



# WESTERN INVESTOR

VANCOUVER  
LOWER MAINLAND  
VANCOUVER ISLAND

COMMERCIAL REAL ESTATE | FRANCHISES | BUSINESS OPPORTUNITIES \$4.29 • AUGUST 2018 • VOL33/8



## ANNUAL REPORT | 12 TROPHY BUYS IN TODAY'S MARKET

*Western Investor* profiles a selection of deluxe homes and premium real estate in Western Canada



## INVESTOR ALERT | 14 THE BEST DEALS ON WATERFRONT

For the cost of a city condo you can secure a stake on oceanfront and pristine lakes in British Columbia

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**JOE VARING**

## LAND IS THE NEW GOLD AND THE FRASER VALLEY HOLDS THE MOTHERLODE

**\$500 MILLION IN SALES EACH MONTH | 10**



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International

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Listings on Page A4 & A5

**PRIME MIXED-USE  
REDEVELOPMENT SITE**

22222 LOUGHEED HIGHWAY, MAPLE RIDGE



- High profile location
- Easily accessible - 10 minute walking distance to Town Centre
- Strong holding income with a fully operational hotel, entertainment lounge, pub & liquor store
- Potential for 200,000+ buildable sq ft development

PETER GIBSON\*

**ABBOTSFORD STRATA UNITS  
FOR SALE**

30722 MARSHALL ROAD, ABBOTSFORD

**CONSTRUCTION UNDERWAY**

- Unit sizes from 3,666 sq ft
- Rear grade loading
- 25' clear ceiling heights
- Exposure to Marshall Road
- Construction underway

ANDREW GREEN\*

**FOR SALE**39541 QUEENS WAY  
SQUAMISH, BC

- Multi-family / commercial site
- Corner site
- 3.34 acres
- Asking Price \$7,200,000

BILL RANDALL\*

**DEVELOPMENT OPPORTUNITY  
ACROSS FROM METROTOWN**

5105 KINGSWAY, BURNABY



- ±9,532 sq ft lot with potential to assemble with neighbouring lots totalling ±92,843 sq ft
- C4 zoning
- 4.9 FAR
- \$7,600,000

CRAIG HAZIZA\*\* | KYLE WILSON

**OPEN FORMAT  
SHOPPING CENTRE**

TYEE PLAZA, CAMPBELL RIVER, BC



- Shoppers Drug Mart anchored 92,110 sq ft open format centre with development and leasing upside
- Easily accessible and in a transit-oriented location
- Clear title, great yield potential with upside

PETER GIBSON\*

**FOR SALE - GEORGIAN PINES  
MANUFACTURED HOME PARK**

4086 STANDARD HILL ROAD, CRANBROOK, BC



- 102 home sites with potential for expansion
- 18 acres
- Zoned R-MP
- Asking Price \$4,850,000

DON DUNCAN\* | CHRIS DRIVER\*

**STONEHURST - THE "HEART  
AND HEIGHTS" OF ROCKLAND**

1369 ROCKLAND AVENUE, VICTORIA, BC



- Incredible & unique location adjacent to Government House
- Nine unique character apartments
- Breathtaking Salish Sea & Olympic Mountain Views
- Penthouse suite available for owner occupancy

ELIZABETH J. MEARS | TIM SOMMER\*

**STRATA RETAIL  
AT JAMESON HOUSE**

840 &amp; 848 W. HASTINGS ST, VANCOUVER



- Ideally positioned in Vancouver's Central Business District
- Flexible zoning for office and retail uses
- Unique heritage & modern building construction
- Tenants: Bonelli Jewellers, Daher Orthostyle KEVIN MEIKLE\*\*\* | EDGAR BUKSEVICS\* BOE IRAVANI\*

BOE IRAVANI\*

**FOR SALE - SERVICE/  
COMMERCIAL WAREHOUSE**

DOWNTOWN PORT ALBERNI, BC



- 12,654 sq ft industrial warehouse/showroom facility
- Centrally located, corner lot with C-3 zoning (service commercial)
- Ideal for owner/user or investor
- \$950,000

ANNE TANNER\*

**FULLY LEASED MISSION COMMON  
SHOPPING CENTRE**

32471 LOUGHEED HIGHWAY, MISSION, BC



- Approx. 26,594 sq ft of retail space
- Corner property location along Lougheed Hwy.
- Sustainable income stream with long-term leases
- Anchor tenants include: Rexall, Tim Hortons, Burger King, Panago and Pro-Oil Change

PETER GIBSON\* | ERIC WALKER

**EDMONTON AREA HOTEL  
PORTFOLIO FOR SALE**

FORT SASKATCHEWAN &amp; LEDUC, AB



- 3 hotel, 300+ room portfolio in Greater Edmonton
- High quality, newer construction buildings
- Opportunity for branding

BRETT AURA\*

**MIXED-USE DEVELOPMENT SITE  
WITH HOLDING INCOME**2950 BOUNDARY ROAD &  
3723 MANOR STREET, BURNABY

- High profile corner totaling 28,540 sq ft
- C-2 / RM-3 zoning - 68,500 sq ft potential buildable area
- Currently improved with a 32-room hotel and a single-family house
- 1% fee for cooperating brokers

