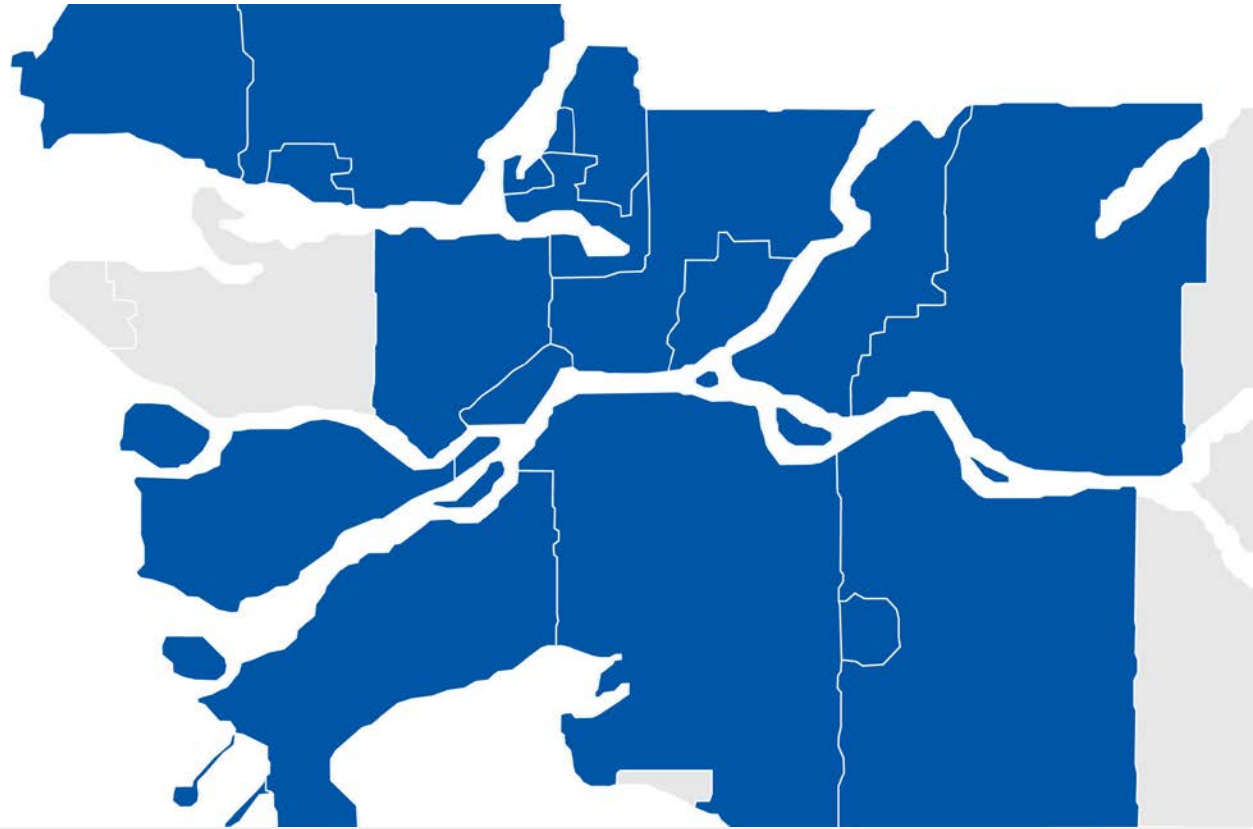


Goodman:



