



The Apartment Team

Multi-Family Market Report

Metro Vancouver 2016

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**Providing local market expertise
with proven positive results.**

Our multi-family team combining 65
years of real estate experience.

NAI COMMERCIAL APARTMENT TEAM

Introduction



Welcome to the NAI Apartments Multi-Family Market Report

We are excited to report another strong year in both multi-family and land development sales. As expected, the number of available properties for sale remains limited, which continues to drive prices higher. We believe the trend of a continuously evolving development market as well as a low inventory of rental buildings will continue in 2016. Real estate headlines are likely to remain dominated by the topic of increasing land prices.

In the new year, we are expecting to see several new Official Community Plans finalized which could affect land values. The low interest rates that

are available should extend through the following year – providing optimal conditions for investment.

Enclosed in this report are all of NAI's multi-family and land development sales of 2015. Please note we do not include strata, co-operative, or mixed-use properties in this data. We have included the regional highlights, general market issues, development news and our 'Best Bets for 2016'. Also featured is a current listings page with details on all investment properties listed for sale with the NAI Multi-Family Team. Lastly, we are pleased to announce the latest improvements to our website.

FEATURED UPDATES

ApartmentBlocks.ca

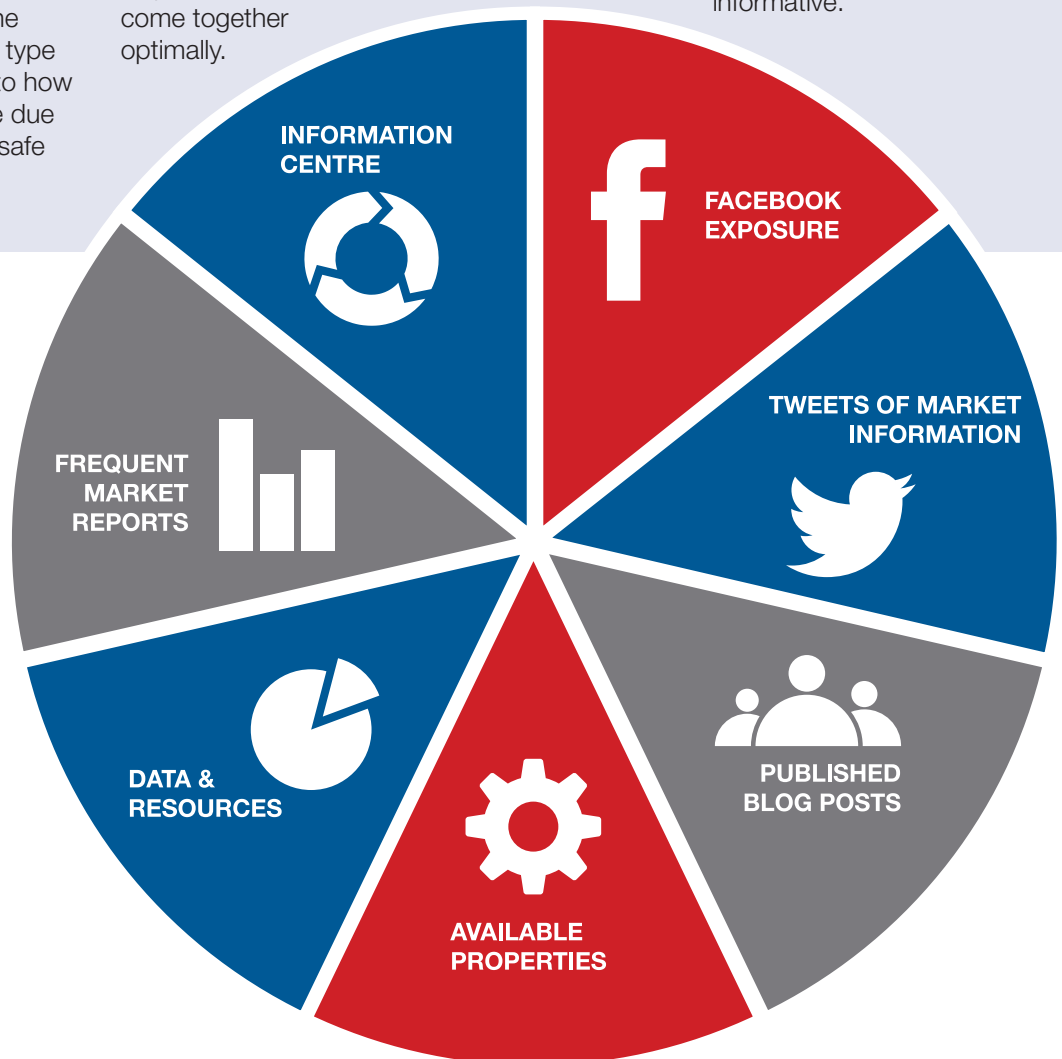
Apartmentblocks.ca is our website dedicated to creating a multi-channelled network that ties into all aspects of multi-family and land development real estate. The purpose of this website is to host an open dialogue between yourself and the Greater Vancouver market. With our ever-expanding library of information, we are constantly evolving.