BRETT AURA\* | LEE BLANCHARD

**STRATA OFFICE OR RETAIL FOR  
SALE IN THE HEART OF CHINATOWN**

239 KEEFER STREET, VANCOUVER



- Up to 10,029 sq ft
- Private entrance lobby and elevator for office users
- Ground floor retail opportunity on one of Chinatown's most prominent streets

BOE IRAVANI\* | FRANCES WU

**FOR SALE  
SUNRISE HEIGHTS PLACE**

2215 EAST HASTINGS STREET, VANCOUVER



- Recently built residential & retail rental building
- 37 rental suites
- 7,268 sq ft of commercial space (service commercial)
- Asking Price \$20,500,000

DON DUNCAN\* | CRAIG HAZIZA\*\*  
KYLE WILSON**FOR SALE  
EAST VILLAGE PLACE**

2778 EAST HASTINGS STREET, VANCOUVER



- Newly built residential & retail rental building
- 34 rental suites
- 6,625 sq ft of commercial space
- Asking Price \$18,000,000

DON DUNCAN\* | CRAIG HAZIZA\*\*  
KYLE WILSON**OWN IN RAILTOWN**309 - 313 ALEXANDER STREET  
VANCOUVER

- 24 single-room occupancy units over three storeys
- Strong demand for this area from investors and developers
- Secure in-place cash flow with potential to reposition the asset
- Asking \$4,575,000

BRETT AURA\* | BOE IRAVANI\*

**LARGE-SCALE RESIDENTIAL  
DEVELOPMENT SITE IN LANGLEY'S  
BROOKSWOOD AREA**

210 STREET &amp; 36 AVENUE (PID: 012-746-657)



- Bare land single-family subdivision opportunity
- Potential for densification upside with incoming Rinn Neighbourhood Plan
- Nearby servicing and in-place subdivision entitlement through Brookwood-Fernridge Community Plan

BRAD NEWMAN-BENNETT\* | JONAH MUZYKA

**INVESTMENT OFFERING  
LOT 1 & 3 - 3.2665 ACRES**

9807 196A STREET, LANGLEY



- Lot 1 is a vacant site currently utilized for storage
- Lot 3 improvements consist of 2,320 sq ft of office; 3,947 sq ft of shop; 1,980 sq ft of covered storage dock
- The properties are currently tenanted & detailed income summary is available upon request
- M3 Heavy Industrial zoning

WILLIAM N. HOBBS\*

**±3.8 ARE INDUSTRIAL  
DEVELOPMENT OPPORTUNITY**

31401 GILL AVENUE, MISSION



- Excellent location in Mission for industrial development
- Access to Fraser River
- Vacant land with portion of land as an income property
- Please contact listing agent for pricing

HARPREET SINGH\*

**FOR SALE  
38.4 - 78.4 ACRES**

BURKE MOUNTAIN, COQUITLAM



- 2 lots: 38.4 and 40 acres
- Beautiful views
- Future residential development property or ideal estate lots
- Asking \$3,250,000 per lot

BILL RANDALL\*

**BURQUITLAM MULTI-FAMILY  
LAND OPPORTUNITY**

SMITH AVENUE, COQUITLAM



- 43,486 sq ft of land with OCP designation for attached residential
- Proposed maximum density of 0.75 FSR
- Contact listing broker for details

CRAIG W. BALLANTYNE\*

**FOR SALE/LEASE - SERVICE  
WAREHOUSE WITH EXTENSIVE  
YARD COMPOUND**

9790 198B STREET, LANGLEY



- 23,800 sq ft office/warehouse on 2.63 acres
- Brand new concrete tilt-up building
- Fully sprinklered building
- Extensive on-site parking/secure yard/chain-link fencing

WILLIAM N. HOBBS\*

**FOR SALE - 10 ACRE UCLUELET  
MANUFACTURED HOME PARK**

CYNAMOCKA ROAD, UCLUELET, BC



- Whispering Pines MHP: 72 home sites & 5 RV sites
- 1 undeveloped home site
- Opportunity to have 76 mobile home pads through development & conversion
- Asking Price \$4,150,000

DON DUNCAN\* | CHRIS DRIVER\*  
PATRICK GUNVILLE**CONFIDENTIAL INDUSTRIAL  
INVESTMENT OFFERING**

6315 202ND STREET, LANGLEY



- Fully tenanted 86,965 sq ft of office/warehouse on 3.534 acres
- Heavy power - 1,600 amp 600 volt 3 phase power
- Professional offices/fully air-conditioned
- 52 on-site parking stalls

WILLIAM N. HOBBS\*

**FOR SALE - 168.7 ACRES  
WITH RENTAL INCOME**

2575 ALASKA HIGHWAY, FORT NELSON, BC



- 11,000 sq ft building on 168.7 acres
- 158 acres available to use or lease
- Current lease rate is \$273,900 net per annum for the building and 10 acres
- Asking Price \$4,400,000

BILL RANDALL\*

**INVESTMENT/DEVELOPMENT  
PROJECT FOR SALE**

250 COLUMBIA STREET, NEW WESTMINSTER



- Amazing views of the Fraser River
- Pub/Liquor Store location
- 5 residential, 2 retail and 3 office units