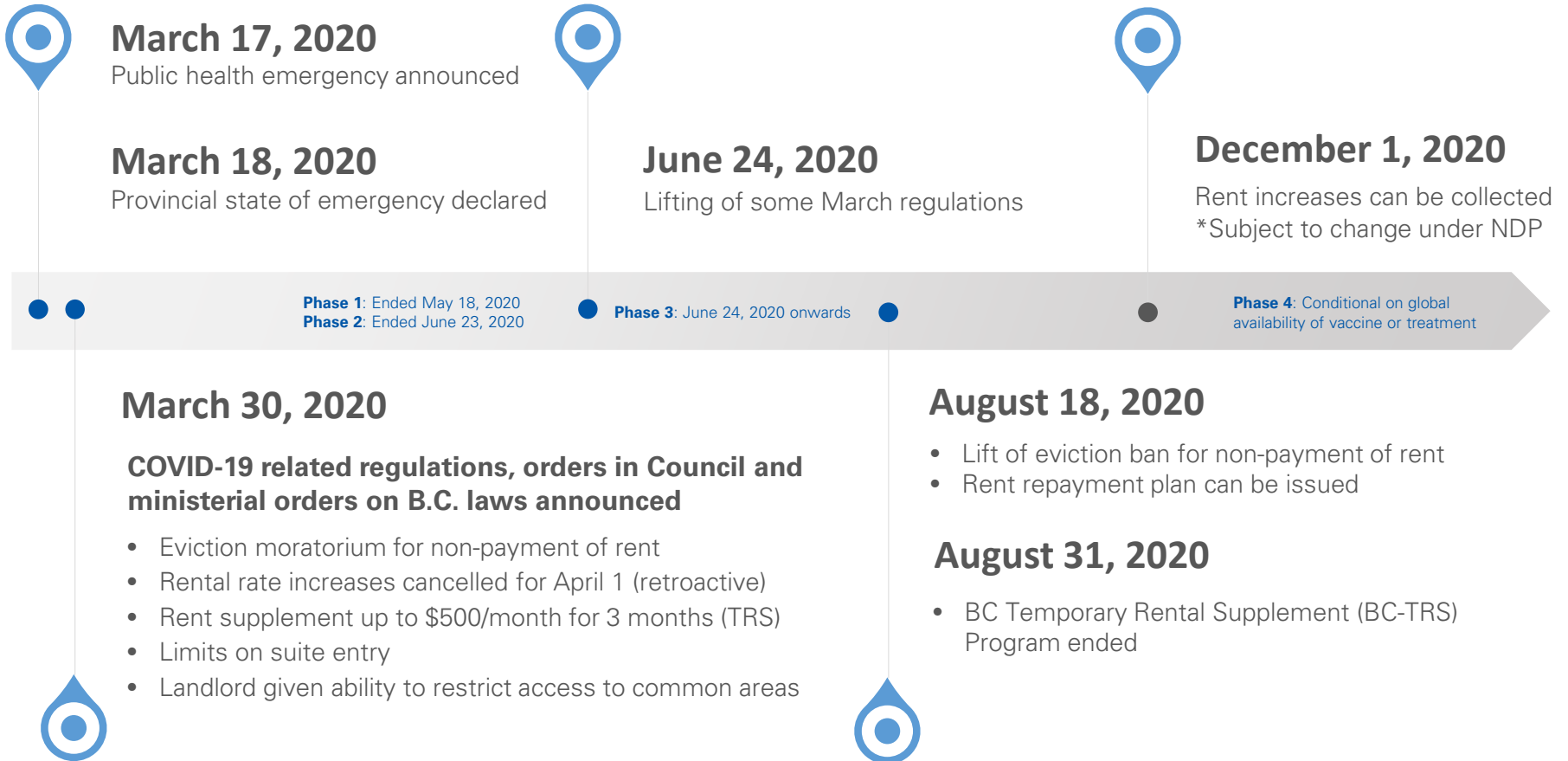
UDI Webinar – October 28, 2020

Cynthia Jagger, Principal
Goodman Commercial Inc.

