

LAND & DEVELOPMENT REPORT

NEW CONCRETE CONDO PRICE/SF

2016: \$450

2017: \$600



WOOD FRAME CONDO PRICE/SF

2016: \$274

2017: \$475



SINGLE FAMILY BUILDING PERMITS

2016: \$144.6M

2017 YTD: \$108.1M



PURPOSE BUILT RENTAL UNITS

2015-2016: 481

2016-2017: 1,159



KELOWNA'S LAND & DEVELOPMENT MARKET Q3 2017

MULTI-FAMILY BUILDING PERMITS

2016: \$76.9M

2017 YTD: \$95.5M



LAND \$ PSF (LOW DENSITY)

2016: \$5.48

2017: \$5.42



LAND \$ PSF (MEDIUM DENSITY)

2016: \$13.24

2017: \$32.00



LAND \$ PSF (HIGH DENSITY)

2016: \$41.56

2017: \$68.26



What a difference a few years makes...

Three years ago, Kelowna was just starting to rise out of a sluggish period. Now, construction is everywhere, cranes dot the skyline and available development parcels are receiving multiple offers, often times the same day they hit the market. Building permit values in the Central Okanagan have reached an "all time high" of \$528 Million.

The revitalization of Downtown Kelowna is in full swing with the City embracing the densification of the Downtown Core. New parks, bike paths, restaurants, and stores have created a vibrant downtown community. The City also pushed for the Innovation Centre and the new Interior Health building in the area, bringing thousands of jobs with them. The employment opportunities and amenities are driving growth and making Kelowna a more attractive place to live, work and play.

As baby boomers retire, they continue to look to the Okanagan. With fewer properties available in Vancouver, Kelowna and Victoria are benefiting. The overflow from Vancouver, combined with all of the things Kelowna has to offer, is bringing a significantly younger demographic to the City, one that is fueling a \$1.3 Billion tech sector. 262 tech companies call Kelowna home and this number is growing every day.

Vacancy rates for rental apartments remain at 0.7%, however there are more than 1,500 rental units under construction, which is expected to increase the vacancy rate to a more stabilized level of 3.0%, within 2-3 years.

Demand for all forms of housing remains exceptionally strong and the City of Kelowna favours a policy towards densification in the urban town centres, which also bodes well for more affordable forms of multi-family development.

In particular, the Downtown Core is experiencing a boom of high density development, with projects like the 21 storey tower at 1151 Sunset Drive (now 85% pre-sold before occupancy in Spring/Summer 2018.)

New projects like One Water Street and Live at Ella are anticipated to achieve average sales of more than \$600 per square foot with the upper floors expected to reach more than \$900 per square foot.

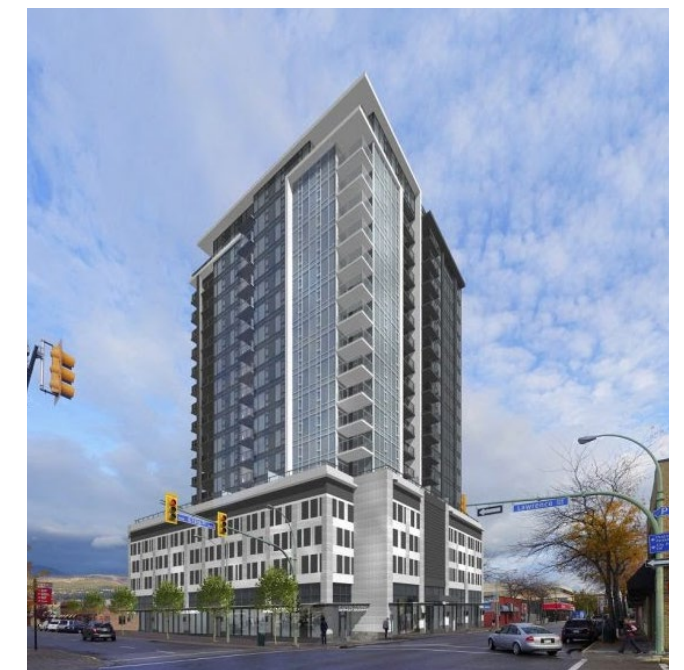
Research from Developers indicates that upwards of 90-95% of condo buyers plan to occupy the units themselves, not for investment purposes. Compare this to 2007, when up to 70% were speculative investors, this is an excellent sign of continued strength in the market and means more people living in the urban centres and increased vibrancy.

CONDO AND MICROSUITE SALES PRICES

PROJECT	TYPE	UNIT SIZES (SF)	SALE PRICE RANGE	\$ PER SF
1151 Sunset Drive	Concrete	650-2,157	\$289,900-\$1,569,900	\$446-\$532
Skye at Waterscapes	Concrete	700-1,200	\$335,100-\$735,000	\$467-\$727
The Stockwell	Wood Frame	671-1,025	\$358,400-\$445,000	\$384-\$542
Cambridge House	Wood Frame	313-946	\$154,900-\$349,900	\$370-\$514
Water's Edge	Wood Frame	1,300-3,200	\$520,000-\$1,639,000	\$366-\$527
Central Green	Wood Frame	535-950	\$239,900-\$519,900	\$388-\$547

NEW MULTI-FAMILY DEVELOPMENTS

PROJECT	STOREYS	UNITS
One Water Street	36 & 29	408
Live at Ella	20	116
1151 Sunset Drive	21	117
1232 Ellis Street	14	91
Sole 2	6	40
1800 Richter Street	4 to 5	443
SOPA Square	13	101
The Shore	5	103
Aqua	18	350
Cambridge House	5	192
The Stockwell Downtown	4	32
Green Square	Townhomes	Phase 9 Coming Soon



