

KLEIN GROUP

GREATER VANCOUVER INDUSTRIAL SALES REPORT

Q3 - 2020

ROYAL LePAGE
COMMERCIAL

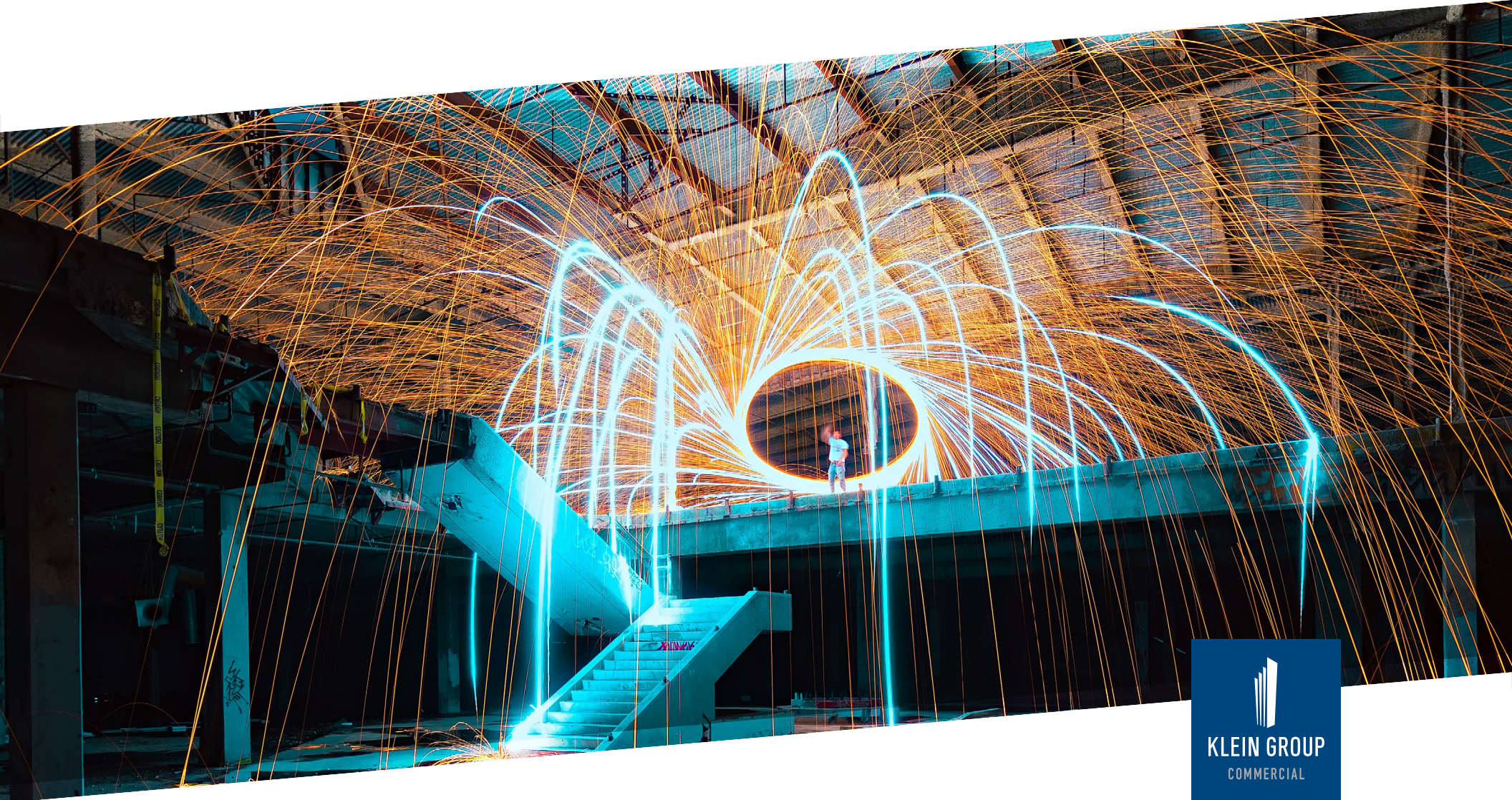


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Sources: Real Estate Board of Greater Vancouver, Commercial Edge; Canadian Real Estate Association, MLS®; Altus Group; Statistics Canada; Landcor; RealNet.

Disclaimer: Data has been obtained from sources considered to be reliable as of September 31, 2020. However, no representation or warranty, expressed or implied, is made as to the accuracy of any of the information, projections or conclusions contained herein, and the same is submitted subject to errors and omissions, without any obligation to update or correct.