ALEX CHRONAKIS | ADAM FRIZZELL

**FOR SALE**1434 OLD CARIBOO HIGHWAY  
PRINCE GEORGE, BC

- 33,465 sq ft building on 114 acres (93 usable)
- Excellent highway exposure and access
- Very well constructed and maintained buildings
- Site is gravelled and fenced
- Asking Price \$7,500,000

BILL RANDALL\*

**FOR SALE  
NORTHGATE MALL**

30,566 SF SHOPPING CENTRE



- Anchored by Government Liquor Store
- Fully leased net income: approx. \$496,000
- Located in the commercial core of Fort St. John
- Asking \$6,750,000

BILL RANDALL\* | RICK EASTMAN\*

**CAMPBELL HEIGHTS STRATA  
UNITS FOR SALE**

3950 191ST STREET, SURREY



- ONLY 5 units left
- Units from 2,247 sq ft
- Rear grade loading
- Ample parking
- 22' clear ceiling heights

ANDREW GREEN\*

**SILVERADO INN & SUITES**10112 10TH STREET  
DAWSON CREEK, BC

- 47 suites
- 5 CRU's
- NOI \$226,594
- \$2,700,000 (8.4% Cap)

ERIC WALKER

**CUSHMAN &  
WAKEFIELD****604 683 3111 / cushmanwakefield.com**

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Factory-built modular homes may hold the key to unlocking affordable housing for B.C.'s Millennials and those seeking higher density in Vancouver

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Anti-development protests characterize Sunshine Coast but a surging population and "severe" housing shortage may have the final say



## COVER FEATURE Fraser Valley land specialist Joe Varing of Varing Marketing Group says demand for land is soaring even as prices triple | SUBMITTED | 10

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## RV LOTS FOR SALE STARTING AT \$99,000

3207 Lakeshore Dr. Osoyoos BC



## RV RESORT

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## ACREAGE

## LANGLEY

## 19645 80th Avenue

- 0.25 Acres
- Potential for Land Development (NCP) Latimer
- +/- 1,005 Sq. Ft. One Storey Home on a crawl space
- Natural Gas Forced Air Heat
- Surface Well
- Renovated in 2000-2003

\$999,000

## 1843 264th Street

- 5.75 Acres of flat fully fenced land
- +/- 2,137 Sq. Ft., 3 Bedroom Main House
- +/- 812 Sq. Ft. 2 Bedroom Suite
- +/- 990 Sq. Ft. 2 Bedroom Trailer
- +/- 2,428 Sq. Ft. Shop with one 16' door & two 8' doors
- +/- 600 Sq. Ft. Greenhouse with raised beds & irrigation
- +/- 1,000 Sq. Ft., 2 Bedrm (& Den) Double Wide Mobile

\$2,198,000

## 7025 272nd Street

- 11.9 Acres beautiful mountain view property
- Easy Access to the TransCanada
- 7,506 Sq. Ft. Main House
- 2,507 Sq. Ft. Secondary House
- 1,014 Sq. Ft. Garage
- 2,299 Sq. Ft. Bike Garage

\$3,788,000

## 6681 Glover Road

- 4 Bedroom, 2 Storey Residence Built "1909"
- +/- 93,000 Sq. Ft. of Barns
- +/- 33,000 Sq. Ft. Of Loft Space
- 3-1/2 acres Parking
- Zoning RU-3
- Close Proximity to Everywhere

\$4,995,000 or FOR LEASE

## ACREAGE

## 6895 &amp; 6897 272nd Street

- 32.85 Acres Private Estate Property
- 2 Titles - 3 residences, pool, storage, garages, stables & paddocks
- Main House, 6 Bedrooms, 5 Bathrooms - 7,974 Sq. Ft.
- Second Home, 3 Bedrooms, 2 Bathrooms - 4,091 Sq. Ft.
- Equestrian Residence, 2 Bedrms, 2 Bathrms - 1,423 Sq. Ft.
- 4 Car Garage - 2,392 Sq. Ft.
- +/- 1,490 Sq. Ft. Barn with Licenced Caretaker's Quarters
- +/- 1,019 Sq. Ft. Stable
- 10 Stall Stables with Feed Storage, Office, Tack Room and Grooming Area

\$10,800,000

## PITT MEADOWS

## 13783 Rippington Road

- 9.825 Acres
- +/- 4,655 Sq. Ft. Main House with 3 Bedrooms and 3 Bathrooms
- +/- 2,325 Sq. Ft. Event Hall with Commercial Kitchen & Wine Cellar
- +/- 2,100 Sq. Ft. Coach House/Garage with Guest Suite
- +/- 1,490 Sq. Ft. Barn with Licenced Caretaker's Quarters
- +/- 1,019 Sq. Ft. Stable
- 7 Acres planted in Certified Organic Blueberries

\$4,445,000

## 14021 Rippington Road

- 19.49 Acres of beautiful estate property
- +/- 187,964 Sq. Ft. of Greenhouse Facilities
- 4.3-4.5 Acres of outdoor growing area • 1.7 Acres of Blueberries
- 4 Acres of Fallow Ground
- +/- 3,829 Sq. Ft., 2 Storey, 5 Bedroom & 4 Bathroom Home on privately landscaped 3 Acres with mountain views
- Turnkey operation

\$6,250,000

## CHILLIWACK

## 51140 Ruddock Road

- 27.097 Acre Retreat
- Significant amount of road frontage
- City of Chilliwack's OCP supports development of this area as part of the Eastern Hillside expansion with a proposed zoning of 99% R-EHP and 1% EC-EHP

