

# KLEIN GROUP

## GREATER VANCOUVER OFFICES SALES REPORT

Q3 - 2020





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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.

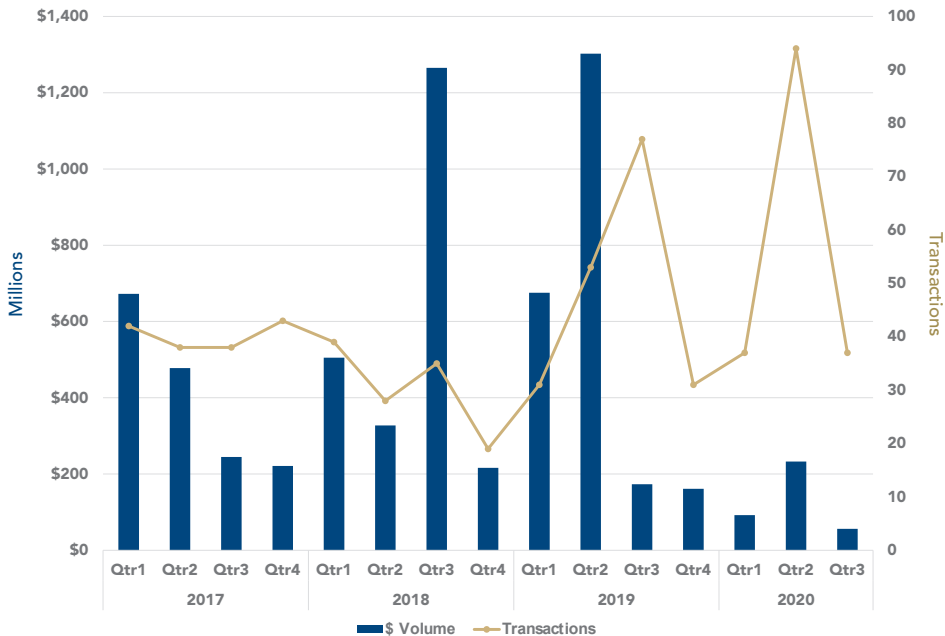


# GREATER VANCOUVER OVERVIEW

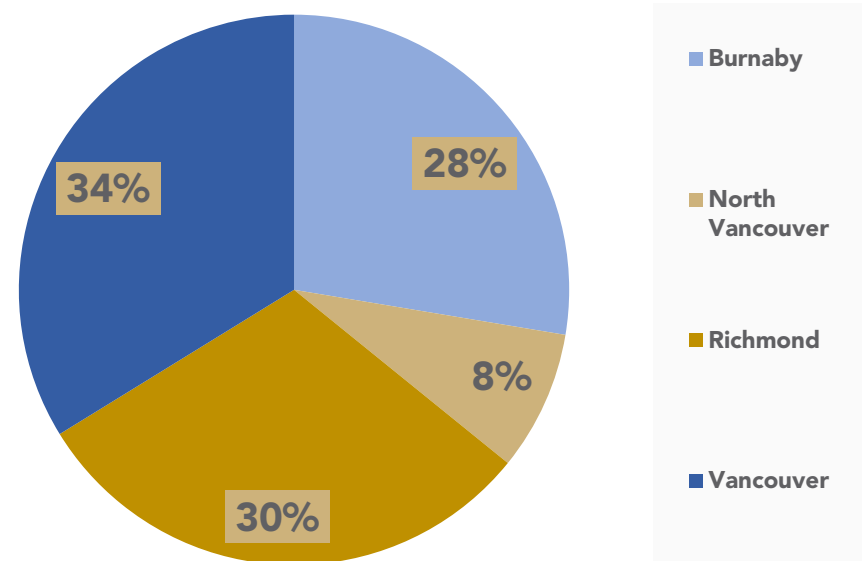
## OFFICE SALES - Q3-2020

	2018			2019			2020 (Q1-Q3)		
	Sales	\$ Volume	%	Sales	\$ Volume	%	Sales	\$ Volume	%
<b>Burnaby</b>	31	\$598,009,404	29%	27	\$217,867,080	11%	18	\$91,235,218	27%
<b>Coquitlam</b>	1	\$2,488,000	0%	5	\$19,926,000	1%	0	\$0	0%
<b>New Westminster</b>	6	\$8,919,329	0%	5	\$47,363,000	2%	1	\$2,770,000	1%
<b>North Vancouver</b>	14	\$14,051,775	1%	13	\$14,250,000	1%	8	\$27,148,000	8%
<b>Port Coquitlam</b>	0	\$0	0%	3	\$2,013,000	0%	4	\$4,800,000	1%
<b>Richmond</b>	18	\$35,904,500	2%			15%	62	\$100,358,189	29%
<b>Vancouver</b>	37	\$1,464,510,680	70%	63	\$1,669,145,009	85%	34	\$111,591,416	33%
<b>West Vancouver</b>	8	\$7,986,500	0%	1	\$1,482,000	0%	2	\$2,900,000	1%
<b>Grand Total</b>	<b>115</b>	<b>\$2,131,870,188</b>		<b>117</b>	<b>\$1,972,046,089</b>		<b>129</b>	<b>\$340,802,822</b>	