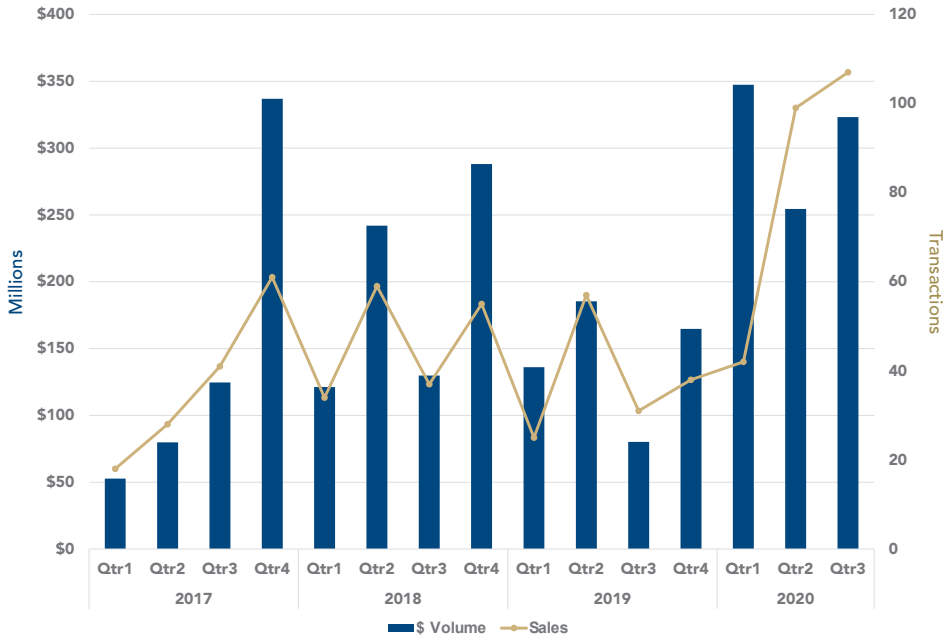


GREATER VANCOUVER OVERVIEW

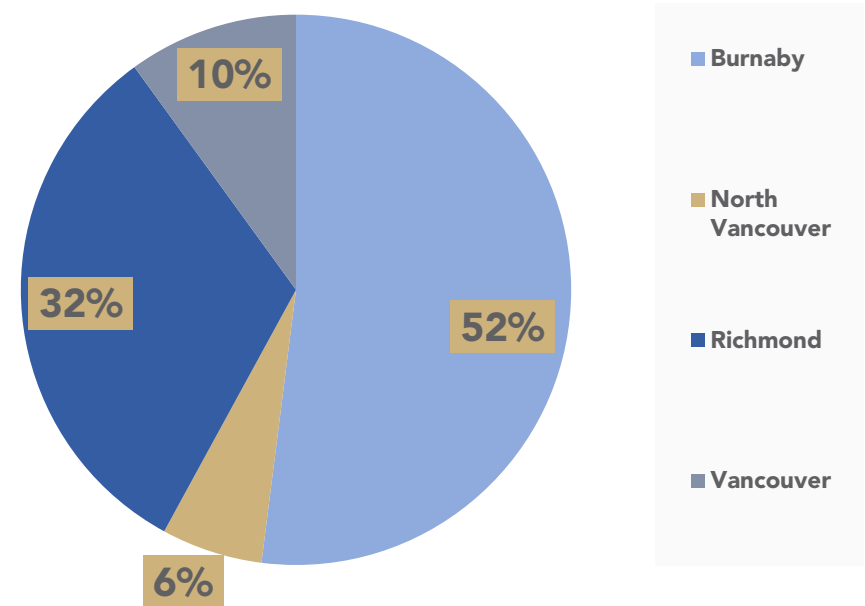
INDUSTRIAL SALES - Q3 2020

	2018			2019			2020 Q1 - Q2		
	Sales	\$ Volume	%	Sales	\$ Volume	%	Sales	\$ Volume	%
Burnaby	51	\$278,597,617	36%	39	\$141,342,597	25%	31	\$348,045,000	48%
Coquitlam	20	\$110,911,000	14%	8	\$11,689,000	2%	9	\$8,065,500	1%
New Westminster	2	\$9,262,500	1%	1	\$8,900,000	2%	3	\$5,403,000	1%
North Vancouver	21	\$29,928,271	4%	13	\$40,300,750	7%	12	\$39,806,000	6%
Port Coquitlam	41	\$51,749,685	7%	34	\$93,421,488	16%	10	\$33,978,340	5%
Port Moody	1	\$3,000,000	0%	2	\$7,132,736	1%	1	\$3,500,000	0%
Richmond	3	\$11,300,000	1%	0	\$0	0%	79	\$214,548,549	30%
Vancouver	46	\$286,160,113	37%	54	\$263,416,905	47%	17	\$66,840,800	9%
Grand Total	185	\$780,909,186		151	\$566,203,476		162	\$720,187,188	

