



# News Release

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## **Demand for office, retail, and land reaches five-year high across the Lower Mainland**

**VANCOUVER, BC – September 16, 2016**– Demand for commercial real estate remained robust across all major categories in the Lower Mainland in the second quarter (Q2) of 2016, according to data from Commercial Edge, a commercial real estate system operated by the Real Estate Board of Greater Vancouver (REBGV).

A record 804 commercial real estate sales were registered in the Lower Mainland in Q2 2016. This represents a 30.9 per cent increase over the 614 sales in Q2 2015, and is the most active quarter for commercial real estate in the last five years.

The total dollar value of commercial real estate sales in the Lower Mainland in Q2 2016 was \$4.231 billion, which is 105.7 per cent above the \$2.056 billion total in Q2 2015.

“We continue to see record-setting demand in the commercial real estate market,” said Dan Morrison, REBGV president. “Buyers remain active across all major commercial real estate categories in the Lower Mainland.”

### **Q2 2016 activity by category**

**Land:** There were a record 340 commercial land sales in Q2 2016, which is a 73.5 per cent increase from the 196 land sales in Q2 2015. The dollar value of land sales in Q2 2016 was \$1.850 billion, an 81.5 per cent increase over \$1.019 billion in Q2 2015.

**Office and Retail:** There were a record 256 office and retail sales in Q2 2016, which is up 4.1 per cent from the 246 sales in Q2 2015. The dollar value of office and retail sales in Q2 2016 was \$1.758 billion, a 190.5 per cent increase over \$605 million in Q2 2015.

**Industrial:** There were 168 industrial land sales in Q2 2016, which is up 20 per cent over the 140 sales in Q2 2015. The dollar value of industrial sales in Q2 2016 was \$267 million, a 14.1 per cent increase over \$234 million in Q2 2015.

**Multi-Family:** There were 40 multi-family land sales in Q2 2016, which is up 25 per cent over the 32 sales in Q2 2015. The dollar value of multi-family sales in Q2 2016 was \$353 million, a 79.4 per cent increase over \$197 million in Q2 2015.

Owned and operated by the Real Estate Board of Greater Vancouver (REBGV), the Commercial EDGE system includes all commercial real estate transactions in the Lower Mainland region of BC, with the exception of Pitt Meadows and Chilliwack, that have been registered with the Land Title and Survey Authority of British Columbia. Commercial EDGE is updated monthly based on data originating from the BC Assessment Authority. Commercial EDGE does not include share sale transactions as they are not registered with the Land Title and Survey Authority of British Columbia. Please note that historical data may be subject to revision as transaction records are received from the Land Title and Survey Authority of British Columbia.

The REBGV is an association representing over 12,800 residential and commercial REALTORS® and their companies. It provides a variety of member services, including the Multiple Listing Service® and the Commercial Edge service. For more information on real estate, statistics, and buying or selling a property, contact a local REALTOR® or visit [www.rebgv.org](http://www.rebgv.org).

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Category definitions:

**Office and Retail** properties are defined by the zoning according to each municipality and must have a building on the site. This category includes: Office, office condo, retail, retail condo, shopping centre, gas station, car dealerships, banks, community centres, day care, educational facility, institutional, golf courses, movie theatre, hotel, churches, restaurants, truck stops and others.

**Industrial** properties are also defined by the zoning according to each municipality and must have a building on the site. This includes warehouses, warehouse bays and multi-bay warehouses.

**Multi-Family** properties include: nursing homes, high rises, low rises, and any condo or townhome properties containing four or more units with at least one zoned for commercial use.

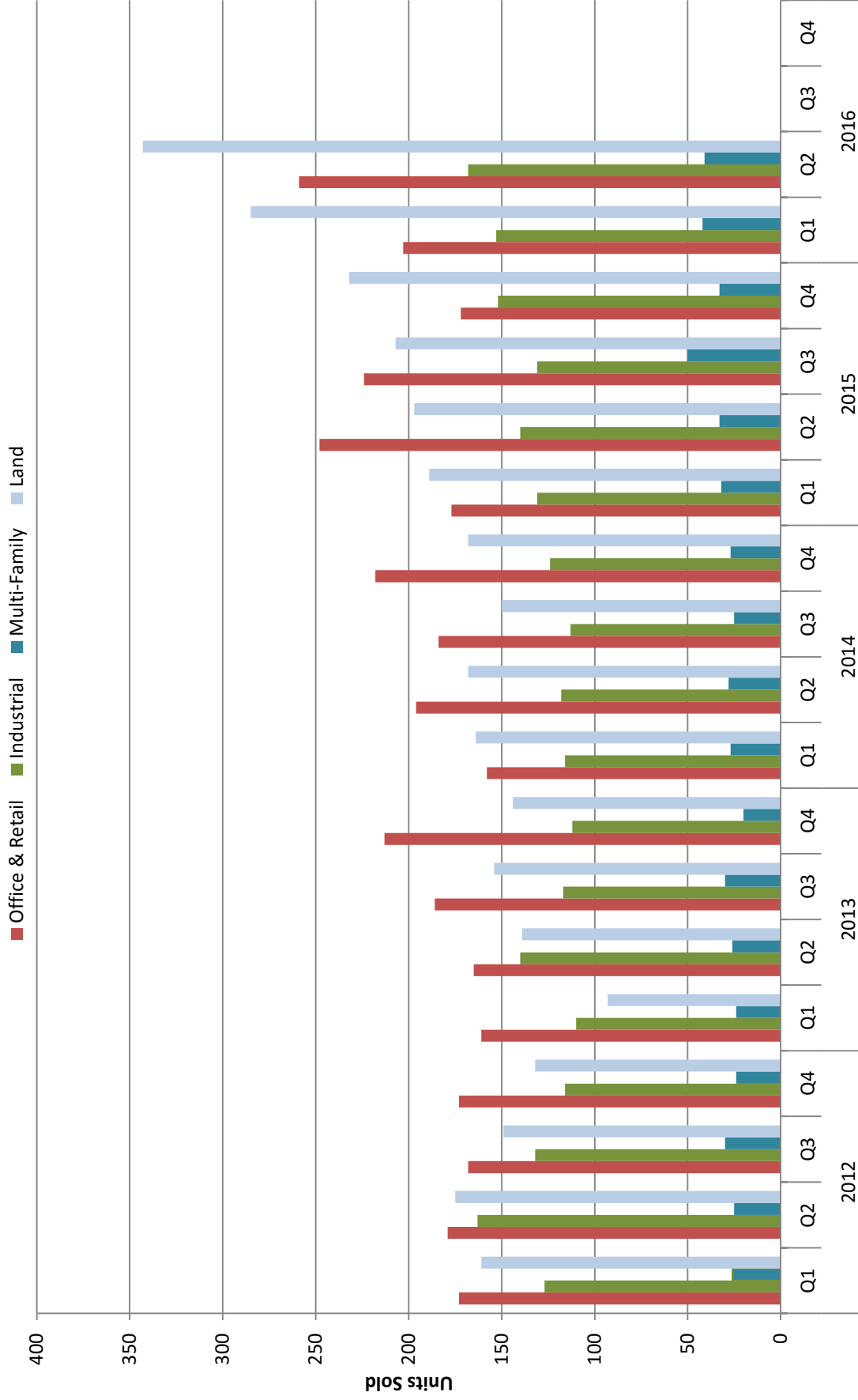
**Vacant Land** includes properties that are holding properties, farmland, garden centres, redevelopment sites, land assembly sites, vineyards, etc.

