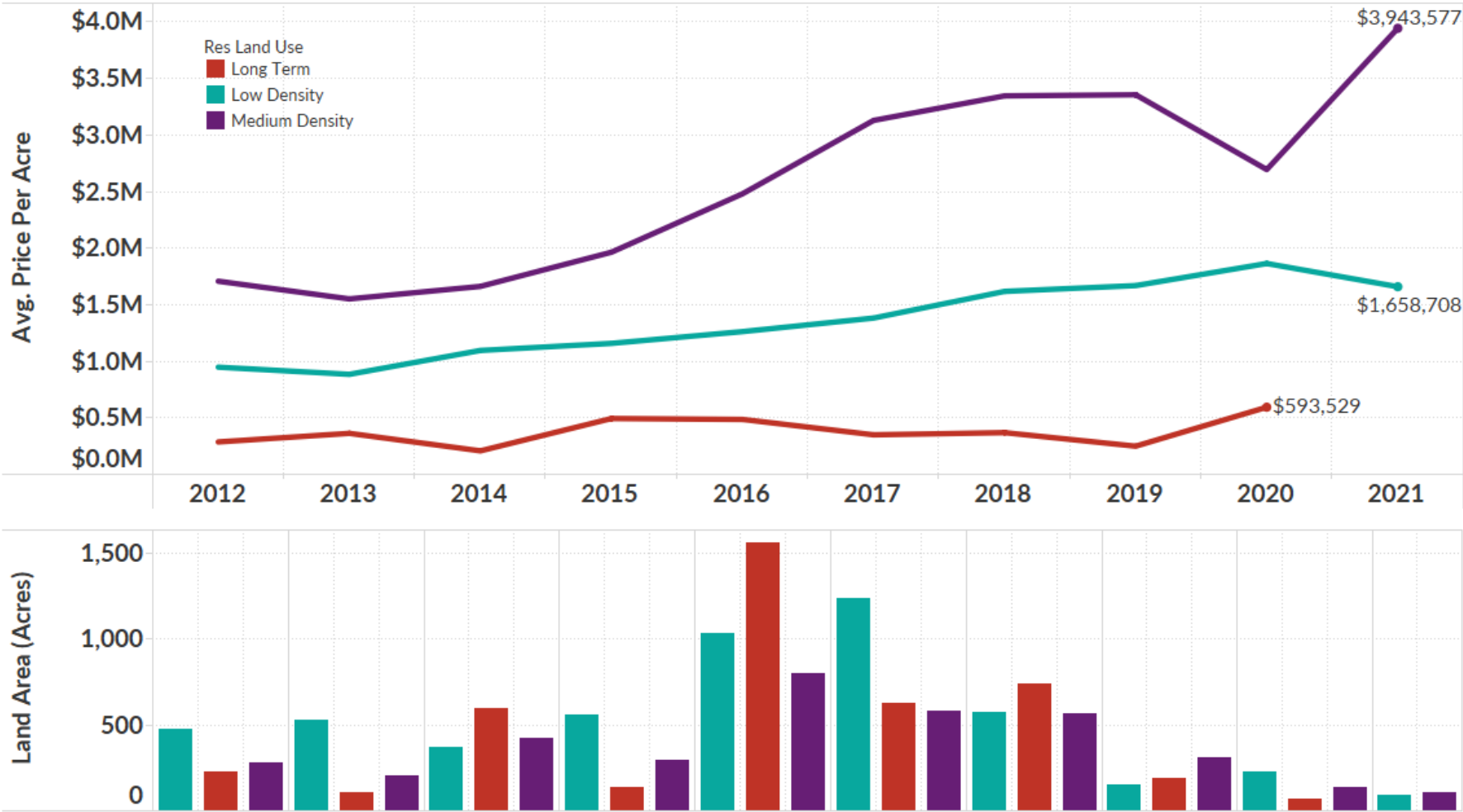
Price & Area Trends – Low Density/Medium Density/Long Term

The Q2 2021 average pricing at \$3.9M/acre for Medium Density deals, \$1.7M/acre for Low Density deals and \$593,000/acre for Long Term land deals.