### DOLLAR VOLUME & NUMBER OF TRANSACTIONS



### OFFICE MARKET SHARE



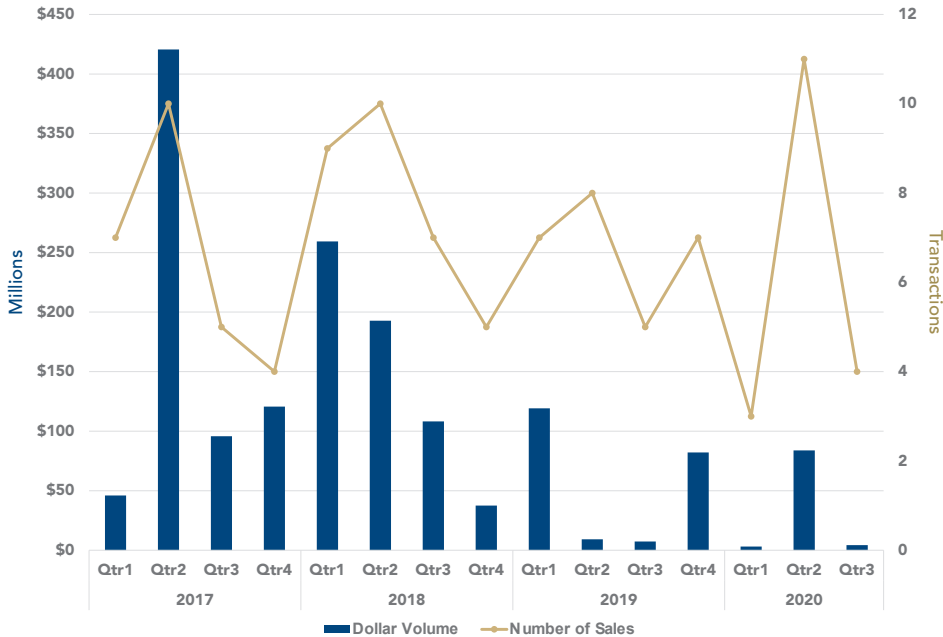
# BURNABY OFFICE SALES - Q3-2020



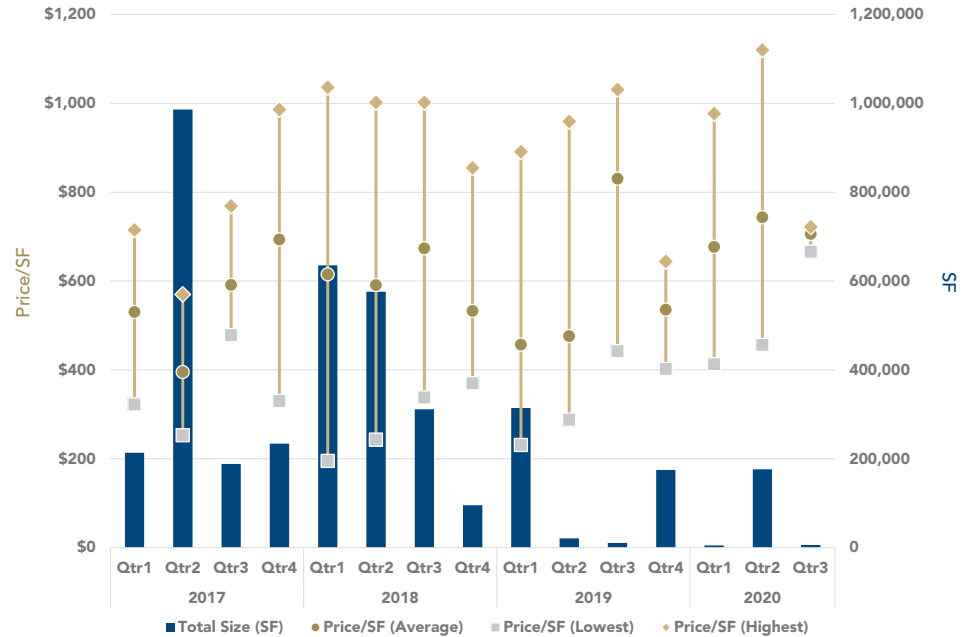
## SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
Bridge Business Centre	\$2,000,000	3,005	\$666
Gold House12	\$1,198,000	1,675	\$715
Gold House11	\$532,080	738	\$721
Gold House10	\$529,200	733	\$722

## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)