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



INDUSTRIAL MARKET SHARE



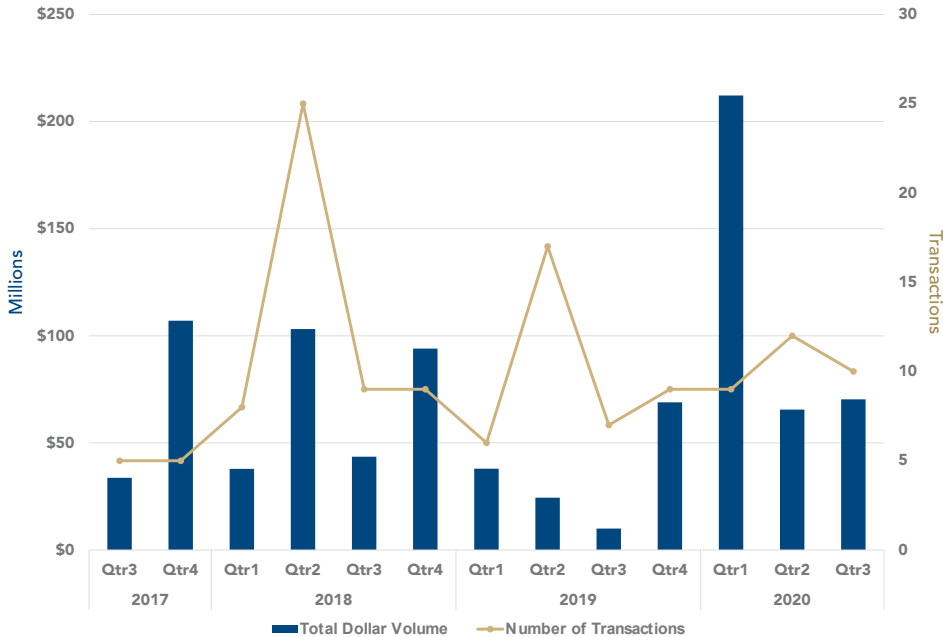
BURNABY INDUSTRIAL SALES - Q3 2020



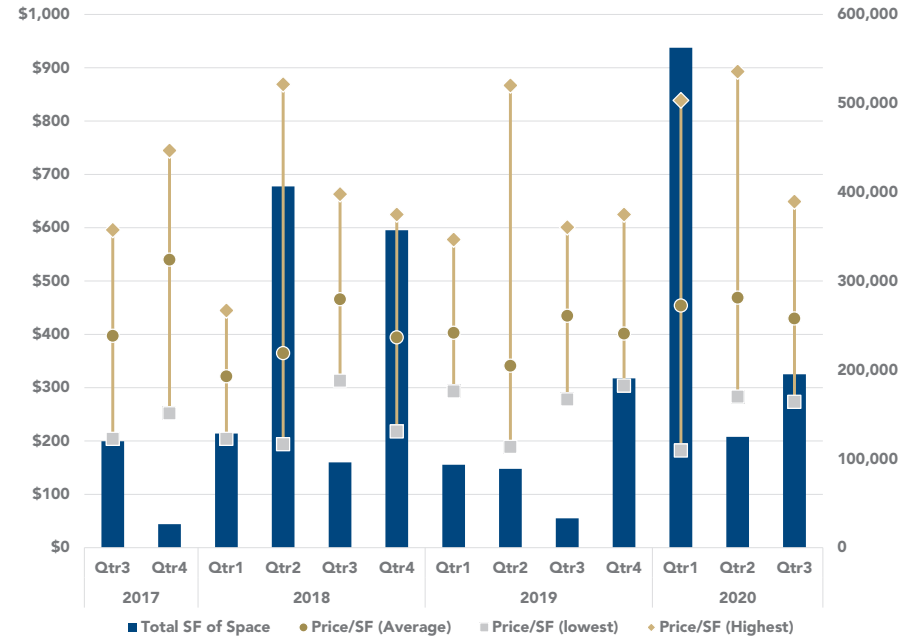
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
5300 & 5350 Byrne Road	\$22,500,000	58,000	\$388
8985 Fraserwood Court	\$14,000,000	51,200	\$273
4098 McConnell Drive	\$11,250,000	33,140	\$339
North Fraser Corporate Centre	\$9,600,000	25,218	\$381
Crescent Business Centre	\$5,350,000	13,520	\$396

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



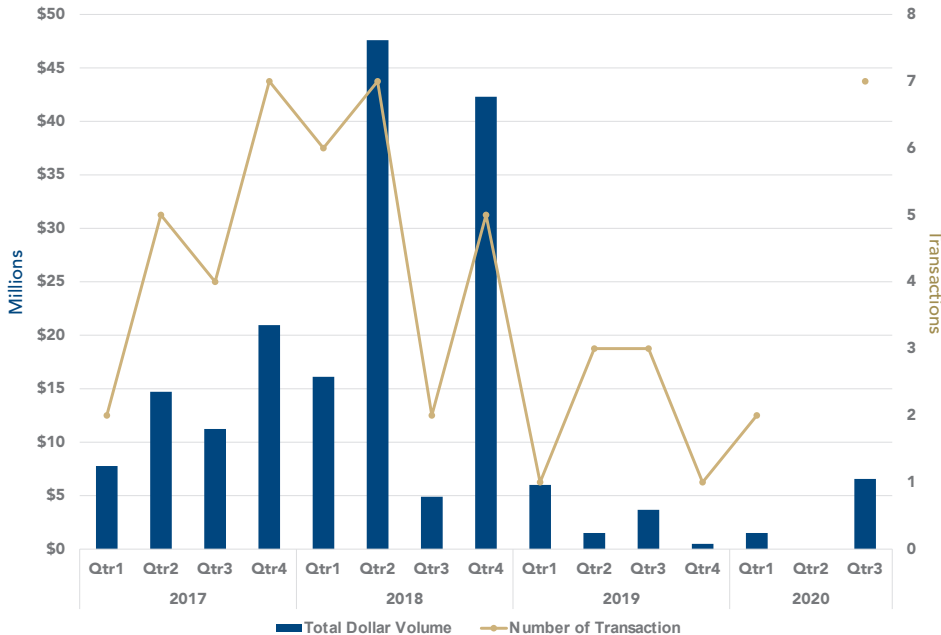
COQUITLAM INDUSTRIAL SALES - Q3 2020



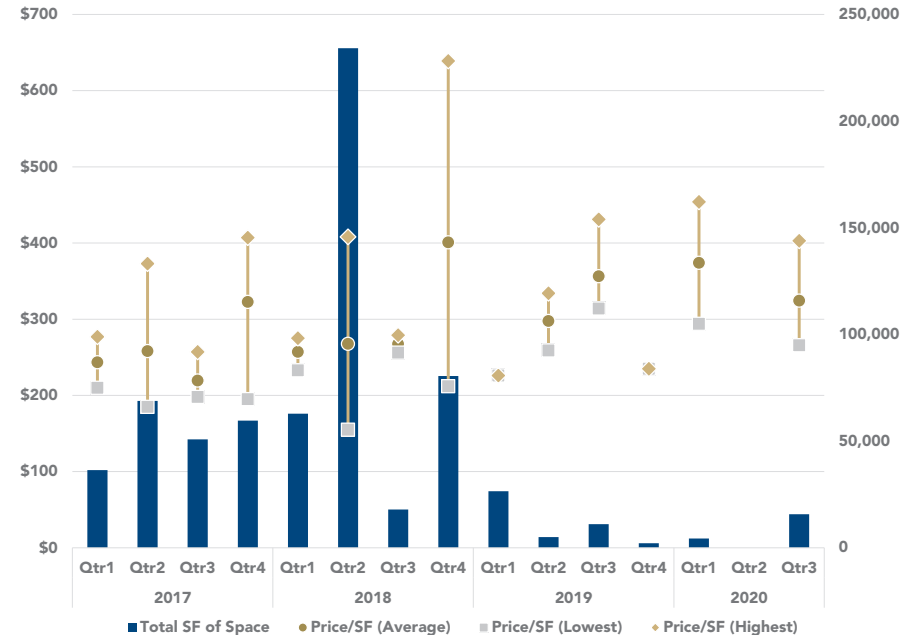
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
845 Tupper Avenue	\$1,500,000		
42 Fawcett Road	\$1,440,000	3,810	\$378
Fraser Reach Business Centre	\$795,000	2,537	\$313
River's Edge Business Park	\$757,667	2,676	\$284
Schoolhouse Business Park	\$550,000	1,365	\$403