Let's start from the beginning. For the new investor looking to purchase property, we have informational articles that provide general insight on the purchasing process – from what type of building may suit your needs to how you can obtain financing and the due diligence necessary to ensure a safe investment.

For those who have already made an investment, we have ongoing advice on how to manage your property and operate smoothly, or tips on cost-efficient improvements that can increase value.

Lastly, if you are considering selling a property, we've included ideas of how to improve your property's overall appeal and general aesthetics, or how you can combine due diligence to help the transaction come together optimally.

We have recently redesigned our website with the sole intention of making more information available to you. We provide all relevant information as it becomes available regarding zoning changes, recent transactions and current availabilities. With our ongoing exposure in business publications such as LandLord BC, Renx and Western Investor, we strive to keep all website content comprehensive, relevant, and informative.



GREATER VANCOUVER Market Overview 2015

Regional Highlights

Will it ever stop?

is the question that seems to be the most prevalent in the multi-family market. Due to the fact that prices seem to be skyrocketing, demand of multi-family properties shows no sign of slowing down. This is happening to all sectors of the multi-family market. This year we have seen price increases ranging from 8% to 18%.

More buildings were sold in 2015 than ever before, thus breaking the historical record. The significant reason for this may be the land use re-zoning that has been going on in the major cities, and the subsequent land sales as part of large developments. We have seen new development proposals from Vancouver, North Vancouver, and Burnaby. Coquitlam has a zoning update that will likely be released mid-2016.

Some of the outlying areas have not kept up with the escalation in pricing, however, this may change as local return-driven buyers seem to be getting weary of the sub 3.5% returns being offered in the Lower Mainland. These low returns do not seem to bother the offshore buyers who have an insatiable appetite for good-quality, Lower Mainland buildings.

When this activity might slow down is a difficult question to answer. We are seeing a proliferation of subject-free offers. This type of offer is only made in a very hot market as buyers try to use every advantage they can to get their offer accepted. Generally, it is good practice to have 50% down when buying an apartment in order to avoid disappointment once CMHC has whittled down the debt servicing. Overall, the real estate sector has been the strongest among other financial investments and without some holdings in your portfolio, you will find yourself falling tremendously behind.

	2015 ¹	2014	2013
Wood-Frame Non-Strata Building Transactions			
Total Buildings Sold	124	103	88
Total Units Transacted	4,002	2,459	1,985
Sales Volume	\$891,229,801	\$526,662,965	\$386,983,975
Total Average	\$222,696	\$214,178	\$196,4,954
Percentage ±	3.98%	9.12%	19.60%
Average Price per Suite			
Vancouver	\$328,049	\$287,590	\$231,521
Burnaby	\$251,238	\$270,757	\$240,441
Suburban	\$150,855	\$137,199	\$129,559
Concrete Building Transactions			
Total Buildings Sold	4	5	6
Total Units Transacted	442	601	335
Sale Volume	\$151,352,500	\$141,583,000	\$62,500,000
Total Average Price/Unit	\$342,426	\$235,579	\$186,567

Source: RealNet & Commercial Edge

Vancouver Market Insight

For those interested in making an investment in this market but not willing to buy something that could be seen as overpriced, a little luck might be necessary. Strong demand from local and offshore buyers is pushing prices to a record-breaking high. Most areas have capitalization rates at sub-3% levels.

We are seeing multiple offers on any new listing, with many offers coming in subject-free without even having seen the building. The only way to compete is to contact a realtor who is extremely active in the current market and has been around long-term. Action must be taken immediately if a suitable property is found – if not, there is a high risk of missing the opportunity to make an offer. Many are making subject-free offers. This enables you to compete in this highly-active market and whatever is purchased today can increase in value significantly within just one year.

Vancouver Concrete High- & Mid-Rise Transactions in 2015¹				
Address	Month Sold	Selling Price	Price/Suite	# of Units
501 – 741 W. 57th Ave.	January	\$101,857,500	\$328,573	310
1550 West 10th Ave.	April	\$11,500,000	\$348,485	33
2121 Alma Street	May	\$14,495,000	\$337,093	43
1380 Jervis Street	September	\$23,500,000	\$419,643	56
Total / Average		\$151,352,500	\$342,426	442

Source: RealNet & Commercial Edge

¹Based on January to December 21, 2015

Vancouver Trends

Asking Price: ↑ Cap Rate: ↔
Vacancy Rate: ↔ Rent: ↑

TRANSACTIONS 2015 Vancouver

Vancouver Transactions 2013–2015¹ by Submarket

(Wood-frame, non-strata buildings only)