**LOWER MAINLAND  
COMMERCIAL Sales Activity by Area**

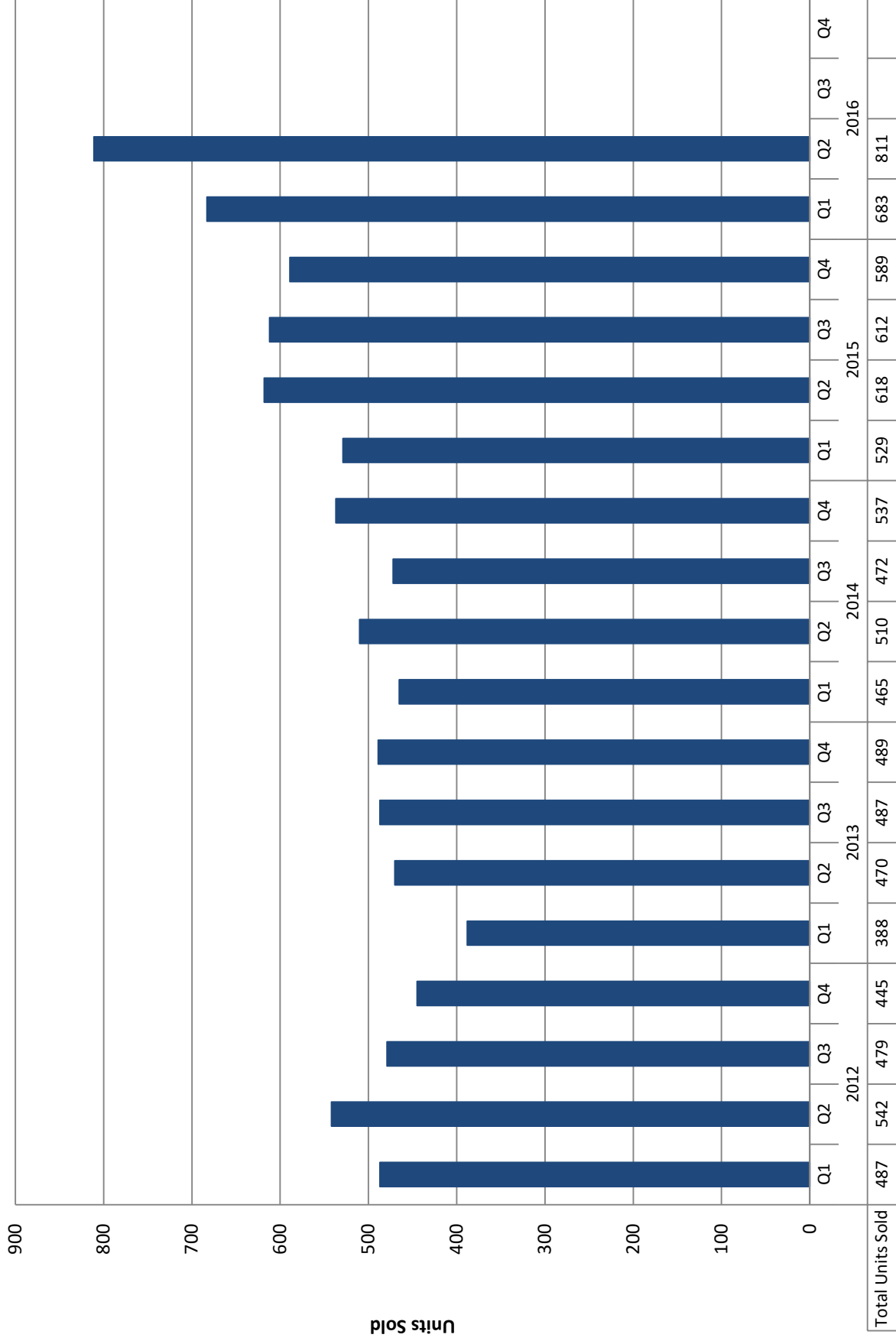
| 2016<br>Second<br>Quarter |                 | Abbotsford   | Burnaby       | Coquitlam    | Delta        | Langley       | Maple Ridge  | Mission      | New Westminster | North Vancouver | Pitt Meadows  | Port Coquitlam | Port Moody   | Richmond      | Surrey        | Vancouver       | West Vancouver  | White Rock   | TOTALS by Category | GRAND TOTALS    |
|---------------------------|-----------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|-----------------|-----------------|---------------|----------------|--------------|---------------|---------------|-----------------|-----------------|--------------|--------------------|-----------------|
| 2016 Q2                   | Office & Retail | 16           | 16            | 7            | 6            | 13            | 13           | 5            | 5               | 7               | 10            | 1              | 2            | 0             | 26            | 37              | 89              | 3            | 256                |                 |
|                           | Industrial      | 12           | 14            | 4            | 4            | 8             | 5            | 7            | 3               | 0               | 2             | 1              | 5            | 0             | 33            | 65              | 5               | 0            | 168                |                 |
|                           | Multi-Family    | 2            | 2             | 2            | 0            | 0             | 0            | 0            | 0               | 2               | 0             | 0              | 0            | 0             | 1             | 1               | 30              | 0            | 40                 |                 |
|                           | Land            | 11           | 15            | 8            | 6            | 1             | 42           | 19           | 5               | 5               | 2             | 15             | 0            | 6             | 4             | 109             | 72              | 1            | 340                |                 |
|                           | Dollar Value    | \$35,867,062 | \$25,662,526  | \$13,230,800 | \$6,384,000  | \$12,828,599  | \$13,838,500 | \$6,449,000  | \$73,458,900    | \$9,748,000     | \$26,544,740  | \$325,000      | \$2,465,000  | n/a           | \$19,781,323  | \$58,795,628    | \$1,449,075,430 | \$4,393,984  | \$1,758,848,492    | \$4,231,050,856 |
|                           | Dollar Value    | \$20,337,150 | \$26,376,625  | \$5,785,000  | \$8,500,000  | \$13,363,238  | \$9,425,500  | \$6,494,000  | \$1,332,998     | n/a             | \$2,095,000   | \$45,750,000   | \$1,930,500  | n/a           | \$41,609,684  | \$74,645,639    | \$9,835,000     | n/a          | \$267,480,334      | \$3,353,999,799 |
|                           | Dollar Value    | \$3,440,000  | \$5,330,000   | \$3,309,000  | n/a          | n/a           | n/a          | n/a          | n/a             | \$13,450,000    | n/a           | n/a            | n/a          | n/a           | \$22,000,000  | \$10,802,977    | \$295,667,822   | n/a          | \$353,999,799      | \$1,850,722,231 |
|                           | Dollar Value    | \$23,473,000 | \$123,003,888 | \$17,062,214 | \$27,484,000 | \$3,950,000   | \$98,950,728 | \$34,233,100 | \$12,740,500    | \$5,660,000     | \$107,647,850 | \$12,097,500   | \$12,097,500 | \$23,356,812  | \$259,860,040 | \$362,128,795   | \$728,273,804   | \$10,800,000 | \$1,850,722,231    | \$1,850,722,231 |
| 2016 Q1                   | Office & Retail | 11           | 10            | 7            | 6            | 3             | 12           | 5            | 1               | 3               | 6             | 1              | 2            | 0             | 35            | 44              | 56              | 1            | 203                |                 |
|                           | Industrial      | 5            | 7             | 6            | 3            | 19            | 8            | 5            | 1               | 1               | 3             | 0              | 11           | 0             | 29            | 39              | 16              | 0            | 153                |                 |
|                           | Multi-Family    | 0            | 3             | 1            | 0            | 0             | 2            | 0            | 0               | 0               | 4             | 0              | 2            | 1             | 0             | 1               | 21              | 0            | 42                 |                 |
|                           | Land            | 6            | 12            | 6            | 11           | 5             | 38           | 11           | 1               | 1               | 4             | 8              | 5            | 6             | 19            | 99              | 50              | 1            | 282                |                 |