\$1,995,000

## ACREAGE

## KEREMEOS

## St. Laszlos Vineyard

- 9.331 Acres beautiful view property
- One of BC's oldest wineries and one of the original six
- Wine shop/tasting room
- 2 Bedroom Home, Quonset Building and 8 acres of grapes
- Highway #3 road frontage

\$1,250,000

## ROBERTS CREEK

## 2525 Lower Road

- 4.1 Acres Waterfront Property
- 265' of waterfront
- less than 1/2 hour drive from ferry
- five bedrooms each with own en-suite
- 4,950 Sq. Ft. One and a Half Storey Home
- Cedar Deck facing Ocean
- Beautiful view property

\$3,998,000

## COMMERCIAL/INDUSTRIAL

## Fill Site

- 600,000 cubic meter fill site on acreage property
- Great exposure
- Highway access
- Call for Confidential Details

## SPRUCE GROVE, ALBERTA

## 26515A Township Rd 514

- 35.25 Acre nursery with retail sales centre
- +/- 23,410 Sq. Ft. of Greenhouse Space
- +/- 6,735 Sq. Ft. of Seasonal Growing Houses
- Principal Residence is +/- 2,956 Sq. Ft. home (Full Basement with 4 Bedrooms & 2 Bathrooms)
- 16' x 56', 2 Bedroom mobile home

\$1,250,000

## COMMERCIAL/INDUSTRIAL

## LANGLEY

## 4140 200th Street

- 10,207 Sq. Ft. Lot
- Good central location
- +/- 952.91 Sq. Ft. of Retail
- +/- 1,071.09 Sq. Ft. of Storage, Lunchroom & Maintenance Room
- +/- 1,364 Sq. Ft. Second Floor, 2 Bedroom Suite
- NCP shows Commercial Village Zoning

\$1,899,900

## CHILLIWACK

## 8558 Chilliwack Mountain Road

- 10.687 Acres
- Concept A
- Landlord will be using the Northern Most Portion Fronting Chilliwack Mountain Road
- 3 additional lots - All fronting Aitken Road
- Aligned with current city zoning M3 (General Industrial) and M4 (Heavy Industrial)
- Concept B
- Landlord will be using the Northern Most Lot Fronting Chilliwack Mountain Road
- 4 additional lots
- 2 fronting Aitken Road, 2 accessed off cul-de-sac
- Rezoning needed to M1 (Light Industrial) and/or M2 (Service Industrial)

## CALL US FOR ALL THE DETAILS

## 43775 Industrial Way &amp; 7923 Logan Dr

- +/- 0.83 Acres of land with +/- 1,135 Sq. Ft. Covered Outdoor Storage
- +/- 3,555 Sq. Ft. Second Storey Office
- +/- 1,824 Sq. Ft. Lean-to
- +/- 2,256.67 Sq. Ft. of Outdoor Storage Adjacent to Shop

CALL FOR LEASE RATES



**MACDONALD COMMERCIAL  
REAL ESTATE SERVICES LTD.**



**Vancouver 604.736.5611  
Fraser Valley 604.542.2444  
commercial@macrealty.com**

### 86.5 ACRES AGRICULTURAL LAND



**SALE**

**Duck Lake Road, Powell River, BC**  
• Gently Sloping South Facing Acreage with Water Views Adjacent Myrtle Point Golf Course  
• 10 km south of Powell River  
• \$1,280,000

**Andrew JD Scott\* 604.714.5524**

### BURQUITLAM HIGH-RISE SITE



**SALE**

**Strata Wind Up Opportunity in Coquitlam, BC**  
• Address: 601 North Road  
• Site Area: 34,902 sqft  
• The Wolverton: 41 Strata Units  
• Contact Listing Agent for more information

**Matt Nugent\*, Edward Chiu, Chris Midmore, Brian Tatttrie**

### BURQUITLAM HIGH-RISE SITE



**SALE**

**Strata Wind Up Opportunity in Coquitlam BC**  
• Address: 590 Whiting Way, Coquitlam, BC  
• Site Area: 31,796 sqft  
• Potential to be assembled with 601 North Rd to create a 66,698 sqft site  
• Contact Listing Agents for more information

**Matt Nugent\*, Edward Chiu, Chris Midmore, Brian Tatttrie**

### COURT ORDERED SALE



**SALE**

**Central Okanagan Regional District**  
• 279 Acres residential/recreational property, Lake Okanagan Waterfront  
• Asking \$2,950,000.00

**Brian Tatttrie & David Jerome 604.714.4783**

### 4 LOT ASSEMBLY - CAMBIE CORRIDOR



**SALE**

**651, 665, 679 & 699 West 29th Ave, Vancouver, BC**  
• Designated for townhouse development in Phase 3 of the Cambie Corridor Plan  
• 26,118 sqft site  
• Asking Price: \$20,680,000

**Edward Chiu, Matt Nugent\* Eric K. Poon\***

### DEVELOPMENT SITE



**SOLD**

**234 West 3rd Ave, Vancouver, BC**  
• 18,154 sq. ft. corner lot  
• Mount Pleasant Industrial Area  
• 54,462 buildable SF (3.0 FSR)  
• Contact listing agents for more information