		Sale Volume	Bldg. Sold	Units Sold	Avg. Price Per Suite
Marpole	2015	\$50,108,000	9	207	\$242,068
	2014	\$12,855,000	6	60	\$214,250
	2013	\$23,370,000	6	118	\$198,051
South Granville/Oak	2015	\$57,787,001	9	130	\$444,515
	2014	\$29,740,000	7	112	\$265,536
	2013	\$88,915,009	14	353	\$251,884
Kerrisdale	2015	\$0	0	0	\$0
	2014	\$53,658,000	8	126	\$425,857
	2013	\$16,480,000	3	47	\$350,638
Kitsilano	2015	\$131,129,200	12	378	\$346,903
	2014	\$43,537,000	9	128	\$340,414
	2013	\$30,225,000	4	94	\$321,543
Hastings/Grandview	2015	\$12,495,000	4	61	\$204,836
	2014	\$14,385,000	5	75	\$191,800
	2013	\$28,409,578	12	169	\$168,104
Mount Pleasant	2015	\$3,250,000	1	11	\$295,455
	2014	\$34,273,000	8	168	\$204,006
	2013	\$10,697,000	5	47	\$227,596
Fraserview	2015	\$7,388,400	4	37	\$199,686
	2014	\$1,820,000	1	12	\$151,667
	2013	\$15,250,000	2	144	\$105,903
West End	2015	\$129,330,000	12	340	\$380,382
	2014	\$58,250,000	10	194	\$300,258
	2013	\$44,955,000	7	152	\$292,757
UBC	2015	\$10,700,000	1	18	\$594,444
	2014	\$5,388,000	1	8	\$673,500
	2013	\$4,475,000	1	11	\$406,818
Total	2015	\$402,187,601	55	1,226	\$328,049
	2014	\$253,906,000	55	883	\$287,590
	2013	\$262,776,587	54	1,135	\$231,521

Source: RealNet & Commercial Edge

Vancouver Transactions in 2015¹

Address	Month Sold	Selling Price	Price/Suite	# of Units
Marpole				
1377 West 70th Street	January	\$1,730,000	\$216,250	8
1387 & 1397 W. 71 St.	February	\$4,258,000	\$224,105	19
8590 Osler Street	February	\$2,750,000	\$250,000	11
1425 West 70th Street	March	\$2,650,000	\$441,667	6
1198 West 70th Street	March	\$3,650,000	\$214,706	17
8635 Laurel Street	Sept.	\$5,300,000	\$278,947	19
1373 73rd Avenue	Sept.	\$24,170,000	\$228,019	106
8619 Cartier Street	Nov.	\$1,800,000	\$225,000	8
8599 Oak Street	Nov.	\$3,800,000	\$292,308	13
Total / Average		\$50,108,000	\$242,068	207

¹Based on January to December 21, 2015

²Sold as development site

Sold by NAI Commercial Apartment Team

Vancouver Transactions in 2015¹

Address	Month Sold	Selling Price	Price/Suite	# of Units
South Granville / Oak				
1675 W. 11th Avenue	February	\$2,300,000	\$230,000	10
1446 W. 13th Avenue	February	\$3,267,000	\$297,000	11
2875 Laurel Street	March	\$2,300,000	\$383,333	6
1870 W. 12th Avenue	April	\$2,920,000	\$417,143	7
1346 W. 11th Avenue	May	\$3,600,000	\$360,000	10
1646 W. 10th Avenue	May	\$4,280,001	\$535,000	8
1395 W. 14th Avenue	June	\$6,000,000	\$272,727	22
5826 - 5860 Tisdall St.	July	\$27,600,000	\$641,860	43
2572 Birch Street	August	\$5,520,000	\$424,615	13
Total / Average		\$57,787,001	\$444,515	130
Kitsilano				
1988 Stephens Street	February	\$9,954,200	\$311,069	32
1968 West 2nd Avenue	March	\$6,150,000	\$256,250	24
2235 West 6th Avenue	April	\$7,000,000	\$350,000	20
2325 York Avenue	June	\$4,780,000	\$434,545	11
2154 York Avenue	July	\$4,550,000	\$413,636	11
2165 West 1st Avenue	June	\$5,000,000	\$333,333	15
3755 West 6th Avenue	July	\$40,100,000	\$378,302	106
2130 York Avenue	Sept.	\$10,250,000	\$394,231	26
1609 Cypress Street	Sept.	\$4,395,000	\$274,688	16
2040 York Avenue	Sept.	\$18,630,000	\$345,000	54
2170 West 5th Avenue	Nov.	\$6,520,000	\$326,000	20
2280 West 6th Avenue	Dec.	\$13,800,000	\$320,930	43
Total / Average		\$131,129,200	\$346,903	378
Hastings / Grandview				
1925 Woodland Drive	January	\$5,245,000	\$174,833	30
675 Victoria Drive	March	\$2,150,000	\$215,000	10
1533 East Broadway	May	\$3,050,000	\$254,167	12
309 East Cordova St.	Nov.	\$2,050,000	\$227,778	9
Total / Average		\$12,495,000	\$204,836	61
Mount Pleasant				
2416 Fraser Street	August	\$3,250,000	\$295,455	11
Fraserview				
7884 Knight Street	February	\$2,300,000	\$176,923	13
177 East 24th Ave.	February	\$2,150,000	\$268,750	8
326 Nanaimo Street	June	\$1,250,000	\$125,000	10
3012 Vanness Street	Sept.	\$1,688,400	\$281,400	6
Total / Average		\$7,388,400	\$199,686	37
Westend				
1540 Haro Street	January	\$7,590,000	\$271,071	28
1104 Haro Street	March	\$7,275,000	\$382,895	19
1310 Burnaby Street ²	April	\$7,300,000	\$270,370	27
1847 Pendrell Street	April	\$8,195,000	\$356,304	23
1332 Thurlow Street ²	April	\$12,305,000	\$535,000	23
1065 Harwood Street ²	April	\$11,695,000	\$487,292	24
1078 Harwood Street ²	June	\$10,500,000	\$388,889	27
1860 Nelson Street	July	\$9,085,000	\$378,542	24
1209 Jervis Street ²	Sept.	\$24,900,000	\$553,333	45
1516 Burnaby Street	Sept.	\$6,608,000	\$287,304	23
1250 Nicola Street	October	\$7,558,000	\$269,929	28
1221 Bidwell Street	October	\$16,319,000	\$333,041	49
Total / Average		\$129,330,000	\$380,382	340
UBC				
2225 Acadia Road ²	February	\$10,700,000	\$594,444	18

