

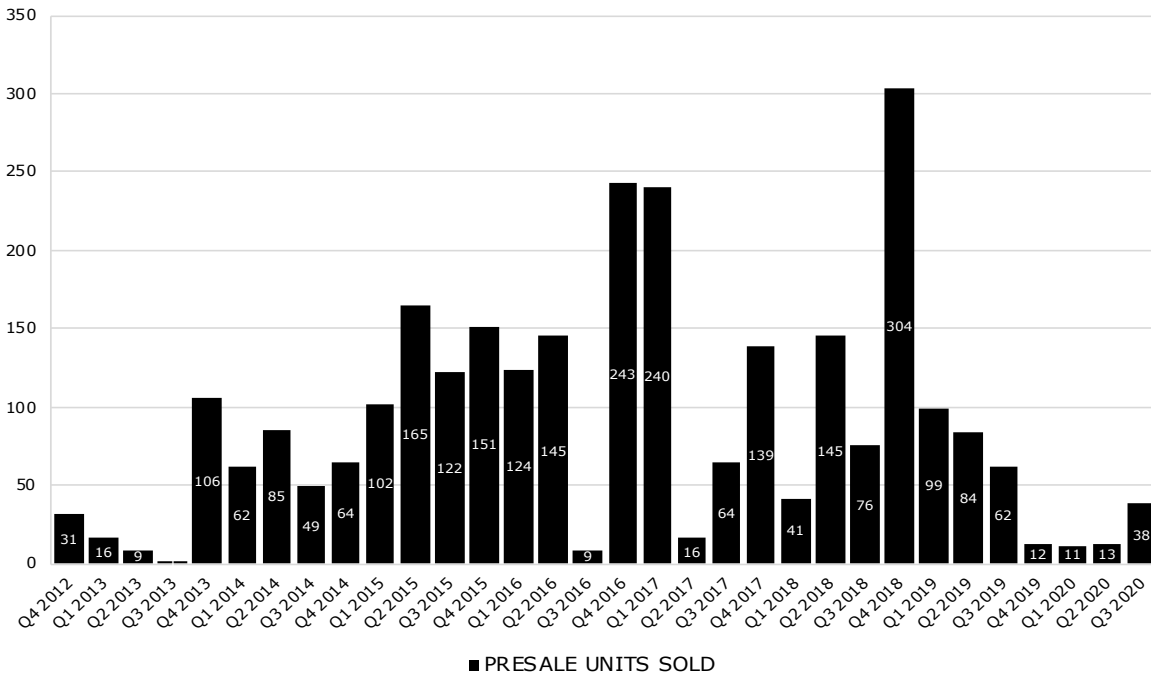


MARKET SPOTLIGHT CAMBIE CORRIDOR

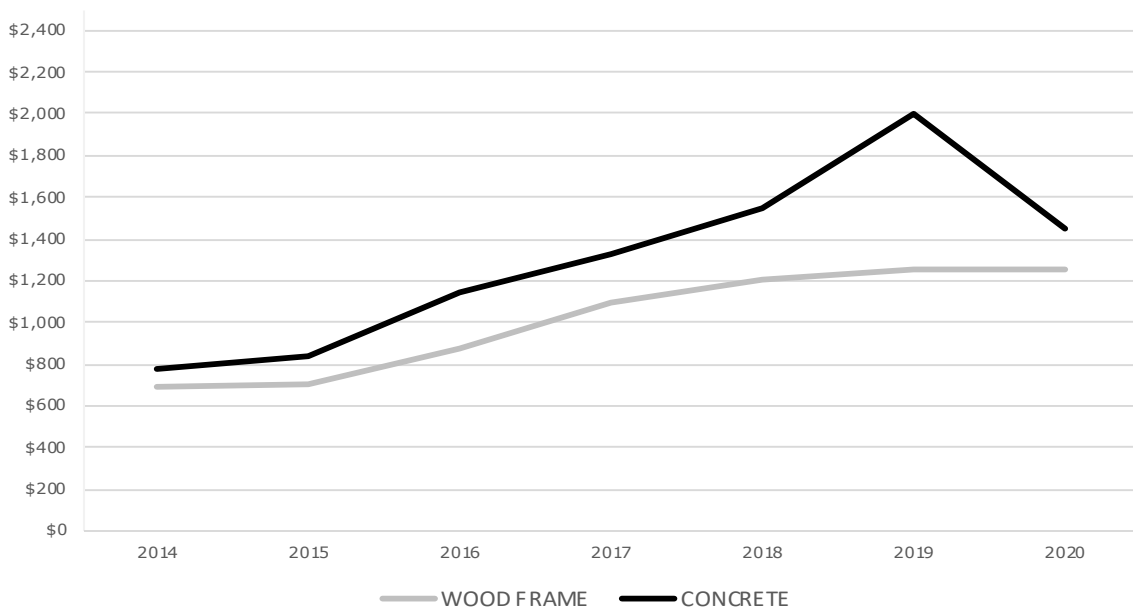
Cambie Corridor Market Overview

The graphs and data below outline key metrics related to condominium supply and demand along the Cambie Corridor in the Vancouver West submarket. This data is from three MLS micro-markets: Cambie, South Cambie, and Oakridge; these micro-markets cover Cambie Street from 16th Ave. to 57th Ave.

