



BC ASSESSMENT

Lower Mainland ICI Market Update

2024 Draft Assessment Roll – Three Brokers and an Assessor

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Senior Appraiser, Assessment Appeals – Lower Mainland ICI Properties

Monday, November 27th 2023

High Level Overview

- Office
- Industrial
- Retail
- Multi Family
- Hotel
- Major Retail



- July 1, 2023 valuation date
- Percentage change: July 1, 2022 to July 1, 2023
- 2024 roll **DRAFT** Information – subject to change
- Sales provide general benchmarks

Approaches to Valuation

Sales Research: with vendors, purchasers, brokers – asking specific questions about motivations

Market participant calls: with brokers, developers, owners, property managers

Mail-Outs: property owners surveyed re: vacancy, expense, rents

Listing Market Research: listing to assessment comparisons

Industry Reports: market report data reviews, seminars/webinars

Pre-roll Consultations: discussions and information exchange with property representatives





Office

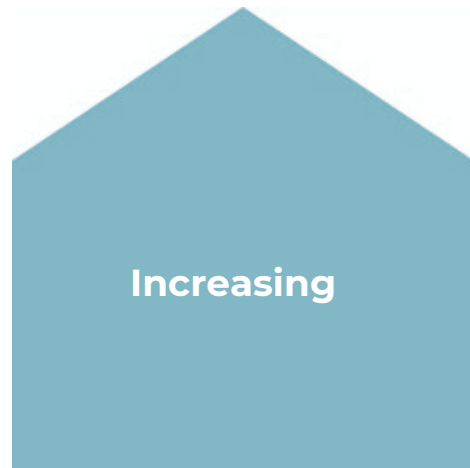
- **Suburban market outpacing urban market**