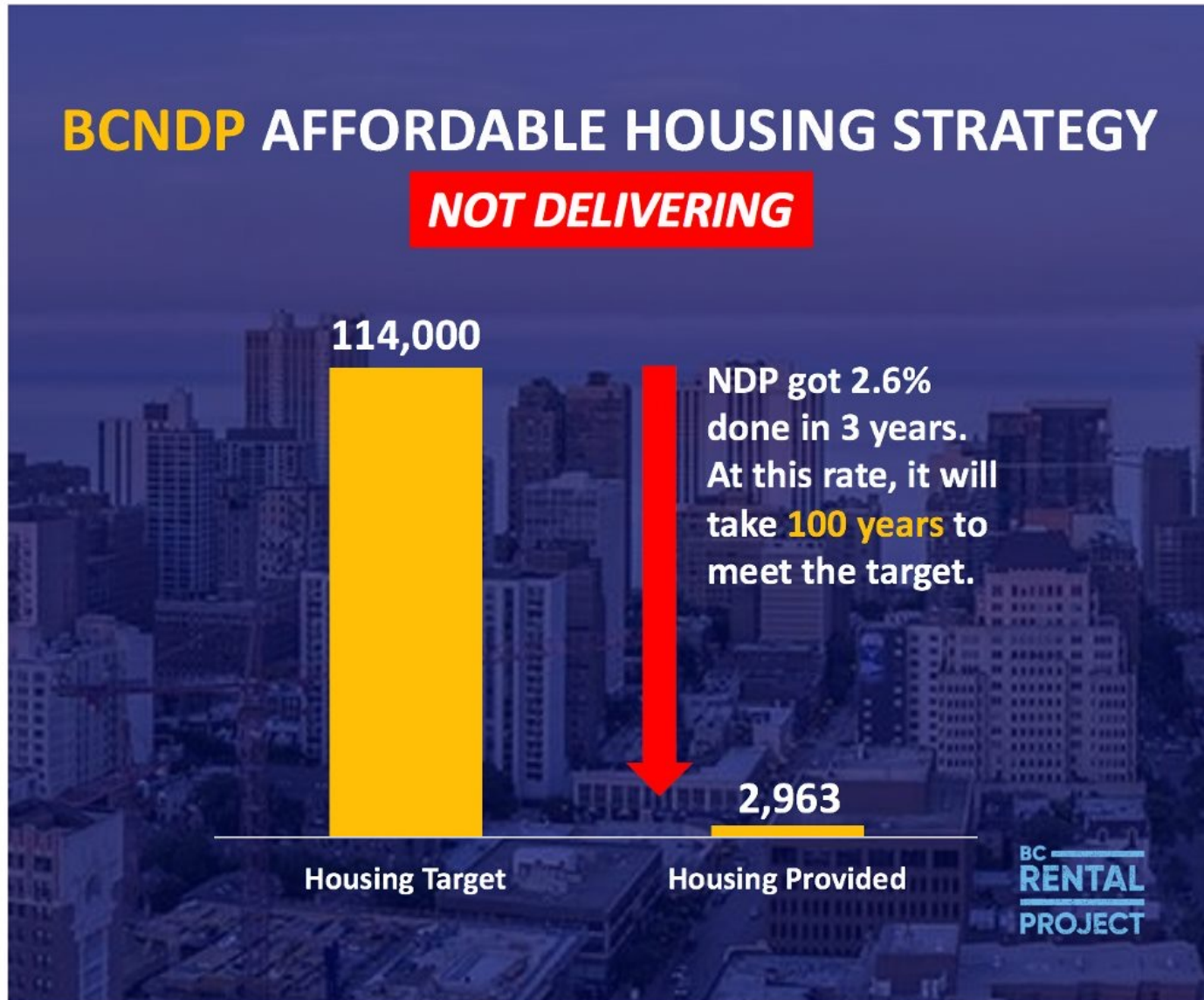
Greater Vancouver's authority on selling apartment buildings and development sites
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Goodman:

Timeline (residential emergency changes)