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



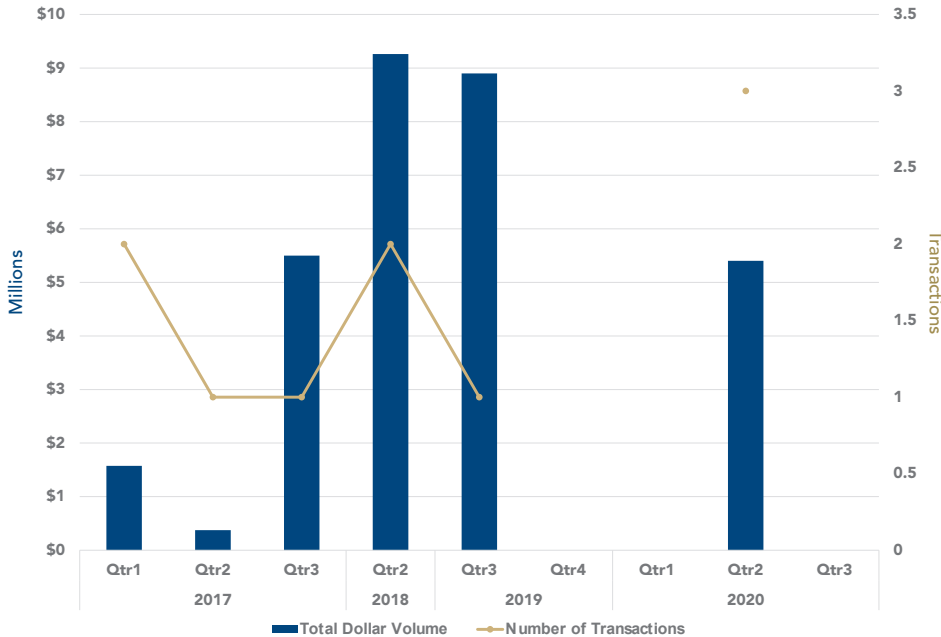
NEW WESTMINSTER INDUSTRIAL SALES - Q3 2020



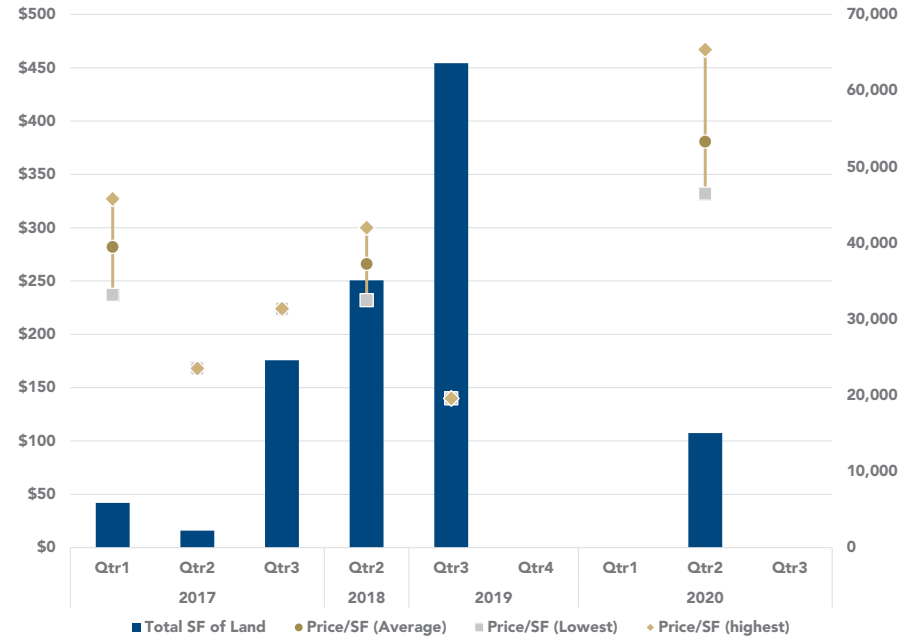
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
No Transactions in Q3			

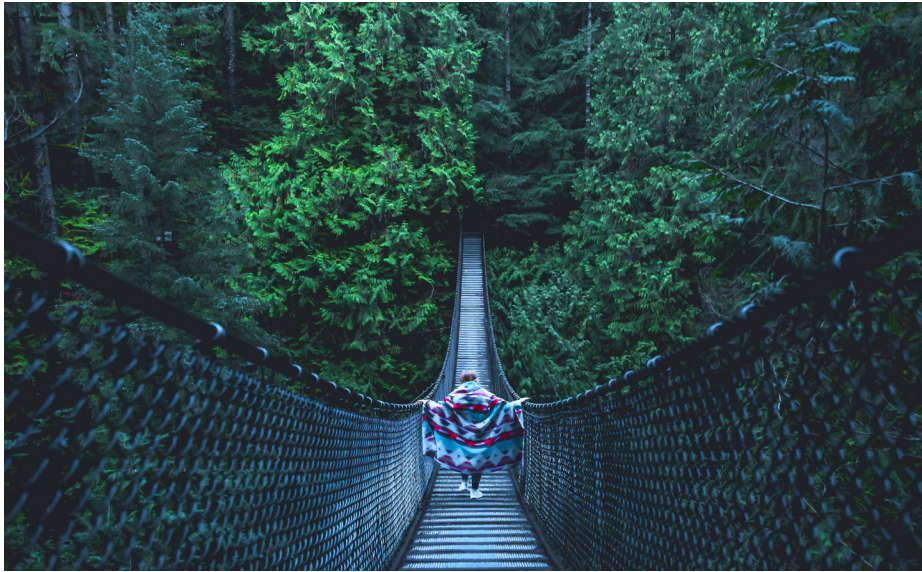
DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