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

Greater Vancouver Area - 2012 to Q2 2021

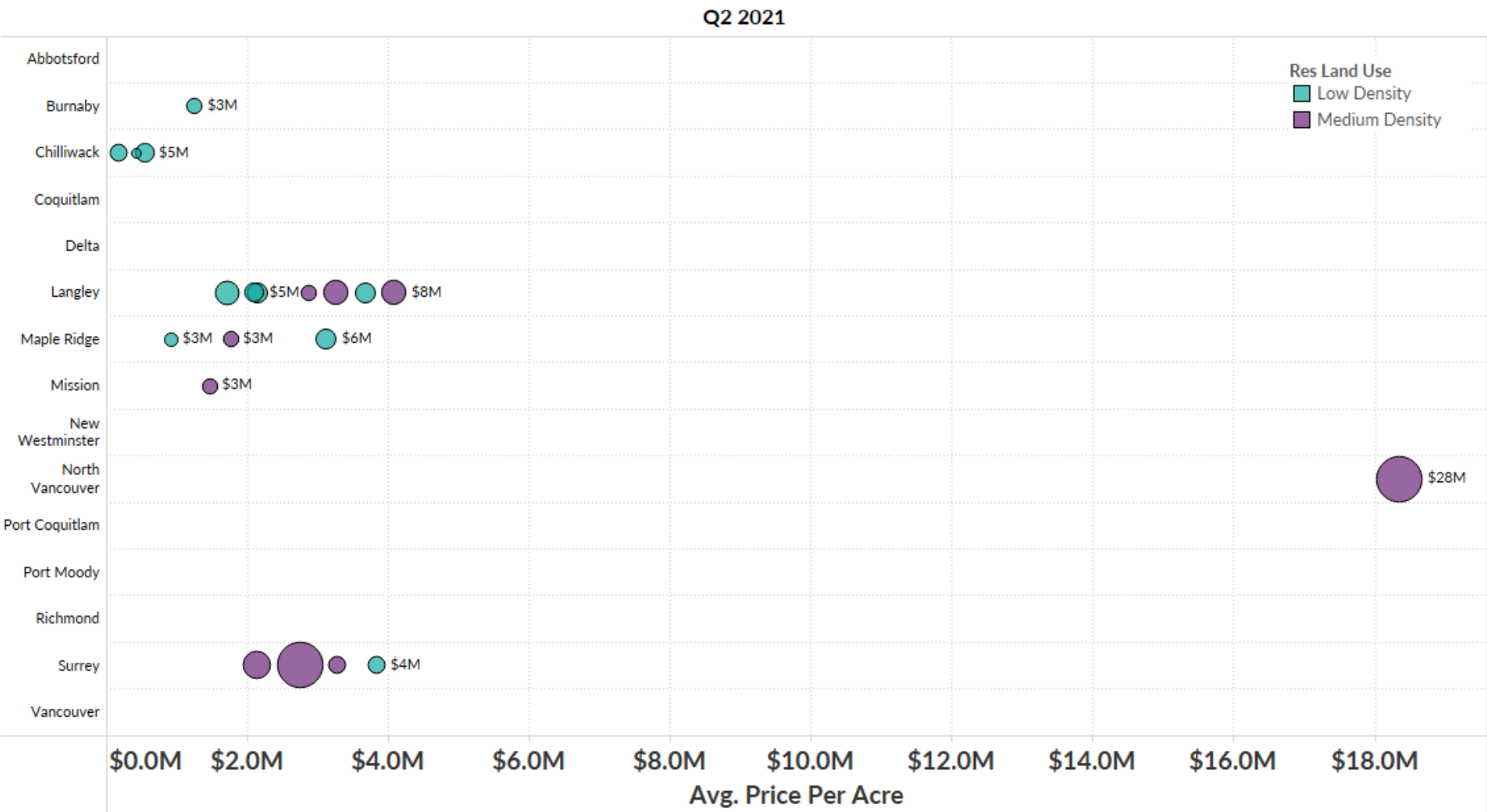


Municipal Comparison – Current Quarter

Notable deals this quarter included an \$28M Medium Density transaction for about \$18.4M/acre in North Vancouver and a \$8M Medium Density deal in Langley for about \$1.7M/acre.



