The Altus Group Condominium Apartment Monitor

Vancouver Edition

Data as of First Quarter 2024

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New Condominium Apartment Dashboard

Q1 2024			YTD Q4 2023	
Sales	Inventory	Avg. Launch $/SF	Sales	Avg. Launch $/SF
1,850	9,816	$976	9,259	$1,086
27% ▲	34% ▲	-8% ▼	-33% ▼	7% ▲
Below 10-year average	*Highest Q1 since 2020*	*Lowest Q1 since 2020*	*3rd lowest YTD Q4 since 2013*	*Highest YTD Q4 on record*

% change is from same period a year earlier

Highlights

- **New condominium apartment sales in Q1 2024 are down 24 percent from the previous quarter but saw a 27 percent increase in sales year-over-year.**
- **About 8,509 new condo apartments units were available to purchase at the end of Q1 2024 representing 11 months of supply.**
- **New condo apartment launch prices continued to decline in Q1 2024 from the all-time high recorded in the second quarter.**
- New condominium apartment sales picked-up to start 2024 but remain well behind the pace of 2021 and 2022. Elevated interest rates and affordability concerns continue to plagued buyers who remain tentative. An improvement in new home sales activity will in large be driven by interest rate declines from the Bank of Canada.

Condominium Apartment KPIs

Vancouver Condominium Apartment Key Performance Indicators

	Q4 2022	Q3 2023	Q4 2023	*Yr-Over-Yr % Change*	YTD Q4 2022	YTD Q4 2023	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	220	232	251	*14%*	205	232	*13%*
New projects opened	15	20	29	*93%*	111	79	*-29%*
Units in new projects opened	1,826	2,498	4,467	*145%*	14,896	12,023	*-19%*
Total sales (units)	1,785	2,256	2,444	*37%*	13,725	9,259	*-33%*
Sales as % of total new & resale	*35%*	*32%*	*41%*		*40%*	*34%*	
Inventory (units)	7,116	7,046	8,656	*22%*	6,516	7,228	*11%*
Sales-to-inventory ratio	8%	11%	9%	*13%*	19%	11%	*-43%*
Months of inventory	6.2	9.8	11.2	*80%*	4.5	9.8	*119%*
Launch Price PSF	$1,072	$1,262	$1,141	*6%*	$1,086	$1,172	*8%*
Launch Unit size (sq. ft)	709	786	737	*4%*	728	722	*-1%*
Units completed	2,185	3,956	2,618	*20%*	11,021	9,816	*-11%*
Resale Condominium Apartments (Real Estate Board of Greater Vancouver and Fraser Valley Real Estate Board data)							
Total sales (units)	3,314	4,759	3,498	*6%*	20,457	18,330	*-10%*
New listings (units)	1,871	3,044	1,904	*2%*	11,570	11,046	*-5%*
Inventory ("active listings", units)	4,987	5,595	5,212	*5%*	4,847	5,106	*5%*
Sales-to-inventory ratio	22%	28%	22%	*1%*	37%	30%	*-20%*
Months of inventory	2.9	3.7	3.4	*17%*	2.4	3.5	*45%*
HPI constant quality price	$669,800	$716,500	$708,400	*6%*	$697,850	$701,825	*1%*
HPI constant quality price index (Jan 2005=100)	334.6	357.9	354	*6%*	348.6	350.6	*1%*

** see end of report for Definitions*

- **The Vancouver CMA continued to record both month-to-month and year-over-year job growth**. The unemployment rate rose to 6.2%, its highest rate in over two years.
- **The Bank of Canada held the target for the overnight rate steady at its latest rate announcement on April 10**, stating that **"***In Canada, economic growth stalled in the second half of last year and the economy moved into excess supply . . . Employment has been growing more slowly than the working-age population and the unemployment rate has risen gradually . . . There are some recent signs that wage pressures are moderating. Overall, the data point to an economy in modest excess supply.. . The Bank expects CPI inflation to be close to 3% during the first half of this year, move below 2½% in the second half, and reach the 2% inflation target in 2025.. . . While inflation is still too high and risks remain, CPI and core inflation have eased further in recent months. The Council will be looking for evidence that this downward momentum is sustained. Governing Council is particularly watching the evolution of core inflation, and continues to focus on the balance between demand and supply in the economy, inflation expectations, wage growth, and corporate pricing behaviour.* " **The next rate announcement date is June 5.**
- **Variable rate mortgage interest rates remained above the average 5-year fixed special rate with the spread climbing to almost 190 basis points.** The 5-year "special rate" mortgage has fallen by 1 full percentage point since the end of November *(chart next page, bottom).*

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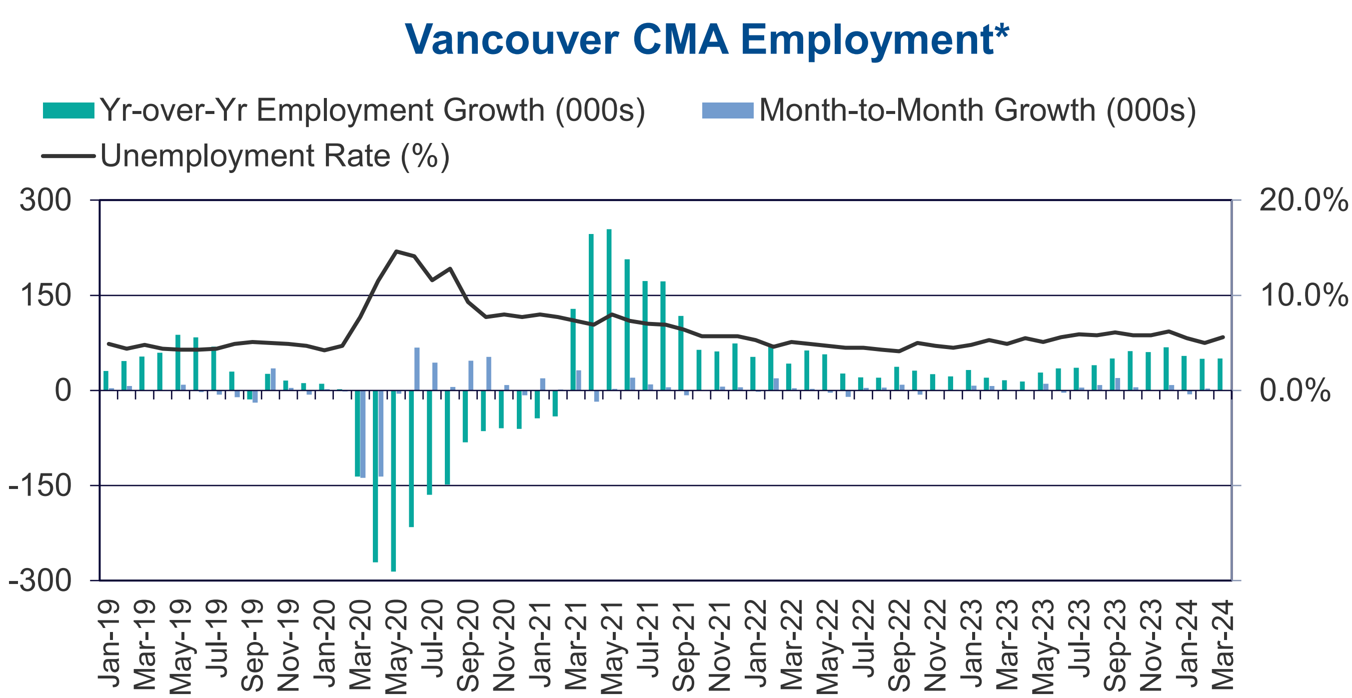
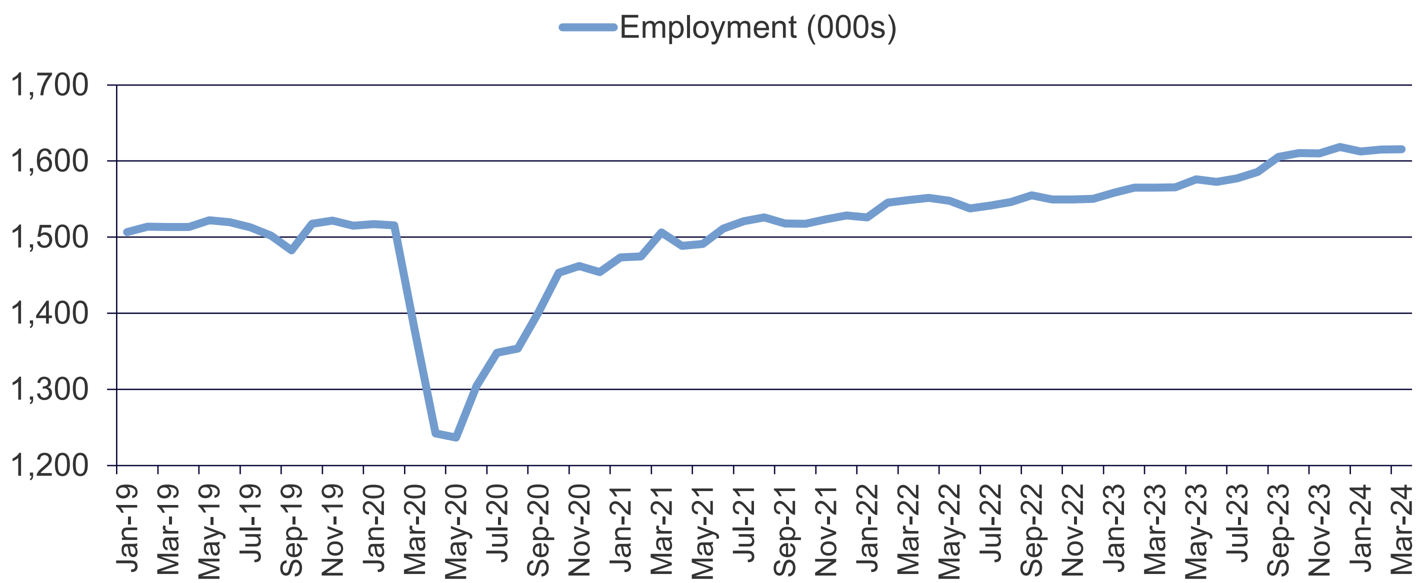


