



AltusGroup

Vancouver Market Area Delta

New Homes Sub Market Report
Data as of September 2023

Delta/Tsawwassen

Submarket Report - September 2023



Sales - Q3 2023

High Rise	Mid Rise	Low Rise	Townhouse	Single Family	Grand Total
9	96	36	51	3	195

Annual Sales

2017	2018	2019	2020	2021	2022
402	200	434	424	585	454

Current Supply

Property Type	Number of Phases	Total Homes	Homes Sold	Homes Available	Unreleased Homes
High Rise	1	264	155	109	0
Mid Rise	1	123	21	102	0
Low Rise	2	84	58	26	0
Townhouse	8	572	353	110	109
Single Family	1	12	11	1	0
Grand Total	13	1,055	598	348	109

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Submarket Report - September 2023

Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$979	\$1,469	\$1,100	391	1,021
Mid Rise	\$902	\$1,226	\$980	463	980
Low Rise	\$620	\$872	\$790	353	879
Townhouse	\$685	\$830	\$706	1,306	1,761
Single Family	\$797	\$847	\$885	2,065	2,196

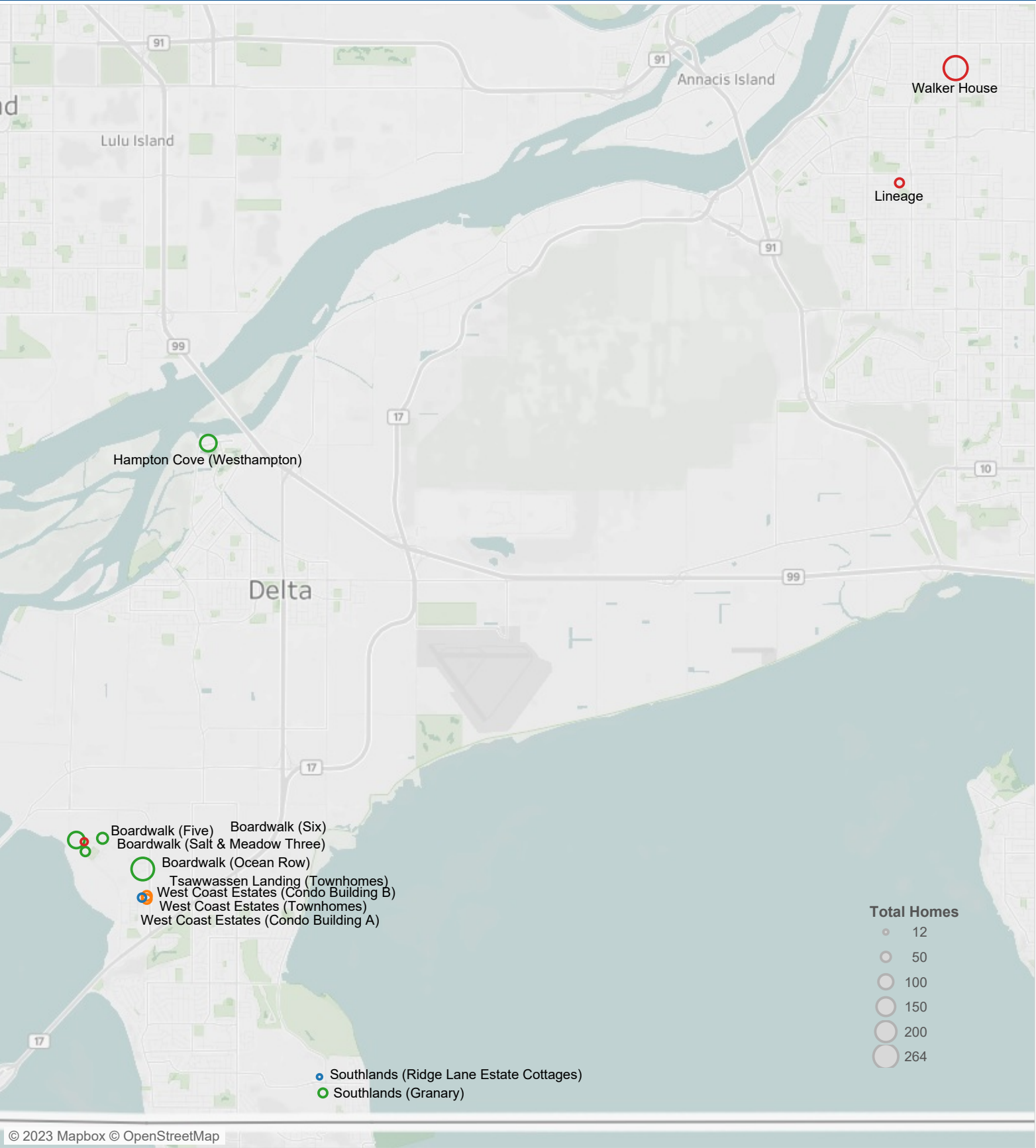
Active Phases - Top Projects by Total Homes

Project Name	Develop..	Property Type	Month, Year of Open Date	Avg. \$/SF Blended	Homes Sold	Total Homes
Walker House	BMG Real Estate	High Rise	June 2022	\$1,100	155	264
Tsawwassen Landing (Townhomes)	Onni	Townhouse	October 2018	\$570	139	234
Hampton Cove (Westhampton)	Polygon Homes	Townhouse	January 2023	\$675	85	125
Boardwalk (Salt & Meadow Three)	Aquilini	Mid Rise	June 2023	\$980	21	123
Boardwalk (Five)	Aquilini	Townhouse	April 2022	\$730	47	53
West Coast Estates (Condo Building B)	Executive Group	Low Rise	September 2023	\$810	26	43
West Coast Estates (Condo Building A)	Executive Group	Low Rise	April 2023	\$770	32	41
Boardwalk (Ocean Row)	Aquilini	Townhouse	April 2023	\$810	12	38
Lineage	JPS Developments Inc.	Townhouse	March 2023	\$670	27	35
Southlands (Granary)	Century Group	Townhouse	September 2022	\$890	14	35

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Current Active Phases



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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
Village at Sunshine Hills	JPS Developments Inc.	Mid Rise	August 2023	\$890	90	90
West Coast Estates (Condo Building B)	Executive Group	Low Rise	September 2023	\$810	26	43
Tsawwassen Landing (Townhomes)	Onni	Townhouse	October 2018	\$570	17	234
Hampton Cove (Westhampton)	Polygon Homes	Townhouse	January 2023	\$675	17	125
West Coast Estates (Condo Building A)	Executive Group	Low Rise	April 2023	\$770	10	41
Walker House	BMG Real Estate	High Rise	June 2022	\$1,100	9	264
Boardwalk (Five)	Aquilini	Townhouse	April 2022	\$730	7	53
Boardwalk (Salt & Meadow Three)	Aquilini	Mid Rise	June 2023	\$980	6	123
Boardwalk (Ocean Row)	Aquilini	Townhouse	April 2023	\$785	6	38
Southlands (Ridge Lane Estate Cottages)	Century Group	Single Family	July 2022	\$885	3	12

Future Supply - Delta/Tsawwassen

Project Type	Coming Soon		Dev Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise			2	844
Mid Rise	1	700	2	289
Low Rise	2	83	1	42
Townhouse	2	177	5	961
Single Family			1	42
Grand Total	5	960	11	2,178

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