



AltusGroup

Vancouver Market Area Richmond

New Homes Sub Market Report
Data as of September 2023

Richmond

Submarket Report - September 2023



Sales - Q3 2023

High Rise	Mid Rise	Low Rise	Townhouse	Single Family	Grand Total
27	0		12	0	39

Annual Sales

2017	2018	2019	2020	2021	2022
2,077	946	854	1,300	1,654	805

Current Supply

Property Type	Number of Phases	Total Homes	Homes Sold	Homes Available	Unreleased Homes
High Rise	18	4,084	3,359	646	79
Mid Rise	4	321	261	39	21
Low Rise					
Townhouse	8	353	226	97	30
Single Family	1	30	13	3	14
Grand Total	31	4,788	3,859	785	144

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Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$955	\$1,542	\$1,083	522	1,587
Mid Rise	\$712	\$1,044	\$839	625	1,391
Low Rise					
Townhouse	\$831	\$973	\$856	1,093	1,730
Single Family	\$1,193	\$1,197	\$769	1,903	1,953

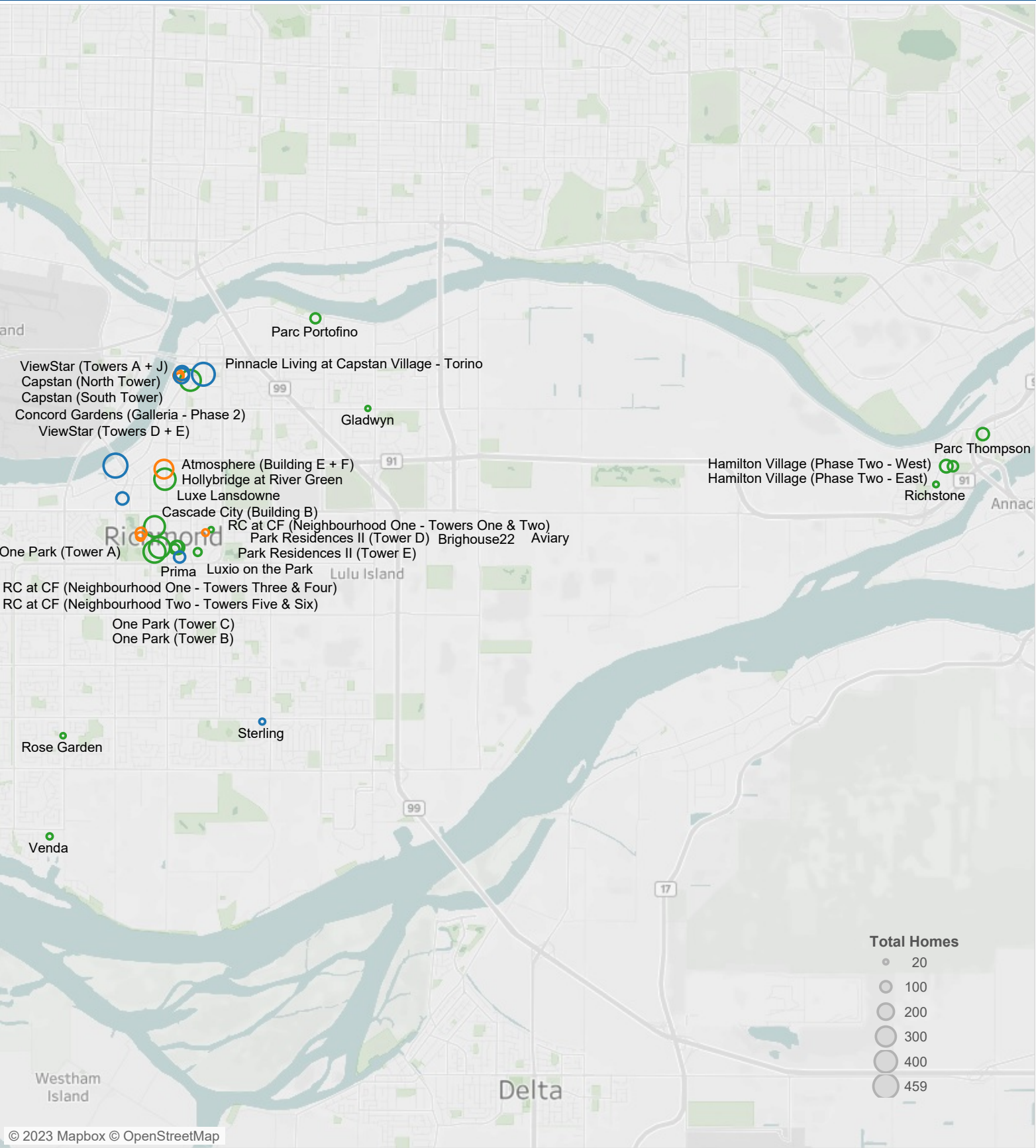
Active Phases - Top Projects by Total Homes

Project Name	Developer	Property Type	Month, Year of Open Date	Avg. \$/SF Blended	Homes Sold	Total Homes
Hollybridge at River Green	ASPAC Developments Ltd	High Rise	August 2019	\$1,200	388	459
Pinnacle Living at Capstan Village - Torino	Pinnacle International	High Rise	June 2018	\$1,012	187	416
RC at CF (Neighbourhood Two - Towers Five & Six)	Shape Properties Corp,Cadillac Fairview	High Rise	July 2021	\$1,190	345	388
Luxe Lansdowne	Townline Group of Companies, Canderel	High Rise	July 2021	\$1,147	355	363
RC at CF (Neighbourhood One - Towers Three & Four)	Shape Properties Corp,Cadillac Fairview	High Rise	November 2020	\$1,160	330	355
Concord Gardens (Galleria - Phase 2)	Concord Pacific	High Rise	November 2019	\$965	320	348
RC at CF (Neighbourhood One - Towers One & Two)	Shape Properties Corp,Cadillac Fairview	High Rise	October 2020	\$1,150	325	344
Atmosphere (Building E + F)	South Street Development	High Rise	January 2019	\$1,050	266	281
ViewStar (Towers D + E)	Yuanheng Holdings Ltd	High Rise	April 2018	\$1,100	118	183
ViewStar (Towers A + J)	Yuanheng Holdings Ltd	High Rise	July 2017	\$950	146	160

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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
Prima	Anderson Square Holdings Ltd	High Rise	May 2022	\$1,117	12	101
Pinnacle Living at Capstan Village - Torino	Pinnacle International	High Rise	June 2018	\$1,012	7	416
Aviary	Tera Development	Townhouse	May 2023	\$988	5	36
Richstone	Infinity Living	Townhouse	August 2023	\$805	4	25
ViewStar (Towers D + E)	Yuanheng Holdings Ltd	High Rise	April 2018	\$1,100	3	183
ViewStar (Towers A + J)	Yuanheng Holdings Ltd	High Rise	July 2017	\$950	3	160
Parc Portofino	Dava Developments	Townhouse	December 2020	\$654	2	80
Sterling	Sian Development & Contracting Ltd.	Townhouse	June 2021	\$908	1	28
One Park (Tower C)	Grand Long Holdings Canada Ltd.	High Rise	May 2022	\$1,086	1	143
Cascade City (Building B)	Landa Global	High Rise	February 2018	\$1,095	1	121

Future Supply - Richmond

Project Type	Coming Soon		Dev Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	11	8,412	5	2,035
Mid Rise	3	421	6	1,243
Low Rise	2	329		
Townhouse			17	544
Single Family				
Grand Total	16	9,162	28	3,822

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