Live at Ella

SINGLE FAMILY LOTS

PROJECT	LOT SIZES (SF)	PRICE RANGES
Prospect at Black Mountain	10,019-15,682	\$219,900-\$409,900
Blue Sky at Black Mountain	7,840-11,282	\$225,000-\$539,000
The Ponds	11,412-19,602	\$408,000-\$420,000
Highpointe	10,672-60,984	\$269,000-\$799,000
McKinley Beach	5,968-27,094	\$239,000-\$485,000

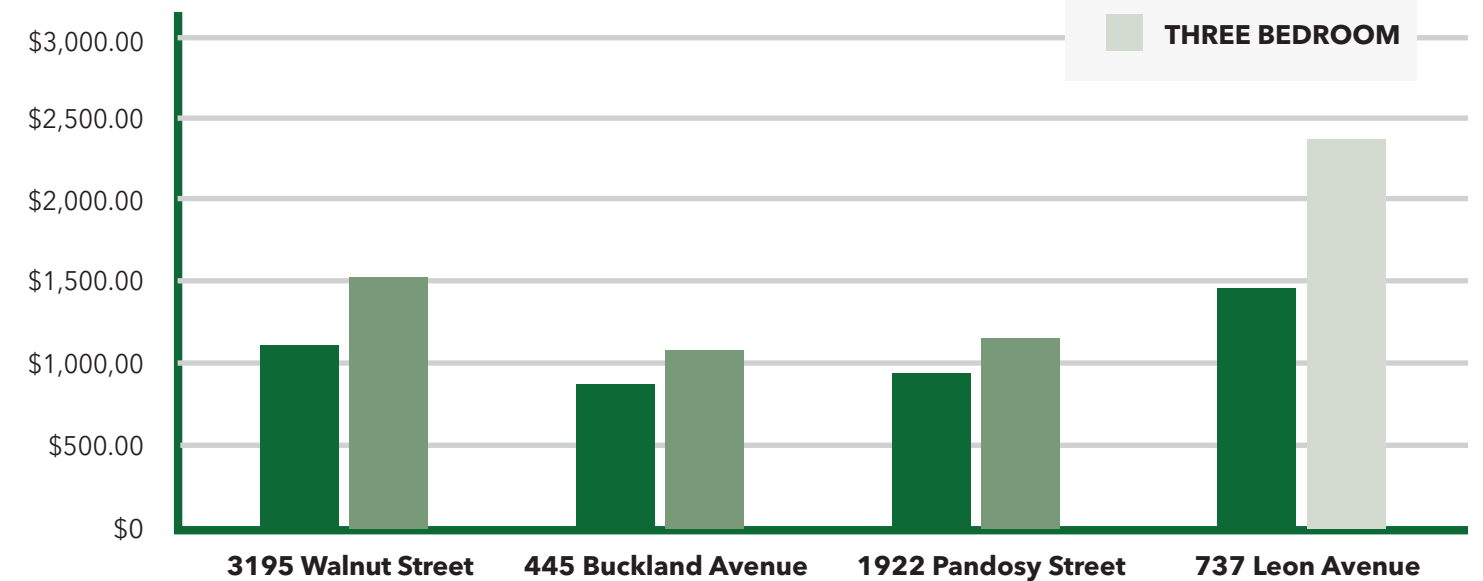
SINGLE FAMILY HOMES

PROJECT	FLOORAREA(SF)	SALE PRICE RANGE	\$ PER SF
Prospect at Black Mountain	3,336-4,614	\$822,500-\$1,500,000	\$191-\$355
Blue Sky at Black Mountain	1,821-4,199	\$525,000-\$1,299,000	\$202-\$345
The Ponds	1,579-5,669	\$580,000-\$1,825,000	\$291-\$425
Wilden	2,172-3,998	\$686,000-\$1,499,000	\$236-\$408
Highpointe	3,407-5,220	\$1,540,000-\$2,900,000	\$385-\$733
McKinley Beach	1,354-3,347	\$561,500-\$1,410,000	\$224-\$572
West Harbour	1,746-3,558	\$547,000-\$1,189,000	\$232-\$365

LAND SALES - 2016 - 2017

ADDRESS	SITESIZE(AC)	USE	SALE PRICE	\$ PER ACRE	\$ PER DOOR
1469 KLO Road	6.15	Rental Apt	\$5,500,000	\$894,309	\$24,554
1994 Springfield Road	1.927	Mixed-Use	\$5,000,000	\$2,594,707	TBD
1151 Sunset Drive	1.45	Multi-Family	\$4,900,000	\$3,379,310	\$41,880
665 Boynton Place	3.16	Multi-Family	\$4,250,000	\$1,344,937	\$35,416
2080 Benvoulin Court	0.642	Mixed	\$1,244,000	\$1,937,695	\$32,000
Kirschner Mtn/Loseth Rd	6.2	Multi-Family	\$1,510,000	\$243,548	\$43,142
Prospect at Black Mtn	50.365	Single Family	\$7,200,000	\$142,956	\$52,555
685 Lone Pine Drive	24	Single Family	\$3,875,000	\$161,458	\$52,365
749 Highpointe Drive	19.22	Single Family	\$2,800,000	\$145,682	\$57,143
4690 Highway 97N	168	Agricultural	\$14,500,000	\$86,309	N/A
2735 Shannon Lake Rd	8.09	Multi-Family	\$3,800,000	\$469,716	\$47,500
129 Wyndham Crescent	1.05	Multi-Family	\$2,100,000	\$2,000,000	\$32,308

OLDER BUILDING RENTAL RATES



NEWER BUILDING RENTAL RATES