# COQUITLAM OFFICE SALES - Q3-2020

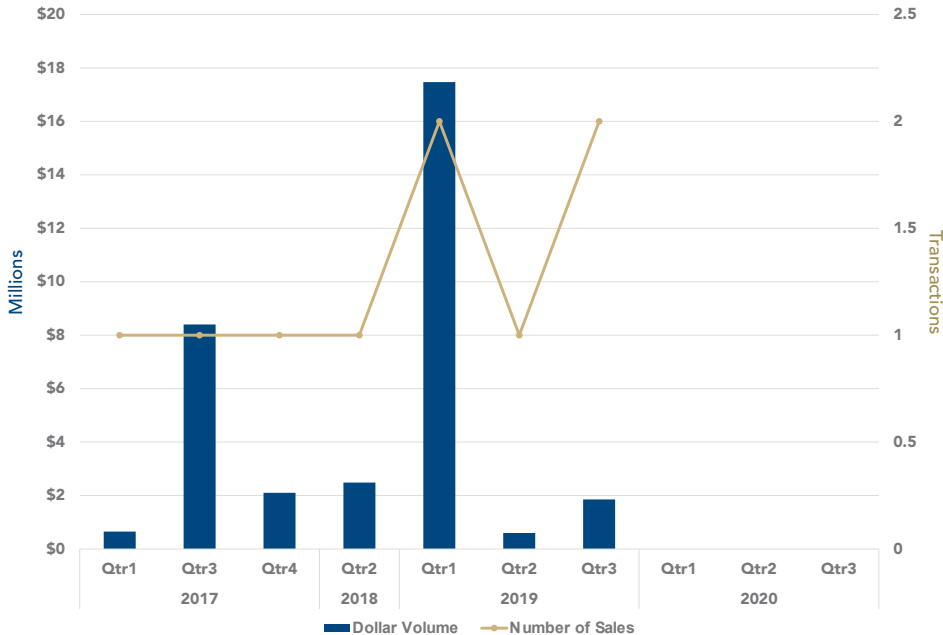


## SALES & PRICE BY NEIGHBOURHOOD

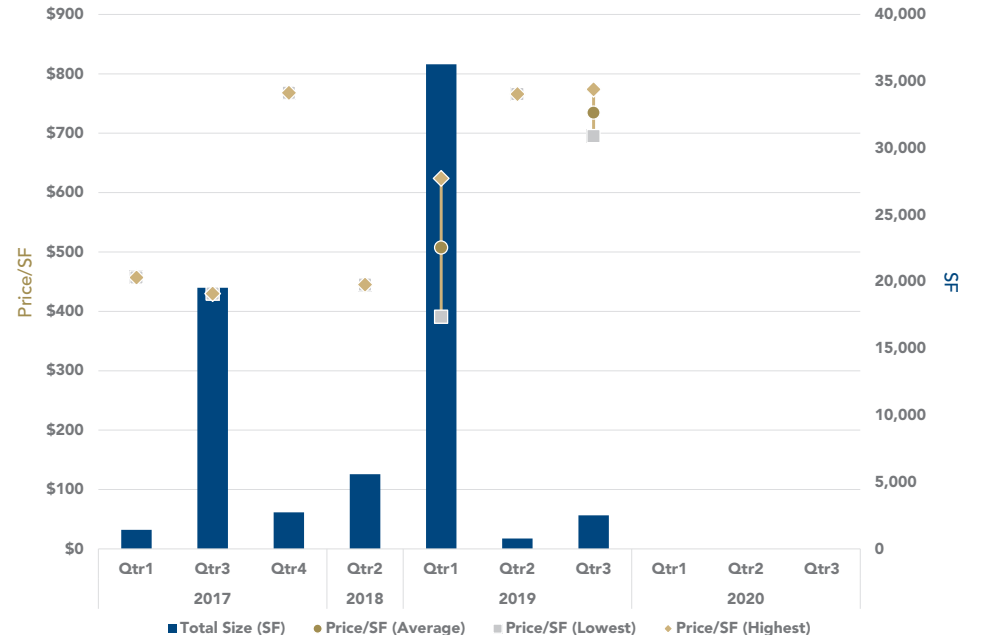
Transaction Name	Price	Size (SF)	Price/SF
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No Transactions in Q3 2020


## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)



