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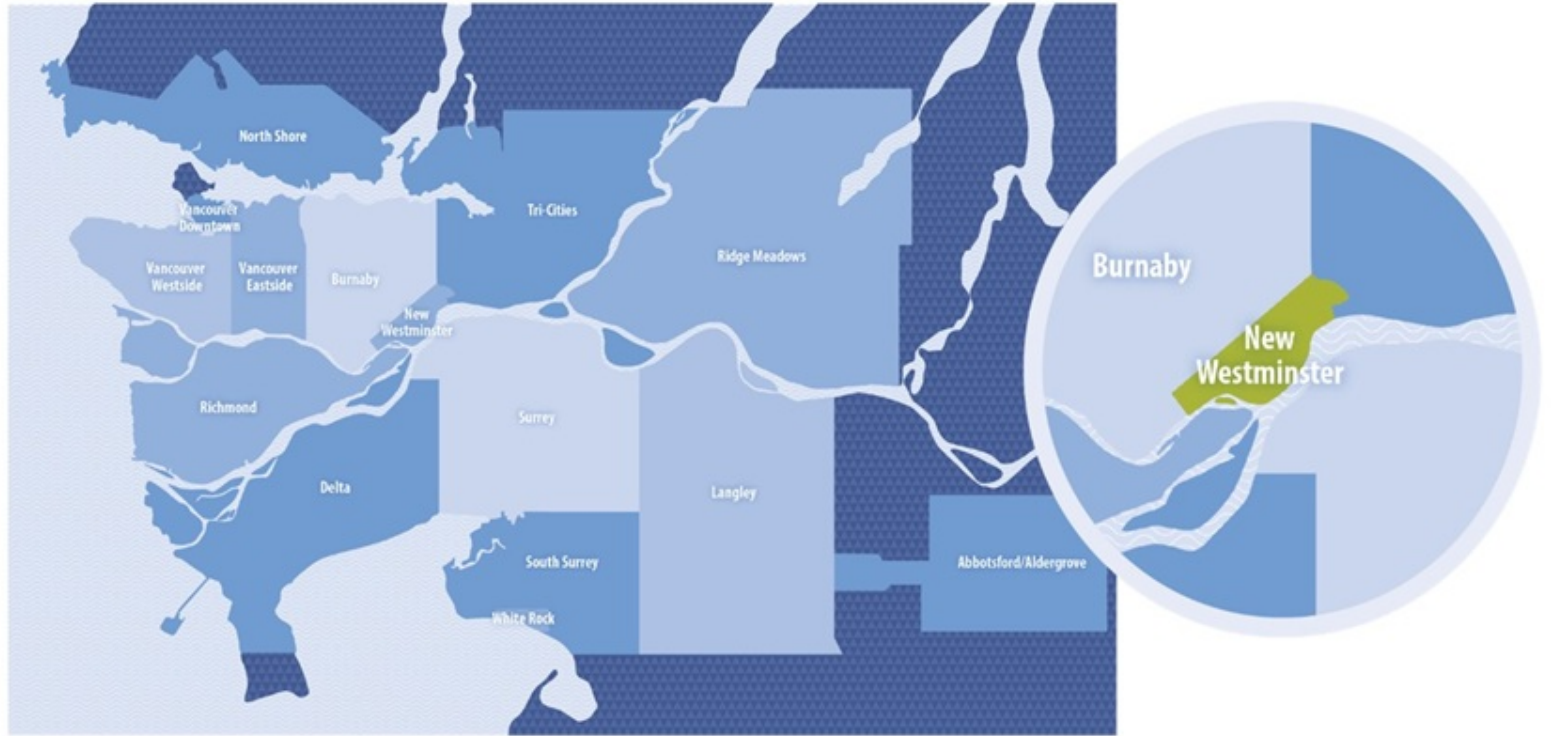
## Vancouver Market Area New Westminster