Source: Altus Group based on Statistics Canada data

* Data are monthly, seasonally adjusted

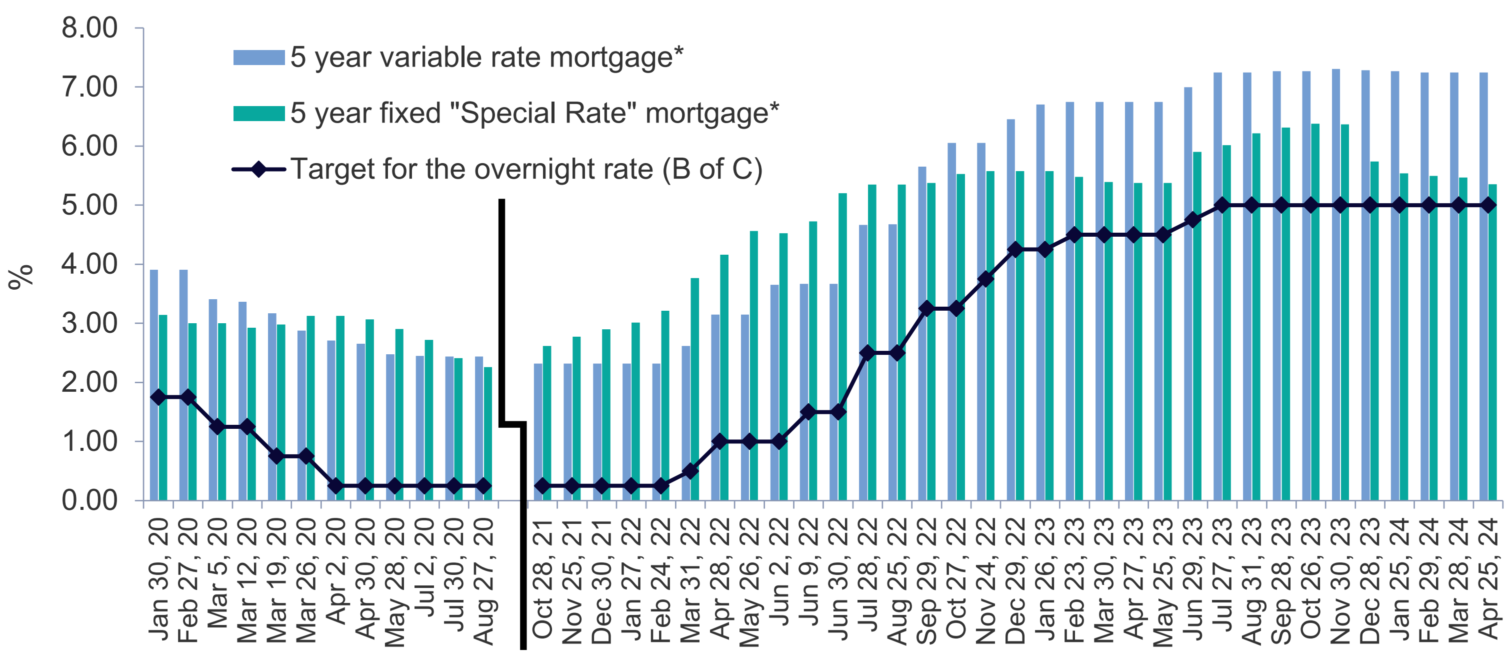
Vancouver CMA Employment*



Source: Altus Group based on Statistics Canada data

** Data are monthly, seasonally adjusted*

Selected Interest Rates



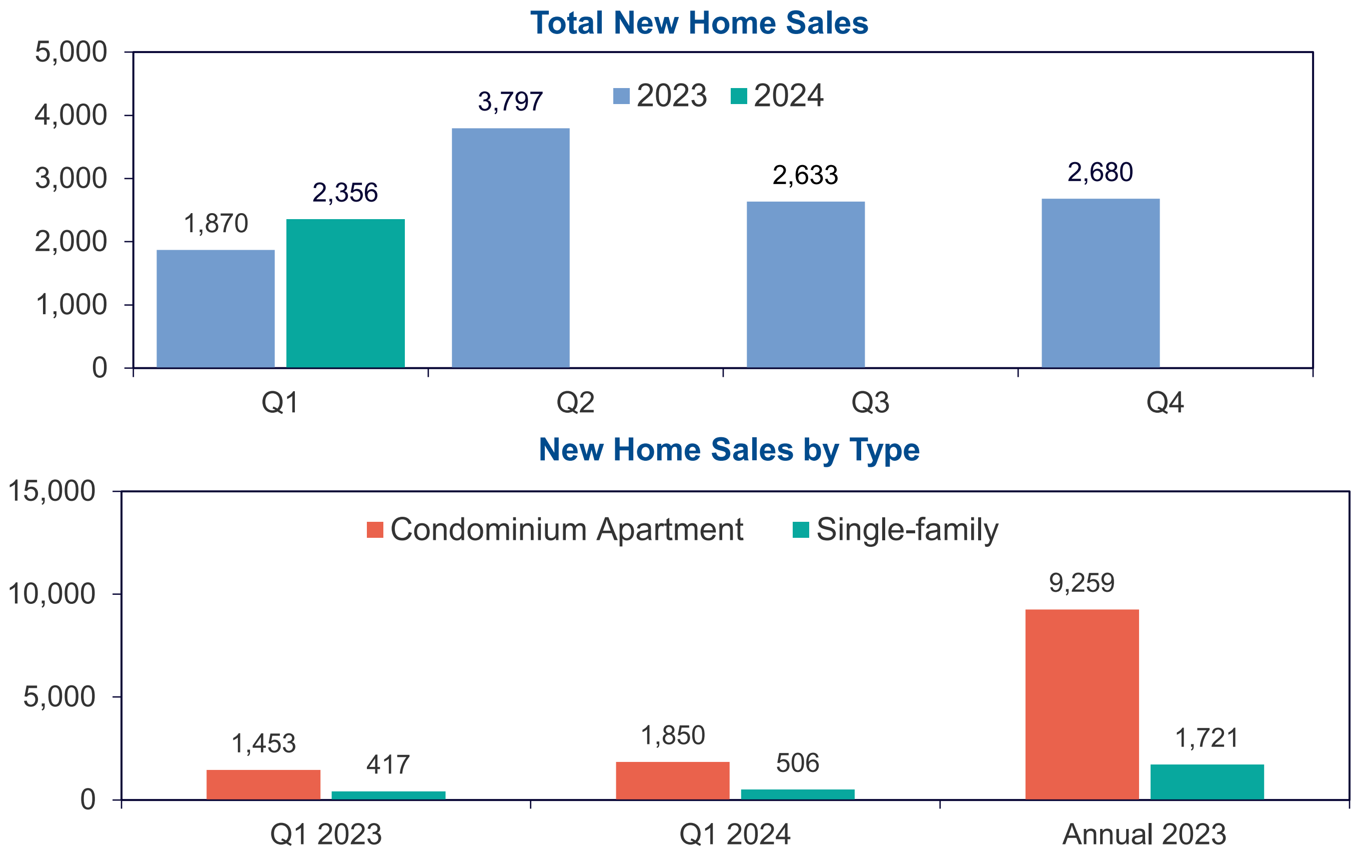
** Average for the major banks*

Source: Altus Group based on data from Bank of Canada and major bank web sites

New Home Market - Sales

- **Total new home sales in the Vancouver market area picked up in Q1 2024.** Total new home sales for the quarter were up 26 percent year-over-year.
- **New condominium apartment sales and new single-family sales increased slightly in Q1 2024 compared to Q1 2023**. *Note that Altus Group's coverage of new single-family sales only includes projects of 20 or more units.*
- **New condominium apartment sales remained flat in most markets, except for the Surrey/Delta/White Rock and Fraser Valley subareas**, which observed a 44 percent and 146 percent increase, respectively.
- **Single-family sales observed a mixed trend,** with sales up in the City of Vancouver, North Shore, and Burnaby/New West./Tri-Cities subareas. Sales were down in the Surrey/Delta/White Rock and Fraser Valley subareas and unchanged in the Richmond subarea.
- The submarkets reported a mixed trend in total new home sales through the first quarter of 2024 compared to a year earlier *(chart after next page).* Burnaby North recorded the largest increase in total new home sales while Coquitlam saw the largest decline.

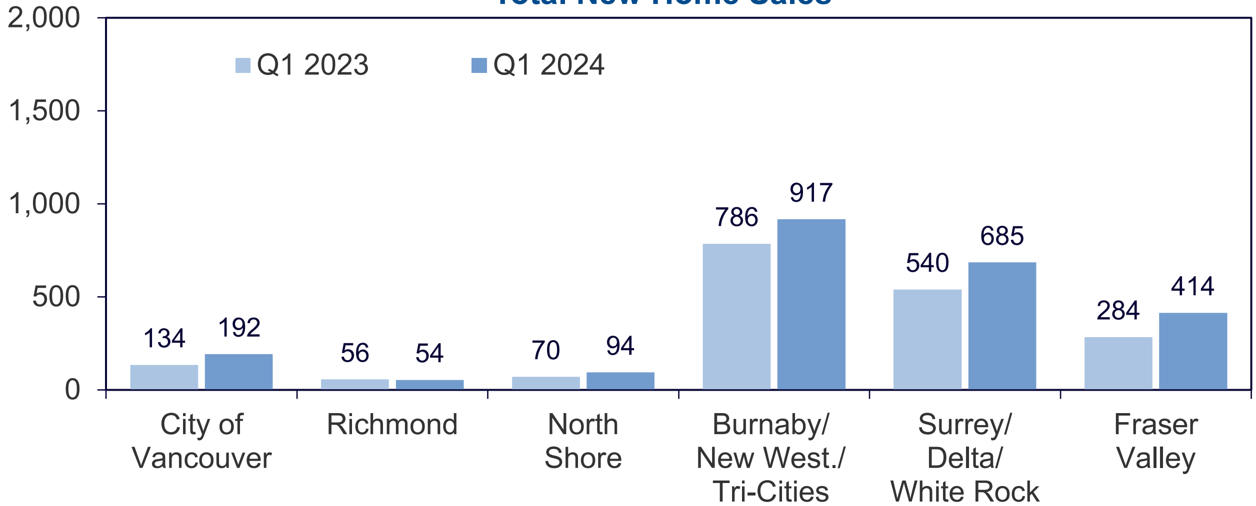
Vancouver New Home Sales



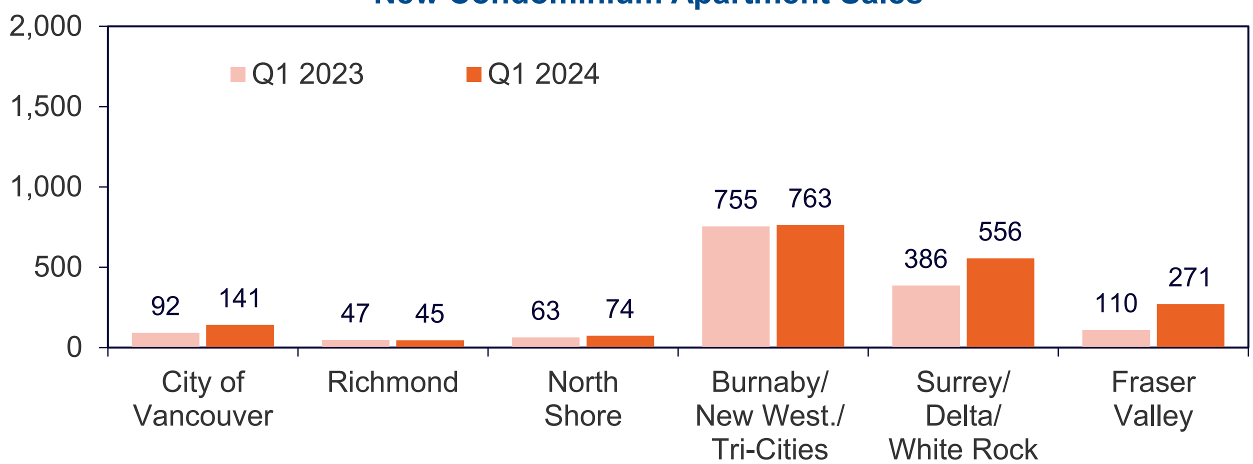
Source: Altus Group

Vancouver New Home Sales by Subarea

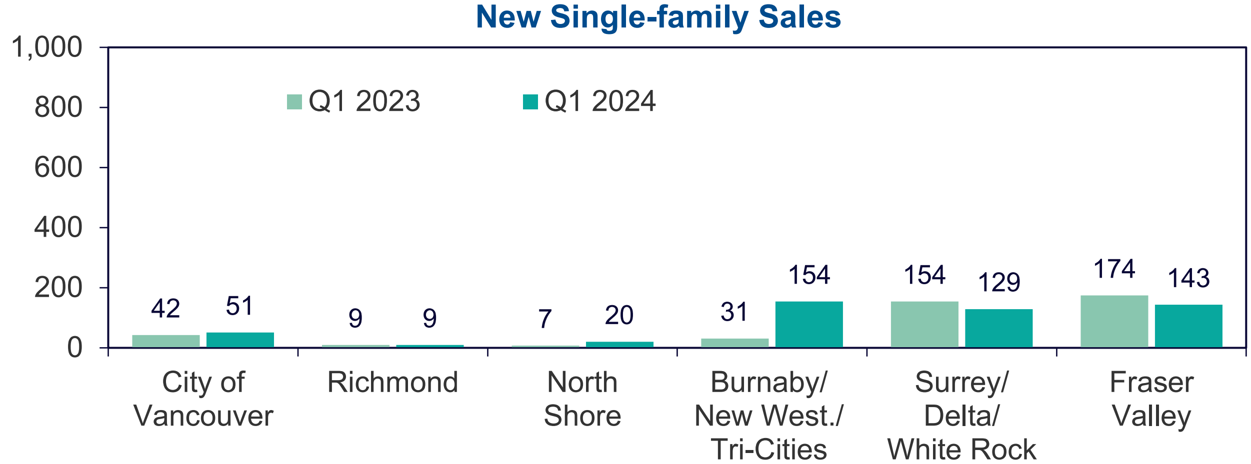
Total New Home Sales



New Condominium Apartment Sales



New Single-family Sales



Source: Altus Group

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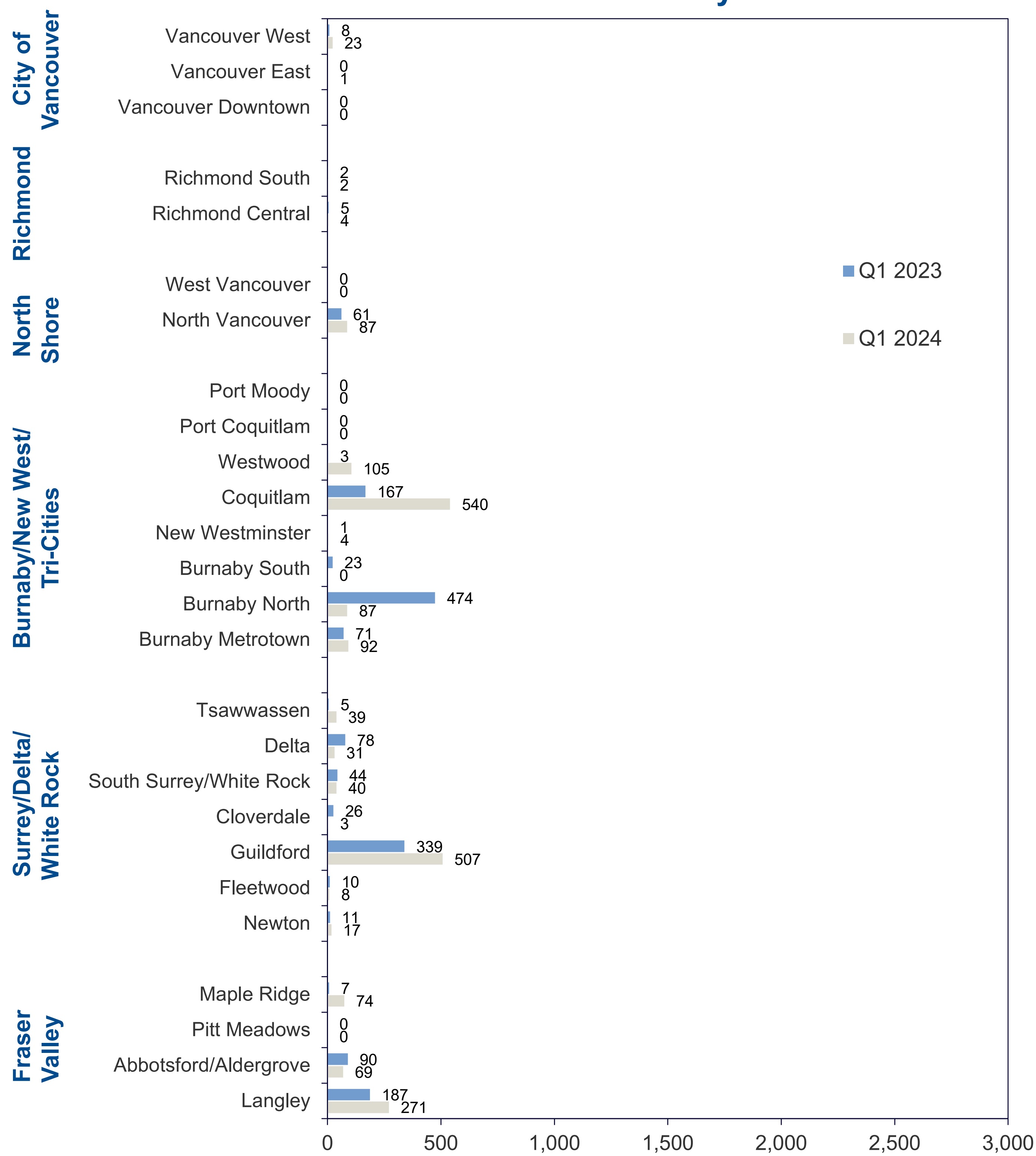
Vancouver Total New Home Sales by Submarket