# NEW WESTMINSTER OFFICE SALES - Q3-2020

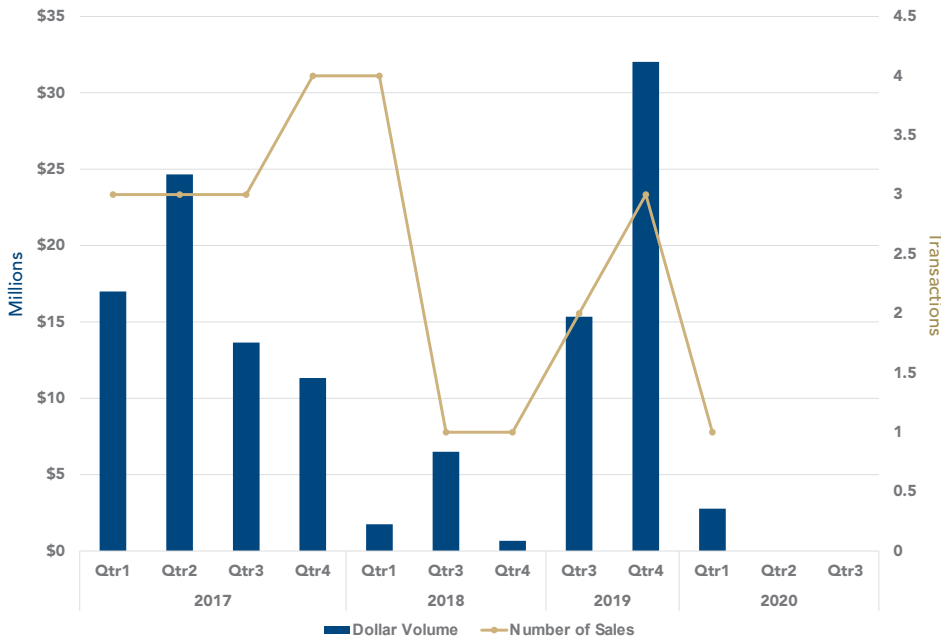


## SALES & PRICE BY NEIGHBOURHOOD

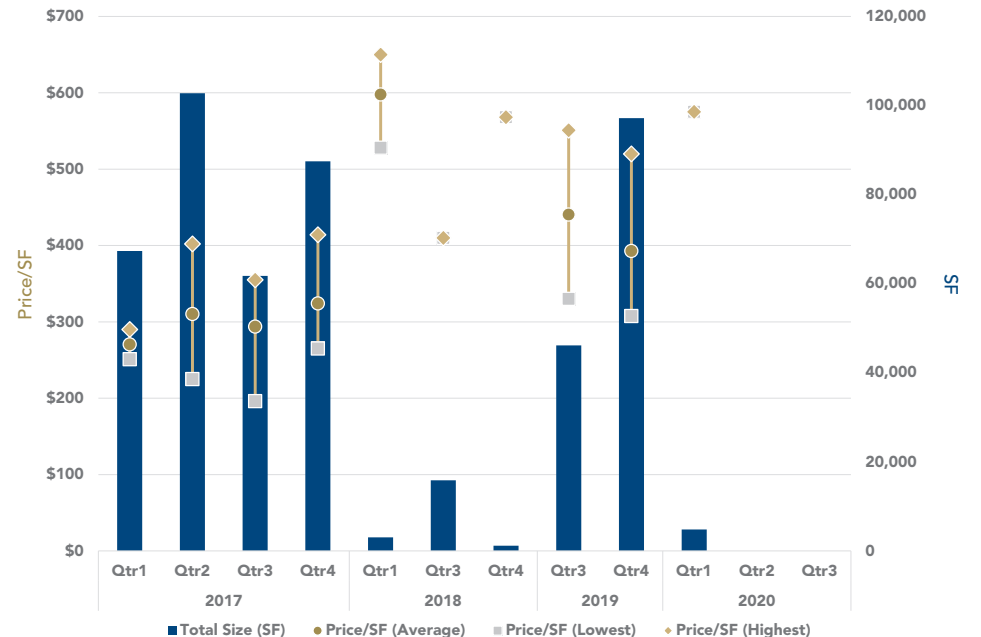
Transaction Name	Price	Size (SF)	Price/SF
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No Transactions in Q3 2020


## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)





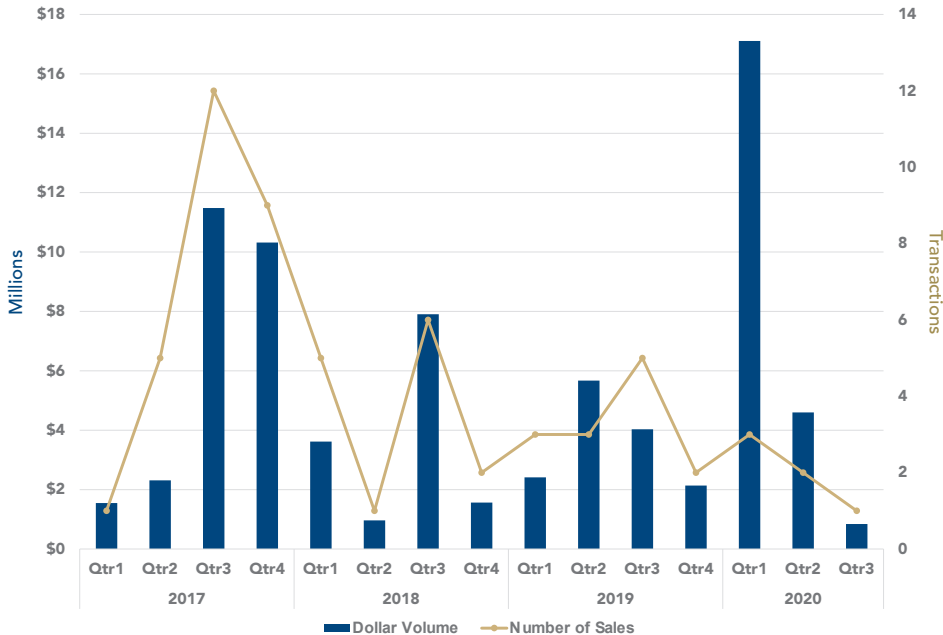
# NORTH VANCOUVER OFFICE SALES - Q3-2020