Office Overview - Vancouver

Lower Mainland - 2024 Draft Roll



Rental Rates



Vacancy



Cap Rates



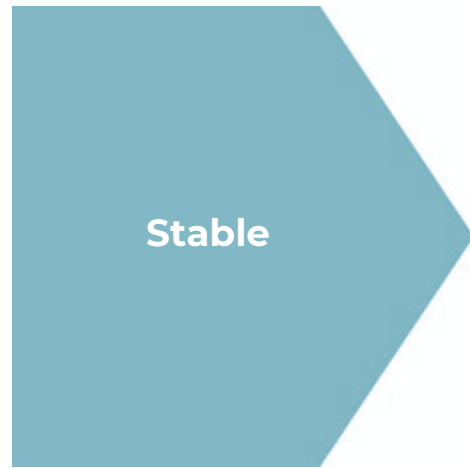
General Trend

Office Overview – Suburban

Lower Mainland - 2024 Draft Roll



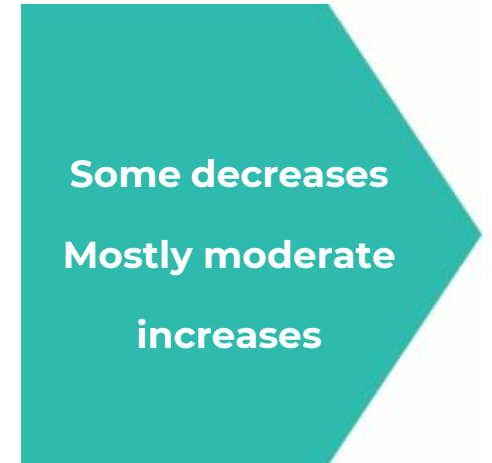
Rental Rates



Vacancy



Cap Rates



General Trend

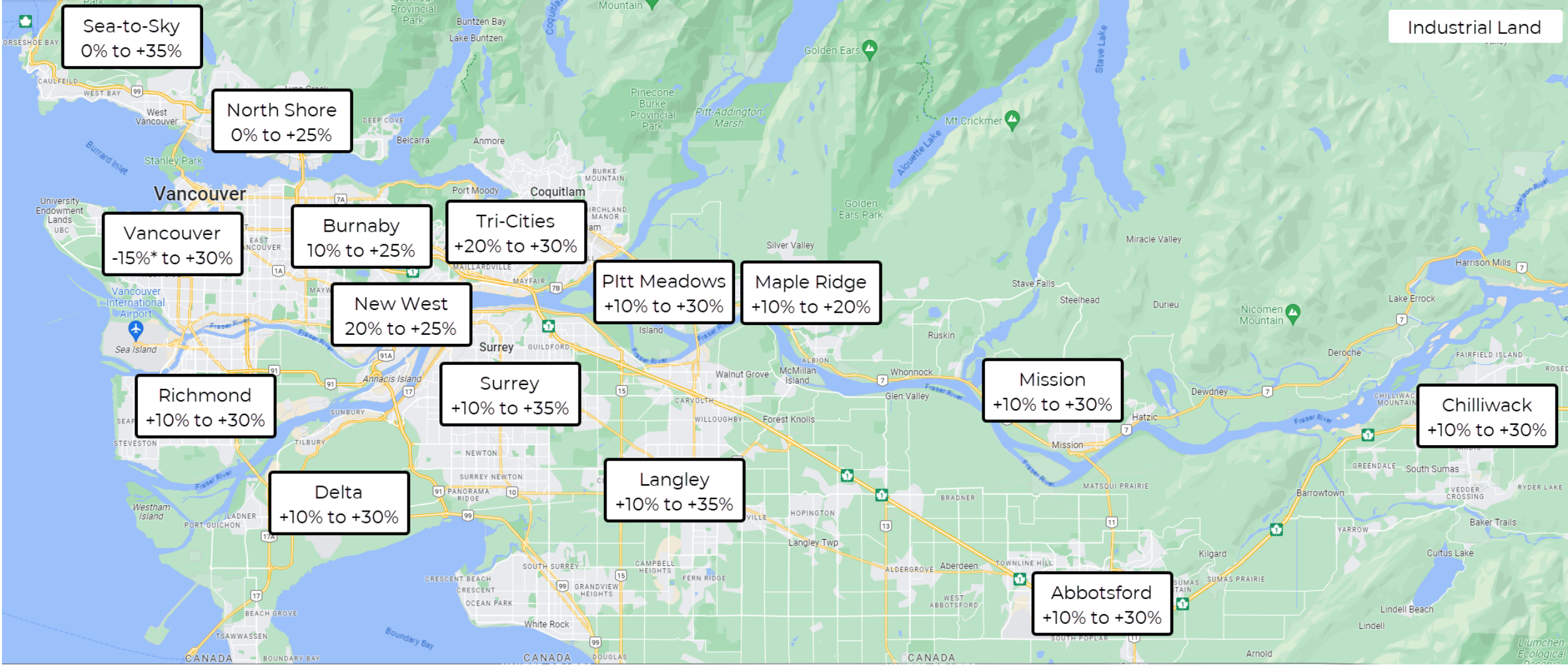


Industrial

- Continued demand seen for industrial space
- Suburban areas seeing larger increases in value

Industrial Land Value Changes

Lower Mainland – 2024 Draft Roll



Industrial Sales

Sea-to-Sky, North Shore, Vancouver

Municipality	Address	Sale Date	Sale Price	Lot Area	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
Pemberton	1936 Artisan Rd	Jun-23	\$1,555,555	0.749 ac	N/A	M1	Land	Vacant	\$2,077,000/ac
Squamish	39655 Government Rd	Aug-23	\$3,500,000	0.98 ac	N/A	I2	Land	Vacant	\$3,570,000/ac
North Vancouver	300 Esplanade E Ave	Aug-23	\$4,250,000	6000 sf	3,425	M4	Land	Warehouse	\$708/sq ft land
Vancouver	1210 Glen Dr	Jun-23	\$10,600,000	19903 sf	19,075	I2	Land	Warehouse	\$532/sq ft land
Vancouver	1755 West 3rd Ave	Aug-23	\$8,100,000	5950 sf	5,862	IC1	Land	Warehouse/Office	\$1361/sq ft land
Vancouver	1802 Franklin St	Feb-23	\$3,600,000	5952 sf	N/A	M2	Land	Land	\$605/sq ft land
Vancouver	59 W 7th Ave	May-23	\$10,400,000	8052 sf	13,337	I1	Income	Warehouse	\$780/ sq ft GLA