Source: RealNet & Commercial Edge

DEVELOPMENT HIGHLIGHTS

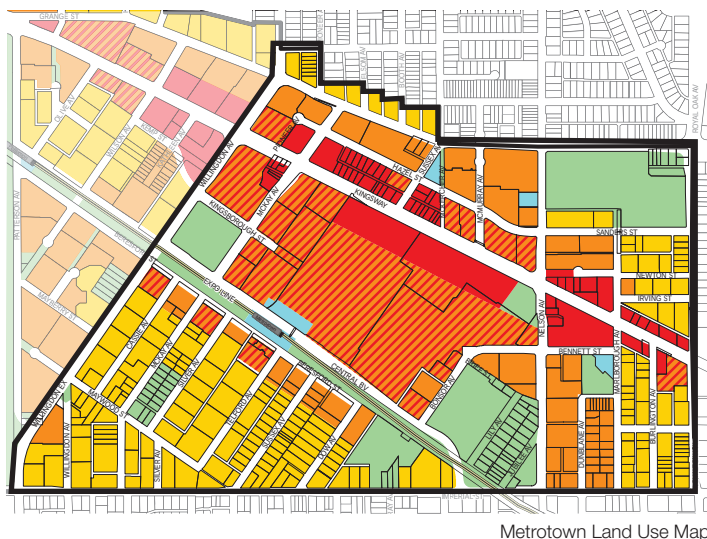
Changing Communities

Metrotown

After three years, we are still waiting to see what kind of modifications are made with the finalized version of the Official Community Plan. As outlined in our blog article “The Calm Before the Storm,” (www.apartmentblocks.ca/metrotown-development.html) we expect to see most of the concentrated densification increases east of Willingdon, north of Imperial, south of Beresford and west of Royal Oak (outlined below). Several reasons for the delay are as follows.

Many condominiums have recently been built and have yet to be absorbed by the market. Flooding the market with new dwellings will bring down the overall price per square foot of newly-finished units and affects the value of land.

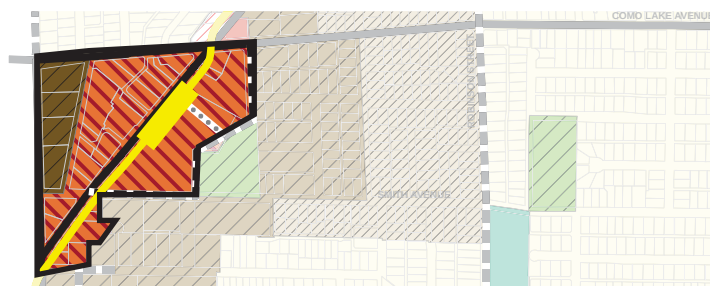
The Community Plan has also been delayed as basement suites have been recently legalized as additional dwellings in an attempt to maintain a sustainable stock of rental housing. The process to obtain a permit is delayed while modifications are made to build a more streamlined and efficient system. The City has indicated a Spring 2016 release of the Official Community Plan but has not yet provided a set date.



Burquitlam

With its new Official Community Plan set in motion, this is an area that will see imminent increases in property values. The increased densification is not intended to promote growth as aggressively as other neighbourhoods – such as Metrotown or Brentwood – but even a medium-density zoning can drive land values above the market values of your revenue property.

The focus of the changes is within 800 meters of the Burquitlam SkyTrain Station. This will maximize the benefits of the expensive infrastructure upgrades under construction in the area. The Community Plan encourages potential development opportunities around the station.