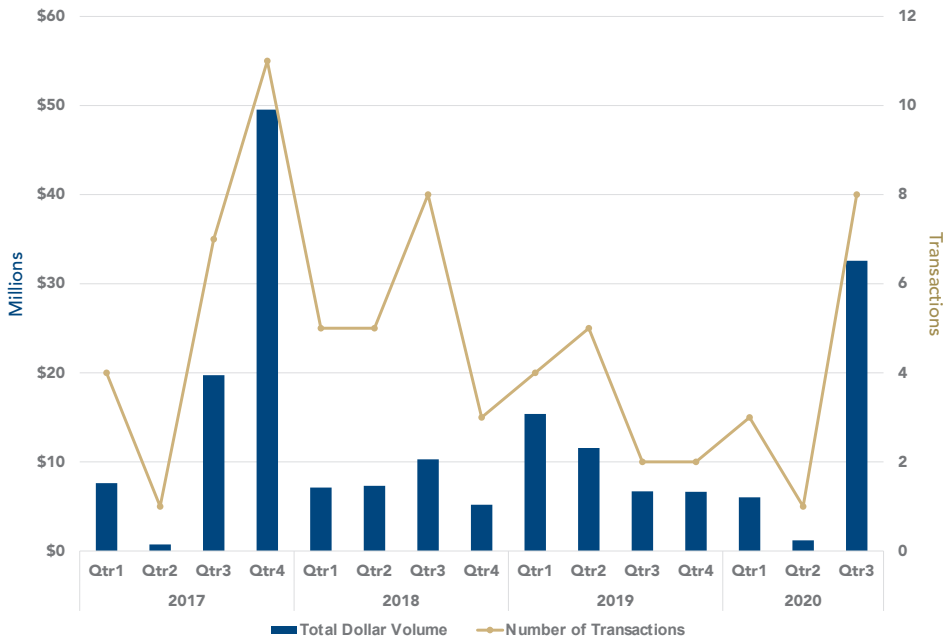
NORTH VANCOUVER INDUSTRIAL SALES - Q3 2020



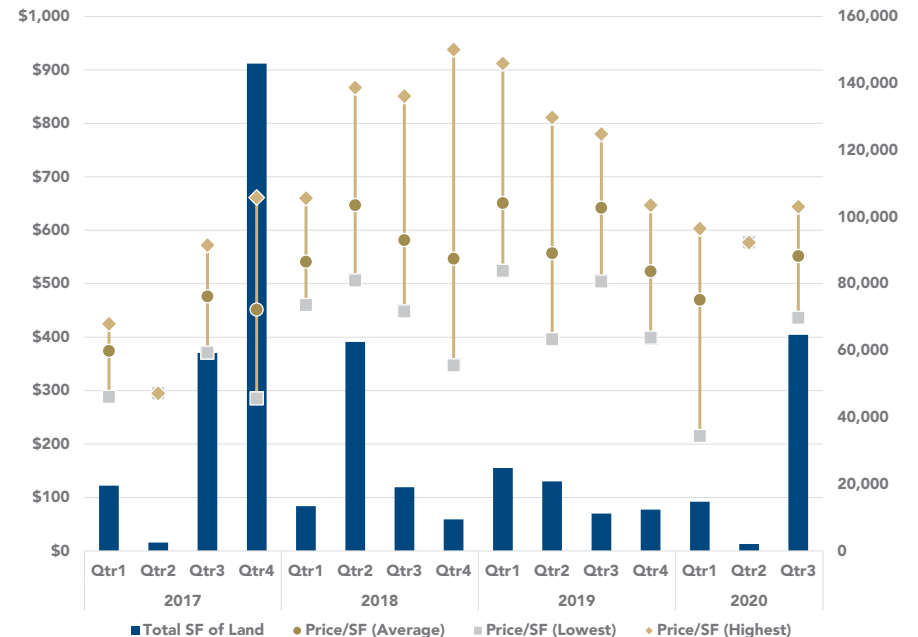
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
Dockside Business Centre	\$13,750,000	31,529	\$436
1110 West 14th Street	\$5,200,000	8,910	\$584
125 Charles Street	\$4,900,000	8,112	\$604
1124 & 1128 West 15th Street	\$4,000,000	8,000	\$500
Norgate Business Park	\$1,750,000	2,717	\$644

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



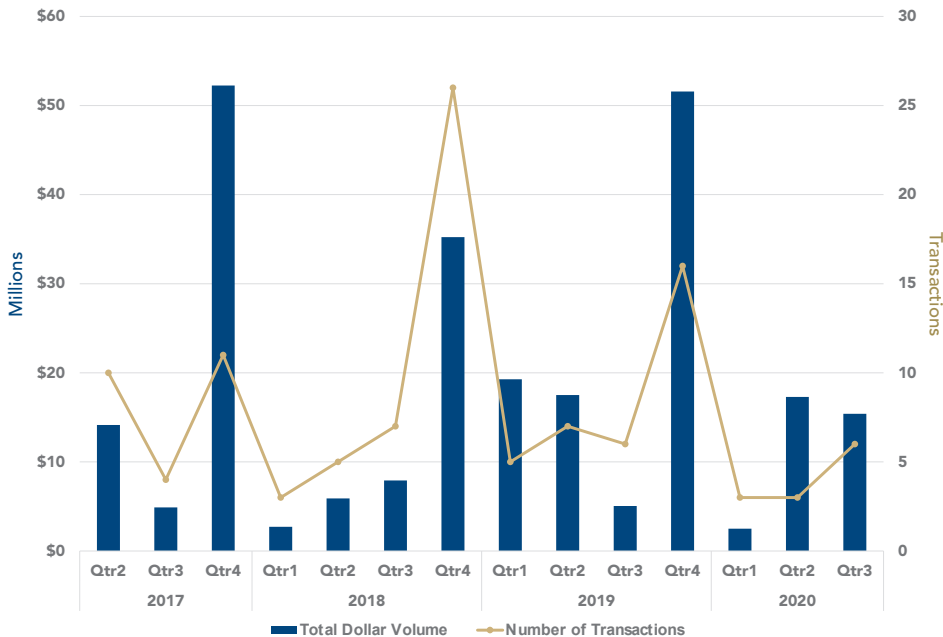
PORT COQUITLAM INDUSTRIAL SALES - Q3 2020