|                           | Dollar Value    | \$12,242,822 | \$9,453,500   | \$5,385,000  | \$6,686,000  | \$2,598,000   | \$6,720,650  | \$3,802,000  | \$375,000       | \$115,065,000   | \$4,651,320   | \$265,200      | \$4,912,000  | n/a           | \$38,966,688  | \$144,130,923   | \$538,383,765   | \$290,000    | \$893,927,868      | \$3,159,986,242 |
|                           | Dollar Value    | \$1,910,000  | \$21,415,000  | \$4,911,000  | \$2,586,599  | \$77,222,383  | \$6,831,500  | \$1,841,500  | \$315,000       | \$525,000       | \$5,319,000   | n/a            | \$6,268,308  | n/a           | \$34,154,899  | \$34,141,421    | \$33,231,000    | n/a          | \$230,672,610      | \$3,159,986,242 |
|                           | Dollar Value    | n/a          | \$20,900,000  | \$925,000    | n/a          | n/a           | \$2,878,750  | n/a          | n/a             | \$20,910,000    | \$10,775,000  | n/a            | \$34,000,000 | \$1,180,000   | n/a           | \$2,075,000     | \$139,143,000   | n/a          | \$232,786,750      | \$3,159,986,242 |
|                           | Dollar Value    | \$11,503,500 | \$119,665,220 | \$12,398,277 | \$57,825,056 | \$15,546,500  | \$78,900,482 | \$17,495,000 | \$1,910,000     | \$6,708,000     | \$145,075,000 | n/a            | \$7,964,000  | \$11,878,500  | \$95,797,500  | \$231,685,500   | \$973,126,479   | \$15,120,000 | \$1,802,599,014    | \$1,802,599,014 |
| 2015 Q2                   | Office & Retail | 10           | 28            | 3            | 3            | 7             | 11           | 3            | 1               | 6               | 19            | 2              | 4            | 3             | 30            | 46              | 69              | 1            | 246                |                 |
|                           | Industrial      | 6            | 7             | 0            | 8            | 10            | 3            | 3            | 5               | 0               | 5             | 0              | 14           | 2             | 28            | 39              | 7               | 0            | 140                |                 |
|                           | Multi-Family    | 1            | 2             | 0            | 1            | 2             | 2            | 1            | 0               | 0               | 3             | 0              | 1            | 0             | 0             | 0               | 18              | 0            | 32                 |                 |
|                           | Land            | 4            | 10            | 0            | 12           | 6             | 15           | 7            | 2               | 2               | 5             | 3              | 3            | 1             | 18            | 65              | 44              | 1            | 196                |                 |
|                           | Dollar Value    | \$10,235,959 | \$28,020,300  | \$35,370,000 | \$6,165,000  | \$15,726,000  | \$43,386,828 | \$1,388,000  | \$1,215,000     | \$2,872,000     | \$20,938,722  | \$2,968,000    | \$6,423,000  | \$3,984,900   | \$19,600,600  | \$47,433,099    | \$354,498,342   | \$5,250,000  | \$605,475,750      | \$2,056,783,782 |
|                           | Dollar Value    | \$4,124,000  | \$10,823,000  | n/a          | \$15,438,450 | \$26,930,801  | \$4,200,000  | \$3,611,000  | \$1,377,000     | n/a             | \$5,928,800   | n/a            | \$29,154,353 | \$4,288,000   | \$83,042,062  | \$36,989,280    | \$8,477,400     | n/a          | \$234,384,146      | \$2,056,783,782 |
|                           | Dollar Value    | \$1,087,500  | \$21,858,000  | n/a          | \$3,100,000  | \$7,165,000   | \$21,250,000 | \$1,200,000  | n/a             | \$10,211,000    | \$3,750,000   | n/a            | \$1,200,000  | n/a           | n/a           | n/a             | \$126,475,001   | n/a          | \$197,296,501      | \$2,056,783,782 |
|                           | Dollar Value    | \$8,357,700  | \$173,495,000 | n/a          | \$48,440,300 | \$39,842,521  | \$43,461,200 | \$7,993,000  | \$620,000       | \$11,254,650    | \$15,130,000  | n/a            | \$5,405,000  | \$960,000     | \$75,975,762  | \$197,330,696   | \$370,324,760   | \$21,036,796 | \$1,019,627,385    | \$2,056,783,782 |
| 2016 YTD Q1-Q2            | Office & Retail | 27           | 26            | 12           | 16           | 25            | 10           | 6            | 10              | 16              | 2             | 4              | 0            | 61            | 81            | 145             | 4               | 3            | 448                |                 |
|                           | Industrial      | 17           | 21            | 7            | 27           | 13            | 12           | 4            | 1               | 5               | 1             | 16             | 0            | 62            | 104           | 21              | 0               | 0            | 311                |                 |
