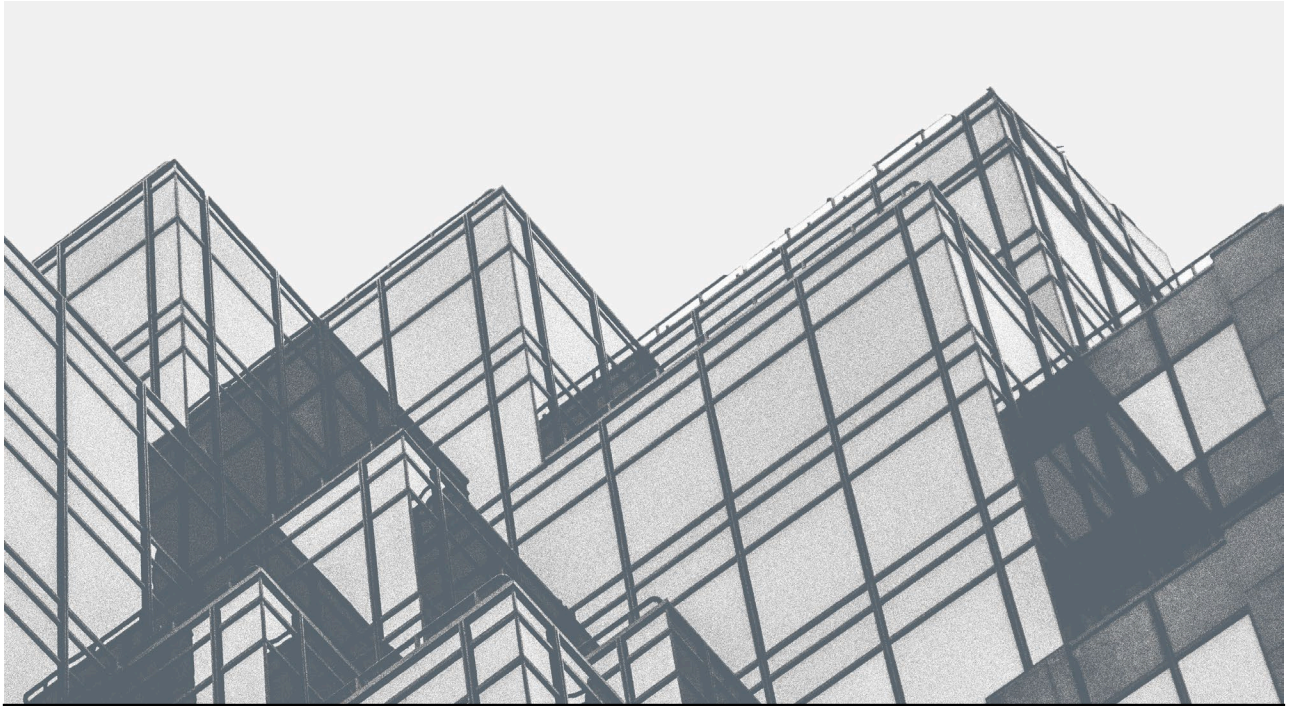




Urban

Formerly Urban Analytics



VANCOUVER MULTI-FAMILY TAKE



Q3
2022

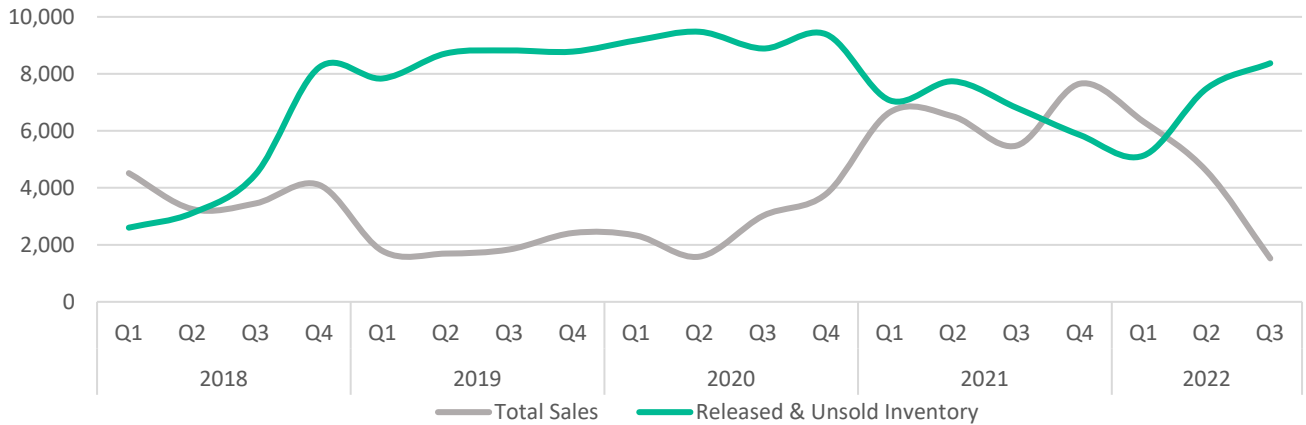
SALES SLUMP, SUPPLY
SHELVED

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SALES SLUMP, SUPPLY SHELVED

QUARTERLY SALES VS UNSOLD INVENTORY TREND



New multi-family home sales in Metro Vancouver slumped in the third quarter of 2022 as higher borrowing costs and overall economic uncertainty resulted in subdued buying activity and demand shifting to the rental sector of the market. The 1,521 units sold in the third quarter of the year represented the lowest quarterly sales total since the third quarter of 2012. This slowdown in sales in the third quarter occurred at the same time rental rates in Metro Vancouver achieved new all-time highs.

Interest rate and cost to borrow increases over the past three quarters resulted in prospective buyers waiting on the sidelines, and as such developers followed suit by delaying their prospective summer/fall project launches into late 2022/early 2023. 35 percent fewer projects were launched in Q3-2022 when compared to the previous quarter, which partially accounted for the significant decrease in sales. Despite the current market conditions, buyers continue to seek opportunities where attractively priced and well-positioned product becomes available to purchase. In the event where high inflation persists, the Bank of Canada will be enticed to further increase interest rates in late 2022 and into 2023.

AVERAGE PRICE OF PROJECTS LAUNCHED IN Q3-2022

Concrete



Wood Frame



Townhome



North of the Fraser

	Concrete	Wood Frame	Townhome
Average Price	\$1,001,553	\$766,058	\$1,383,236
Absorption	24%	40%	28%

South of the Fraser

	Concrete	Wood Frame	Townhome
Average Price	-	\$561,050	\$1,062,241
Absorption	-	51%	48%

Contact sales@zondaurban.com to become an NHSLive subscriber and to gain access to the full report.