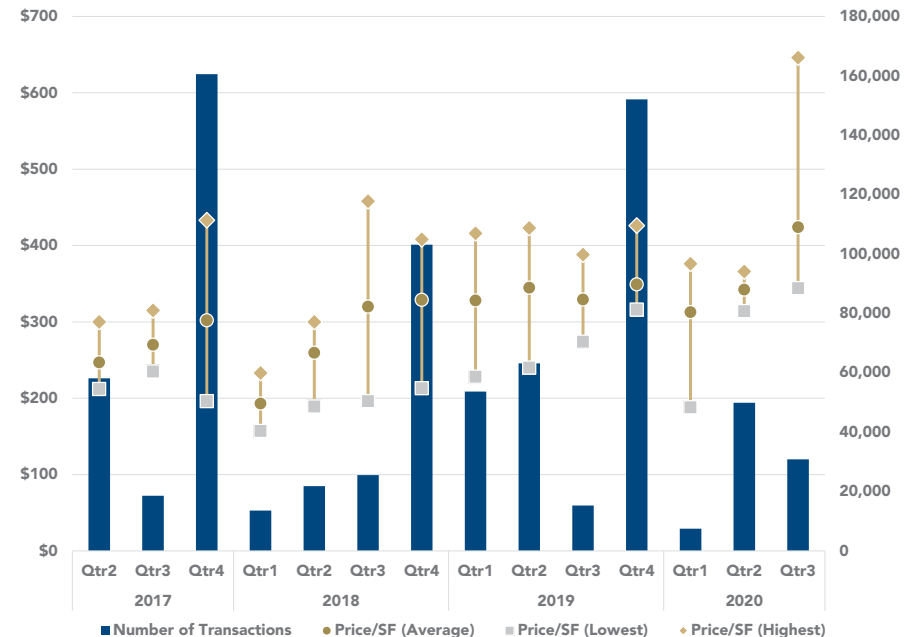
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
1963 Kingsway Avenue	\$9,500,000	14,699	\$646
1651 Langan Avenue	\$1,050,000	3,200	\$344
Kingsway Corporate Centre	\$1,027,810	2,657	\$387
1681 Langan Avenue	\$555,000	1,561	\$356

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



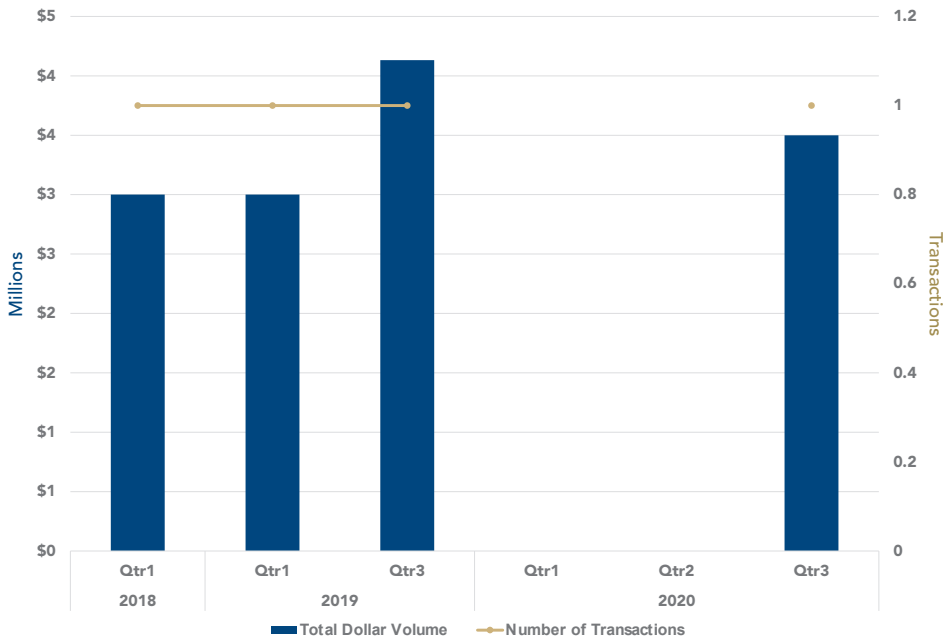
PORT MOODY INDUSTRIAL SALES - Q3 2020



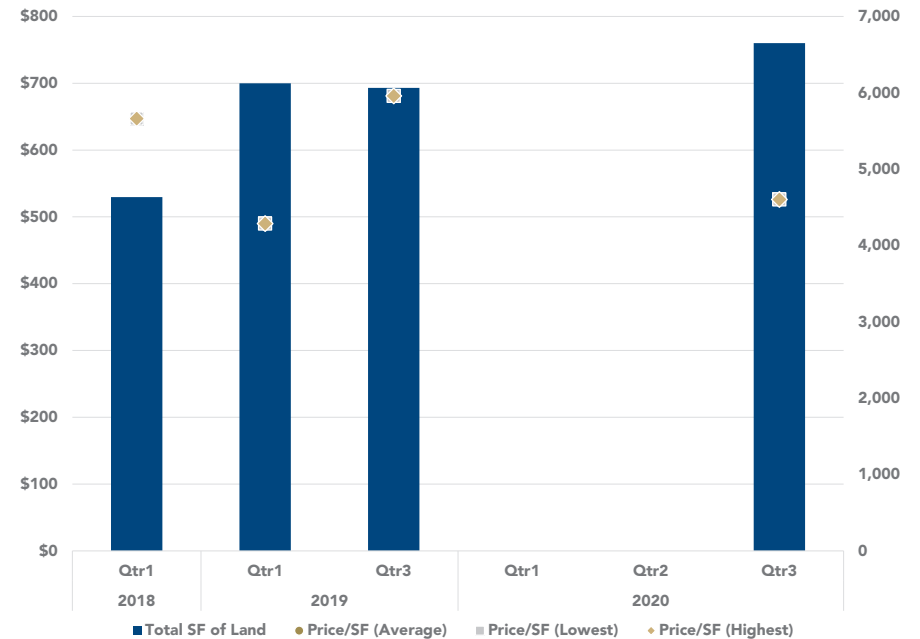
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
2601 Murray Street	\$3,500,000	6,650	\$526