|                           | Multi-Family    | 2            | 5             | 0            | 0            | 2             | 0            | 0            | 9               | 0               | 0             | 2              | 1            | 1             | 2             | 51              | 0               | 1            | 80                 |                 |
|                           | Land            | 17           | 27            | 17           | 6            | 80            | 30           | 6            | 6               | 6               | 23            | 11             | 10           | 43            | 208           | 122             | 2               | 6            | 614                |                 |
|                           | Dollar Value    | \$48,109,884 | \$35,116,026  | \$13,070,000 | \$15,426,599 | \$20,559,150  | \$12,251,000 | \$73,833,900 | \$124,813,000   | \$31,196,060    | \$590,200     | \$7,377,000    | n/a          | \$8,748,011   | \$200,926,551 | \$1,987,459,195 | \$4,683,984     | \$2,454,000  | \$2,636,614,560    | \$7,382,838,807 |
|                           | Dollar Value    | \$22,247,150 | \$47,791,625  | \$11,086,599 | \$90,585,621 | \$16,257,000  | \$8,335,500  | \$1,647,998  | \$525,000       | \$7,414,000     | \$45,750,000  | \$8,198,808    | n/a          | \$75,764,583  | \$108,787,060 | \$43,066,000    | n/a             | n/a          | \$487,456,944      | \$7,382,838,807 |
|                           | Dollar Value    | \$3,440,000  | \$26,230,000  | n/a          | n/a          | \$2,878,750   | n/a          | n/a          | \$34,360,000    | \$10,775,000    | n/a           | \$34,000,000   | \$1,180,000  | \$22,000,000  | \$12,877,977  | \$434,810,822   | n/a             | \$3,750,000  | \$586,302,549      | \$7,382,838,807 |
|                           | Dollar Value    | \$34,976,500 | \$242,669,108 | \$85,309,056 | \$19,496,500 | \$177,851,210 | \$51,728,100 | \$14,650,500 | \$12,368,000    | \$252,722,850   | n/a           | \$20,061,500   | \$35,235,312 | \$355,657,540 | \$593,814,295 | \$1,701,400,283 | \$25,920,000    | \$48,604,000 | \$3,672,464,754    | \$7,382,838,807 |
| 2015 YTD Q1-Q2            | Office & Retail | 17           | 36            | 9            | 10           | 22            | 5            | 3            | 12              | 27              | 2             | 5              | 5            | 56            | 78            | 128             | 2               | 5            | 422                |                 |
|                           | Industrial      | 11           | 19            | 13           | 15           | 14            | 12           | 7            | 2               | 11              | 0             | 21             | 2            | 52            | 72            | 20              | 0               | 0            | 271                |                 |
|                           | Multi-Family    | 1            | 5             | 2            | 2            | 3             | 2            | 0            | 5               | 0               | 0             | 1              | 1            | 0             | 1             | 38              | 0               | 1            | 65                 |                 |
|                           | Land            | 10           | 28            | 16           | 8            | 35            | 14           | 5            | 10              | 10              | 10            | 3              | 4            | 39            | 113           | 88              | 2               | 1            | 386                |                 |
|                           | Dollar Value    | \$16,279,959 | \$74,499,155  | \$19,175,091 | \$17,168,000 | \$69,350,828  | \$4,288,000  | \$1,810,000  | \$6,951,000     | \$27,134,522    | \$2,968,000   | \$6,909,900    | \$6,909,900  | \$37,982,548  | \$97,159,568  | \$553,970,066   | \$8,150,000     | \$9,235,000  | \$964,157,177      | \$3,692,575,976 |
|                           | Dollar Value    | \$12,640,200 | \$28,176,000  | \$24,832,450 | \$50,372,689 | \$83,306,165  | \$7,680,519  | \$1,813,000  | \$40,315,478    | \$16,353,800    | n/a           | \$4,288,000    | \$4,288,000  | \$117,146,889 | \$68,485,385  | \$45,566,400    | n/a             | n/a          | \$502,505,575      | \$3,692,575,976 |
|                           | Dollar Value    | \$1,087,500  | \$26,555,000  | \$12,450,000 | \$7,165,000  | \$26,732,114  | \$3,450,000  | n/a          | \$13,696,000    | \$8,865,000     | n/a           | \$1,200,000    | \$3,365,000  | n/a           | \$33,650,000  | \$303,450,501   | n/a             | \$4,455,000  | \$446,124,115      | \$3,692,575,976 |
|                           | Dollar Value    | \$21,759,700 | \$278,052,066 | \$66,790,300 | \$42,302,521 | \$90,099,200  | \$18,581,575 | \$7,730,000  | \$25,076,650    | \$31,439,523    | n/a           | \$5,405,000    | \$23,084,900 | \$197,085,162 | \$310,213,696 | \$633,292,020   | \$22,576,796    | \$6,300,000  | \$1,779,789,109    | \$3,692,575,976 |