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What we've been hearing



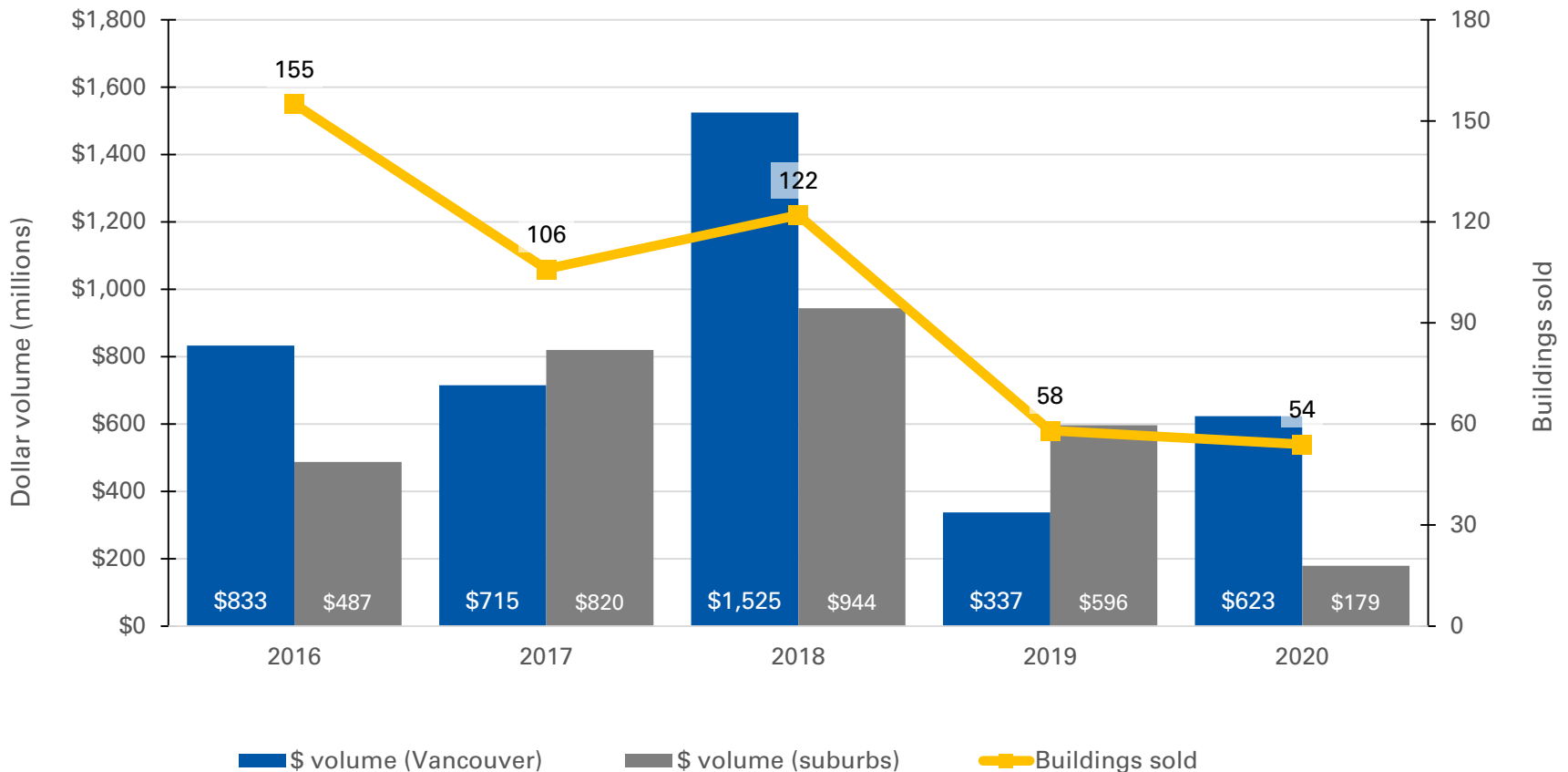
May–October 2020

- Landlords working with tenants needing payment solutions, resources and jobs
- Significant increase in management hours, cleaning, sanitation and security in buildings
- Non-payment/partial payment of rent is good but depends on location and makeup of building (some examples of significantly higher rates of non-payment)
- Vacancy rates up and rents softening, depending on location and building type
- Frustration with continued expenses increasing: property tax, utilities, insurance (up 50–75% YOY in some cases)
- Increase in motivation both to buy and to sell
- Much refinancing due to historically low interest rates