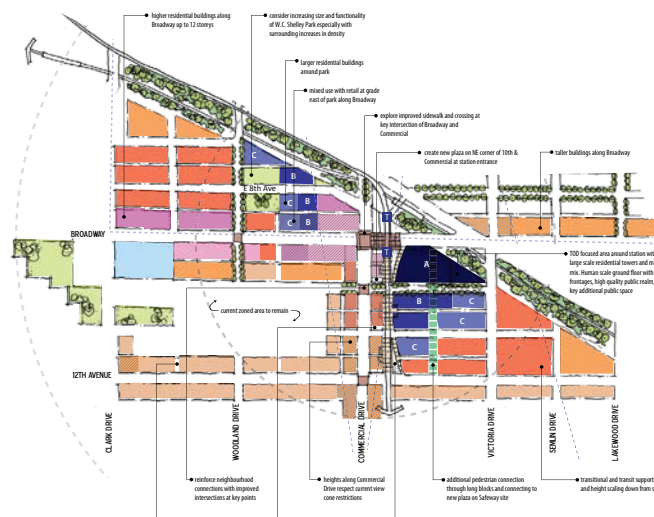


Burquitlam Land Use Map

Grandview-Woodland

This Community Plan is still in its preliminary planning stages. Throughout 2016 many new ideas will be taken to the City Council that could help shape the overall concept of this plan. Currently, the objective is to densify neighbourhoods along main arterial routes such as East Broadway, 1st Avenue and 12th Avenue.

Any properties in this area can expect to see a shift towards mid-rise to high-rise condominium towers. The challenge in Vancouver is the Rental Replacement Policy. If a rental apartment building has been designated for higher-density zoning, the policy requires each rental unit be replaced, which greatly impacts overall land values.



Broadway-Commercial Land Use Map

Burnaby Trends

Asking Price: ↑ Cap Rate: ↔
Vacancy Rate: ↔ Rent: ↑

TRANSACTIONS 2015 Burnaby

Burnaby Transactions 2013–2015¹ by Submarket

(Wood-frame, non-strata buildings only)

		Sale Volume	Bldg. Sold	Units Sold	Avg. Price Per Suite
Burnaby South - Metrotown	2015	\$102,532,200	14	328	\$312,598
	2014	\$106,230,000	15	381	\$278,819
	2013	\$28,623,000	7	115	\$248,896
Burnaby South - Middlegate	2015	\$62,784,255	6	319	\$196,816
	2014	\$8,300,000	2	42	\$197,619
	2013	\$1,913,000	2	12	\$159,417
Burnaby North	2015	\$10,550,000	3	53	\$197,619
	2014	\$0	0	0	\$0
	2013	\$0	0	0	\$0
Total	2015	\$175,866,455	23	700	\$251,238
	2014	\$114,530,000	17	423	\$270,757
	2013	\$30,536,000	9	127	\$240,441

Source: RealNet & Commercial Edge

Burnaby Transactions in 2015¹

Address	Month Sold	Selling Price	Price/Suite	# of Units
Burnaby South - Metrotown				
6585 McKay Avenue	January	\$1,600,000	\$200,000	8
6750 Dunblane Ave.	March	\$3,300,000	\$300,000	11
6661 Marlborough Ave.	March	\$5,963,200	\$745,400	8
6789 Marlborough Ave.	April	\$2,950,000	\$368,750	8
6729 Marlborough Ave.	April	\$3,100,000	\$387,500	8
5025 Imperial Street	April	\$6,650,000	\$332,500	20
6730 Dunblane Ave.	April	\$3,300,000	\$300,000	11
6420 Silver Avenue	April	\$22,282,000	\$313,831	71
6430 Silver Avenue	April	\$16,418,000	\$820,900	20
4675 Imperial Street	May	\$16,158,000	\$252,469	64
6660 Marlborough Ave.	May	\$4,425,000	\$201,136	22
4232 Maywood Street	Sept.	\$2,368,000	\$236,800	10
6390 Willingdon Ave.	October	\$11,368,000	\$196,000	58
6709 Sussex Avenue	Dec.	\$2,650,000	\$294,444	9
Total / Average		\$102,532,200	\$312,598	308
Burnaby South - Middlegate				
7425 18th Avenue ²	Sept.	\$7,857,864	\$167,189	47
8357 10th Ave. & 8353 11th Ave. ²	Sept.	\$18,031,296	\$228,244	79
7465 13th Avenue ²	Sept.	\$4,771,928	\$183,536	26
3836 Carrigan Court ²	Sept.	\$11,693,167	\$179,895	65
7107 Fulton Avenue	October	\$10,180,000	\$188,519	54
7265 Arcola Street	Nov.	\$10,250,000	\$213,542	48
Total / Average		\$62,784,255	\$196,816	319
Burnaby North				
512 Springer Avenue	March	\$3,100,000	193750	16
5220 Capitol Drive	April	\$5,700,000	190000	30
4058 Alberts Street	June	\$1,750,000	250000	7
Total / Average		\$10,550,000	\$199,057	53

¹Based on January to December 21, 2015

²Sold as development site

Sold by NAI Commercial Apartment Team

Burnaby Market Insight

Burnaby's Official Community Plan (OCP) is still in progress. We predict it should be finished by spring. Until it is released officially, it is difficult to determine property values. Land prices range from \$130 to \$140 per square foot buildable, which can be much higher than building value. Recently, we came across a situation like this when selling a ten-unit building not classified as a development site in Metrotown. The land price was potentially higher than building price (\$265,000 per unit). The purchase was made with the intent to see what opportunities come available once the OCP is released.