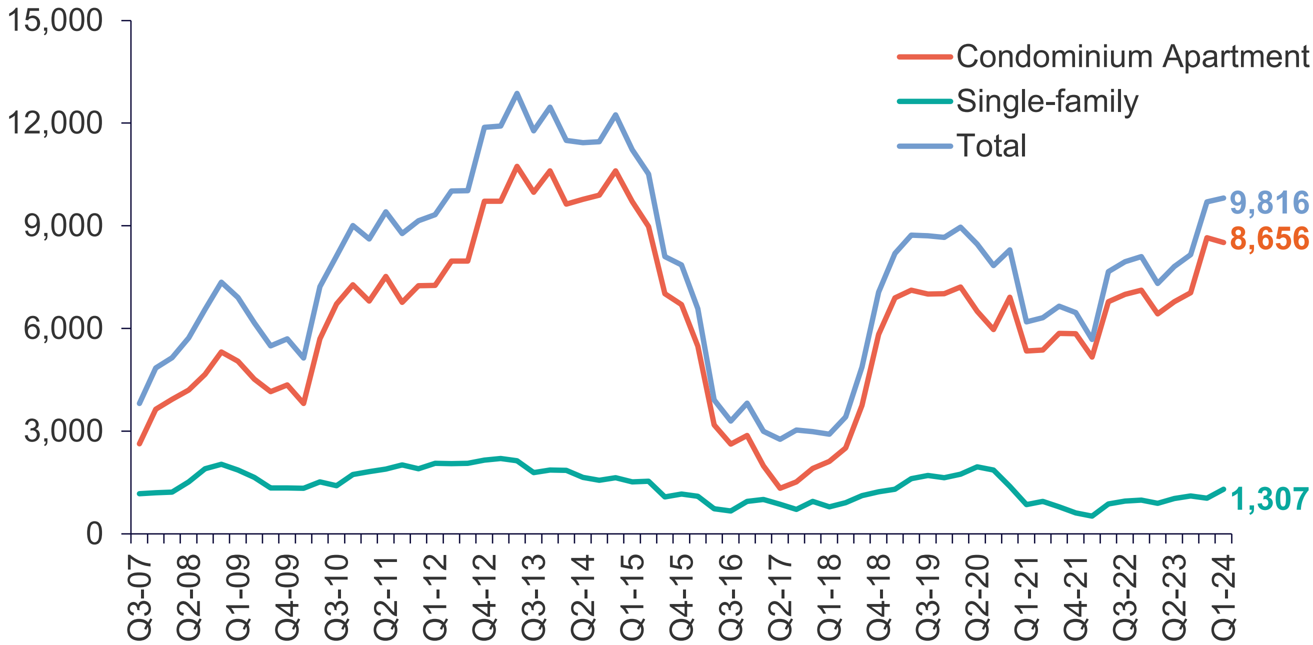


Source: Altus Group

New Home Market - Inventory

- **Total inventory in Q1 2024 climbed to its highest level since mid-2015**.
- **New condominium apartment inventory in the first quarter of 2024 remained flat from the previous quarter, but up 34 percent year-over-year.** Inventory levels remained in “oversupply” territory with about 11 months of available inventory.
- **New single-family home inventory experienced a 25 percent increase from the previous quarter and was up by nearly half year-over-year.**
- Looking ahead, **there is still a significant amount of potential additional new condominium apartment supply in the pipeline.** Faced with climbing inventory levels relative to slowing sales, the rapid rise in interest rates and elevated construction costs coupled with concerns around economic conditions, builders continue to delay project openings until conditions become more favourable.

Vancouver New Home Inventory

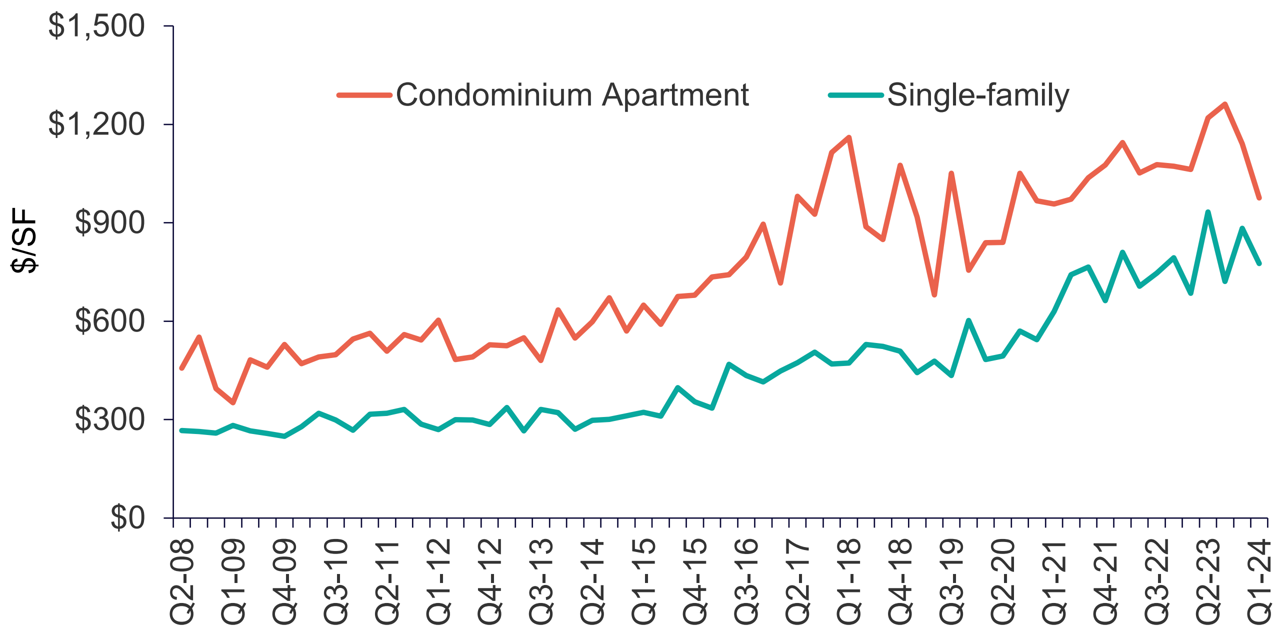


Source: Altus Group

New Home Market - Prices

- **Average launch prices for new condominium apartments continued to ease in Q1 2024 after reaching an all-time high in the third quarter of 2023** *(chart bottom of next page)*. Note that these prices do not reflect constant quality product, but rather a mix of product and location of units available to purchase in newly opened projects.
- **New single-family home prices slumped in the first quarter of 2024 after a momentary recovery in Q4 2023.**
- With the elevated condominium apartment inventory, slowing sales and the recent interest rate hikes, **price increases for new condos, in general, are expected to be muted until the demand for new condominium apartments picks up.**

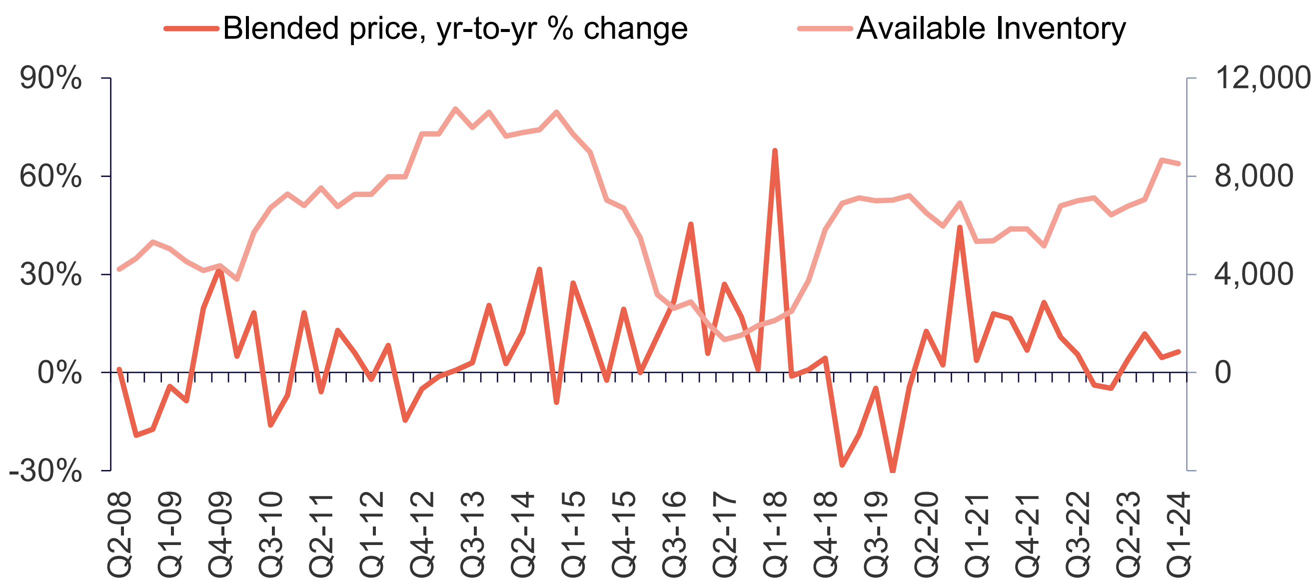
Vancouver New Home Blended Prices*



** See definitions page*

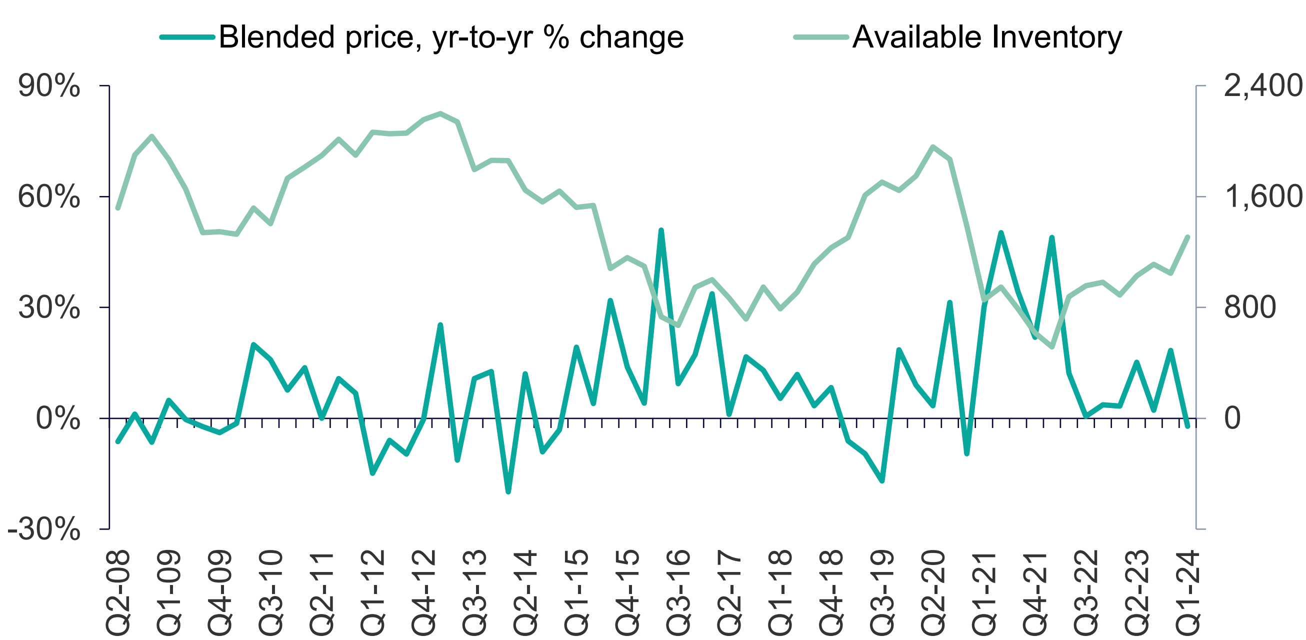
Source: Altus Group

Vancouver New Condominium Apartment Blended Price Changes by Opening Date and Available Inventory



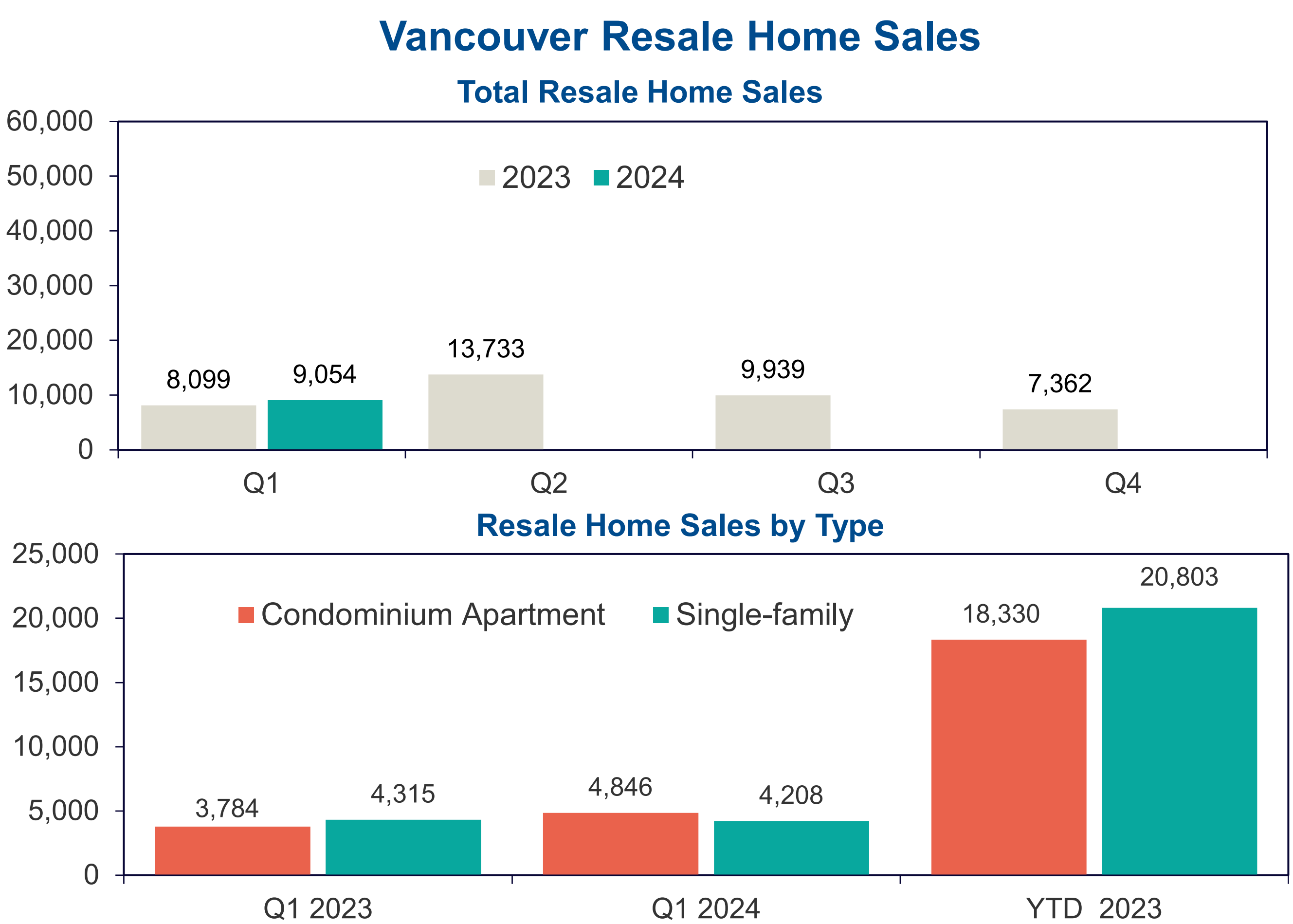
Source: Altus Group

Vancouver New Single-family Blended Price Changes by Opening Date and Available Inventory