Note: Quarterly periods defined as follows: Q1 = [Jan-Mar], Q2 = [Apr-Jun], Q3 = [Jul-Sep], Q4 = [Oct-Dec]

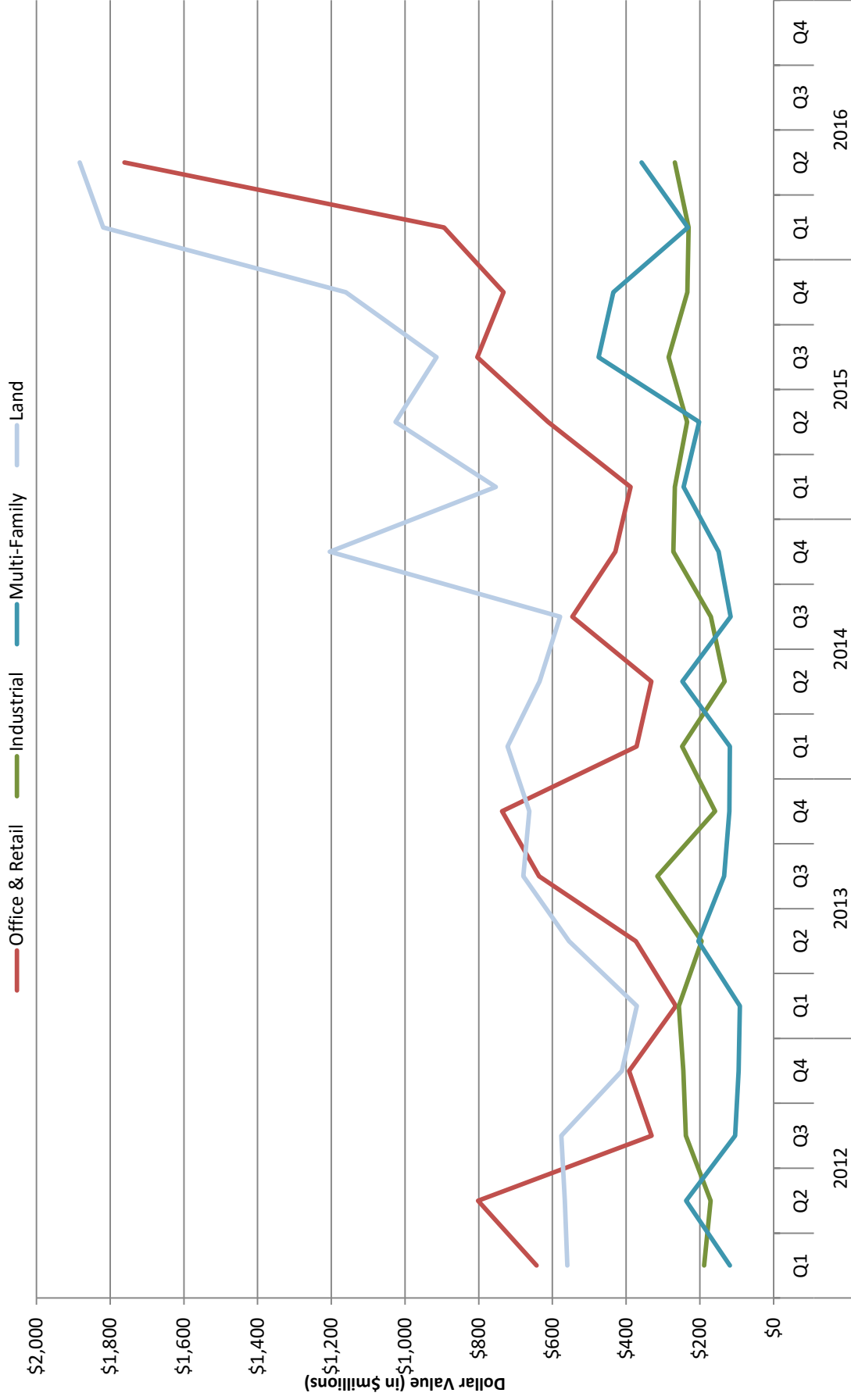
## LOWER MAINLAND Commercial Sales by Category - Quarterly