**Nick Goulet\*, Stuart Wright\*, Eric K. Poon\***

### GREATER VICTORIA BREWERY



**SALE**

**Victoria, BC**  
• 75 Seat Liquor License - Indoor Lounge & Outdoor Patio  
• Address: 590 Whiting Way, Coquitlam, BC  
• Wholesale Distribution Agreements in Place with Significant Growth Potential  
• Potential to be assembled with 601 North Rd to create a 66,698 sqft site  
• Value of Equipment, Hardware & Leasehold Improvements Exceeds Asking Price

**Hans Van de Kamp 250.704.8275**

### ISLAND MARINA



**SALE**

**Island Marina**  
• Includes Commercial Lease Tenants - Solid NOI  
• High-Profile Downtown Waterfront Location  
• Over 3,200 Lineal Feet of Rentable Moorage  
• Major Upgrades: Concrete Docks, Plumbing, Electrical

**Hans Van de Kamp 250.704.8275**

### STRATA RETAIL INVESTMENT OPPORTUNITY



**PRICE REDUCED**

**1500 Hornby St, Vancouver, BC**  
• Located at Hornby St & Beach Ave  
• 2 strata units joined  
• 1,540 SF  
• Leased until Sept 2019 Asking \$1,858,000

**Brian Tatttrie 604.714.4783**

### INVESTMENT/DEVELOPMENT SITE



**SALE**

**3082 St Johns Street, Port Moody, BC**  
• Location: Moody Centre Skytrain Transit-Oriented Area  
• Corner lot, fronting main St Johns Street  
• 13,131 SF land size, 2.5 base FSR + density bonus potential  
• Contact: 778.881.6204 or 604.655.8122

**Fay Tseng\* & Andrew JD Scott\***

### RETAIL CORNER W/ DEVELOPMENT POTENTIAL



**SALE**

**1801 Commercial Drive & 1656 East 2nd Avenue**  
• Consists of two (2) lots totaling approximately 11,654 and a 8,109 SF retail building  
• Bid Process. Contact Agent for guidance.

**Eric K. Poon\* 604.714.4768**

### VICTORIA WESTSHORE WATERFRONT



**SALE**

**Commercial Retail/Mixed-Use Land & Building**  
• 2-storey, 8,400SF Waterfront  
• Nestled into a New Multi-use Resort Village  
• Flexible Zoning - 650 Feet of Shoreline  
• \$2,250,000

**Hans Van de Kamp, Edward Chiu, Matt Nugent\* Chris Midmore, Brian Tatttrie**

### WATERMARK BEACH RESORT

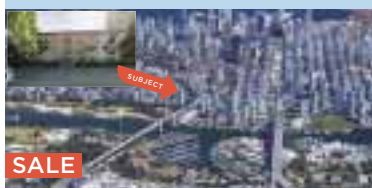


**SALE**

**15 Park Place, Osoyoos, BC**  
• 4.13-acre beach resort in Osoyoos  
• Offer includes 30 residential & 14 commercial strata lots, 16 leased marina slips & an experienced management company  
• The property features 153 suites, restaurant, lounge, outdoor pool w/ waterslide etc. & over 1,000 feet of sandy beach front

**Cynthia Dong\* 604.518.8230**

### APARTMENT & DEVELOPMENT SITE

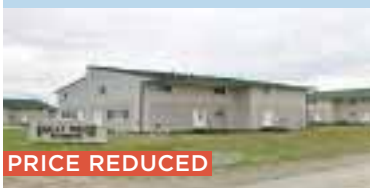


**SALE**

**1030 Harwood St, Vancouver, BC**  
• 3 Storey with 30 Suites - Downtown Vancouver  
• Site Size: 12,969 SF (99' x 131')  
• Zoned RM-5A Multiple Family  
• Assessments: \$23,390,100

**Cynthia Dong\* 604.518.8230**

### BC INTERIOR - TOWNHOUSE COMPLEX



**PRICE REDUCED**

**32 Units Townhouse Complex**  
• 2 and 3 bdrm suites - Tight rental market  
• Numerous recent updates  
• \$158 M - 7% Cap Rate

**Bruce Long\* 604.312.2000**

### MARINA HOTEL & LIQUOR STORE



**SALE**

**6555 Hardy Bay Rd, Port Hardy, BC**  
• 2.6 acres of waterfront land, 4 acres of water lease, 1000 ft new & reconditioned docks, full service restaurant and pub, liquor store, marine store, fuel dock, storage and laundry facilities.

**Cynthia Dong\* 604.518.8230**

### MULTIFAMILY SITE - 25 ACRES



**SALE**

**Terrace, BC - Residential Subdivision**  
• Mostly flat site with services to property  
• Multifamily development potential  
• Price: \$4.75 M

**Bruce Long\* 604.312.2000**

### 9 UNIT APARTMENT COMPLEX



**SALE**

**Prince George, BC**  
• Cedarwood Manor is a well managed investment property located a short walk from the University Hospital and numerous other amenities.  
Price: \$975,000