Industrial Sales

North Fraser

Municipality	Address	Sale Date	Sale Price	Lot Area	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
Burnaby	8355 Riverbend Dr	Jun-23	\$48,900,000	4.843 ac	105,190	CDM2M3	Income	Warehouse	\$465 /sf GLA
Burnaby	7400 Fraser Park Dr	Jun-23	\$24,000,000	2.02 ac	53,847	CD M1M5	Income	Warehouse	\$446 /sf GLA
Burnaby	8061 Lougheed Hwy	Apr-23	\$53,500,000	6.17 ac	112,466	CDB1M5R1	Income	Office-Lab and Flex Industrial Warehouse	\$476 /sf GLA
Burnaby	3653-3665 Wayburne Dr	Jun-23	\$28,000,000	2.273 ac	48,812	M1	Income	Warehouse	\$574/sf GLA
Port Coquitlam	1615 Insustrial Ave	Jan-23	\$14,500,000	1.19 ac	22,913	M2	Income	Warehouse	\$633/sf GLA
Port Coquitlam	1602 Kebet Way	Mar-23	\$12,700,000	0.850 ac	19,776	M1	Income	Warehouse	\$642/sf GLA

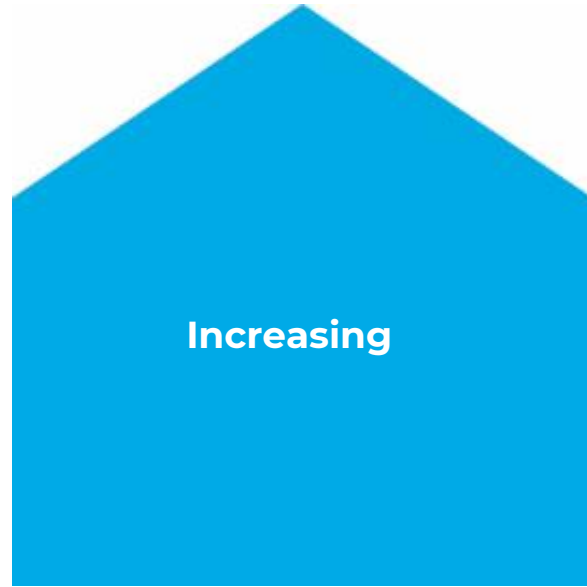
Commercial and Mixed Use Land Sales

South Fraser, Fraser Valley

Municipality	Address	Sale Date	Sale Price	Lot Area	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
Delta	1565 Cliveden Ave	Sep-23	\$32,500,000	4.804 ac	64,619	I2	Income	Warehouse	\$503/sf GLA
Richmond	3511 Jacombs	Mar-23	\$12,852,000	.906 ac	20,700	IB1	Income	Warehouse	\$621/sf GLA
Surrey	10663 Scott Rd	Jan-23	\$26,000,000	3.70 ac	N/A	IL1	Land	Vacant	\$7,027,000/acre
Surrey	19110 96 Ave	Apr-23	\$4,320,000	0.447 ac	7,103	CD	Income	Warehouse	\$608/sf GLA
Surrey	2325 190 St	Mar-23	\$178,000,000	16.827 ac	427,969	IB1	Income	Warehouse	\$416/sf GLA
Langley	20577 Langley Bypass	Jun-23	\$63,500,000	8.88 ac	148,315	C2	Income	Warehouse/retail	\$428/sf GLA
Langley	20175 100A Ave	Jun-23	\$31,852,000	3.459 ac	70,753	M3	Income	Warehouse	\$450/sf GLA
Maple Ridge	20170 115A Ave	Feb-23	\$3,350,000	0.501 ac	N/A	M3	Land	Vacant	\$6,686,000/ac
Abbotsford	3467 McCallum Rd	Feb-23	\$5,000,000	1.00 ac	N/A	I2	Land	Vacant	\$5,000,000 /ac
Chilliwack	43833 Progress Way	Feb-23	\$7,500,000	1.63 ac	15,371	CD10	Income	Warehouse	\$488/sf GLA