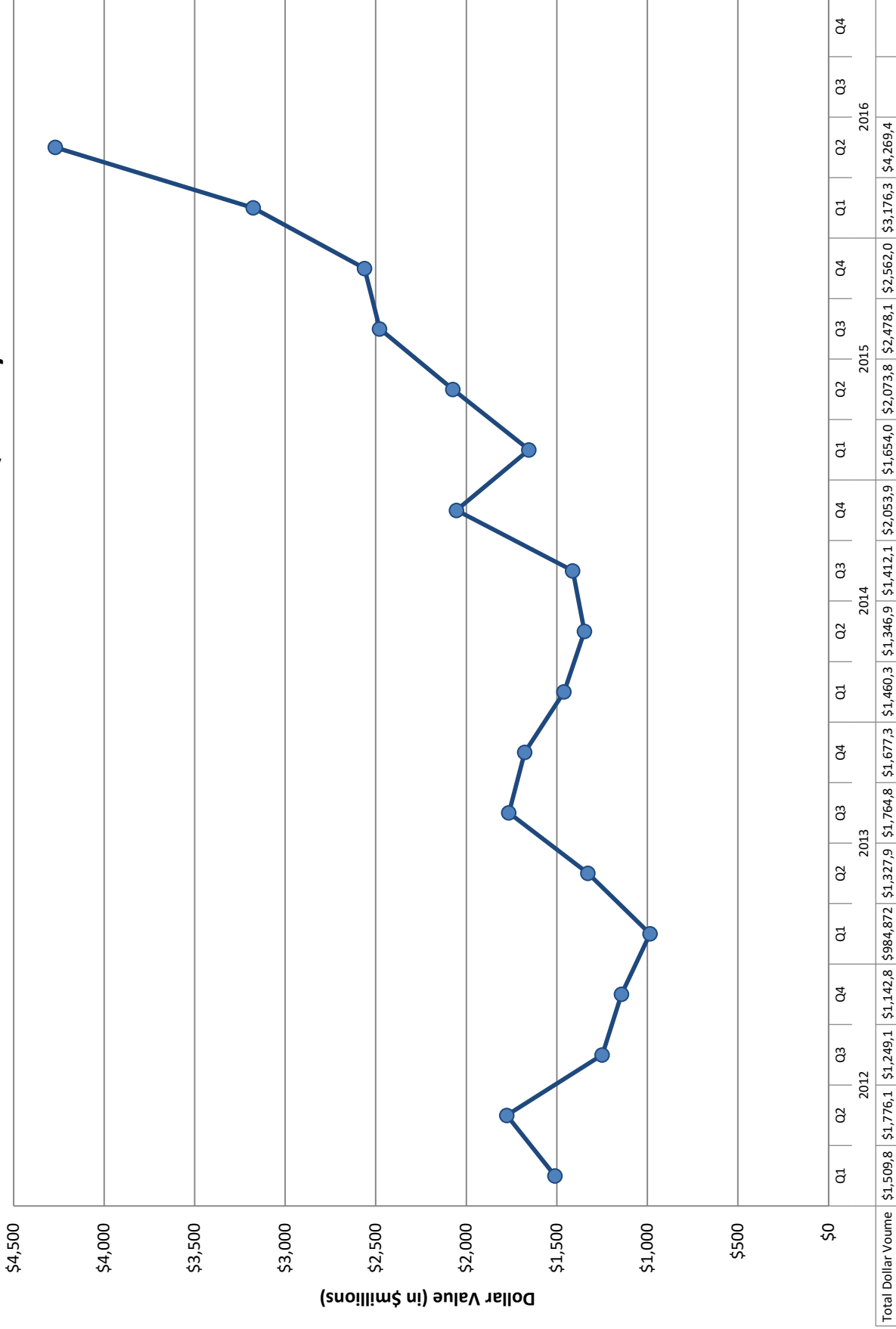
## LOWER MAINLAND Total Commercial Sales - Quarterly