Res. Land Transactions by Municipality & Price (\$/Ac.)
Greater Vancouver Area - Q2 2021

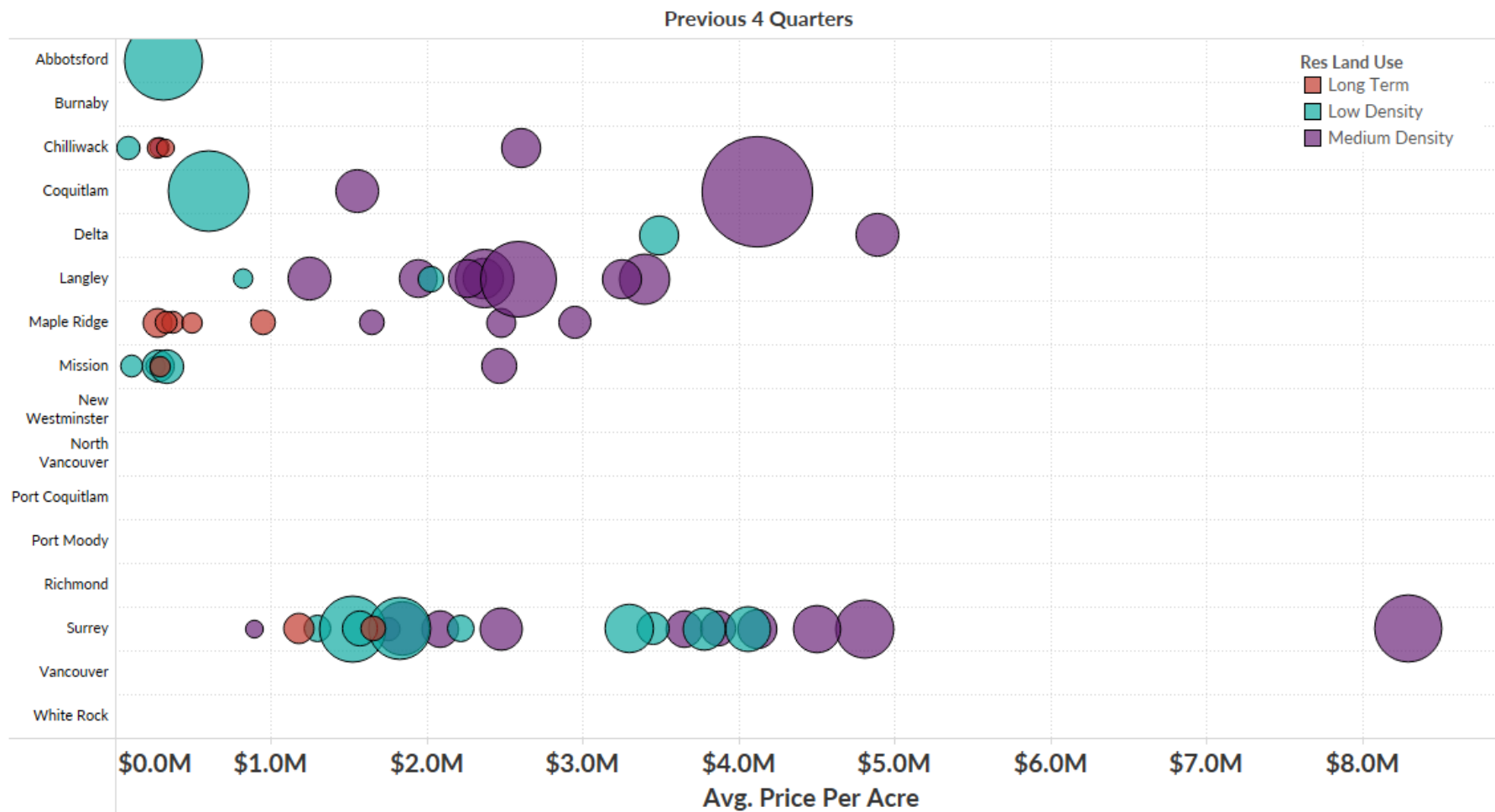


Municipal Comparison – Previous 4 Quarters

The previous 4 quarters included a \$39M Medium Density Transaction in Coquitlam, Surrey had many transactions between \$0.9M/acre and \$8.3M/acre.