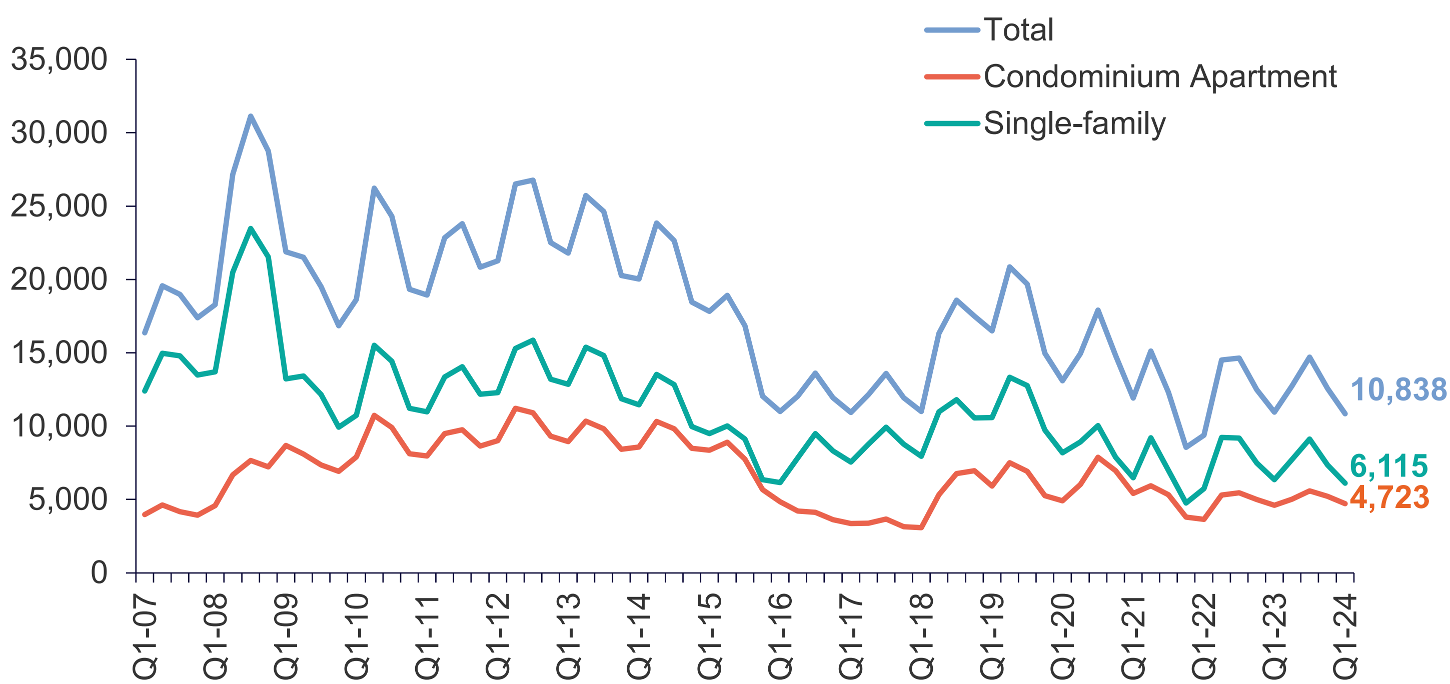
Source: Altus Group

- **Total resale home sales in Q1 2024 rose by 12 percent from the previous year.** The condominium apartment sector reported an increase in total resale home sales, while single-family saw a decrease (based on data as reported by The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board).
- Total resale inventory (or "active listings") in Q1 2024 dropped by 14 percent from the previous quarter but was unchanged year-over-year (*chart next page, top*).
- **Condominium apartment resale prices eased from the previous quarter as did single-family resale prices, the single-family sector saw a small year-over-year increase while the condominium apartment sector remained unchanged**, based on MLS® Home Price Index data produced by Altus Group on behalf of the local real estate boards (*chart next page, bottom).*



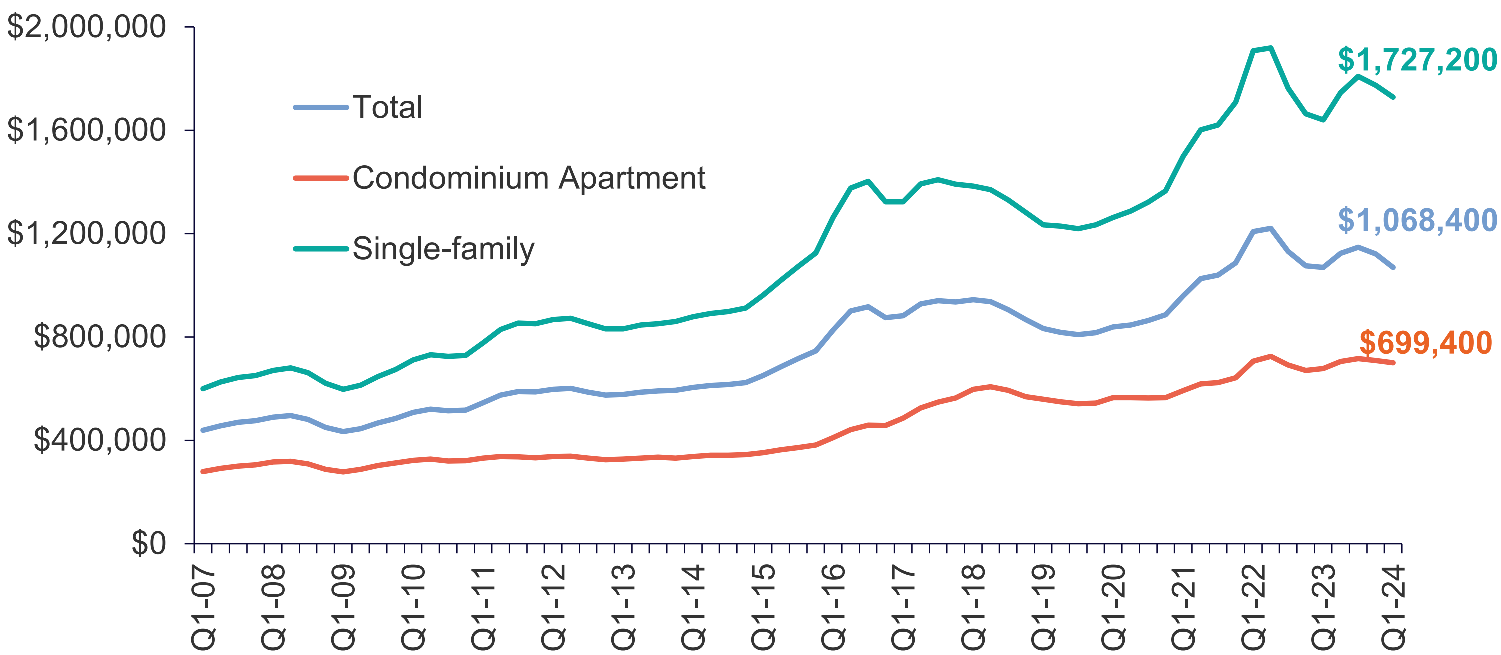
Source: Altus Group based on data from The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board

Vancouver Resale Home Inventory ("Active Listings")



Source: Altus Group based on data from The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board

Vancouver Benchmark Resale Home Prices

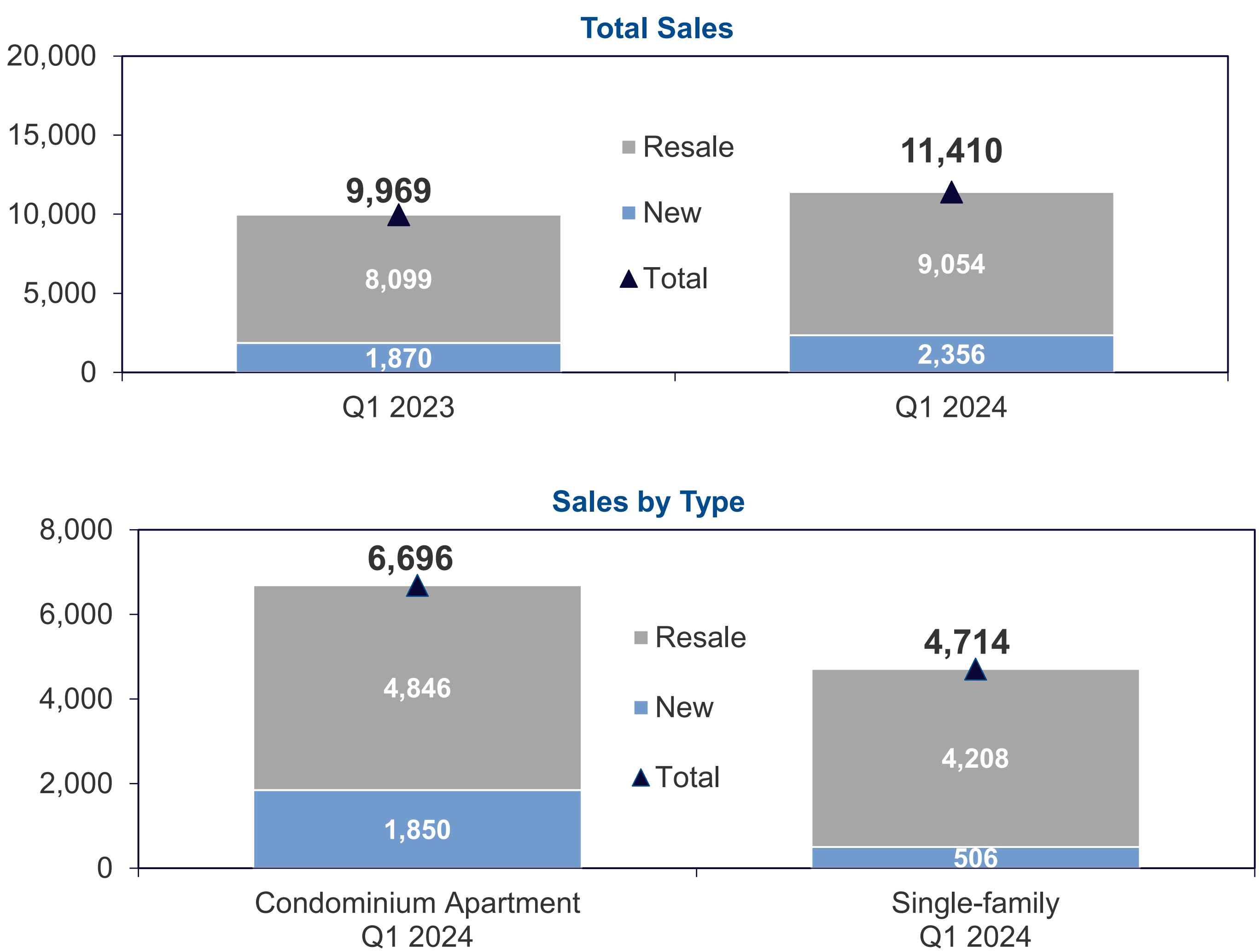


Source: Altus Group based on MLS® Home Price Index for the Lower Mainland

Overall Home Market - Sales

- **Combined resale and new home sales,** as measured by The Real Estate Board of Greater Vancouver, The Fraser Valley Real Estate Board and Altus Group, **totalled 11,410 units in Q1 2024, up 14 percent from Q1 2023**. The condominium apartment reported a 28 percent increase, while the single-family sector remained unchanged year-over-year.
- **Almost 1 in 5 total home sales in Q1 2024 were new homes in projects of 20 or more units** – compared to about 1 in 6 a year earlier. The ratios are quite different for single-family homes, with new single-family homes accounting for nearly 1 in 10 home sales (up from about 1 in 12 from the previous year), and condominium apartments, where nearly 4 in 10 sales were new condos.

Vancouver Combined New & Resale Home Sales

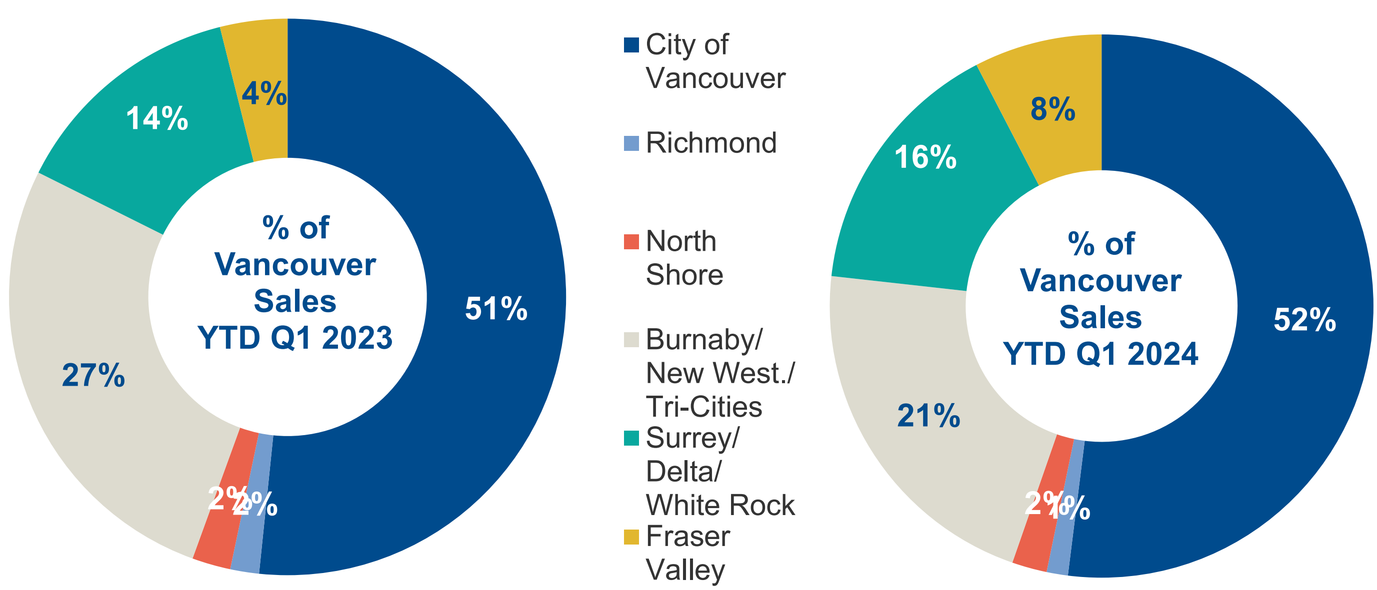


Source: Altus Group, The Real Estate Board of Greater Vancouver and The Fraser Valley Real Estate Board data