Industrial Overview

Lower Mainland - 2024 Draft Roll



Rental Rates



Cap Rates



General Trend

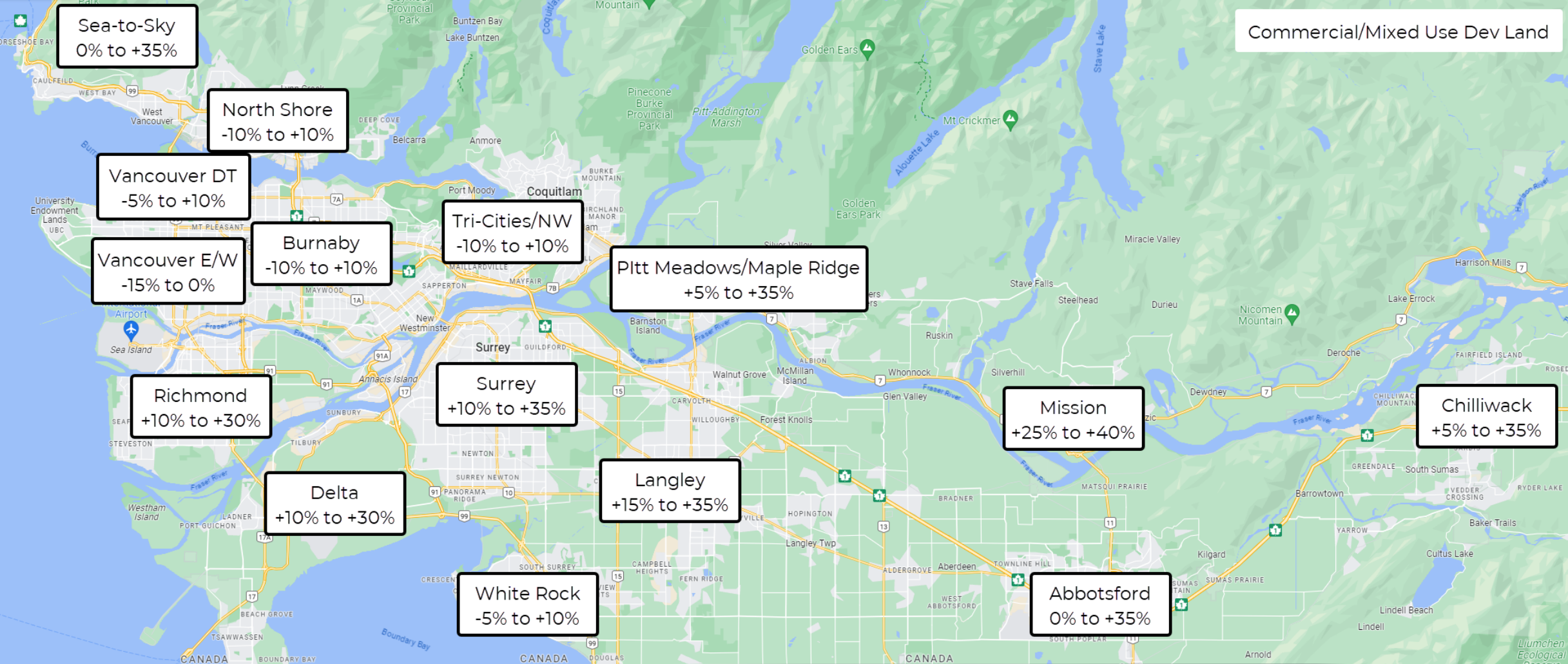


Retail & Mixed Use Development Land

- **Most markets are increasing**
- **Decreases are found in specific areas of Vancouver**

Mixed Use/Development Land Value Changes

Lower Mainland - 2024 Draft Roll



Commercial and Mixed Use Land Sales

North Shore, Vancouver

Municipality	Address	Sale Date	Sale Price	Lot Area (sf)	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
District of North Vancouver	2580 Capilano Rd	Feb-23	\$14,000,000	14,519	15,411 SF	C3	Income	2 Sty Purpose Built Bldg	3.0% to 3.5% Economic Cap
Vancouver (Downtown)	896 Cambie St	Jul-23	\$17,000,000	6,362	19,008	DDC3	Holding	3 Sty Retail & Office	3.0% to 3.5% Economic Cap
Vancouver (Downtown)	2 to 12 Powell/200 Carrall St	Apr-23	\$10,200,000	5,520	8,632	HA2	Income	2 Sty Restaurant & Retail	2.5% to 3.0% Economic Cap
Vancouver (East)	3957 Main St	Jun-23	\$5,000,000	5,600	6,153	C2	Income	Apartment Over Retail	2.5% to 3.0% Economic Cap
Vancouver (West)	1938 W 4th Ave	Feb-23	\$5,050,000	2,575	3,200	C2B	Income	Restaurant	2.75% to 3.0% Economic Cap
Vancouver (West)	4554 W 10th Ave	Apr-23	\$3,150,000	4,026	2,948	C2	Holding	1 Sty Retail with SFD	\$313 PBA \$782/SF Land
Vancouver (East)	1247 Kingsway	Jan-23	\$5,500,000	9,170	N/A	C2	Land	N/A	\$240 PBA \$600/SF Land