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New Homes Sub Market Report  
Data as of June 2023

# New Westminster

## Submarket Report - June 2023



### Sales - Q2 2023

| High Rise | Mid Rise | Low Rise | Townhouse | Single Family | Grand Total |
|-----------|----------|----------|-----------|---------------|-------------|
| 1         | 0        |          | 5         |               | 6           |

### Annual Sales

| 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------|------|------|------|------|------|
| 338  | 818  | 148  | 232  | 300  | 550  |

### Current Supply

| Property Type | Number of Phases | Total Homes | Homes Sold | Homes Available | Unreleased Homes |
|---------------|------------------|-------------|------------|-----------------|------------------|
| High Rise     | 3                | 869         | 676        | 36              | 157              |
| Mid Rise      | 2                | 276         | 178        | 87              | 11               |
| Low Rise      |                  |             |            |                 |                  |
| Townhouse     | 1                | 170         | 165        | 5               | 0                |
| Single Family |                  |             |            |                 |                  |
| Grand Total   | 6                | 1,315       | 1,019      | 128             | 168              |

# New Westminster

## Submarket Report - June 2023

### Current Pricing & Size

| Property Type | Avg. \$/SF Min | Avg. \$/SF Max | Avg. \$/SF Blended | Avg. Min Size | Avg. Max Size |
|---------------|----------------|----------------|--------------------|---------------|---------------|
| High Rise     | \$804          | \$1,350        | \$976              | 549           | 1,602         |
| Mid Rise      | \$787          | \$1,014        | \$940              | 526           | 1,518         |
| Low Rise      |                |                |                    |               |               |
| Townhouse     | \$730          | \$943          | \$560              | 1,182         | 1,780         |
| Single Family |                |                |                    |               |               |

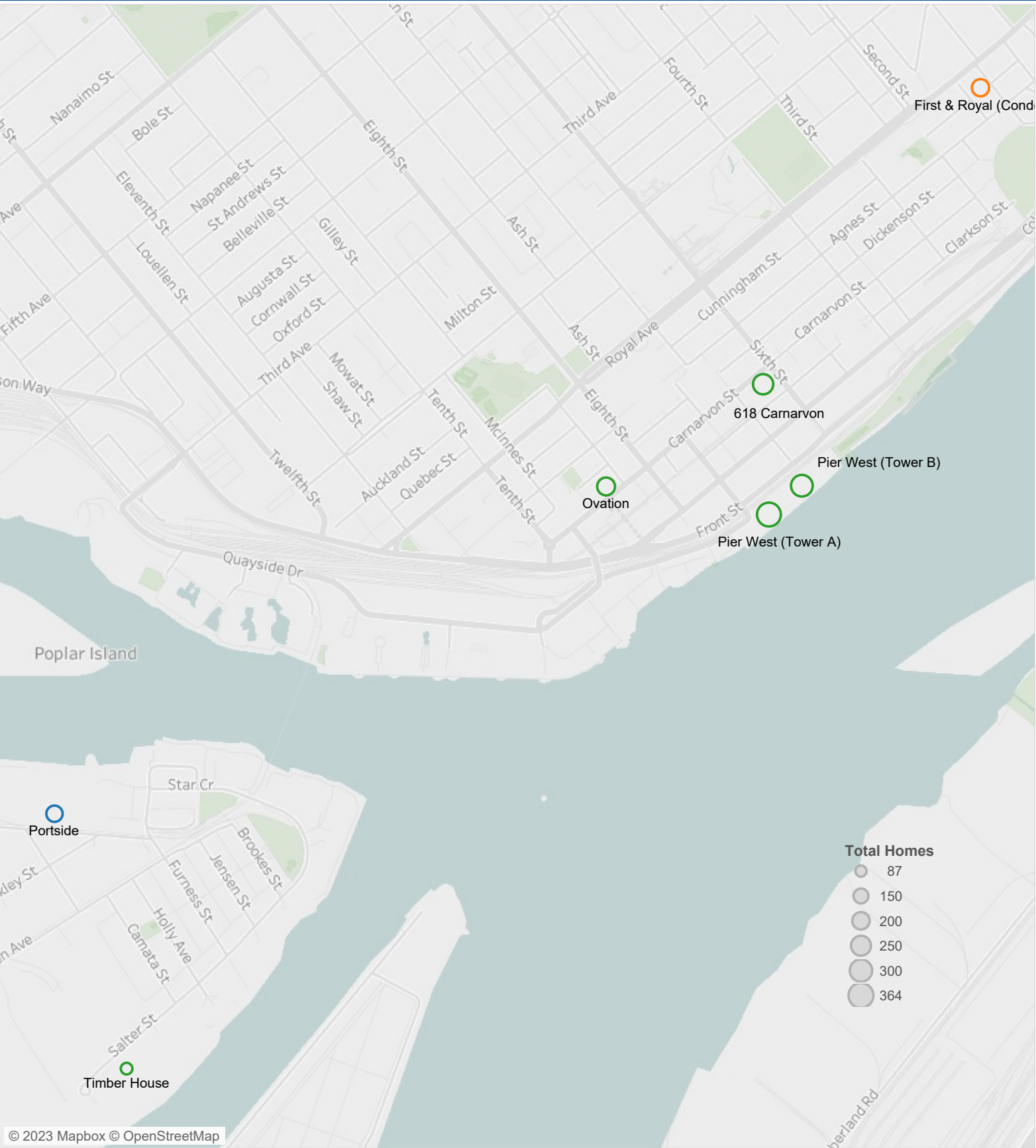
### Active Phases - Top Projects by Total Homes