**Bruce Long\* 604.312.2000**



**MACDONALD COMMERCIAL  
PROPERTY MANAGEMENT SERVICES**








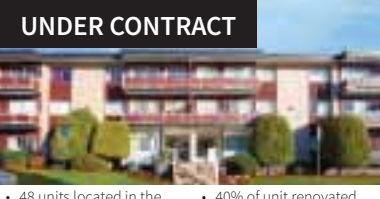

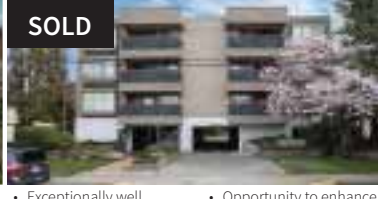
**macdonaldpdm.com**





## INVESTMENT PROPERTIES FOR SALE

355 Burrard Street, 14th Floor  
Vancouver, British Columbia V6C 2G6  
+1 604 998 6001  
jll.ca

<b>1030 Cecile Drive</b> Port Moody, BC  <b>NEW LISTING</b>  <ul style="list-style-type: none"> <li>23.4 acres with three separate lots</li> <li>19 residential buildings</li> <li>200 rental townhomes</li> <li>Attractive holding income with an NOI of \$2.94M</li> <li>Underlying redevelopment potential</li> </ul> David.Venance@am.jll.com	<b>705 Birch Avenue</b> Penticton, BC  <b>NEW LISTING</b>  <ul style="list-style-type: none"> <li>11 units - all 2 bedroom</li> <li>9,265 sf corner lot</li> <li>Concrete block construction</li> <li>Prime A+ Penticton location</li> <li>Numerous building upgrades completed</li> </ul> James.Blair@am.jll.com	<b>Moody Park Assembly</b> New Westminster, BC  <b>FOR SALE</b>  <ul style="list-style-type: none"> <li>Five adjacent properties in the Uptown neighbourhood</li> <li>34,371 sf of land</li> <li>Located directly across from Moody Park</li> <li>Strong in-place holding income</li> </ul> James.Blair@am.jll.com	<b>1727 William Street</b> Vancouver, BC  <b>FOR SALE</b>  <ul style="list-style-type: none"> <li>Trendy location in the vibrant Commercial Drive neighbourhood</li> <li>Meticulous renovations to condo quality standards</li> <li>Secure cash flow and income lending to favourable financing</li> </ul> Patrick.McEvay@am.jll.com
<b>325 Ward Street</b> New Westminster, BC  <b>FOR SALE</b>  <ul style="list-style-type: none"> <li>Title held in bare trustee corporation</li> <li>Over \$1,000,000 in recent capital improvements</li> <li>Proven value-add program with 22/57 suites renovated averaging a 45% increase in revenue</li> </ul> David.Venance@am.jll.com	<b>7265 Arcola Street</b> Burnaby, BC  <b>UNDER CONTRACT</b>  <ul style="list-style-type: none"> <li>48 units located in the developing Highgate neighbourhood</li> <li>32,276 sf lot</li> <li>40% of unit renovated, with value add potential on remaining units</li> </ul> James.Blair@am.jll.com	<b>1433 Burnaby Street</b> Vancouver, BC  <b>UNDER CONTRACT</b>  <ul style="list-style-type: none"> <li>Rare and coveted high-rise apartment building</li> <li>Located in the heart of Vancouver's West End</li> <li>No deferred repairs or maintenance</li> <li>Current rents significantly below market</li> </ul> Patrick.McEvay@am.jll.com	<b>4564 Evergreen Lane</b> Delta, BC  <b>SOLD</b>  <ul style="list-style-type: none"> <li>Exceptionally well maintained 24-unit apartment building</li> <li>Central Ladner location</li> <li>Opportunity to enhance investment yield upon tenant turnover</li> </ul> David.Venance@am.jll.com

**Business and Real Estate Opportunity - (business available separately)** Surrey, BC



Rare opportunity to invest in a large manufacturing, distribution and retailer of plumbing fixtures.

Highly profitable business with huge potential.

+/- 2.28 acre site with >58,000 sf facility plus 2 additional showrooms.

Call me for more info!

**Mike Guinan-Browne – 604-675-5258**



**Marcus & Millichap** Investments, Land Assemblies & Multi Family Housing Specialist Email: Mike.GuinanBrowne@MarcusMillichap.com

**NEEDED FOR A BUYER**  
5 to 10 acres S. Surrey  
to build a private school

**RECYCLE BUSINESS OPPORTUNITY**  
Growing demand; solid patent guarantees large profits.  
Clean, efficient and ODOR-FREE

**LOOKING FOR..... ?**  
Business Park and res. strata developments

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**LOWER MAINLAND DEVELOPMENT SITES**



**LOOKING FOR DEVELOPMENT LAND "MISSION"**

**Development Site**  
Have buyers looking for small acreage development sites. Seeking land suitable for subdivision into small acreage home sites RU-16

**Bob Scragg\* 604.290.2906**  
**Taylor Scragg 604.773.7873**

**DEVELOPMENT SITE IN LAKE ERROCK**

**FOR SALE**

**FRASER VALLEY DEVELOPMENT LAND**

**124 Acres Lake Errock**

**Under \$18,600/ acre**

**Bob Scragg\* 604.290.2906**  
**Taylor Scragg 604.773.7873**



**SALE**

• Potential Development - Zoned to allow 10-acre parcels (potential 12 X 10-acre Lots) • Land in neighbourhood rezoned and subdivided into 5-acre parcels (potential 20- 5-acre lots) • Neighbouring property seeking rezoning for single family lots. • 15 miles from Central Mission, off Lougheed Highway on route to Harrison Hot Springs • Asking price \$2,300,000



**Macdonald Commercial Sales & Leasing Property Management**



# Don't look now but President Trump is doing OK

**COMMENT | Any Canadian leader with this economic track record would likely be a shoo-in for re-election as the most competent politician in the country**

For most Canadians and their media there is a knee-jerk negative reaction to U.S. President **Donald Trump**.