Commercial and Mixed Use Land Sales

North Fraser

Municipality	Address	Sale Date	Sale Price	Lot Area (sf)	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
Burnaby	7808 Edmonds St	Jun-23	\$2,100,000	6,624	724	C4	Land	Retail/Apartment	\$317/SF Land
Burnaby	6401 Kingsway	May-23	\$10,300,000	32,388	10,740	C4	Holding	Restaurant	\$318/SF Land
Burnaby	5080 Imperial Ave	Mar-23	\$1,832,500	7,524	1,065	M4	Holding	SFD on Dev Land	\$244/SF Land
Burnaby	6909 Royal Oak Ave	Feb-23	\$4,500,000	9,869	N/A	M4	Land	N/A	\$456/SF Land
Coquitlam	952 Brunette Ave	Jul-23	\$4,800,000	10,204	8,100 SF	C2	Holding	2 STY Commercial Bldg w/ Bsmt	\$470/SF Land < 3% Economic Cap
Coquitlam	1026 Brunette Ave	Jan-23	\$53,000,000	179,973	N/A	RMH1/RM2	Vacant	N/A	\$295/SF Land
Coquitlam	1150 Austin Ave	Jun-23	\$3,098,000	7,905	5,704 SF	C2	Holding	2 STY Commercial Bldg	\$392/SF Land < 3% Economic cap
Port Coquitlam	2616 - 2638 Shaughnessy St	Apr-23	\$15,198,800	29,634	12,518 SF	CC	Holding	Vacant Land, 2 Sty Commercial Bld, Theatre	\$512/SF Land

Commercial and Mixed Use Land Sales

South Fraser, Fraser Valley

Municipality	Address	Sale Date	Sale Price	Lot Area (sf)	Building Size (sf)	Zoning	Type of Sale	Building Description	Unit of Measure
Richmond	3920 Francis Rd	Feb-23	\$3,390,000	7,912	2,825	CN	Income	Retail	2.50% to 3.00% Economic Cap
Richmond	9100/9120 Bridegport Rd	Aug-22	\$11,277,883	35,065	4,090	SI	Land	Firehall/Garage	\$322/sf land
Surrey	13664 104 Ave	Jan-23	\$4,200,000	8,848	3,647	CHI	Income	Retail/Office	2.25% to 2.75% Economic Cap
Surrey	10216 128 St	Feb-23	\$4,475,000	26,640	7,479	C8	Income	Retail/Office	3.25% to 3.75% Economic Cap
Surrey	18789 Fraser Hwy	Feb-23	\$10,730,000	37,026	9,357	CD	Income	Retail/Restaurant	3.25% to 3.75% Economic Cap
Surrey	3388 Rosemary Heights Cres & 15350 34 Ave	Mar-23	\$16,125,000	65,705	26,360	C5	Income	Retail/Office	3.50% to 4.00% Economic Cap
Langley Township	23238 Mavis Ave	May-23	\$2,850,000	7,875	3,420	M1B	Income	Retail	3.00% to 3.5% Economic Cap
Maple Ridge	22535 Lougheed Hwy	Jun-23	\$1,801,000	10,039	3,500	C3	Income	Retail	3.00% to 3.75% Economic Cap
Langley Township	2978 272 St	Jul-23	\$2,450,000	4,000	6,200	C2	Income	Retail/office	3.00% to 3.75% Economic Cap
Langley Township	6632 Glover Rd	Jun-23	\$2,860,000	19,000	N/A	C3	Vacant	N/A	\$151/SF Land
Abbotsford	31992 South Fraser Way	Jan-23	\$2,000,000	10,469	N/A	C5	Vacant	N/A	\$191/SF Land

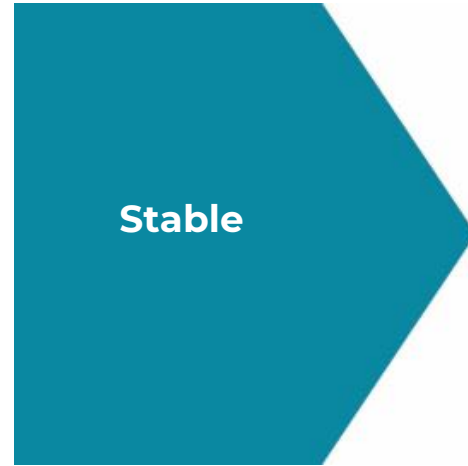
Commercial Overview

Lower Mainland - 2024 Draft Roll



Stable or
increasing

Rental Rates



Stable

Cap Rates



Increasing in most
areas

General Trend



Multi-Family

- **Remains an in demand product**
- **Cap rates remain low with some small increases**