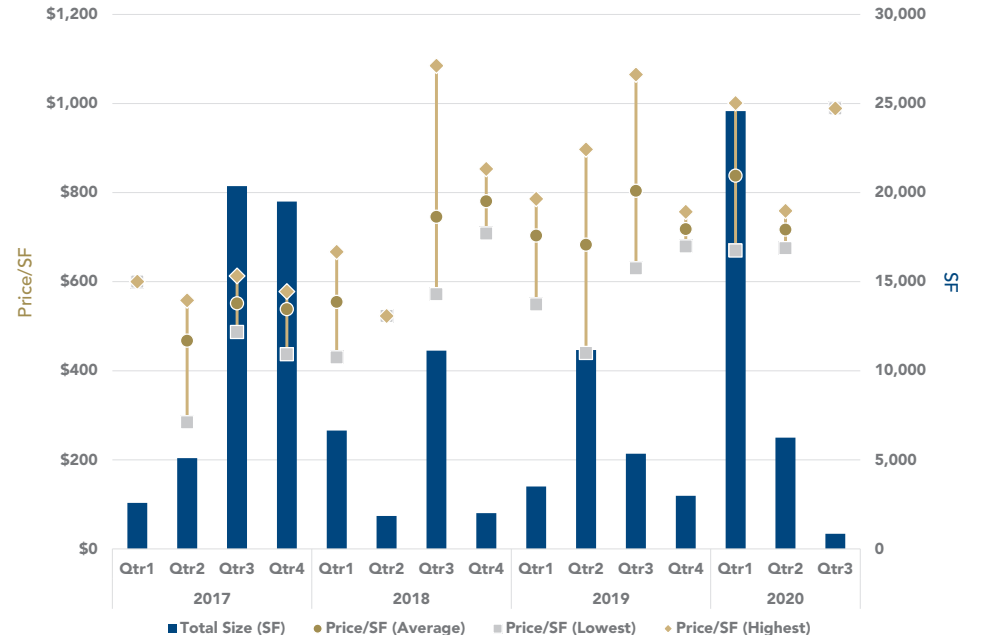
## SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
Delbrook Plaza	\$840,000	849	\$989

## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)



# PORT COQUITLAM OFFICE SALES - Q3-2020

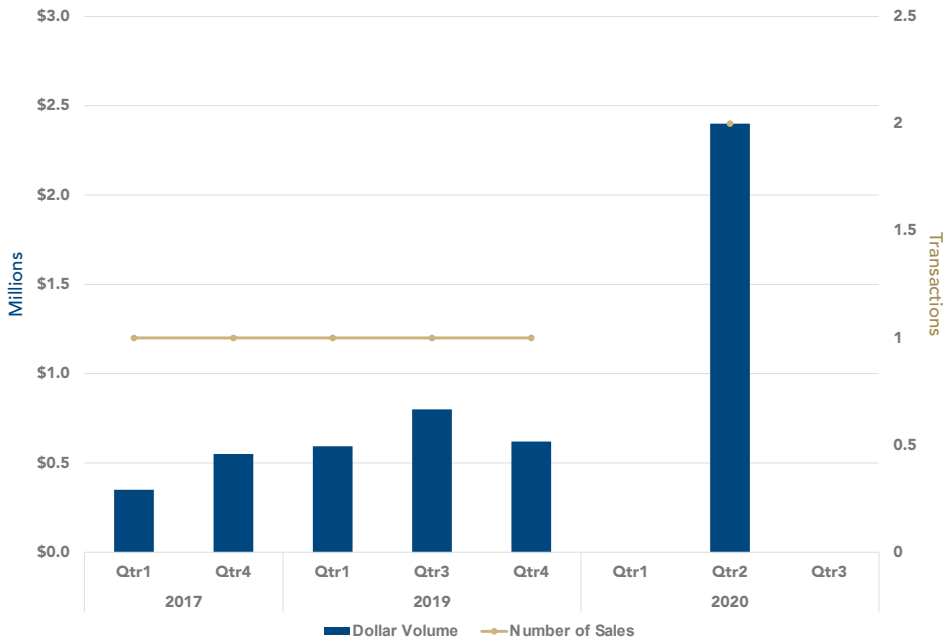


## SALES & PRICE BY NEIGHBOURHOOD

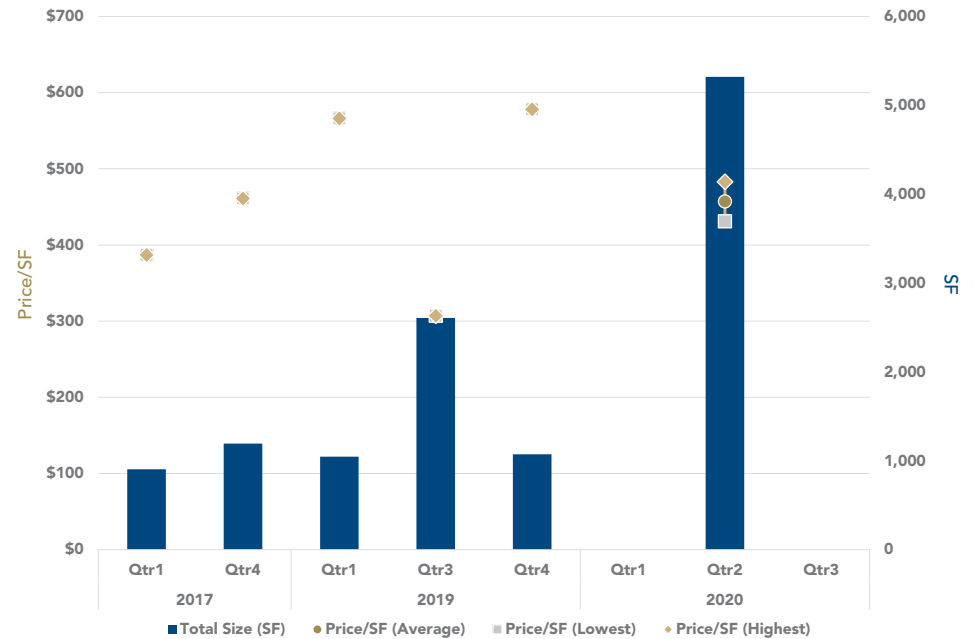
Transaction Name	Price	Size (SF)	Price/SF
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No Transactions in Q3 2020


## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)





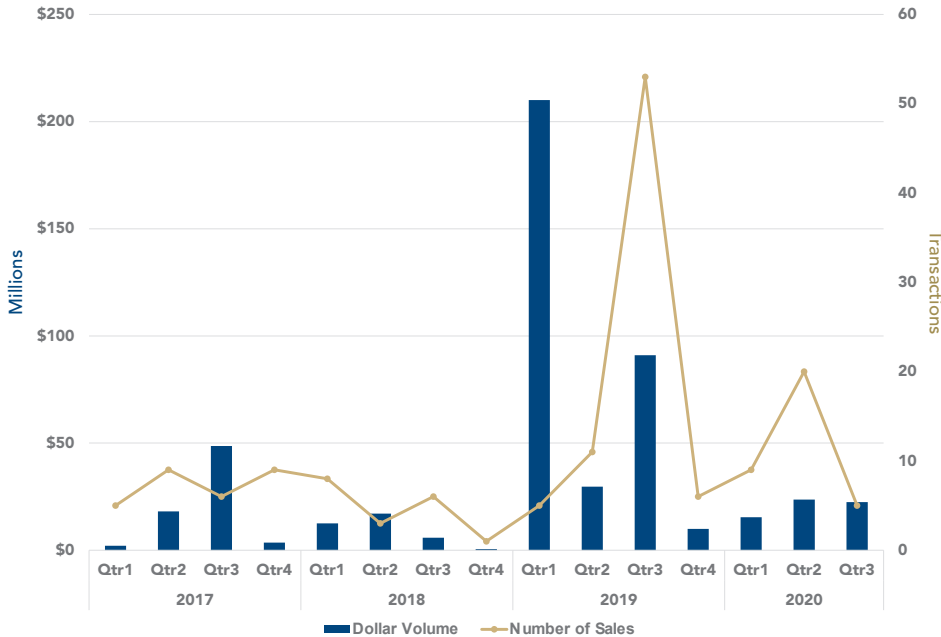
# RICHMOND OFFICE SALES - Q3-2020



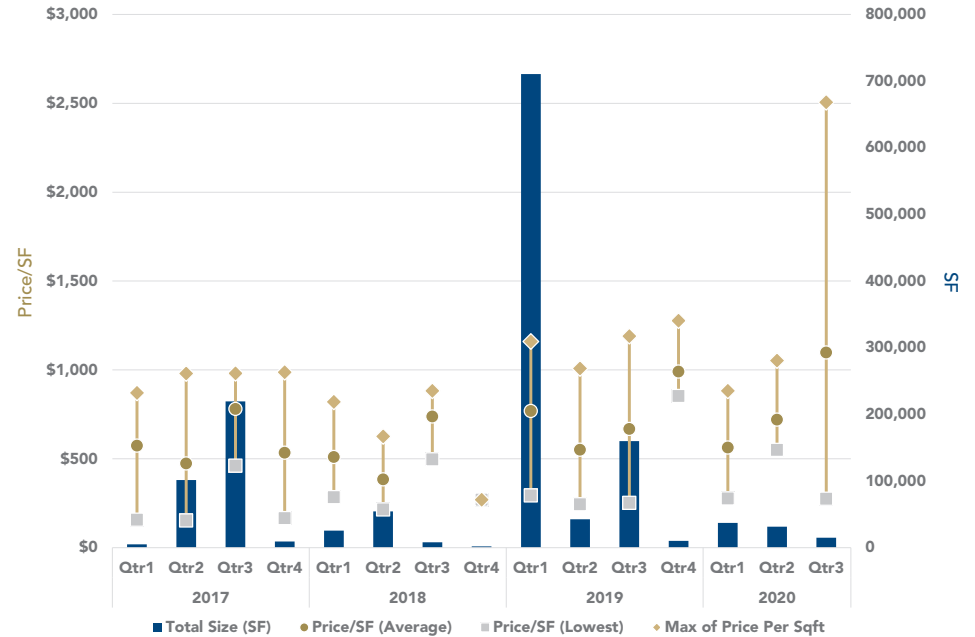
## SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
<b>5731 No. 3 Road</b>	\$14,340,808	5,722	\$2,506
<b>International Trade Centre at Versante-2</b>	\$7,000,000	6,910	\$1,013
<b>Western International Business Park</b>	\$527,000	925	\$570
<b>Shelter Island Business Centre</b>	\$330,000	1,199	\$275
<b>Three West Centre - Office Tower-2</b>	\$280,000	249	\$1,124

## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)