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

Greater Vancouver Area - Q2 2020 to Q1 2021

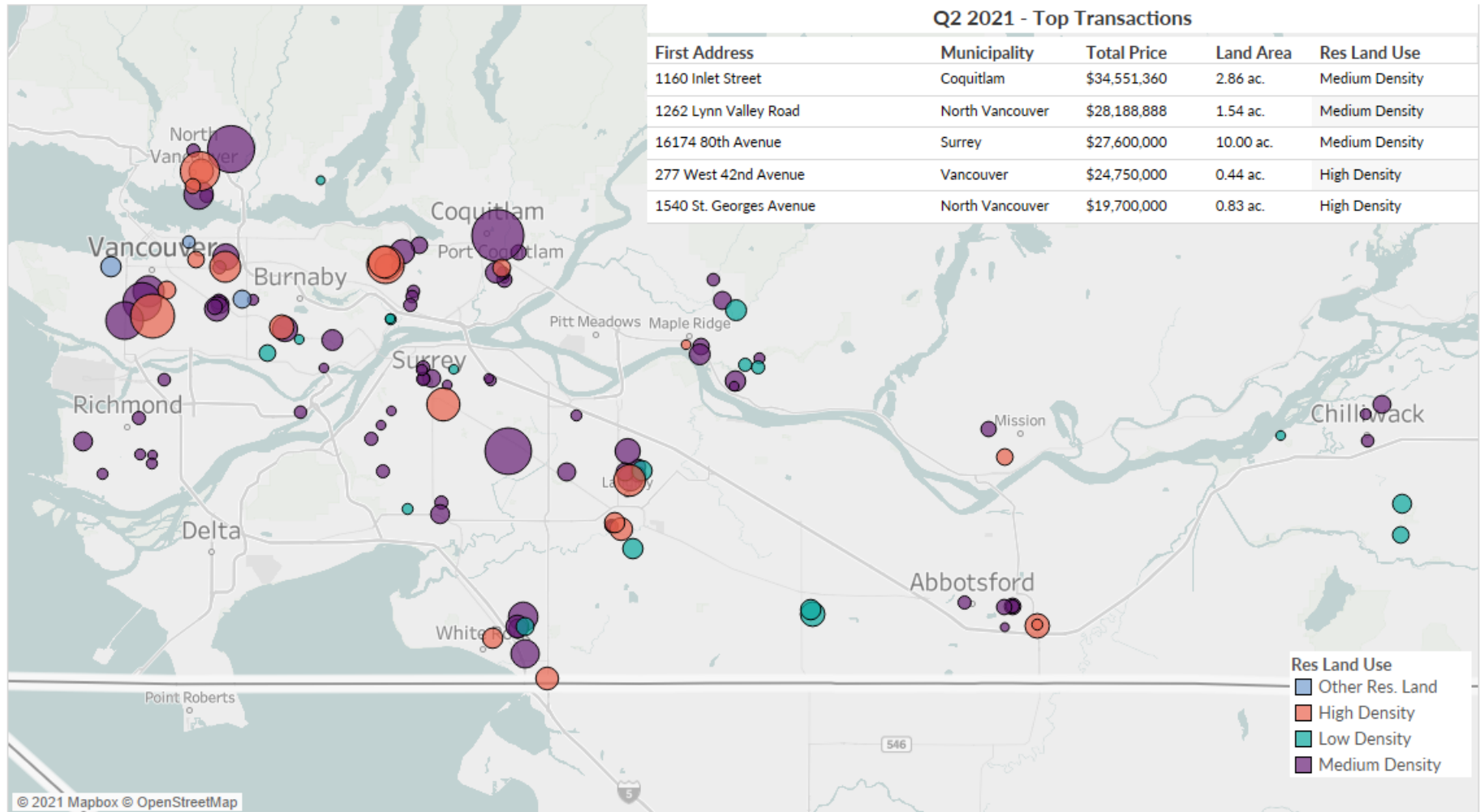


Geographic Distribution

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 2021



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