Multi-Family Overview

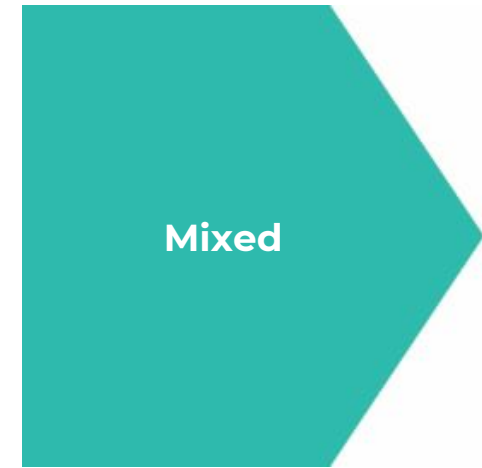
Lower Mainland - 2024 Draft Roll



Rental Rates



Cap Rates



General Trend

Multi-Family Sales

Lower Mainland

Municipality	Address	Sale Date	Sale Price	Year Built	Building Description	Unit of Measure
North Vancouver	120 E Keith Rd	Sep-23	\$18,138,000	1966	42 Suites w/ Elevator	\$432,000 / suite
Vancouver (Downtown)	1142 Granville St	Apr-23	\$48,000,000	2011	106 Suite Mid-rise 2 CRUs on Main	N/A
Vancouver (West)	1520 Avery Ave	May-23	\$6,150,000	2015	8 Suites w/ Elevator	\$768,000 / suite
Vancouver (East)	112 Nanaimo St	Jun-23	\$4,550,000	1971	9 Suite Walk-up	\$325,000 / suite
Coquitlam	523 Gatsbury St	Jul-23	\$23,170,000	1970	97 Suites w/ Elevator	\$239,000 / suite
New Westminister	1007 Sixth Ave	Aug-23	\$2,600,000	1954	9 Suite Walk-up	\$289,000 / suite



Hotels

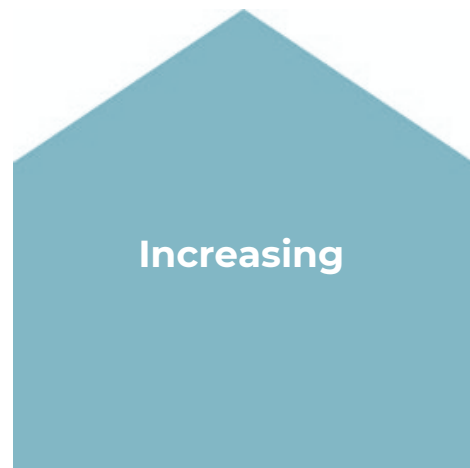
- **Strong recovery mainly fueled by leisure demand**
- **Corporate and business demand not yet at pre-pandemic levels**

Hotel Overview

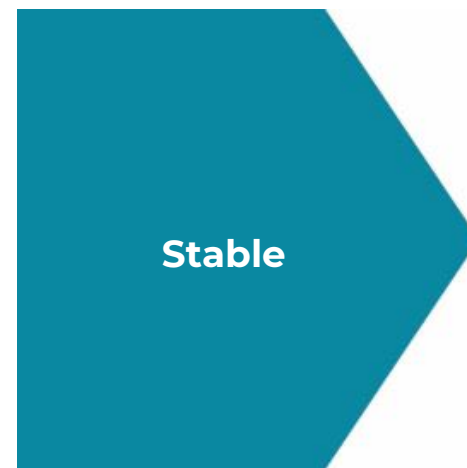
Lower Mainland, Vancouver Island - 2024 Draft Roll