This is understandable given his recent attacks on trade agreements and other outrages, but if any Canadian leader had accomplished what Trump has during his first 18 months in office they would likely be the most-celebrated politician in our country's history.

While the president can't take all the credit for America's spectacular economic performance since he took power, critics would be quick to blame him if the numbers were different.

■ The U.S. economy is the strongest it's been prior to the 2008 recession. Consumer confidence is at a 17-year high. ■ U.S.GDP was forecast to hit 4 per cent growth in the second



## WESTERN PERSPECTIVE

quarter, highest in four years, and its trade deficit has fallen to a near-year low.

■ America's unemployment is at the lowest point in 18 years, at 4 per cent, and hourly wages are growing at 2.7 per cent, both among the best in the G7.

■ The unemployment rate for U.S. minorities has dropped to the lowest level ever recorded. The jobless rate for African-Americans has fallen to a historic low of 6.5 per cent.

■ The **Dow Jones Industrial Average** has soared to record highs throughout the past year. Other U.S. stock markets, including **Standard & Poor's 500 Index** are also reporting all-time highs.

■ U.S. housing sales are projected to reach 6.3 million in 2018, the best performance in a decade. Housing starts are at the highest level in seven years.

■ The U.S. commercial real estate index hit a 13-year high in the first quarter of this year. The office sector is posting record low vacancies.

■ The U.S. is self-sufficient in oil production and is on a fast track to become a net exporter of oil. And it is not just the economy. A year ago, the terror organization **ISIS** controlled 23,000 square miles of territory and two large cities. Crushed, **ISIS** is now clinging to a patch of insignificant desert in Iraq and has been virtually neutralized as an international threat.

There are substantive peace talks on the Korean peninsula, and North Korea has pledged to

wind down its nuclear military expansion. And, like it or not, Trump is right that the majority of fellow members of the **North Atlantic Treaty Organization**, including Canada, have been freeloading off America for decades.

You won't hear much about Trump's triumphs. Reputable studies reveal a deep media bias against the president. Just try to recall a positive article in the past 18 months, or even a mainstream commentary that was not insulting to the president.

As with most media, Canadians may not like America's 45th president but will probably be dealing with him for six more years. ■

FRANK O'BRIEN  
Editor  
fobrien@biv.com

## WESTERN INVESTOR

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**ADVERTISING DEADLINE**  
**September 2018 issue:**  
**August 13, 2018**

**NEXT MONTH: BUSINESS BROKERS; MULTI-FAMILY MARKETS; CLOSE-UP ON WINNIPEG**

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### MULTI-FAMILY

NEW



**BONNIE BRAE APARTMENTS**  
1955 Western Dr, Port Coquitlam  
65 suites on a 1.5-acre site  
\$13,500,000 (\$208k/unit; 3.0% cap rate)

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY



**MOUNT TOLVIE RIDGE APARTMENTS**  
107-suite rental apartment building  
50% freehold interest - 6 acres  
\$10,800,000

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY



**CAPRI APARTMENTS**  
45 E 16th Ave, Vancouver  
23 suites between Cambie and Main  
\$10,520,000

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY



**THE GEORGIAN**  
1554 George St, White Rock  
17-suite strata-titled apartment building  
\$8,950,000

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY



**CEDAR CREST MANOR**  
1569 W 12th Ave, Vancouver  
10 suites in South Granville  
\$6,650,000

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY

SOLD



**1537 BURNABY ST, VANCOUVER**  
West End apartment building featuring  
24 suites (including penthouse)  
\$9,550,000

David & Mark Goodman\*, Cynthia Jagger\*

### MULTI-FAMILY

SOLD



**WESTVIEW MANOR**  
1210 Seventh St, New Westminster  
Renovated 16-suite apartment building.  
\$5,760,000

David & Mark Goodman\*, Cynthia Jagger\*

### DEVELOPMENT

NEW



**LOUGHEED LAND ASSEMBLY**  
21938-22000 Lougheed Hwy (1.24 acres)  
Approx. 97,353 SF potential buildable.  
\$5,778,000

Dean Thomas\*

### DEVELOPMENT



**BUILDERS CHOICE**  
4720 Clovelly Walk, West Vancouver  
Private 1/2 acre exclusive building lot  
\$4,598,000

Dean Thomas\*

### DEVELOPMENT

SOLD



**METROTOWN HIGH DENSITY SITE**  
6675 & 6691 Dow St, Burnaby  
Site size 35,580 SF. Up to 6.3 FSR  
Call for price

David & Mark Goodman\*, Cynthia Jagger\*

### WAREHOUSE



**12205 INDUSTRIAL RD, SURREY**  
Well located stand alone I-L zoned  
industrial property. Easy access to Hwy.  
\$1,450,000

Dean Thomas\*

### OFFICE

NEW



**300-370 GOSTICK PL, NORTH VAN**  
Flex-style office building well positioned  
in central North Shore.  
Call for price