New Condominium Apartments - Sales

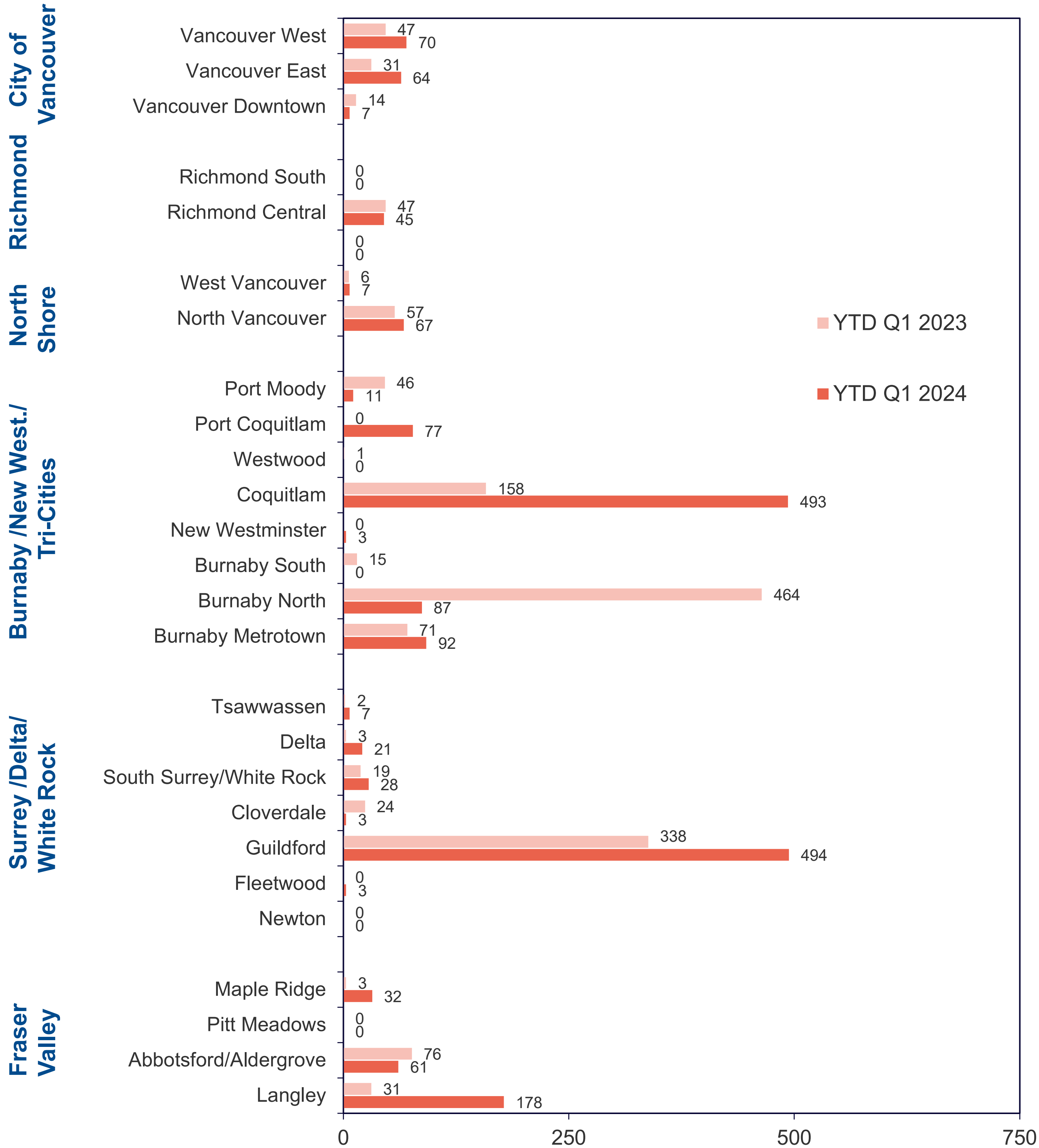
- **New condominium apartment sales in Q1 2024 are down 24 percent from the previous quarter but saw a 27 percent increase in sales year-over-year.**
- **Q1 2024 saw an increase in the high-rise (11%), mid-rise (54%) and low-rise (197%) sectors compared to the same period in the previous year.**
- All subareas posted higher new condominium apartment sales in Q1 2024 *(chart next page, top)*, except for the Richmond subarea. The Burnaby North submarket recorded the largest decline *(chart following next page)*, while Coquitlam saw the largest increase.
- There was little variance in the distribution of sales among the subareas in the first quarter of 2024 compared to the previous year, except for the Burnaby/New West./Tri-Cities which saw a 6 percent decrease (*chart next page, bottom)*.

Source: Altus Group



Source: Altus Group

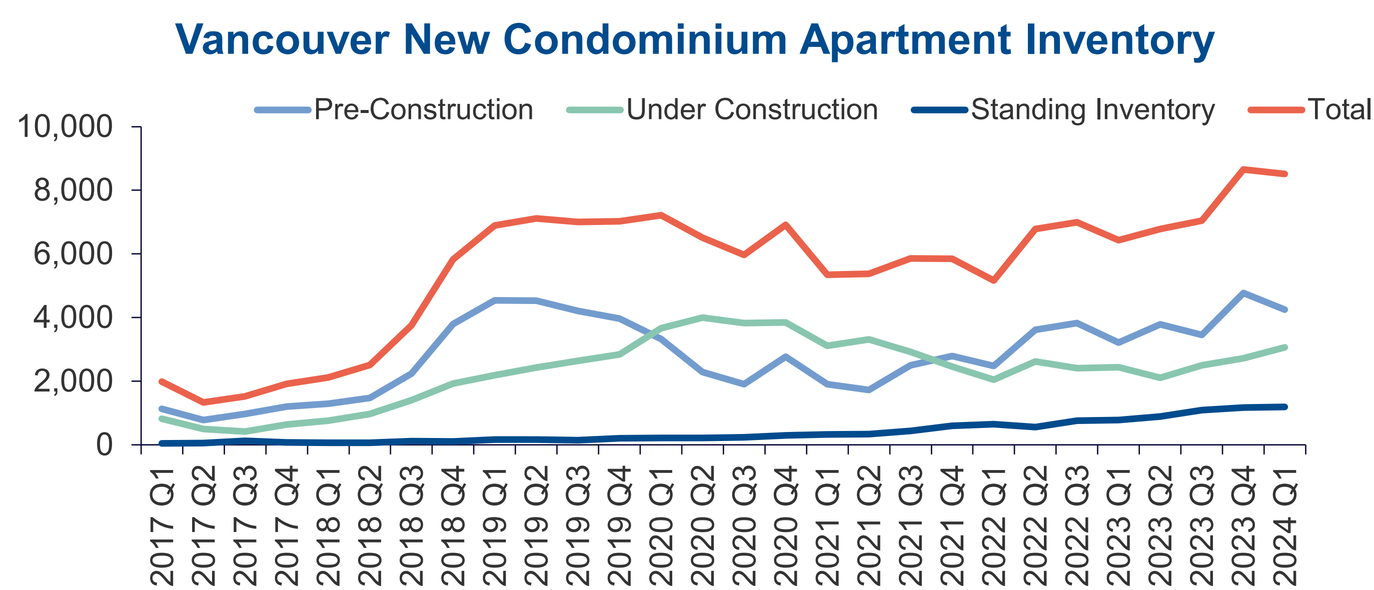
Vancouver New Condominium Apartment Sales by Submarket

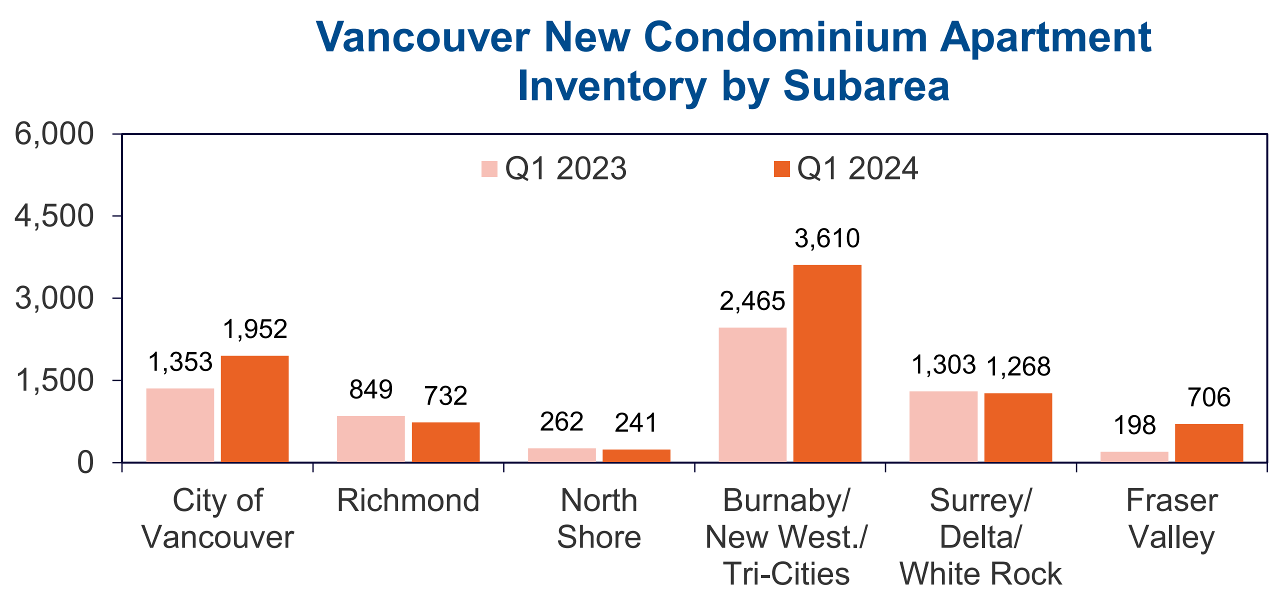


Source: Altus Group

New Condominium Apartments - Inventory

- **About 8,509 new condo apartments units were available to purchase at the end of Q1 2024 representing 11 months of supply**, based on the average monthly rate of sales in the previous 12 months – higher than the 10-year average of nearly 10 months.
- Pre-construction inventory remains above the number of units available that are under construction. **Units available for occupancy (standing inventory) have been growing and recorded a 3rd consecutive all-time high.**
- Amongst the subareas, inventory moved higher in the City of Vancouver, Burnaby/New West./Tri-Cities, and Fraser Valley. Months of inventory ranged from a high of 33.5 in Richmond to a low of about 6 months in the Surrey/Delta/White Rock subarea.



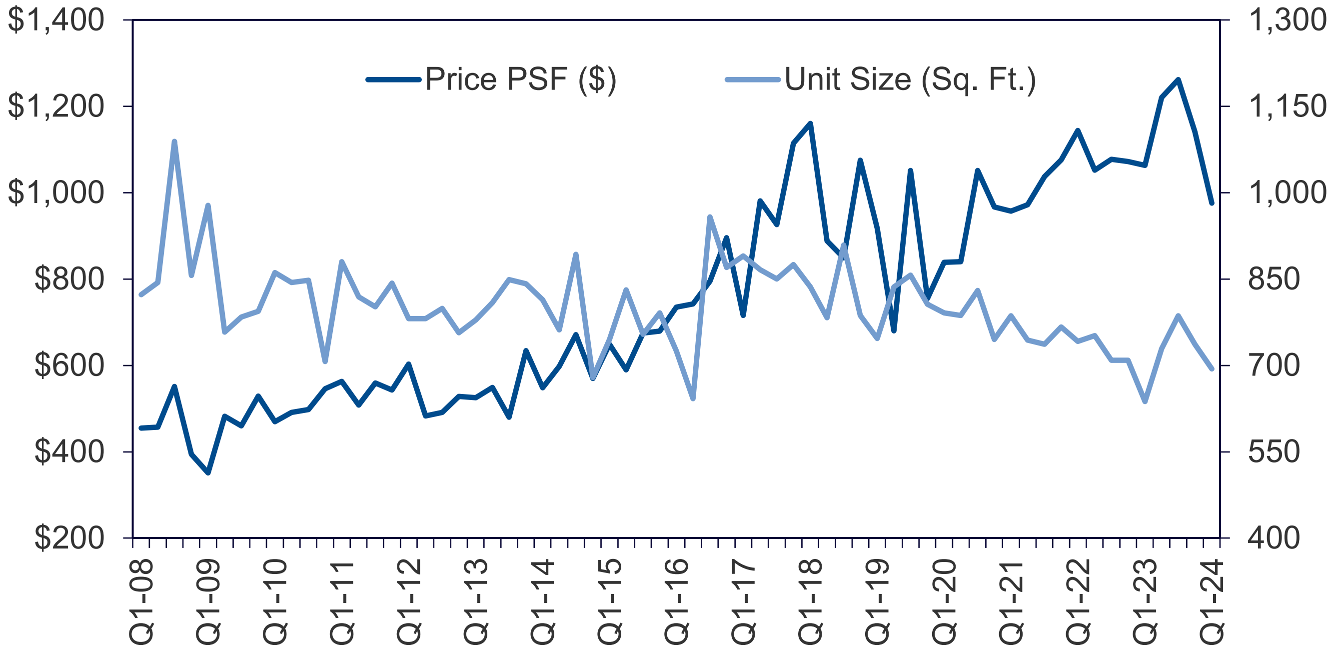


Source: Altus Group

New Condominium Apartments - Prices

- **New condo apartment launch prices continued to decline in Q1 2024 from the all-time high recorded in the second quarter.** The average size of new condominium apartments launched *(see definitions page)* softened as the BoC's momentary policy shows no signs of easing.
- Caution needs to be used in interpreting the price per sq. ft. data, as smaller unit sizes, on average, have higher prices per sq. ft. Therefore, an increase in price per sq. ft. could reflect both "pure" price increases, as well as decreases in the average size of units launched (as was the case in recent quarters) - and, of course, location shifts.
- The overall average price PSF in the current quarter increased in the City of Vancouver when compared to the previous quarter, while the North Shore subarea saw the largest decrease *(charts next page).*