**Rental Rates
(ADR)**



Occupancy



Cap Rates



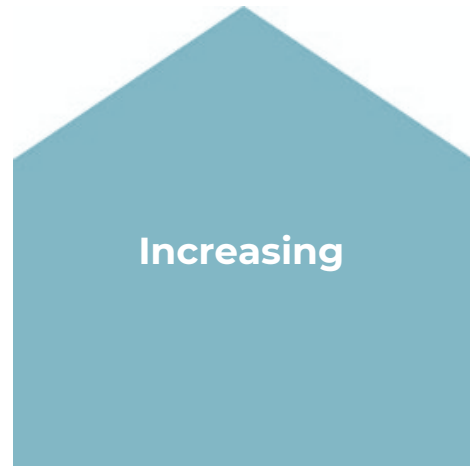
General Trend

Hotel Overview

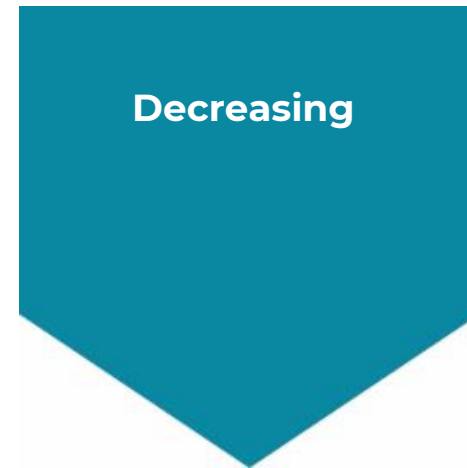
Interior, Northern BC – 2024 Draft Roll



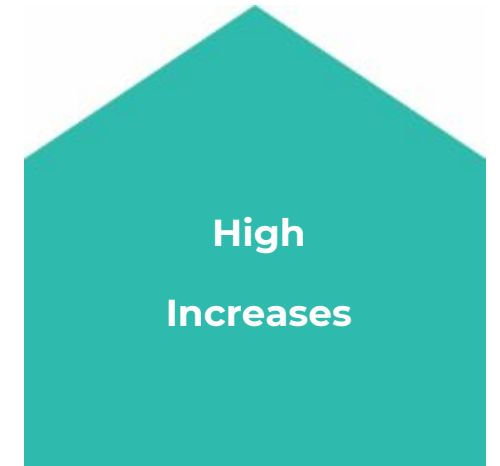
**Rental Rates
(ADR)**



Occupancy



Cap Rates



General Trend

Hotel Sales

Provincial

Municipality	Address	Name	Type	Sale Date	Sale Price	Number of Rooms	Sale Price per Room
Osoyoos	7702 Main St	Coast Osoyoos Beach Hotel	Limited Service	Jun-23*	Confidential	65	N/A
Kelowna	2170 Harvey Ave	Ramada Kelowna	Limited Service w/ F&B	Jul-23	\$31,999,000	135	\$237,030
Kelowna	2402 Highway 97 N	Best Western Plus Kelowna	Limited Service w/ F&B	May-23*	Confidential	176	N/A
Kamloops	1550 Versatile Dr	Holiday Inn Express	Limited Service	Oct-23*	Confidential	81	N/A
Cranbrook	2370 Cranbrook St N	Super 8 Cranbrook	Limited Service	Jul-23	\$2,700,000	48	\$56,250
Merritt	3571 Voght St	Ramada Limited Merritt	Limited Service w/ F&B	Nov-23	\$3,713,000	51	\$72,804
Prince Rupert	222 1st Ave W	Crest Hotel	Full Service	Jan-23	\$11,399,200	108	\$105,548
Prince George	1790 Highway 97 S S	Four Points By Sheraton	Limited Service w/ F&B	Apr-23*	\$13,900,000	75	\$185,333
Prince George	1151 Commercial Cres	Super 8 Prince George	Limited Service w/ F&B	Jan-23	\$8,100,000	118	\$68,644
Dawson Creek	500 Highway 2	Stonebridge Hotel	Limited Service w/ F&B	May-23*	Confidential	100	N/A



Major Retail

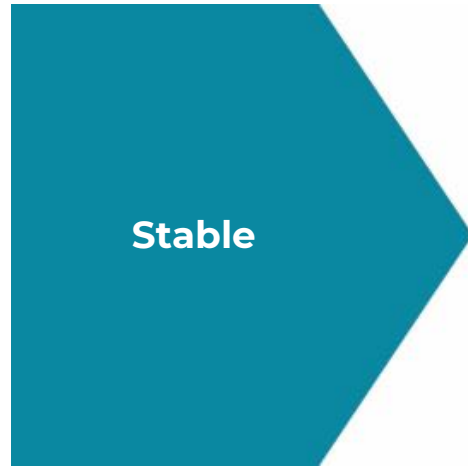
- **Stable with smaller neighbourhood shopping centres outpacing larger retail outlets**