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



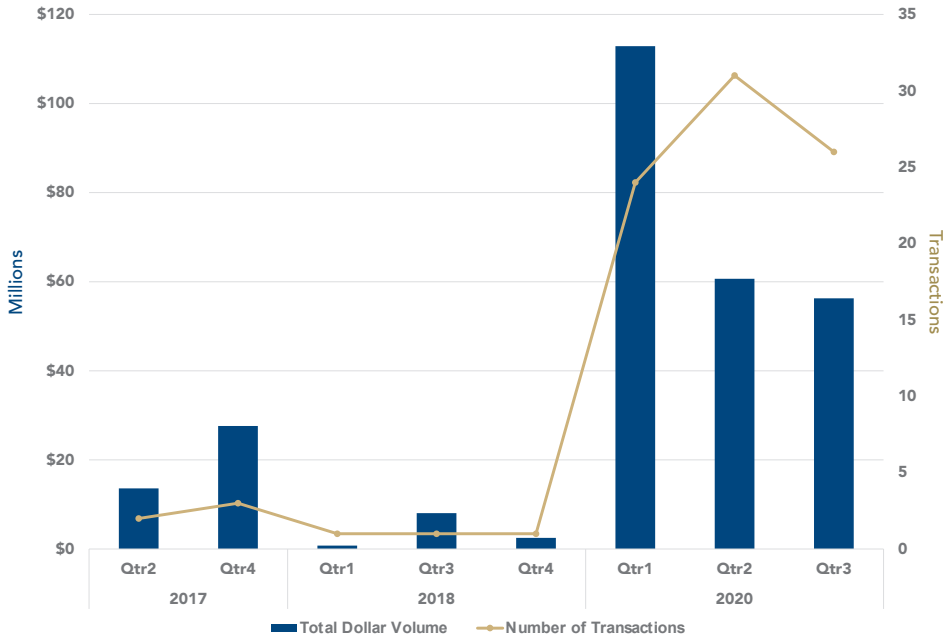
RICHMOND INDUSTRIAL SALES - Q3 2020



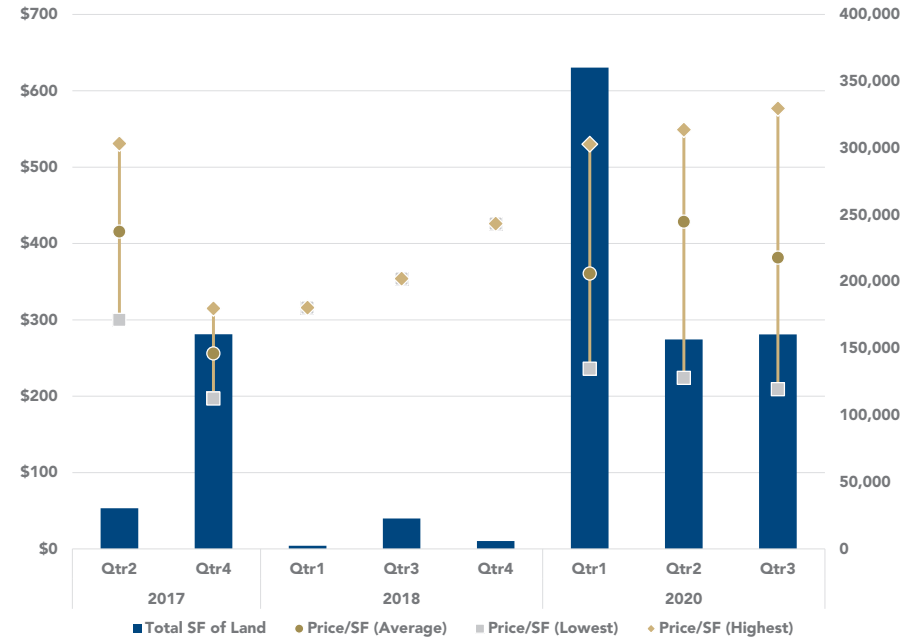
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
14291 Burrows Road	\$9,080,000	22,728	\$400
12791 Clarke Place	\$7,575,000	36,278	\$209
Trove	\$6,275,936	12,978	\$2,951
11400 Twigg Place	\$4,700,000	13,751	\$342
Gold Wing Business Plaza	\$4,000,000	10,889	\$367