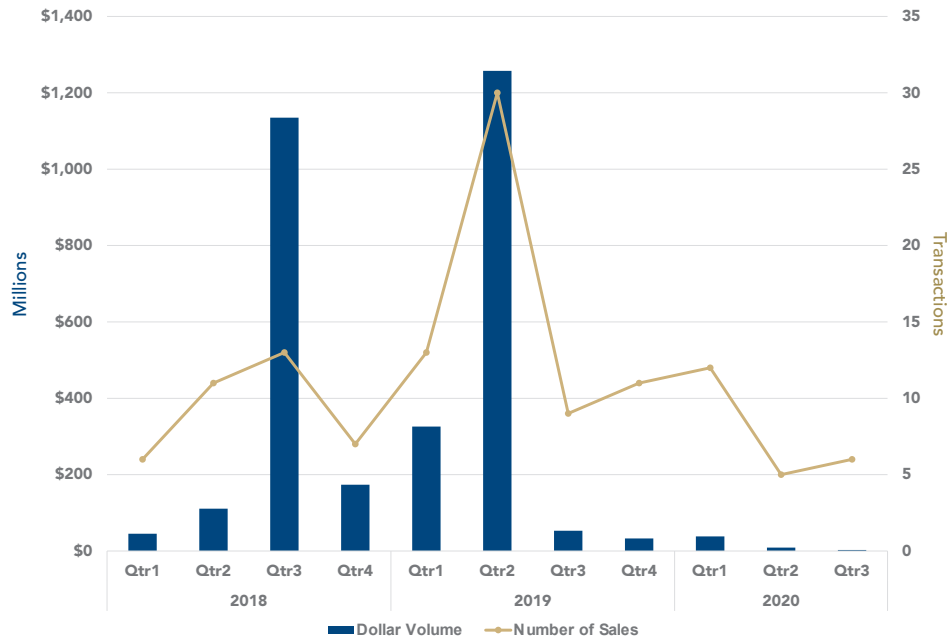
# VANCOUVER OFFICE SALES - Q3-2020



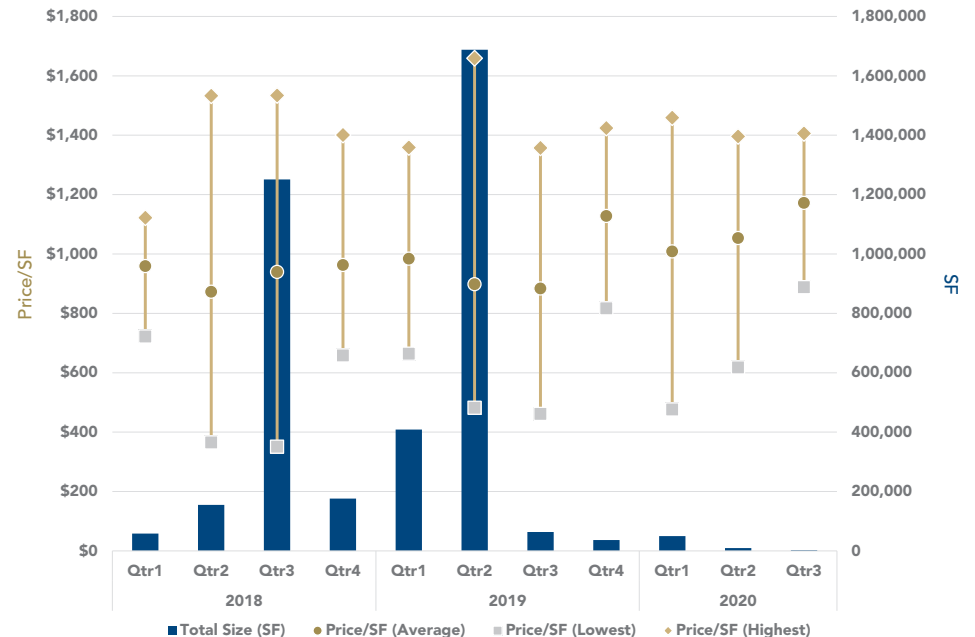
## SALES & PRICE BY NEIGHBOURHOOD

Transaction Name	Price	Size (SF)	Price/SF
Pacific Place	\$882,500	685	\$2,545
Broadway Medical Building	\$720,000	595	\$1,210
The Galleria	\$485,000	493	\$984
The Electra Executive Offices	\$450,000	320	\$1,406
The Offices at Conference Plaza	\$293,000	330	\$888