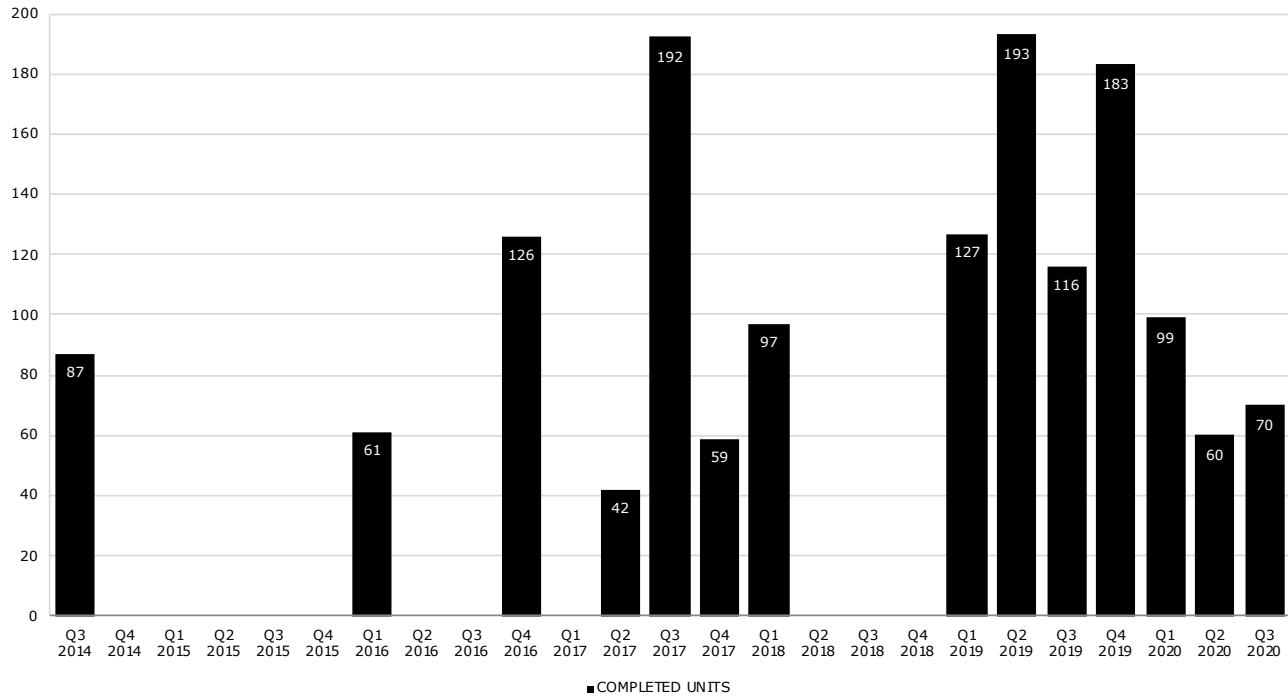
Quarterly Condominium Presales



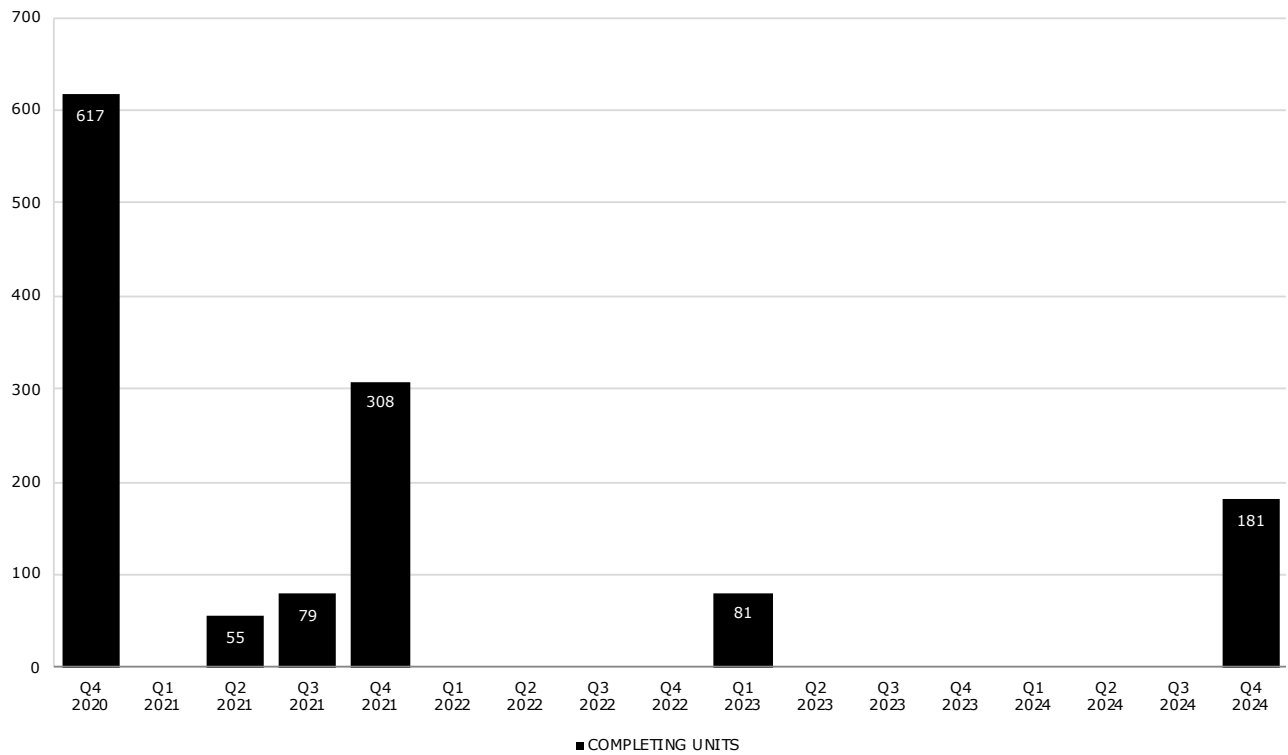
Wood Frame Presale PPSF vs. Concrete Presale PPSF



Past Condominium Completions

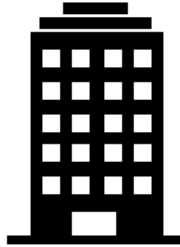


Upcoming Condominium Completions



Upcoming Condominium Units (In Application)

~7,600 units



32 Projects

2,000 units



Single-building Projects

5,600 units



Master Planned Communities

Summary of Trends

- 1) Based on historical data along Cambie Corridor, there have been an average of 540 condominium transactions per year (~140 resales + 400 presales).
- 2) 90% of the product that has either sold out or is actively selling along Cambie Corridor will complete construction prior to 2022. This will bring increased new condominium inventory to market.
- 3) There is a 20% spread between new condominium (built in 2015 or after) list prices and sale prices. When we compare this discrepancy to other markets, we can reasonably deduce that product along the Cambie Corridor is near the bottom with regards to pricing.
- 4) The current resale sold PPSF of new condominiums (built in 2015 or after) is \$1,150 PPSF; the listed PPSF of active (unsold) listings is approx. \$1,350 PPSF depending on unit and construction type.

~540



Avg. Annual Transactions

Presale + Resale

90%



CC Completions

Within One Year

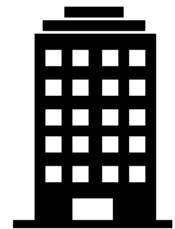
20%



PPSF Spread

Recent Sales & Listings

\$1,150



Current Resale PPSF

Built in 2015 or later

Sources and References

Urban Analytics NHS Live

Altus Group New Homes

Realnet

MLS Paragon

StatsCentre

The information, analyses and opinions within this Market Analysis are compiled through various sources thought to be extremely reliable, although accuracy cannot be guaranteed. The information, analyses and opinions shall not be taken as representations for which MLA Canada or any of its employees shall incur responsibility.



MLA ADVISORY

100-865 HOMER STREET
VANCOUVER, BC V6B 2W5
778-298-1000
ADVISORY@MLACANADA.COM