Other Burnaby neighbourhoods also have a strong market, but show very little activity. Only recently have we seen four buildings come up for sale in the Highgate area for over \$200,000 per unit. There have been a few buildings in North Burnaby that were also priced around the \$200,000-per-unit range. The value of this property will likely increase if Highgate succeeds in obtaining higher prices. In Brentwood, developers are actively seeking development sites. There are very few apartments in this area and no comparable sale transaction data. While it's still hard to say, we predict this area will have similar results to North Burnaby.

With few apartments in other areas of Burnaby, we have concentrated only on these few submarkets. Generally, we see Burnaby continuing to be one of the most sought-after cities, second only to Vancouver. Foreign investors have shown a strong interest in this area and will likely continue to force prices to record levels. Once the OCP has been finalized, some of the speculation may slow down. However, the continued interest in strictly investment properties will likely pick up any slack this creates.

General Market Issues

This year has seen interest rates at record low levels. We are currently seeing five-year CMHC mortgages at 2.05%–2.10% and ten-year CMHC mortgages up to 2.75%. Conventional mortgage rates are usually 1% higher. The provincial government has enhanced the allowable rent increase from 2.5% to 2.9% for 2016. With the new federal government making moves to increase the rental housing stock, we may see some programs emerge that encourage new rental construction.

Rezoning is happening or has happened in many areas. It creates an opportunity for a longer-term investor who does not mind making an investment today and possibly waiting until the rest of the property is assembled. Rental rates are escalating, meaning this is possibly the strongest rental market we have seen in the last five years. Most owners are implementing rental increase on each anniversary date. Rental rates per unit can be surprisingly high in any area. Contact us if you'd like to find out if you are charging appropriate market rates. We can also provide CMHC's statistics, which are generally similar to market levels.

New Westminster

In the past, the most popular question was "What have you got for sale outside of New Westminster?" In today's market, this has changed significantly. We're seeing a very strong interest in this city, partially due to high cap rates, up to 4%, and the lower price per unit, approximately \$150,000.

High rents have been improving the tenant roster. The increasing prices are pushing the landlords to improve their building and service qualities. This has resulted in a remarkable increase in demand from a wider sector of the market of local buyers. New Westminster has always been the entry-level market for local buyers but recently, we have seen continuing offers from offshore markets as well.

Land development in this area is fairly limited, with few new projects planned. Sales of condo units haven't been overly successful, which has kept land values low. We also do not see the City Council making any push to increase density as is the trend in other cities.

North Vancouver

At the beginning of 2015, the common price point in North Vancouver was approximately \$200,000 per suite. We are now selling in the mid-\$200,000 to \$300,000 range. This area has finally made the price jump we have been expecting and is now more level with other cities, such as Vancouver. We no longer consider it to be one of the best bets to buy.

This area usually has larger buildings with good suite mixes, meaning a balanced percentage of one to two bedroom units. The size of the building one can purchase is dependent on whether or not you can afford a 50% down payment. With the ever-rising prices, this means you may need to spend a generous amount of cash out-of-pocket to invest in this escalating market.

The rental market in this city is very strong. With escalating rents and high demand, we have seen increasing sale prices. The cap rates are usually fairly high in North Vancouver, as the higher percentage of two-bedroom suites reflects a higher price per unit.

Westend

This marketplace likely has the strongest demand of all areas. Few buildings stay on the market more than a few days. Prices seem to be escalating weekly, as do rental rates. Both concrete and wood-frame buildings sell easily, whether the property is for sale or is just a potential availability.

Buyers in this market are prepared to submit unconditional offers for both concrete and wood-frame buildings, even after viewing only one or two units. This demand will likely continue for some time to come. The land-locked nature of the Westend, together with the high-density zoning available on some sites creates an opportunity to hold an investment while applying to redevelop.