## LOWER MAINLAND Commercial Dollar Value Sold by Category - Quarterly



## LOWER MAINLAND Total Commercial Dollar Value Sold - Quarterly





**LOWER MAINLAND**  
**Total Commercial Sales**  
**Price Range and Category**  
**2016 Q2**



| Price Range                 | Office & Retail | Industrial | Multi-Family | Land       | Totals by Price Range |
|-----------------------------|-----------------|------------|--------------|------------|-----------------------|
| Under \$1,000,000           | 153             | 117        | 3            | 37         | 310                   |
| \$1,000,000 - \$1,999,999   | 48              | 22         | 2            | 89         | 161                   |
| \$2,000,000 - \$2,999,999   | 19              | 7          | 6            | 67         | 99                    |
| \$3,000,000 - \$3,999,999   | 10              | 4          | 8            | 40         | 62                    |
| \$4,000,000 - \$4,999,999   | 7               | 8          | 5            | 21         | 41                    |
| \$5,000,000 - \$5,999,999   | 2               | 6          | 3            | 15         | 26                    |
| \$6,000,000 - \$6,999,999   | 5               | 1          | 1            | 9          | 16                    |
| \$7,000,000 - \$7,999,999   | 0               | 1          | 3            | 8          | 12                    |
| \$8,000,000 - \$8,999,999   | 2               | 0          | 1            | 6          | 9                     |
| \$9,000,000 - \$9,999,999   | 2               | 0          | 1            | 8          | 11                    |
| \$10,000,000 - \$10,999,999 | 1               | 0          | 1            | 6          | 8                     |
| \$11,000,000 - \$11,999,999 | 0               | 0          | 0            | 1          | 1                     |
| \$12,000,000 - \$12,999,999 | 0               | 0          | 1            | 5          | 6                     |
| \$13,000,000 - \$13,999,999 | 1               | 0          | 1            | 3          | 5                     |
| \$14,000,000 - \$14,999,999 | 1               | 0          | 0            | 5          | 6                     |
| \$15,000,000 - \$15,999,999 | 0               | 0          | 0            | 1          | 1                     |
| \$16,000,000 - \$16,999,999 | 1               | 0          | 0            | 2          | 3                     |
| \$17,000,000 - \$17,999,999 | 1               | 0          | 0            | 0          | 1                     |
| \$18,000,000 - \$18,999,999 | 0               | 0          | 0            | 3          | 3                     |
| \$19,000,000 - \$19,999,999 | 0               | 0          | 1            | 1          | 2                     |
| \$20,000,000 - \$20,999,999 | 0               | 0          | 0            | 2          | 2                     |
| \$21,000,000 - \$21,999,999 | 0               | 1          | 0            | 1          | 2                     |
| \$22,000,000 - \$22,999,999 | 0               | 0          | 1            | 1          | 2                     |
| \$23,000,000 - \$23,999,999 | 0               | 0          | 0            | 0          | 0                     |
| \$24,000,000 - \$24,999,999 | 1               | 0          | 0            | 0          | 1                     |
| \$25,000,000 - \$25,999,999 | 0               | 0          | 0            | 3          | 3                     |
| \$26,000,000 - \$26,999,999 | 0               | 0          | 0            | 1          | 1                     |
| \$27,000,000 - \$27,999,999 | 0               | 0          | 0            | 1          | 1                     |
| \$28,000,000 - \$28,999,999 | 0               | 0          | 0            | 0          | 0                     |
| \$29,000,000 - \$29,999,999 | 0               | 0          | 0            | 1          | 1                     |
| At & Over \$30,000,000      | 5               | 1          | 3            | 6          | 15                    |
| <b>Totals by Category</b>   | <b>259</b>      | <b>168</b> | <b>41</b>    | <b>343</b> | <b>811</b>            |