Major Retail – Neighbourhood Shopping Centres

Provincial - 2024 Draft Roll



Rental Rates



Cap Rates



General Trend

Major Retail – Community & Regional Shopping Centres

Provincial - 2024 Draft Roll



Rental Rates



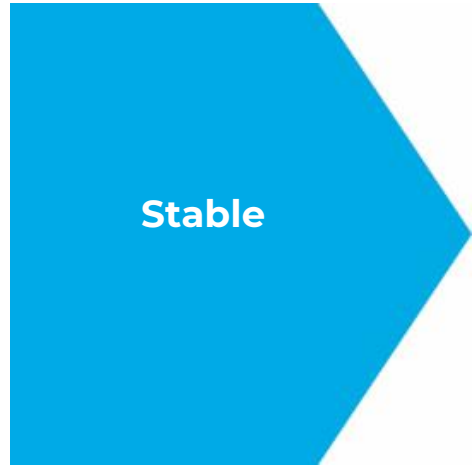
Cap Rates



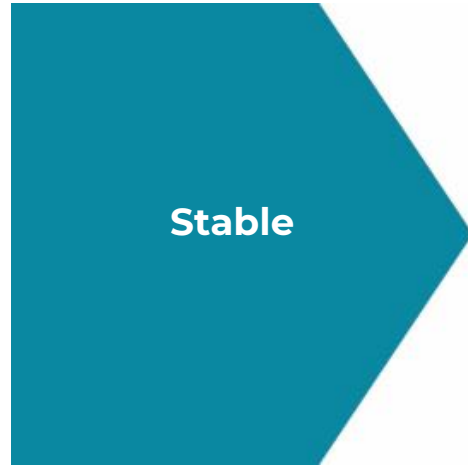
General Trend

Major Retail – Big Box

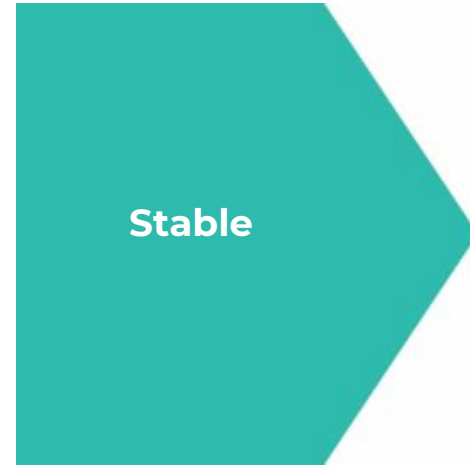
Provincial - 2024 Draft Roll



Rental Rates



Cap Rates



General Trend

Major Retail Sales

Provincial

Municipality	Address	Complex	Sale Date	Sale Price	GLA	Building Description	Cap Rate
Mission	32290 Lougheed Hwy	Rona	Mar-23	\$17,884,000	15,048	Big Box/Vacant Land	5.50% to 5.75% Estimated
Merritt	2760 Forksdale Ave	Extra Foods	Mar-23	\$8,042,000	40,737	Big Box/Service Station	6.50% to 6.75% Estimated

Contact Information

ICI Team Senior Appraisers

Property Type	Areas	Name/Email	Extension (1-866-825-valueBC)
Office	Vancouver	Mandy.Zhao@bcassessment.ca	09536
Office	Lower Mainland Suburban	Beverly.Chan@bcassessment.ca	09427
Industrial	Sea-to-Sky, North Shore, Vancouver, North Fraser	Pavel.Potaev@bcassessment.ca	10258
Industrial	South Fraser, Fraser Valley	Jennifer.Tennant@bcassessment.ca	15245
General Commercial / Land	Sea-to-Sky, North Shore, Vancouver, North Fraser	Sarah.Lai@bcassessment.ca	09568
General Commercial / Land	Vancouver Downtown	Wesley.Lam@bcassessment.ca	09563
General Commercial / Land	Vancouver East & West	Vicky.Yip@bcassessment.ca	09596
General Commercial / Land	South Fraser	Darren.Jerke@bcassessment.ca	14324
General Commercial / Land	Fraser Valley	Umesh.Chand@bcassessment.ca	15265
Multi-Family Apartment Buildings	Lower Mainland	Maarten.Ene@bcassessment.ca	09569
Hotels	Province	Michelle.Park@bcassessment.ca	10226
Major Retail / Big Box	Lower Mainland	Richard.Kwan@bcassessment.ca	09627
Major Retail / Big Box	Remainder of Province	Philip.Chau@bcassessment.ca	10254



We Value BC