TRANSACTIONS 2015

Suburban Neighbourhoods

Suburban Transactions 2013–2015¹ by Submarket

(Wood-frame, non-strata buildings only)

		Sale Volume	Bldg. Sold	Units Sold	Avg. Price Per Suite
New Westminster	2015	\$86,853,143	17	523	\$166,067
	2014	\$29,434,465	9	213	\$138,190
	2013	\$28,325,000	7	216	\$131,134
North Vancouver	2015	\$32,114,939	5	131	\$245,152
	2014	\$41,667,500	7	176	\$236,747
	2013	\$19,307,500	4	101	\$191,163
Abbotsford	2015	\$6,300,000	1	62	\$101,613
	2014	\$17,860,000	4	186	\$96,022
	2013	\$3,078,888	3	37	\$83,213
Coquitlam & Port Coquitlam	2015	\$18,985,085	4	127	\$149,489
	2014	\$5,800,000	1	42	\$138,095
	2013	\$1,340,000	1	10	\$134,000
Suburban ³	2015	\$157,222,578	18	1188	\$132,342
	2014	\$63,429,000	10	536	\$118,338
	2013	\$41,620,000	10	359	\$115,933
Total	2015	\$313,175,745	46	2,076	\$150,855
	2014	\$158,190,965	31	1,153	\$137,199
	2013	\$93,671,388	25	723	\$129,559

Source: RealNet & Commercial Edge

Suburban Transactions in 2015¹

Address	Month Sold	Selling Price	Price/ Suite	# of Units
New Westminster				
727 Queens Avenue	January	\$1,135,000	\$113,500	10
210 Agnes Street	January	\$2,350,000	\$138,235	17
1015 Third Avenue	May	\$3,350,000	\$145,652	23
1007 Sixth Avenue	May	\$1,133,000	\$141,625	8
231 Eighth Street	Sept.	\$3,816,000	\$159,000	24
1303 8th Avenue ²	Sept.	\$6,417,722	\$156,530	41
529 10th Street ²	Sept.	\$4,182,954	\$167,318	25
1021 4th Avenue ²	Sept.	\$7,144,861	\$170,116	42
910 St. Andrews Street ²	Sept.	\$7,813,430	\$173,632	45
435 Ash Street ²	Sept.	\$7,568,315	\$176,007	43
515 9th Street ²	Sept.	\$8,070,695	\$171,717	47
520 10th Street ²	Sept.	\$9,039,671	\$180,793	50
908 6th Avenue ²	Sept.	\$7,884,463	\$183,360	43
333 10th Street ²	Sept.	\$6,702,032	\$163,464	41
727 Fourth Avenue	Sept.	\$1,335,000	\$133,500	10
841 Royal Avenue	Sept.	\$1,430,000	\$238,333	6
101 Royal Avenue	Dec.	\$7,480,000	\$155,833	48
Total / Average		\$86,853,143	\$166,067	523

Suburban Transactions in 2015¹

Address	Month Sold	Selling Price	Price/ Suite	# of Units
North Vancouver (City & District)				
377 East 2nd Street	January	\$1,465,000	\$293,000	5
110 East Kings Road	February	\$3,650,000	\$192,105	19
365 East 2nd Street	June	\$3,750,000	\$250,000	15
140 West 17th Street	July	\$11,300,000	\$251,111	45
308 Forbes Avenue ²	Sept.	\$11,949,939	\$254,254	47
Total / Average		\$32,114,939	\$245,152	131
Abbotsford				
31790 Union Avenue	August	\$6,300,000	\$101,613	62
Mission				
33561 33rd Avenue	August	\$3,800,000	\$66,667	57
Coquitlam & Port Coquitlam				
1214 King Albert Avenue	March	\$9,350,000	\$141,667	66
3580 Sefton Street	May	\$1,200,000	\$240,000	5
345 Marathon Court	June	\$3,100,000	\$140,909	22
751 Clarke Road ²	Sept.	\$5,335,085	\$156,914	34
Total / Average		\$18,985,085	\$149,489	127
Langley (City & District)				
5100-5290 203rd Street	June	\$14,900,000	\$165,556	90
5375 204th Street	June	\$6,350,000	\$117,593	54
20041-20061 55A Avenue	July	\$20,635,000	\$107,474	192
5300 - 5390 207th Street ²	Sept.	8,942,820	\$229,303	39
5411 208th Street	Sept.	\$9,918,217	\$183,671	54
Total / Average		\$60,746,037	\$141,599	429
White Rock & Delta				
4630 Evergreen Lane	May	\$2,490,000	\$155,625	16
4711 57th Street	June	\$4,675,000	\$137,500	34
14844 North Bluff Road	June	\$4,455,000	\$165,000	27
5262 Ladner Trunk Road	July	\$4,650,000	\$166,071	28
1340 Fir Street	August	\$1,965,000	\$196,500	10
1509 Martin Street	Sept.	\$7,300,000	\$173,810	42
Total / Average		\$25,535,000	\$162,643	157
Maple Ridge				
11695 224 Street	February	\$2,250,000	\$72,581	31
11760 225th Street	June	\$1,200,000	\$133,333	9
Total / Average		\$3,450,000	\$86,250	40
Surrey				
10700-10772 150 Street	January	\$33,650,000	\$101,662	331
10425 & 10463 150th St. ²	Sept.	\$19,469,855	\$176,999	110
Total / Average		\$53,119,855	\$120,453	441
Port Moody				
3002 Henry Street	March	\$3,365,000	\$146,304	23
2010 St. Johns Street ²	Sept.	\$7,206,686	\$175,773	41
Total / Average		\$10,571,686	\$165,183	64