| Category                   | City            | Dollar Value Sold | 2016 Q1 Change % | 2015 Q2 Change % | 2014 Q2 Change % | 2013 Q2 Change % |
|----------------------------|-----------------|-------------------|------------------|------------------|------------------|------------------|
| <b>Office &amp; Retail</b> | Abbotsford      | \$35,867,062      | 193.0%           | 250.4%           | 1480.0%          | 17.7%            |
|                            | Burnaby         | \$25,662,526      | 171.5%           | -8.4%            | -25.0%           | 208.7%           |
|                            | Coquitlam       | \$6,384,000       | -4.5%            | 3.6%             | 171.7%           | -84.3%           |
|                            | Delta           | \$12,828,599      | 393.8%           | -18.4%           | 254.4%           | 100.5%           |
|                            | Langley         | \$13,838,500      | 105.9%           | -68.1%           | 16.8%            | 136.9%           |
|                            | Maple Ridge     | \$8,449,000       | 122.2%           | 508.7%           | 55.1%            | 28.5%            |
|                            | Mission         | \$73,458,900      | 19489.0%         | 5946.0%          | 772.4%           | 13256.2%         |
|                            | New Westminster | \$9,748,000       | -91.5%           | 239.4%           | 141.3%           | 113.1%           |
|                            | North Vancouver | \$26,544,740      | 470.7%           | 26.8%            | -26.4%           | 257.0%           |
|                            | Pitt Meadows    | \$325,000         | 22.5%            | -89.0%           | n/a              | -52.0%           |
|                            | Port Coquitlam  | \$2,465,000       | -49.8%           | -61.6%           | 224.3%           | 1872.0%          |
|                            | Port Moody      | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Richmond        | \$19,781,323      | -49.2%           | 0.9%             | -31.5%           | -35.5%           |
|                            | Surrey          | \$56,795,628      | -60.6%           | 19.7%            | 6.5%             | 87.9%            |
|                            | Vancouver       | \$1,449,075,430   | 169.2%           | 308.8%           | 976.0%           | 646.2%           |
|                            | West Vancouver  | \$4,393,984       | 1415.2%          | -16.3%           | 165.5%           | 62.5%            |
|                            | White Rock      | \$2,454,000       | n/a              | -61.4%           | 10.3%            | -37.7%           |
| Lower Mainland             | \$0             | 97.0%             | 187.9%           | 431.3%           | 371.6%           |                  |
| <b>Industrial</b>          | Abbotsford      | \$20,337,150      | 964.8%           | 393.1%           | 329.7%           | 237.0%           |
|                            | Burnaby         | \$26,376,625      | 23.2%            | 143.7%           | 301.6%           | -19.7%           |
|                            | Coquitlam       | \$8,500,000       | 228.6%           | -44.9%           | -66.1%           | 384.6%           |
|                            | Delta           | \$13,363,238      | -82.7%           | -50.4%           | 24.3%            | -60.0%           |
|                            | Langley         | \$9,425,500       | 38.0%            | 124.4%           | 45.9%            | -35.8%           |
|                            | Maple Ridge     | \$6,494,000       | 252.6%           | 79.8%            | n/a              | 134.4%           |
|                            | Mission         | \$1,332,998       | 323.2%           | -3.2%            | 403.0%           | n/a              |
|                            | New Westminster | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | North Vancouver | \$2,095,000       | -60.6%           | -64.7%           | -52.1%           | 5.8%             |
|                            | Pitt Meadows    | \$45,750,000      | n/a              | n/a              | n/a              | n/a              |
|                            | Port Coquitlam  | \$1,930,500       | -69.2%           | -93.4%           | -39.1%           | -87.5%           |
|                            | Port Moody      | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Richmond        | \$41,609,684      | 21.8%            | -49.9%           | 23.3%            | 133.6%           |
|                            | Surrey          | \$74,645,639      | 118.6%           | 101.8%           | 398.2%           | 115.9%           |
|                            | Vancouver       | \$9,835,000       | -70.4%           | 16.0%            | -56.7%           | -69.2%           |
|                            | West Vancouver  | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | White Rock      | n/a               | n/a              | n/a              | n/a              | n/a              |
| Lower Mainland             | \$0             | 16.0%             | 14.1%            | 101.0%           | 37.0%            |                  |
| <b>Multi-Family</b>        | Abbotsford      | \$3,440,000       | n/a              | 216.3%           | -78.3%           | 195.3%           |
|                            | Burnaby         | \$5,330,000       | -74.5%           | -75.6%           | -91.7%           | 24.7%            |
|                            | Coquitlam       | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Delta           | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Langley         | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Maple Ridge     | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Mission         | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | New Westminster | \$13,450,000      | -35.7%           | 31.7%            | 76.9%            | 320.3%           |
|                            | North Vancouver | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Pitt Meadows    | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Port Coquitlam  | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Port Moody      | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Richmond        | \$22,000,000      | n/a              | n/a              | n/a              | n/a              |
|                            | Surrey          | \$10,802,977      | 420.6%           | n/a              | -84.0%           | -68.5%           |
|                            | Vancouver       | \$295,667,822     | 112.5%           | 133.8%           | 296.8%           | 455.9%           |
|                            | West Vancouver  | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | White Rock      | \$3,750,000       | n/a              | -15.8%           | -9.1%            | 53.7%            |
| Lower Mainland             | \$0             | 53.7%             | 77.3%            | 44.4%            | 75.2%            |                  |
| <b>Land</b>                | Abbotsford      | \$23,473,000      | 104.1%           | 180.9%           | 75.8%            | 35.0%            |
|                            | Burnaby         | \$123,003,888     | 2.8%             | -29.1%           | 368.7%           | 737.2%           |
|                            | Coquitlam       | \$27,484,000      | -52.5%           | -43.3%           | -8.1%            | 79.2%            |
|                            | Delta           | \$3,950,000       | -74.6%           | -90.1%           | -49.8%           | -88.0%           |
|                            | Langley         | \$98,950,728      | 25.4%            | 127.7%           | 65.1%            | 166.5%           |
|                            | Maple Ridge     | \$34,233,100      | 95.7%            | 328.3%           | 159.7%           | 121.3%           |
|                            | Mission         | \$12,740,500      | 567.0%           | 1954.9%          | n/a              | 1133.8%          |
|                            | New Westminster | \$5,660,000       | -15.6%           | -49.7%           | 550.6%           | 480.5%           |
|                            | North Vancouver | \$107,647,850     | -25.8%           | 611.5%           | 793.3%           | 17.9%            |
|                            | Pitt Meadows    | n/a               | n/a              | n/a              | n/a              | n/a              |
|                            | Port Coquitlam  | \$12,097,500      | 51.9%            | 123.8%           | 43.3%            | 572.1%           |
|                            | Port Moody      | \$23,356,812      | 96.6%            | 2333.0%          | 2082.9%          | 4571.4%          |
|                            | Richmond        | \$259,860,040     | 171.3%           | 242.0%           | 139.9%           | 243.9%           |
|                            | Surrey          | \$362,128,795     | 56.3%            | 83.5%            | 116.3%           | 201.5%           |
|                            | Vancouver       | \$728,273,804     | -25.2%           | 96.7%            | 313.8%           | 532.9%           |
|                            | West Vancouver  | \$10,800,000      | -28.6%           | -48.7%           | 8.0%             | n/a              |
|                            | White Rock      | \$32,209,000      | 96.5%            | 411.3%           | n/a              | n/a              |
| Lower Mainland             | \$0             | 3.5%              | 83.5%            | 196.7%           | 239.3%           |                  |