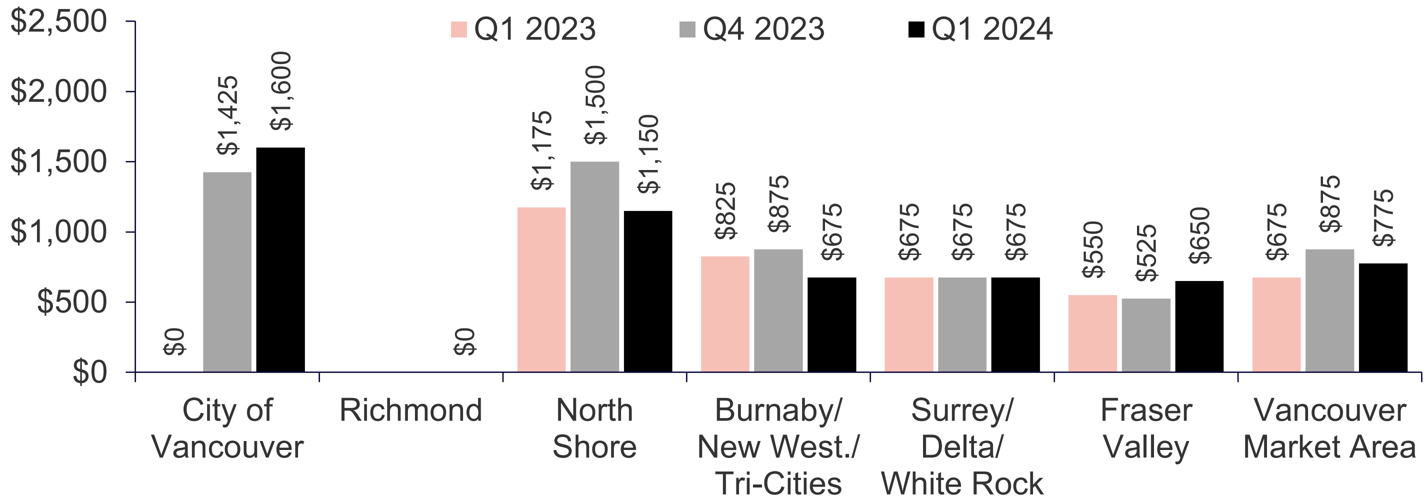
Vancouver New Condominium Apartment Blended Price Per Sq. Ft. and Unit Size at Opening



Source: Altus Group

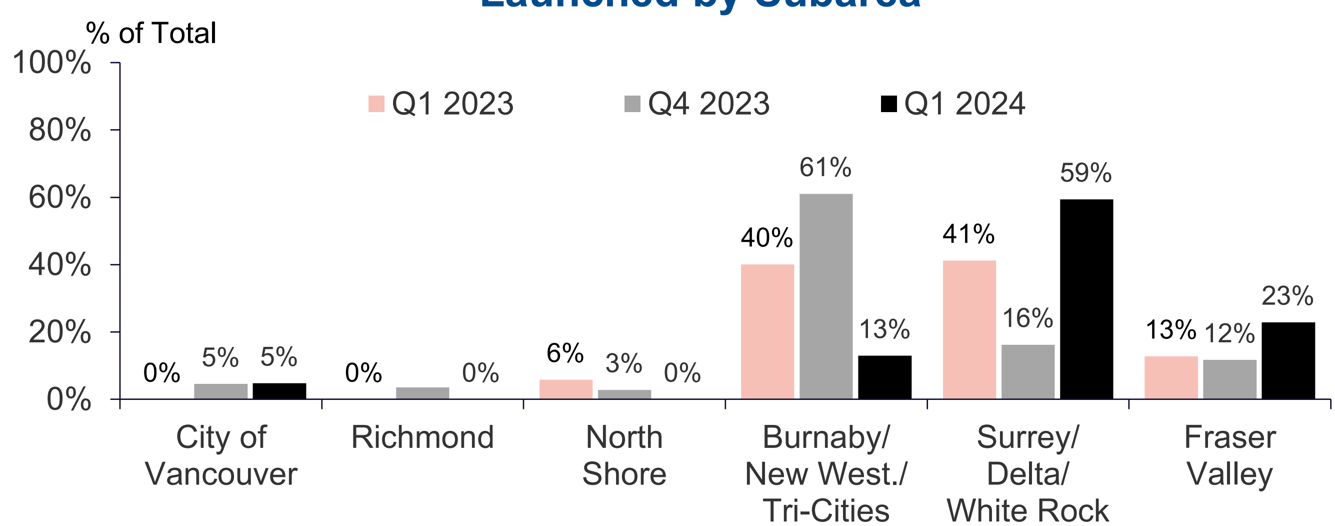
New Condominium Apartments - Prices

New Condominium Apartment Launch $PSF* by Subarea



* Round to the nearest $25
Source: Altus Group

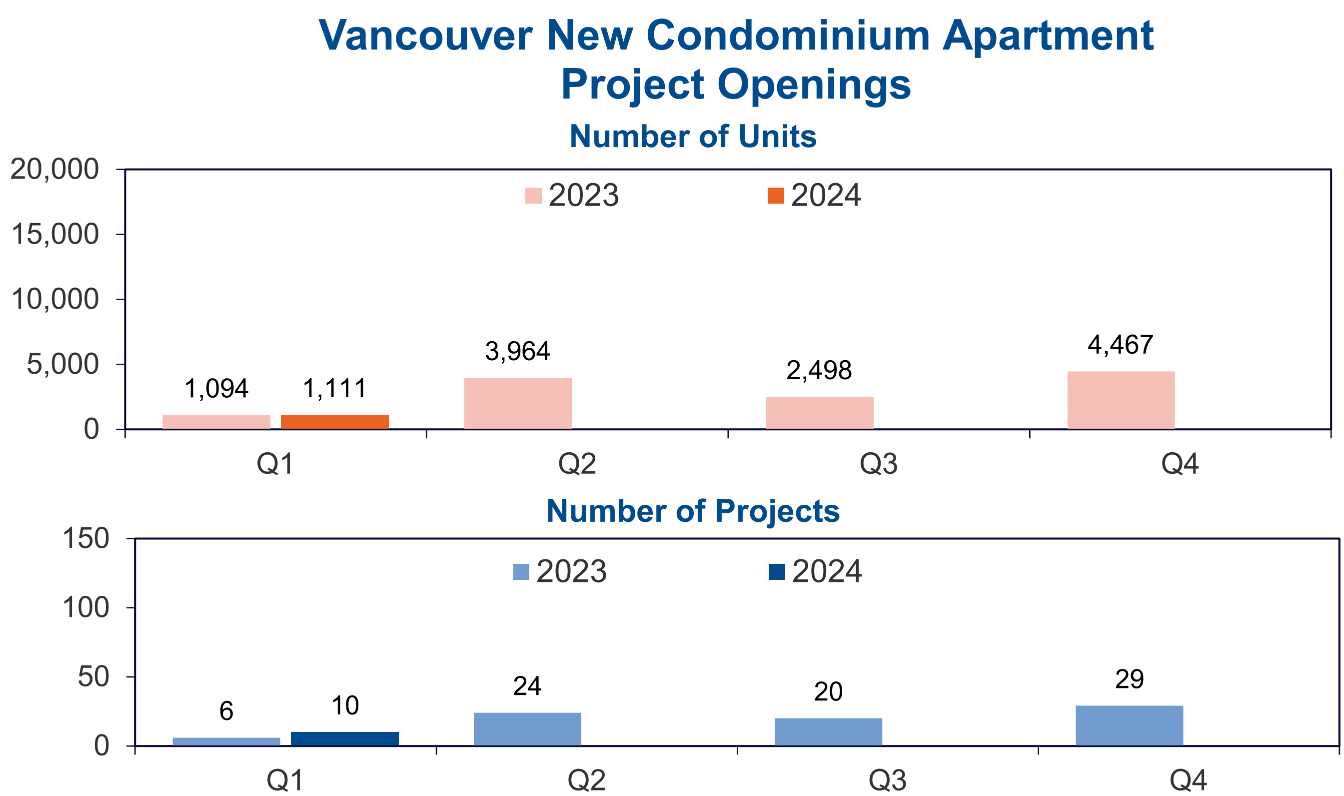
Units in New Condominium Apartment Projects Launched by Subarea



Source: Altus Group

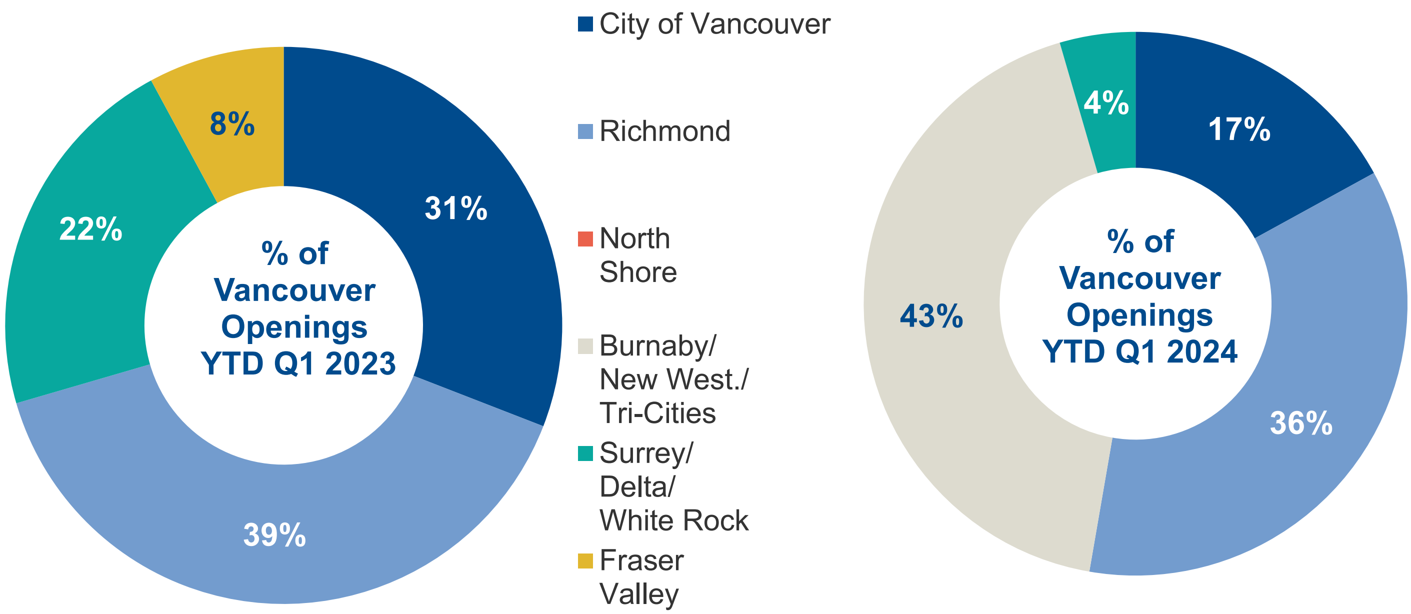
New Condominium Apartments - Openings

- **New condominium launches picked up slightly through Q1 2024**, with 10 new condominium projects launched in Q1 2024, up two-thirds from the same period in the previous year. A total of 1,111 new condominium apartment units were launched during Q1 2024, continuing a trend of low levels since the early days of the pandemic.
- The Richmond and Burnaby/New Westminster/Tri-Cities subareas both increased their share of new launches in Q1 2024, while the City of Vancouver and Surrey/Delta/White Rock subareas observed a reduction (*chart next page, top*).
- Developers have increased the share of two-bedroom units and two-bedroom + den units included in new project opening in Q1 2024 compared year-over-year. The share of one-bedroom + den units has decreased significantly.
- Following the next page are maps showing the location of new projects launched in January, February and March accompanied by summary tables with additional detail on each project. *Note that the unit type information coverage may vary; for some projects, it includes unreleased units, while for others, it excludes unreleased units.*