Source: RealNet & Commercial Edge

¹Based on January to December 21, 2015

²Portfolio sale

³Suburban markets include Mission, Langley, White Rock, Delta, Maple Ridge, Surrey, & Port Moody

NAI COMMERCIAL APARTMENT TEAM

Active Listings



53 Fourth Street New Westminster

10-Unit Apartment Building

- Next to Columbia SkyTrain Station
- Central location in downtown New Westminster
- Three-storey, wood-frame character building
- Asking: \$1,950,000



815 Fifth Avenue New Westminster

61-Unit Apartment Building

- Large lot size
- Great location & suite mix
- Balconies, elevator & underground parking
- Asking \$8,600,000



2746 Quebec Street Vancouver

Revenue Property

- Located on Northeast corner of Quebec Street & W 12th Avenue
- Nine suites: three self-contained and six housekeeping units
- Asking \$2,100,000



3175 271st Street Langley

Strata-Unit Townhouse Complex

- Aldergrove Centre Mall, Extra Food, 7-Eleven and Home Hardware are only steps away
- Lot size is approx. 20,000 sf
- In proximity to Aldergrove Athlete Park
- Asking: \$1,750,000

Over \$60 Million of Investment Sales in 2015

NAI COMMERCIAL APARTMENT TEAM Notable Transactions



2390 Douglas Road, Burnaby

- Development site
- Part of land assembly
- High-rise potential



6909 Royal Oak Avenue, Burnaby

- 9,869-sf development site
- 2.2 F.A.R.



101 Royal Avenue, New Westminster

- 48-unit apartment building
- 10-minute walk to SkyTrain



6709 Sussex Avenue, Burnaby

- 10-unit apartment
- 5-minute walk from Metrotown
- Large suites



5025 Imperial St., 6729 & 6789 Marlborough Ave., Burnaby

- Sold April 2015
- Development site zoned RM-5S zoning (high-rise)



3002 Henry Street, Port Moody

- 23-unit apartment
- Sold March 2015
- Sale price: \$3,380,000



1387 & 1397 W. 71st Ave., Vancouver

- 19-unit apartment
- Sold February 2015
- Sale price: \$4,258,000



1015 Third Avenue, New Westminster

- 23-unit apartment
- Sold May 2015
- Balconies, views, large suites & parking



231 Eighth Ave, New Westminster

- 24-unit apartment
- Sold Sept. 2015
- Balconies, elevator, mountain & water views



Pending Sale

1024 St. Andrews Street, New Westminster

- 23-unit apartment
- Balconies
- Open parking



Pending Sale

13570 Hilton Road, Surrey

- 13-unit apartment
- Strata titled
- Built by seller



Pending Sale

6576 Sussex Ave. & 4520 Beresford St., Burnaby

- 23,373-sf development site (high-rise)
- 5.0 F.A.R.



Pending Sale

1090 Burnaby Street, Vancouver

- 6,696-sf development site
- Zoned high-density with West End OCP



Pending Sale

7465 14th Avenue, Burnaby

- Development site
- Sale price: \$3,100,000



Pending Sale

1320 Fifth Avenue, New Westminster

- 13-unit apartment
- Two-bedroom units only
- Corner balconies & views



Pending Sale

1222 Fifth Avenue, New Westminster

- 21-unit apartment
- Balconies & elevator
- Underground parking
- Built in 1977

Market Forecast 2016

- We expect to see the bank interest rates increasing slightly over the bond rates
- Rental rates likely to continue increasing dramatically
- Evergreen SkyTrain Line expected completion in 2016
- Possibility of more buildings available in the market as population ages and people look for other lifestyles.
- Due to CMHC's strict lending guidelines, a large amount of money is being lent from the private sector. These funds are generally available at 5 – 6% interest rate
- Speculation will increase as people see opportunities to make money by investing now and selling in the near future



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Best Bets for 2016

From what we have seen in 2015, the best bet is to buy any property and hold. In such an active market it is best to be deal-specific rather than site-specific. By this, we mean that it's best not to limit your desired area but to look at each deal individually. Limiting your interests to a specific region could limit your opportunity to get a great deal somewhere else. You could wind up waiting a long time for something to become available in your preferred area.

Cities or municipalities we tend to see growing are Coquitlam and New Westminster. Coquitlam's recent growth is coming about due to the nearing completion of the Evergreen SkyTrain extension. Despite the market trends, we currently see cap rates over 4% in New Westminster and Coquitlam. Be cautious in prime westside areas as you may need to provide up to 70% down. A subject-free offer can be daunting.

For those with long-term intentions, the Broadway Corridor is a promising area due to the proposed SkyTrain extension along Broadway to UBC. This idea is progressing to more of a planned reality than previously. Rolling the dice and investing in this neighbourhood could generate substantial profits in the future.



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