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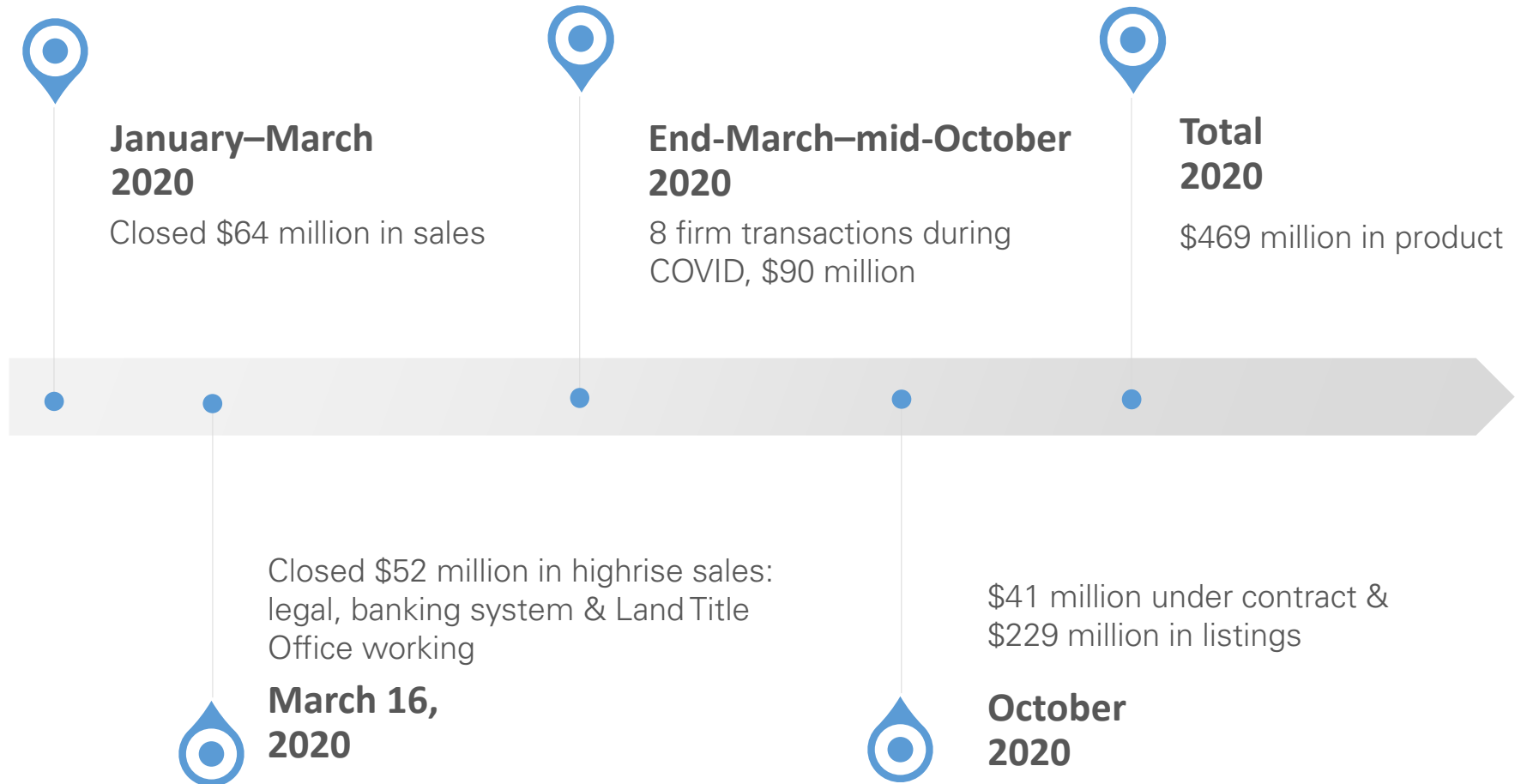
Metro Van multi-family performance (2016–2020)

10-month comparison:
Dollar volume and building transactions (January–October)



Goodman:

Goodman Commercial sales activity



Goodman:

Deal structure update



APARTMENT BUILDINGS

Changes to due diligence time

- Typically: <30 days
- April 2020: 90 days

NOW: Back to <30 days

- Closing time: some longer due to CMHC financing backlog



DEVELOPMENT SITES

Changes to due diligence time

- Typically 30–60 days
- April 2020: 120 days

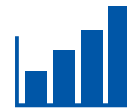
NOW: 40–90 days

- Structures: some deals more complex



PRICING

Stable at this time



ACTIVITY

Lots of calls

From owners, lenders and appraisers trying to understand pricing and trends

Goodman:

Moving forward



RELIEF – HOUSING PROVIDERS

Be hopeful for further relief for rental housing providers: Expenses increasing with declining revenue



VACCINE + DR. BONNIE

Continue to work together, comply with directions and hope for a vaccine



HOW LONG IS TEMPORARY?

