



AltusGroup

Vancouver Market Area Richmond

New Homes Sub Market Report
Data as of December 2023

Richmond

Submarket Report - December 2023



Sales - Q4 2023

High Rise	Mid Rise	Low Rise	Townhouse	Single Family	Grand Total
121	2		8	0	131

Annual Sales

2018	2019	2020	2021	2022	2023
946	854	1,300	1,654	805	333

Current Supply

Property Type	Number of Phases	Total Homes	Homes Sold	Homes Available	Unreleased Homes
High Rise	19	4,245	3,480	686	79
Mid Rise	4	321	263	37	21
Low Rise					
Townhouse	7	325	209	98	18
Single Family	1	30	13	3	14
Grand Total	31	4,921	3,965	824	132

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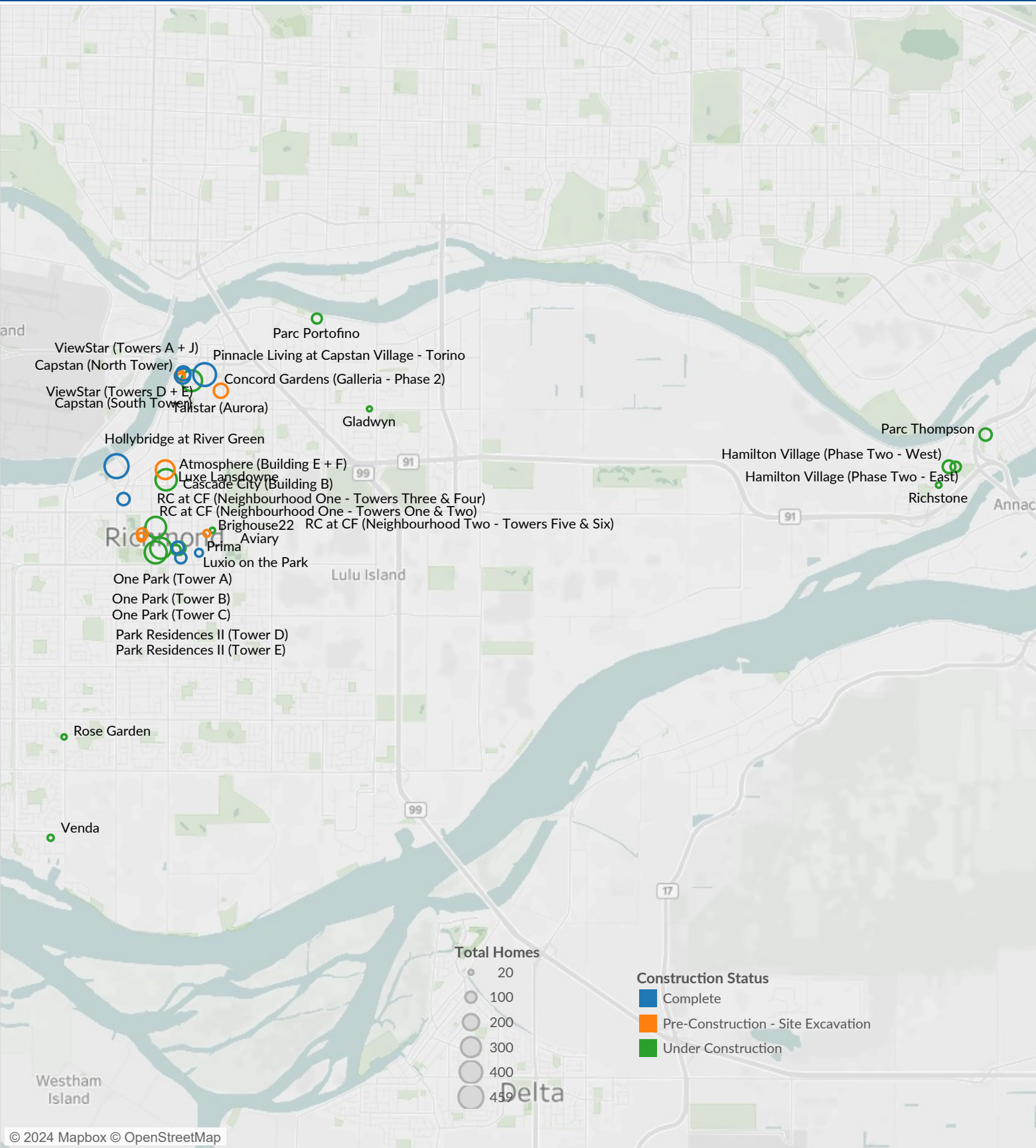
Current Pricing & Size

Property Type	Avg. \$/SF Min	Avg. \$/SF Max	Avg. \$/SF Blended	Avg. Min Size	Avg. Max Size
High Rise	\$961	\$1,531	\$1,088	528	1,562
Mid Rise	\$806	\$1,046	\$839	625	1,391
Low Rise					
Townhouse	\$870	\$974	\$849	1,180	1,708
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	397	459
Pinnacle Living at Capstan Village - Torino	Pinnacle International	High Rise	June 2018	\$1,012	200	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	119	183
Talistar (Aurora)	Polygon Homes	High Rise	October 2023	\$1,195	77	161

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
Talistar (Aurora)	Polygon Homes	High Rise	October 2023	\$1,195	77	161
Pinnacle Living at Capstan Village - Torino	Pinnacle International	High Rise	June 2018	\$1,012	13	416
One Park (Tower C)	Grand Long Holdings Canada Ltd.	High Rise	May 2022	\$1,086	9	143
Hollybridge at River Green	ASPAC Developments Ltd	High Rise	August 2019	\$1,200	9	459
Prima	Anderson Square Holdings Ltd	High Rise	May 2022	\$1,117	6	101
One Park (Tower B)	Grand Long Holdings Canada Ltd.	High Rise	March 2019	\$1,050	6	117
Sterling	Sian Development & Contracting Ltd.	Townhouse	June 2021	\$908	4	28
Gladwyn	Enrich Developments	Townhouse	June 2022	\$992	2	20
ViewStar (Towers D + E)	Yuanheng Holdings Ltd	High Rise	April 2018	\$1,100	1	183
Richstone	Infinity Living	Townhouse	August 2023	\$805	1	25

Future Supply - Richmond

Project Type	Coming Soon		Dev Application	
	Number of Projects	Total Homes	Number of Projects	Total Homes
High Rise	10	8,251	10	4,725
Mid Rise	3	421	7	1,478
Low Rise	2	329	1	167
Townhouse			26	945
Single Family				
Grand Total	15	9,001	44	7,315

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