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



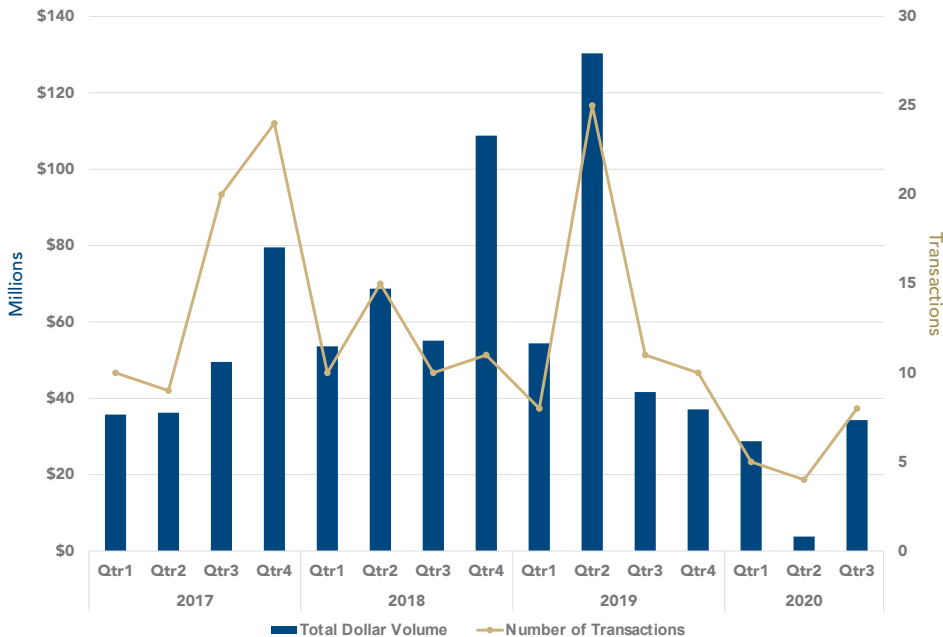
VANCOUVER INDUSTRIAL SALES - Q3 2020



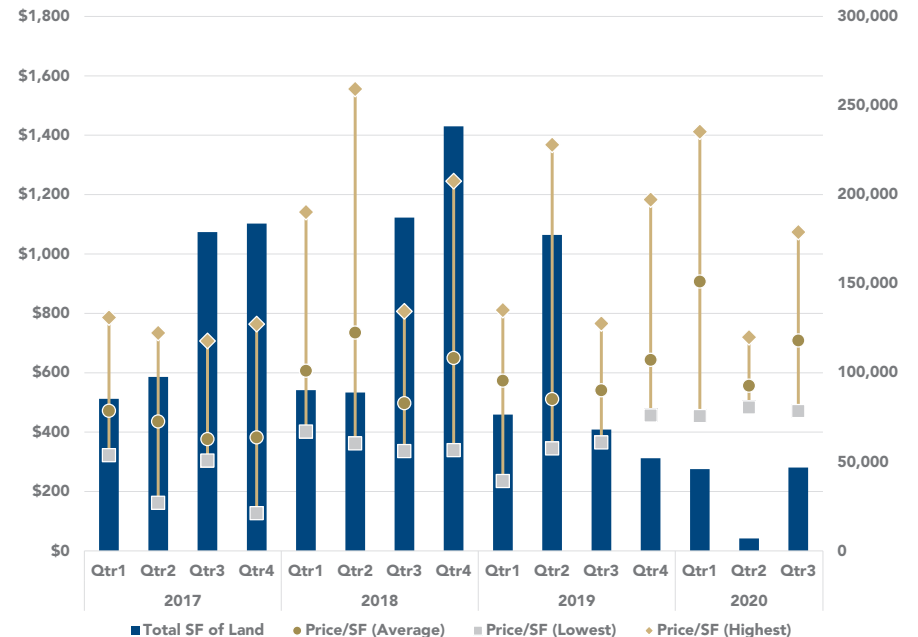
SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
620 Clark Drive	\$9,500,000	12,708	\$748
1425 Odlum Drive	\$4,600,000	5,700	\$807
31 East 5th Avenue	\$4,600,000	4,282	\$1,074
1270 Frances Street	\$4,250,000	5,617	\$757
1829 & 1835 Pandora Street	\$4,100,000	7,000	\$586

DOLLAR VOLUME & NUMBER OF TRANSACTIONS



QUARTERLY TOTAL VOLUME (SF)



Klein Group Royal LePage's customized, client-first approach.

We offer a fully-integrated spectrum of services throughout the acquisition, ownership, and disposition phases. Trust, integrity and two decades of proven results are our hallmark.

ACQUISITION

We help determine the right price in terms of: Expected Return, Taxation and Financing.

Analysis & Strategy

We develop an acquisition profile based on your investment objectives, income goals, projected property performance and risk profile using: Competitive Analysis; Location and Site Analysis; Political and Legal Analysis; Financial Analysis.

Valuation & Advisory

We combine market intelligence, multiple valuation approaches and a wealth of professional contacts to determine market feasibility, demand analysis, highest-and-best use analysis, leasing potential, development strategies and more.

OWNERSHIP

We help with all complex decisions associated with holding the property 'as is'; financing or refinancing; making discretionary capital expenditures; changing the property's use; or selling part of the property. We provide:

- Ongoing Asset Performance Analysis, Investment Planning and Road Mapping
- Strategic Asset Management, Optimization and Market Repositioning
- Disposition vs. Hold Analysis
- Recapitalization Management
- New Development and Renewal Strategy using demographic, psychographic, rent-to-revenue, spending gap, and other analyses
- Corporate Social Responsibility Planning

DISPOSITION

We provide complete disposition management services to ensure that you get top market value for your property. Our services include:

- In-depth financial analysis to determine whether disposition is the most viable option
- Detailed analysis of property pros and cons
- Defining the buyer profile and target market
- Developing an integrated marketing plan and custom marketing materials
- Marketing the property through a full scope of media resources
- Handling all phases of negotiation and monitoring buyer contract conformance
- Finalizing the transaction and confirming the transfer of funds

WE'RE THE WORLD'S #1 REAL ESTATE COMPANY*, WITH LOCAL EXPERTISE

\$385B

UNDER MANAGEMENT
GLOBALLY

80,000+

OPERATING
EMPLOYEES

120

YEARS INVESTING
IN REAL ASSETS

30+

COUNTRIES
WORLDWIDE

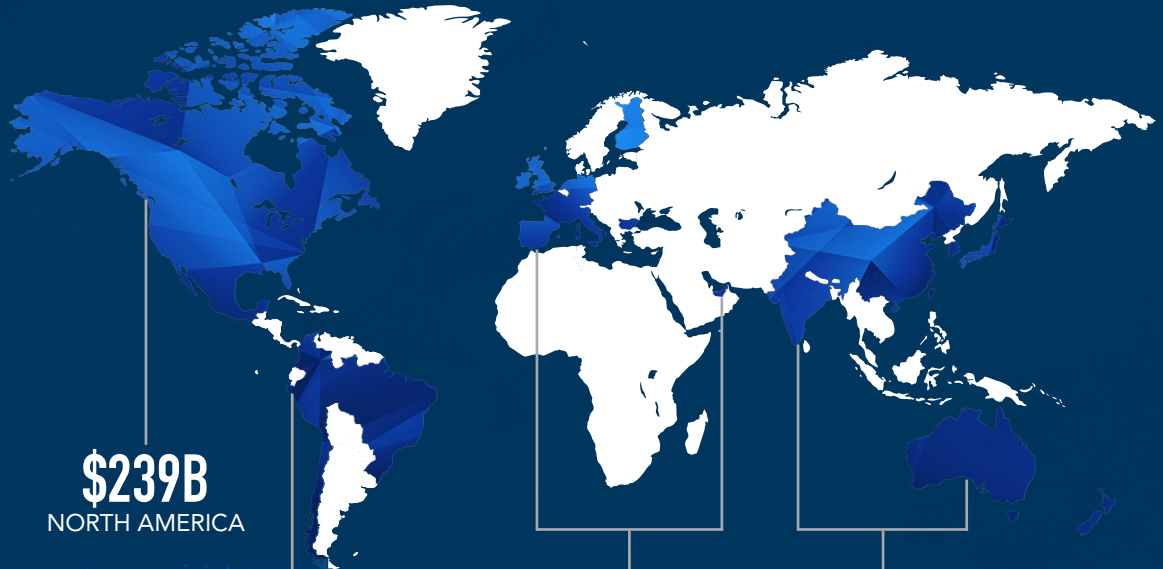
750+

INVESTMENT
PROFESSIONALS

450M

SF OF
COMMERCIAL SPACE

Forbes Magazine, 2018, 2019



\$239B

NORTH AMERICA

\$42B

SOUTH AMERICA

\$71B

EUROPE
& MIDDLE EAST

\$36B

ASIA PACIFIC

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