Be careful not to draw long-term conclusions in current environment



PROVINCIAL GOVERNMENT

Watch: New rental construction numbers, ARI & renter's rebate details, rent increase freeze



FUNDAMENTALS

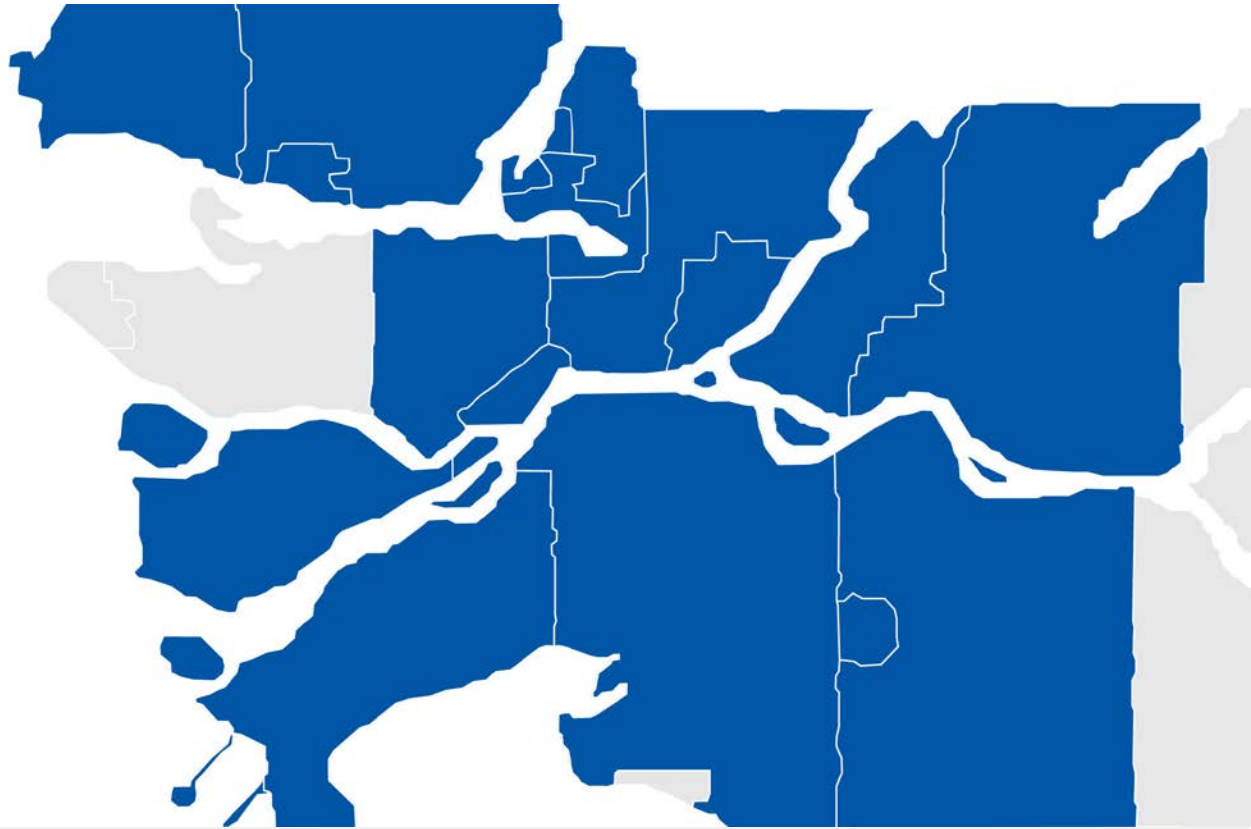
Vancouver fundamentals are good medium to long term



YOUR VOICE

Make sure to have your voice heard – send letters and make calls

Goodman:



**Cynthia Jagger, Principal
Goodman Commercial Inc.**

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