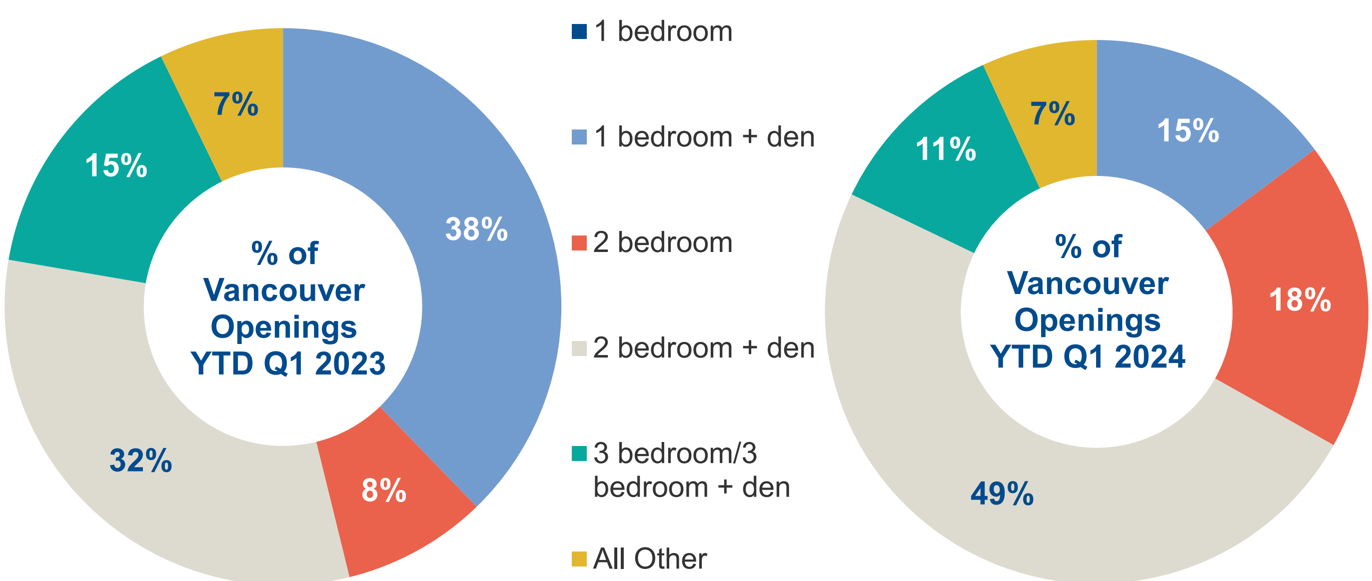


Source: Altus Group

Vancouver Condominium Apartment Units in New Openings by Subarea

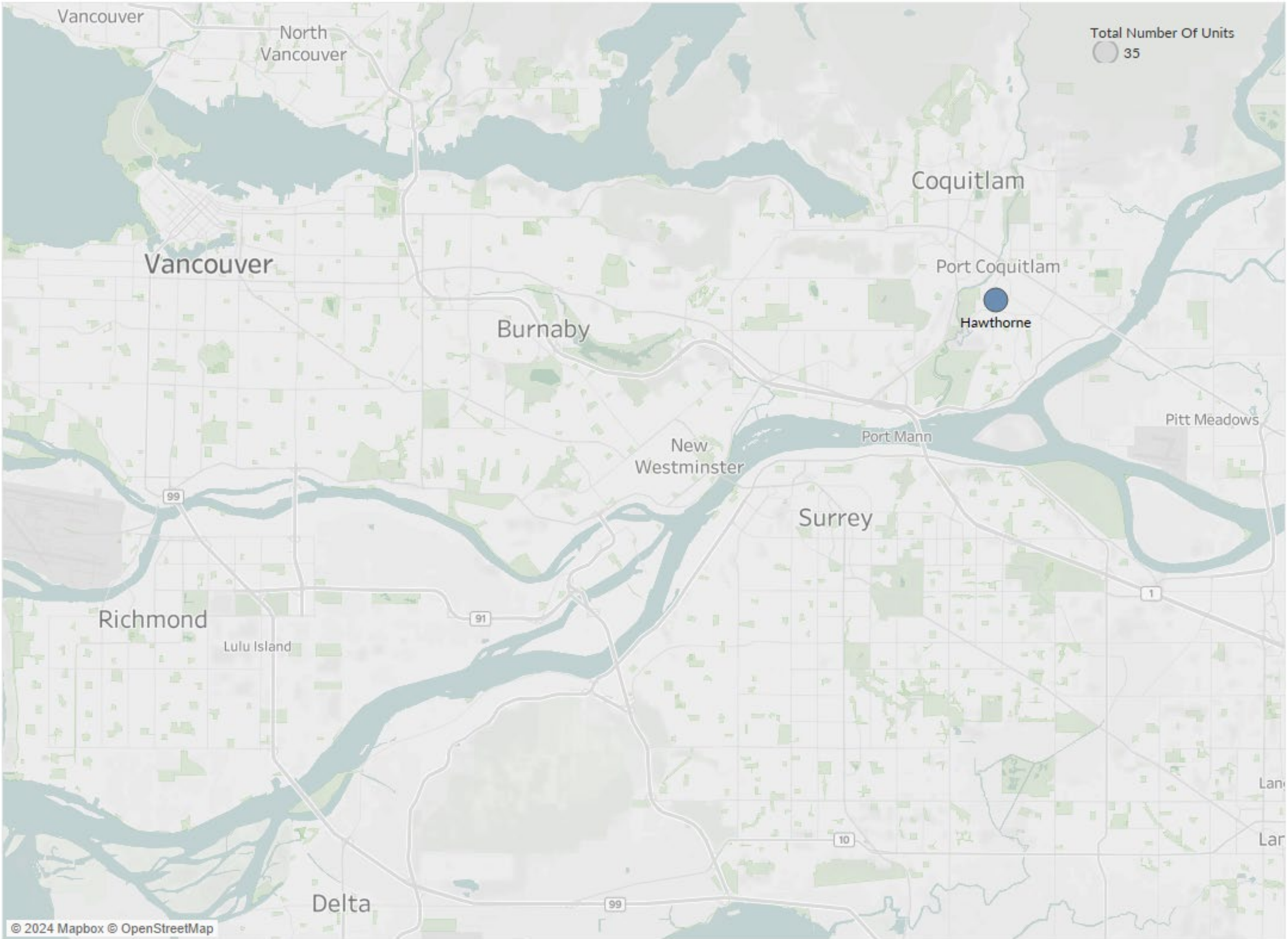


Vancouver Condominium Apartment Units in New Openings by Bedroom Type



Source: Altus Group

February 2024 New Project Launches by Number of Units



Source: Altus Group

New Condominium Apartment Project Openings - February 2024	
Project Name	**Hawthorne**
Developer	Otivo Development Group
Date Opened	February 3, 2024
Subarea	Burnaby / New Westminster / Tri-
Submarket	Port Coquitlam
Project Type	Low Rise
Construction Type	Wood Frame
Floors	4
Project Total Units	**35**
Total Units Released	**35**
Unit Type (see note in text)	
Studio	6
1 bedroom	3
1 bedroom + den	2
2 bedroom	4
2 bedroom + den	18
3 bedroom & up	2
Penthouse	-
Townhouse	-
Other	-
Opening quarter sales	**17**
% Sold (of released units)	*49%*
Remaining inventory	18
Blended $PSF	$840
Minimum Size (sq. ft.)	501
Maximum Size (sq. ft.)	1,152
Minimum Price	$489,900
Maximum Price	$925,000
Notes	

Source: Altus Group

New Condominium Apartments - Openings

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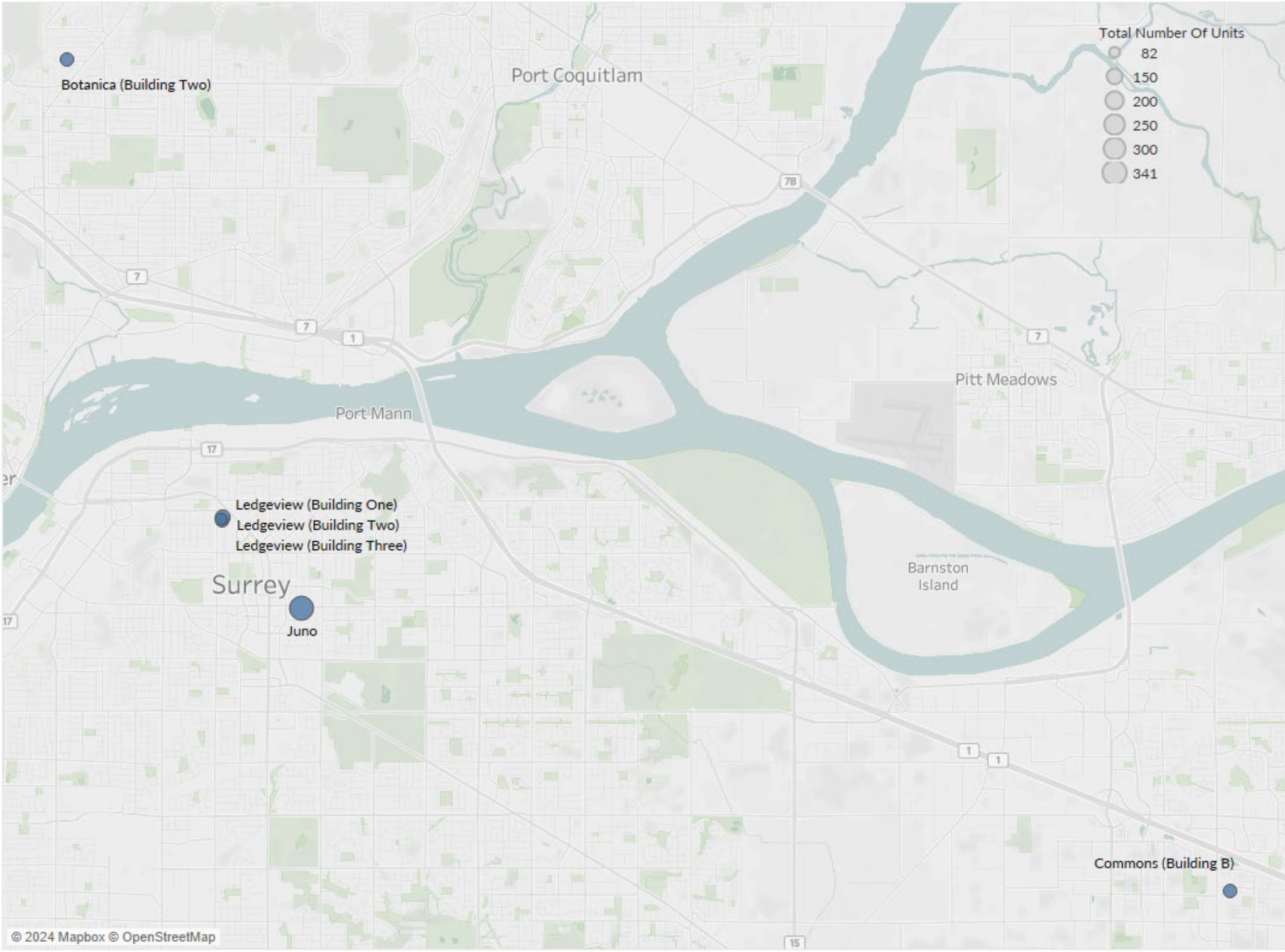
March 2024 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 2

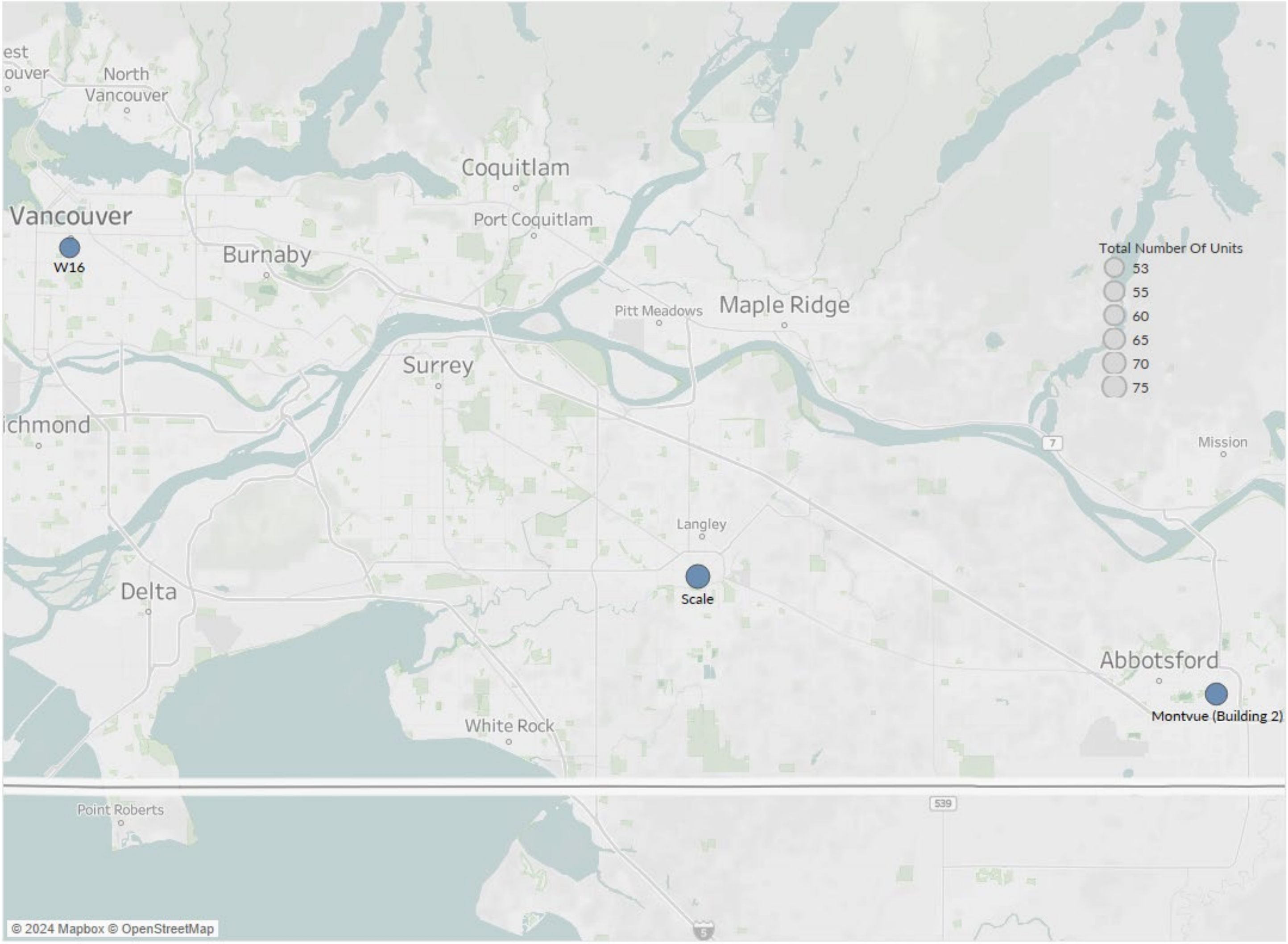
New Condominium Apartments - Openings

New Condominium Apartment Project Openings - March 2024 (1 of 2)

Project Name	Botanica (Building Two)	Commons (Building B)	Juno	Ledgeview (Building One)	Ledgeview (Building Two)	Ledgeview (Building Three)
Developer	Qualex Landmark	Zenterra Developments	StreetSide Developments	Quadra Homes	Quadra Homes	Quadra Homes
Date Opened	March 2, 2024	March 16, 2024	March 2, 2024	March 16, 2024	March 16, 2024	March 16, 2024
Subarea	Burnaby / New Westminster / Tri-	Fraser Valley	Surrey / Delta / White Rock	Surrey / Delta / White Rock	Surrey / Delta / White Rock	Surrey / Delta / White Rock
Submarket	Coquitlam	Langley	Guildford	Guildford	Guildford	Guildford
Project Type	Mid Rise	Low Rise	High Rise	Mid Rise	Mid Rise	Mid Rise
Construction Type	Wood Frame	Wood Frame	Concrete	Wood Frame	Wood Frame	Wood Frame
Floors	6	4	33	6	6	6
Project Total Units	**109**	**115**	**341**	**82**	**131**	**106**
Total Units Released	**109**	**115**	**331**	**82**	**131**	**106**
Unit Type (see note in text)						
Studio	-	4	45	-	-	-
1 bedroom	-	26	58	5	17	15
1 bedroom + den	56	17	39	10	15	11
2 bedroom	33	50	173	53	89	76
2 bedroom + den	14	7	5	-	1	-
3 bedroom & up	6	11	11	14	9	4
Penthouse	-	-	6	-	-	-
Townhouse	-	-	4	-	-	-
Other	-	-	-	-	-	-
Opening quarter sales	**0**	**57**	**185**	**15**	**23**	**26**
% Sold (of released units)	*0%*	*50%*	*56%*	*18%*	*18%*	*25%*
Remaining inventory	109	58	146	67	108	80
Blended $PSF	$1,035	$925	$1,020	$875	$810	$865
Minimum Size (sq. ft.)	555	446	374	573	563	566
Maximum Size (sq. ft.)	1,043	985	1,294	957	1,049	980
Minimum Price	$609,900	$424,900	$399,900	$529,900	$519,900	$519,900
Maximum Price	$969,900	$814,990	$1,029,900	$804,900	$809,900	$764,900
Notes						