## DOLLAR VOLUME & NUMBER OF TRANSACTIONS



## QUARTERLY TOTAL VOLUME (SF)





# WEST VANCOUVER OFFICE SALES - Q3-2020

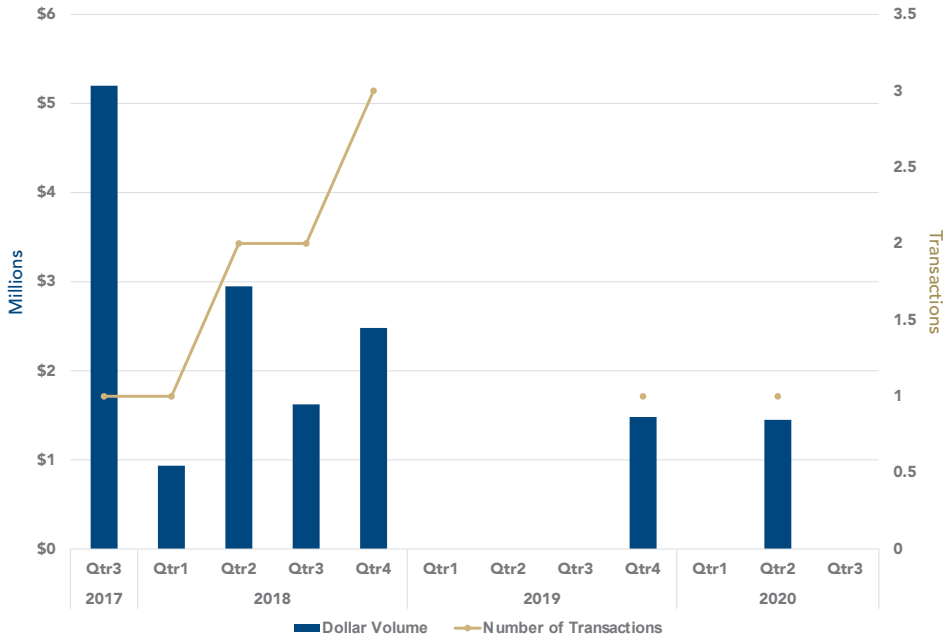


## SALES & PRICE BY NEIGHBOURHOOD

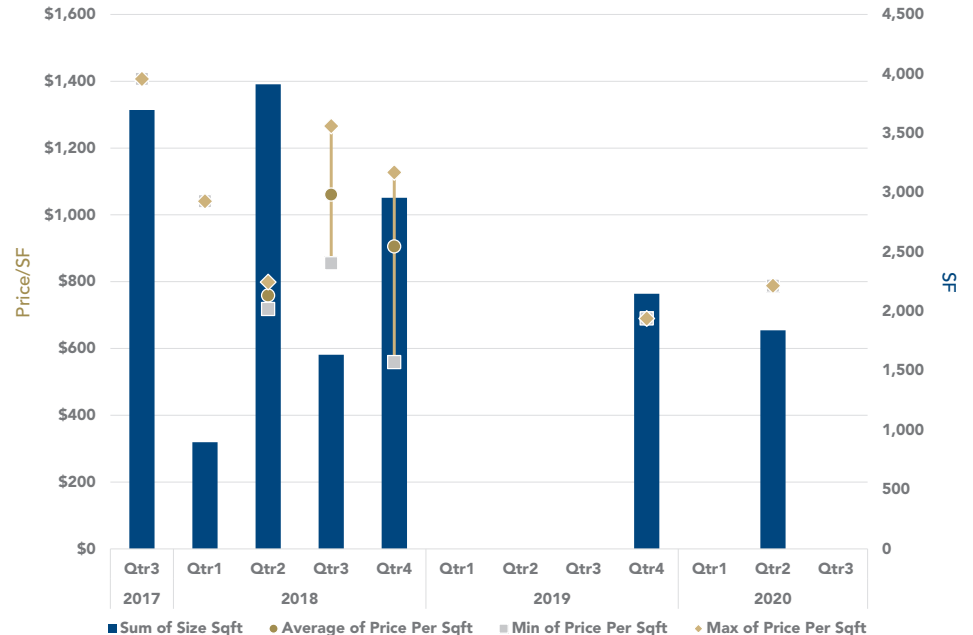
Transaction Name	Price	Size (SF)	Price/SF
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No Transactions in Q3 2020


## 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

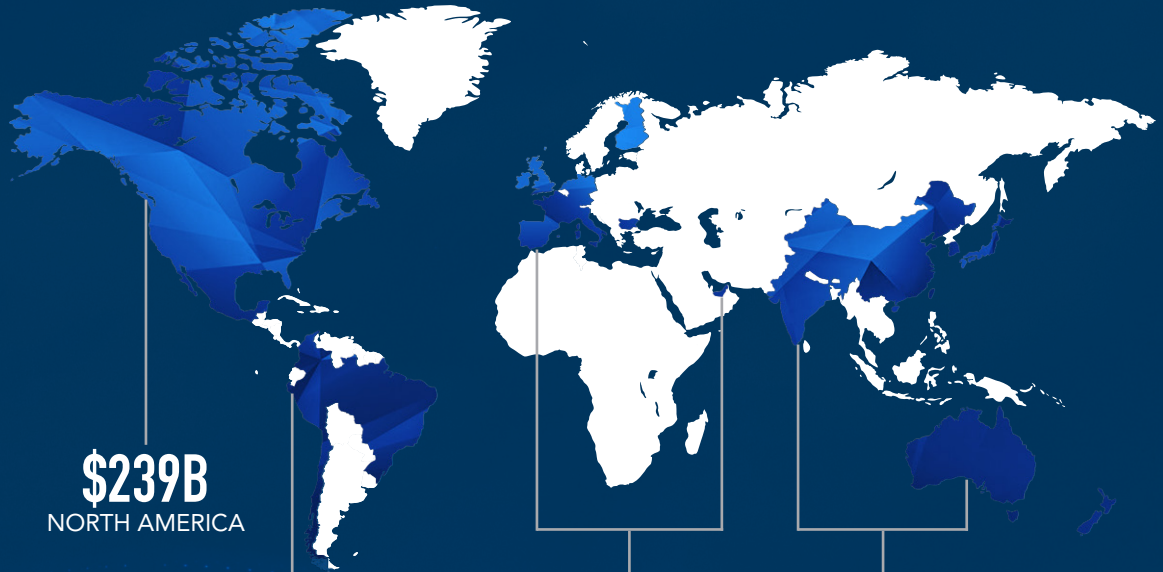
**750+**

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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