| Project Name          | Developer                        | Property Type | Month, Year of Open Date | Avg. \$/SF Blended | Homes Sold | Total Homes |
|-----------------------|----------------------------------|---------------|--------------------------|--------------------|------------|-------------|
| Pier West (Tower A)   | Bosa Developments                | High Rise     | February 2018            | \$1,020            | 328        | 364         |
| Pier West (Tower B)   | Bosa Developments                | High Rise     | March 2018               | \$1,010            | 180        | 301         |
| Ovation               | Domus                            | High Rise     | October 2018             | \$897              | 168        | 204         |
| First & Royal (Condo) | Redic Developments, Areva Living | Mid Rise      | October 2022             | \$910              | 178        | 189         |
| Portside              | Anthem Properties                | Townhouse     | October 2020             | \$560              | 165        | 170         |
| Timber House          | Aragon Properties Ltd.           | Mid Rise      | June 2023                | \$970              | 0          | 87          |

# New Westminster

## Submarket Report - June 2023

### Current Active Phases



# New Westminster

## Submarket Report - June 2023

### Active Phases - Top Projects by Current Quarter Sales

| Project Name  | Developer         | Property Type | Month, Year of Open Date | Avg. \$/SF Blended | Quarter Sales | Total Homes |
|---------------|-------------------|---------------|--------------------------|--------------------|---------------|-------------|
| Portside      | Anthem Properties | Townhouse     | October 2020             | \$560              | 5             | 170         |
| 618 Carnarvon | Skyllen Pacific   | High Rise     | October 2018             | \$900              | 1             | 262         |

### Future Supply - New Westminster

| Project Type  | Coming Soon        |             | Dev Application    |             |
|---------------|--------------------|-------------|--------------------|-------------|
|               | Number of Projects | Total Homes | Number of Projects | Total Homes |
| High Rise     | 1                  | 155         | 7                  | 5,541       |
| Mid Rise      |                    |             | 5                  | 304         |
| Low Rise      |                    |             |                    |             |
| Townhouse     | 1                  | 55          | 6                  | 380         |
| Single Family |                    |             |                    |             |
| Grand Total   | 2                  | 210         | 18                 | 6,225       |

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