Source: Altus Group

March 2024 New Project Launches by Number of Units



Source: Altus Group

Map 2 of 2

AltusGroup

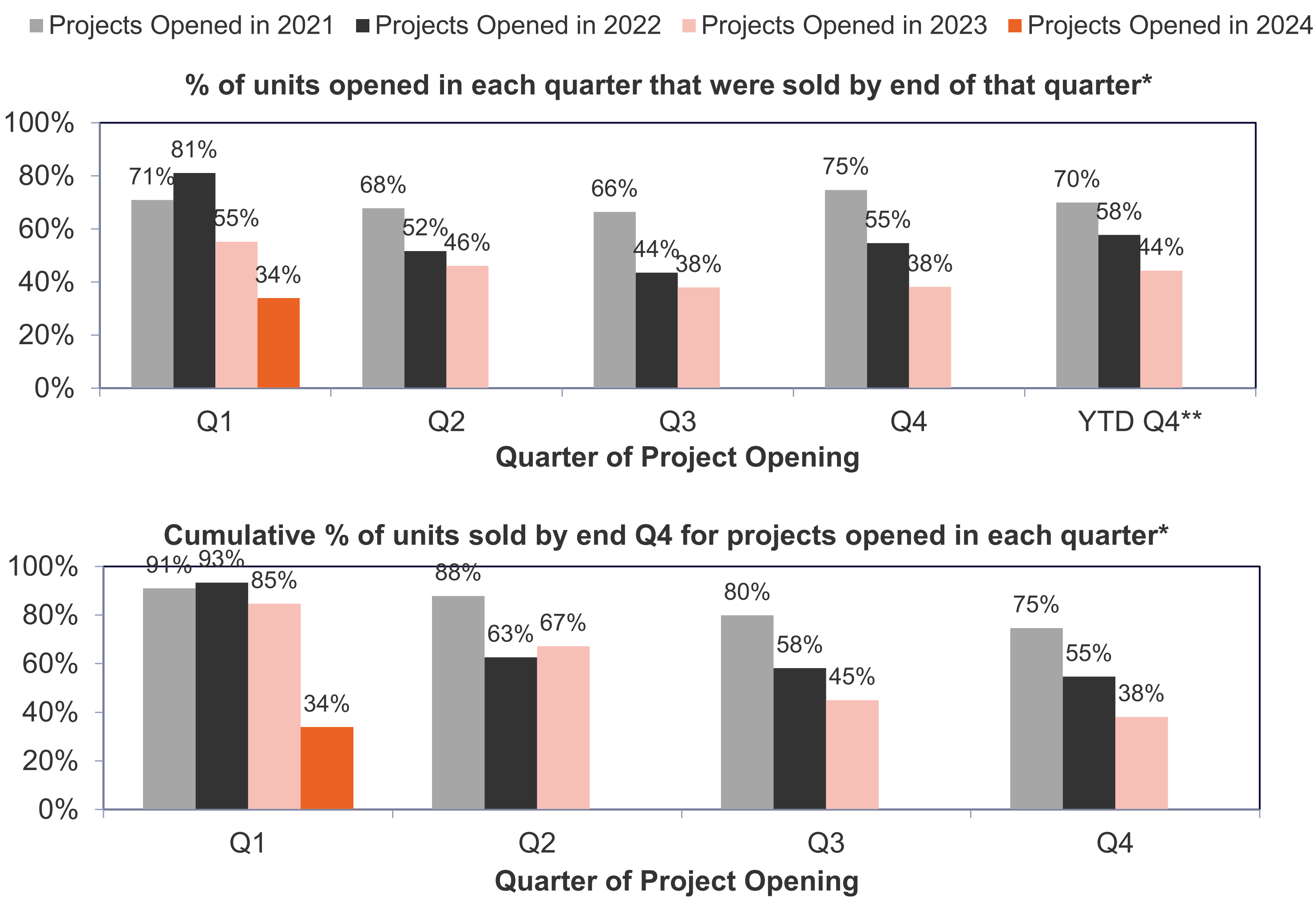
New Condominium Apartment Project Openings - March 2024 (2 of 2)

Project Name	Montvue (Building 2)	Scale	W16
Developer	Parcel7	Scale Projects	Wesgroup
Date Opened	March 2, 2024	March 6, 2024	March 2, 2024
Subarea	Fraser Valley	Fraser Valley	City of Vancouver
Submarket	Aldergrove / Abbotsford	Langley	Vancouver Westside
Project Type	Mid Rise	Mid Rise	Mid Rise
Construction Type	Wood Frame	Wood Frame	Wood Frame
Floors	5	6	6
Project Total Units	**64**	**75**	**53**
Total Units Released	**64**	**75**	**53**
Unit Type (see note in text)			
Studio	4	6	-
1 bedroom	28	12	-
1 bedroom + den	4	25	24
2 bedroom	28	32	4
2 bedroom + den	-	-	20
3 bedroom & up	-	-	5
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	-	-
Opening quarter sales	**23**	**20**	**10**
% Sold (of released units)	*36%*	*27%*	*19%*
Remaining inventory	41	55	43
Blended $PSF	$755	$925	$1,890
Minimum Size (sq. ft.)	371	409	537
Maximum Size (sq. ft.)	854	732	1,124
Minimum Price	$339,700	$414,900	$951,900
Maximum Price	$599,700	$679,900	$2,299,900
Notes			

Source: Altus Group

- **The sales rates at new condominium apartment projects launched during Q1 2024 were behind the level from the previous three years.**
- **Projects launched during the first quarter of 2024 sold at a significantly lower rate than in previous years** (*bottom chart).*
- Caution needs to be used in comparing sales rates for projects opened in different years/quarters, as the timing of when projects opened in the quarter may vary (i.e., have differing numbers of days opened).

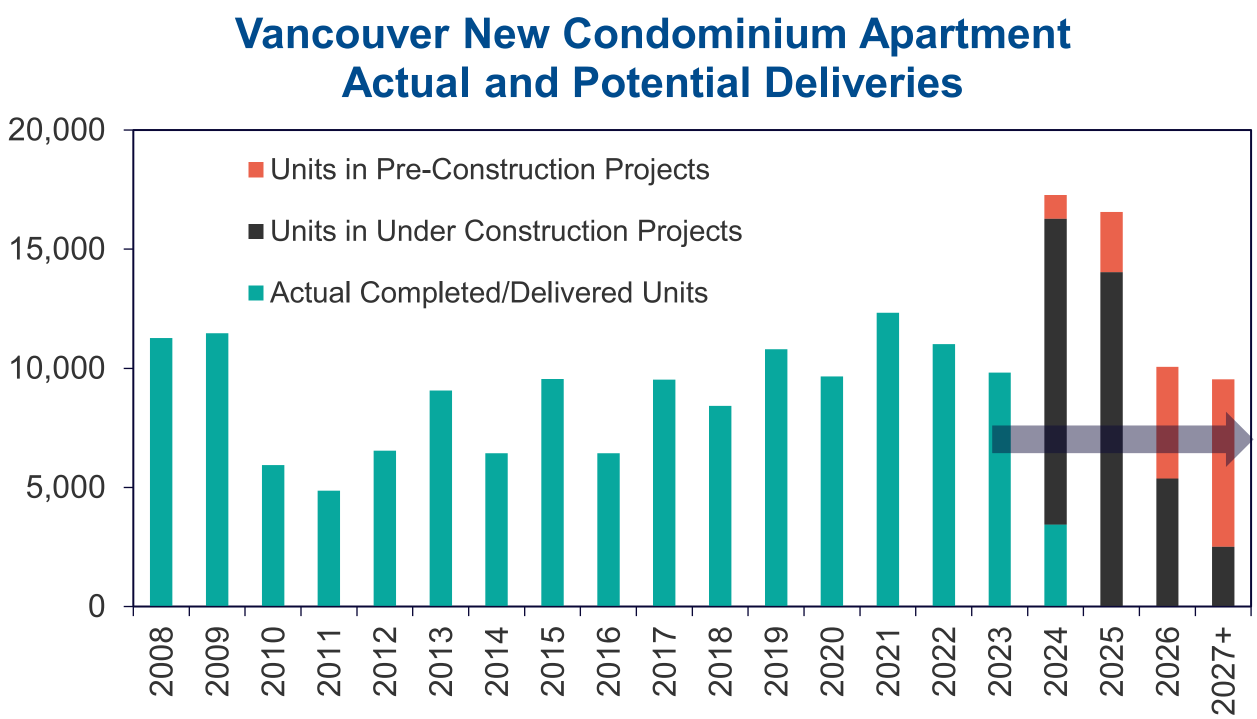
Vancouver Market Area New Condominium Apartment New Project Absorption Timelines



** The total includes unreleased units. **Average of the opening quarter sales rates*
**** Includes Q1 to Q4 sales of projects opened in Q1; Q2 to Q4 sales of projects opened in Q2; Q3 and Q4 sales of projects opened in Q3, and Q4 sales of projects opened in Q4*
Source: Altus Group

New Condominium Apartments - Completions

- **At the end of Q1 2024, there were about 50,000 new condominium apartment units in projects that were either under construction or in pre-construction stages in the Vancouver market area.**
- **About 3,439 new condo apartment units were completed/delivered in Q1 2024** (based on Altus Group data).
- Based on scheduled occupancy dates, and only considering units currently under construction, **completions of condominium apartment units could potentially be higher in 2024 than in recent years.** However, **i**ndustry capacity thresholds, as well as some construction site delays due to disruptions in material supply chains, and the availability of labour could push the delivery timeline for some of the units scheduled to be completed out further than originally planned dates.

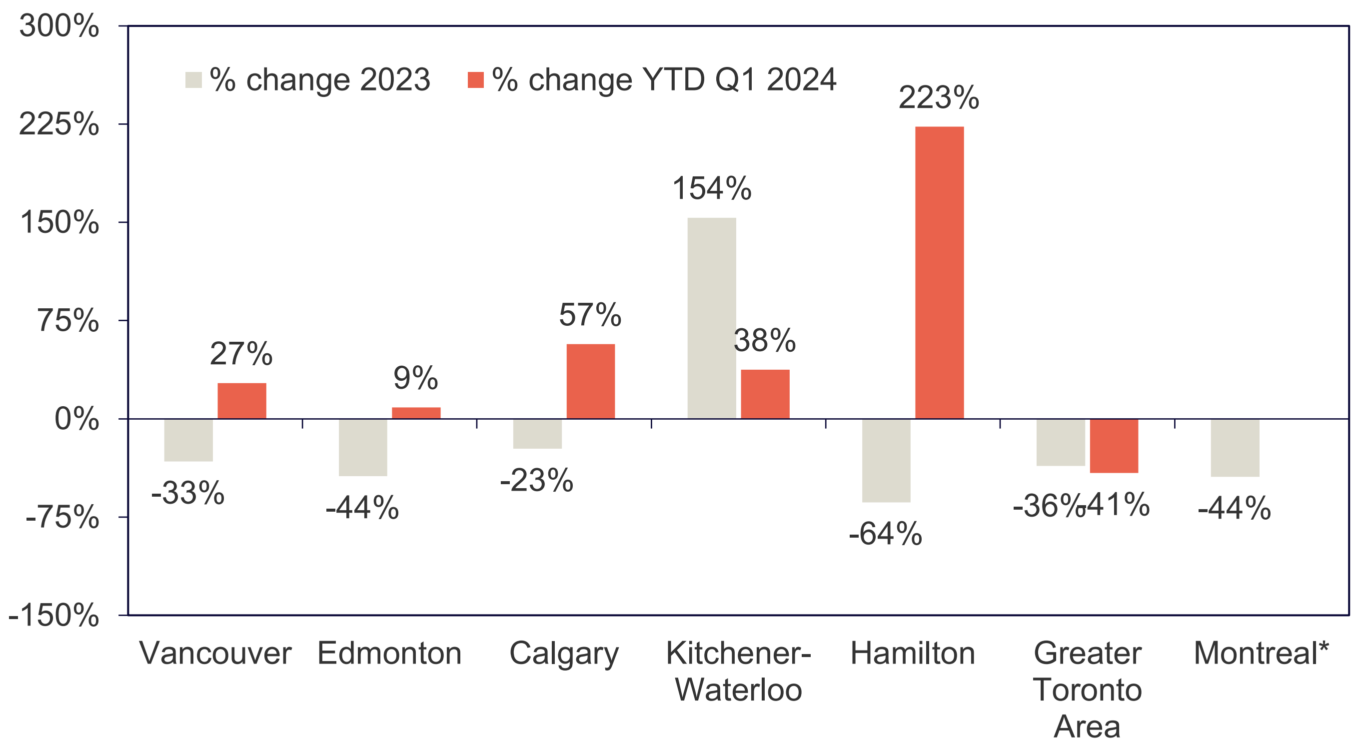


Source: Altus Group

New Condo Apartment Sales Across Canada

- **The new condominium apartment sales in the Vancouver market area observed a moderate recovery in Q1 2024.**
- The Hamilton market area experienced a dramatic triple-digit increase in new condominium apartment sales in Q1 2024. Meanwhile, the Greater Toronto area continued to observe negative sales growth.

New Condominium Apartment Sales, Units
Selected Markets, Year-over-Year % Change



* Q1 2024 data pending
Source: Altus Group

Altus Group New Home Data Definitions
Vancouver Market Area

Vancouver Market Area	The Vancouver Census Metropolitan Area plus Abbotsford. For simplicity in the report, the area is generally referred to as “Vancouver”; whereas the central municipality is clarified with “City of Vancouver”.
Condominium apartment	Includes condominium apartment structures of all heights (low, mid and high-rise). Low-rise: up to and including 4 storeys Mid-rise: 5-9 storeys High-rise: 10 or more storeys
Single-family	Includes detached, semi-detached (duplex) and townhouse units (including stacked townhouse) in projects of 20 or more units.
Inventory	New units available to purchase/unsold at end of the period. Includes available units in pre-construction, under construction and completed projects.
Months of inventory	Unsold inventory at period end divided by average monthly sales in the previous 12 months. Indicates how long current inventory would last assuming same pace of sales (and no additional product added).
Blended $ PSF	The average price of units in projects launched during the period. Calculated by taking a unit weighted average of individual project blended average prices per square foot. The prices do not reflect constant quality product, but rather what is available to purchase in newly launched projects.
Unit size	Average size (sq. ft.) of units in projects launched during the period. Calculated by taking a unit weighted average of individual project blended average sizes.
Completions	Units in projects that have reached occupancy status/been delivered during the period.
“Record” performance	All “record highs” and “record lows” are based on the time period over which Altus Group has been tracking the variable.

Note: all historical data is subject to revision

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