Scott Smith

### OFFICE

NEW



**3439 KINGSWAY, VANCOUVER**  
Prime location opportunity in the  
Collingwood neighbourhood.  
Call for price

Tammy Lam

### OFFICE/RETAIL



**2899 COMMERCIAL DR, VANCOUVER**  
Investment opportunity. Excellent corner  
exposure for high visibility to traffic.  
\$1,388,000

Dean Thomas\*

### RETAIL



**THE SAXON**  
7908 15th Avenue, Burnaby  
Approx. 8,098 SF  
Call for price

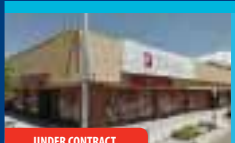
Nhi Denis\*, Tammy Lam



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**FIRM DEAL: 1649 Pandosy Street, Kelowna, BC**


- 12,000 sf site located at the northeast corner of Pandosy St. and Leon Ave.
- ~120 ft. of frontage along Pandosy St. in the heart of Downtown Kelowna
- Designated Mixed Use (MXR) in Kelowna OCP – 9.0 FSR maximum density
- Short-term holding income in place

**Bal Atwal\* / Mehdi Shokri / Nestor Fourik**
**FOR LEASE/SALE: BENCH - 353 Railway Street, Vancouver, BC**


- Modern Railtown development available Q1 2020
- 5,443 – 35,050 sf available featuring water and mountain views
- Private balconies on each floor
- Designed by Gair Williamson and developed by Rendition

**Jake Luft / Justin Omichinski\* / Nabila Lalani**
**FOR SALE: 111 – 7717 Beedie Way, Delta, BC**


- 10,066 sf corner warehouse unit
- Located in Tilbury's newest strata development
- New construction, available July 2018

**Joe Lehman / Garth White\* / Ryan Kerr\* / Mackenzie Leyland**
**FOR SALE: The Flamingo Block | Surrey City Centre**


- Multi-phased, three-tower project within 450 metres of Gateway SkyTrain
- Third Reading approved – final adoption of rezoning and development permit anticipated in Q3 2018
- Exposure along King George Boulevard and Whalley Boulevard

**Bal Atwal\* / Mehdi Shokri / Nestor Fourik**
**FOR SALE: 34334 – 34366 Forrest Terrace, Abbotsford, BC**


- 43,640 sf of office and warehouse on 1.88 acres
- Significant investment upside and owner occupier opportunity
- Minutes from Sumas US Border Crossing

**Michael Farrell / Robert Greer\***
**FOR SALE: 2150 - 2156 Argyle Avenue, West Vancouver, BC**


- World class waterfront opportunity in West Vancouver
- 4 unit stratified townhouse complex
- Located within the Ambleside Town Centre (OCP)
- Lot size: 8,891 sf
- Price: contact for details

**Chris Wieser / Rob Greer\* / Carey Buntain / Winnie Ng**
**FOR LEASE/SALE: 16160 River Road, Richmond, BC**

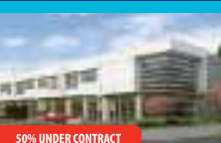

- 36,200 sf manufacturing facility on 4.40 acres
- Exceptional owner-user opportunity
- Potential for rail spur access
- Asking Price: \$14,950,000

**Russ Bougie\* / Craig Kincaid-Smith\***
**FOR SALE: 31786 Marshall Road, Abbotsford, BC**


- 1.41 to 7.89 acre industrial lots
- To be zoned and serviced by current owner
- Call for lot sizes and pricing

**Michael Farrell**
**FOR SALE: 1130 & 1132 W 15th Street, North Vancouver, BC**


- Multi-tenant industrial building in North Vancouver
- Ideal opportunity for an owner/user or investor
- Located just two blocks from Marine Drive and one block from Pemberton Avenue

**Matt Thomas\* / Jennifer Devlin**
**NOW PRE-SELLING: IntraUrban Brentwood | Burnaby**


- Small-bay light industrial strata units
- Flexible sizes from 2,700 sf
- Close to Highway 1, SkyTrain and bus route
- Project Website: [intraurban.ca/brentwood](http://intraurban.ca/brentwood)

**Ryan Kerr\* / Kevin Kassautzki**
**FOR SALE: 22380 & 22390 Avenue, Maple Ridge, BC**


- 31,130 sf multi-tenant retail building on 1.03 acres
- Includes a 25,000 sf movie studio space
- Excellent redevelopment potential
- Holding income with potential to grow revenue

**Gord Robson**
**FOR SALE: Cedar Coast South Surrey, BC**


- Large Bay Strata Warehouse Units up to 64,104 sf
- Campbell Heights Business Park location
- Dock and Grade Loading
- Available Q3 2019

**Joe Lehman / Garth White\* / Ryan Kerr\* / Mackenzie Leyland**
**FOR SALE: 31 & 37 E 5th Avenue, Vancouver, BC**


- Ideal for owner user / investment purpose
- Can be purchased separately
- Approximately 8,700 sf of space
- Lot size of 8,052 sf
- Up to 3.0 FSR (Achievable total density of 24,156 sf)

**Jason Mah\* / Struan Saddler\***
**FOR SALE: 33991 Gladys Avenue, Abbotsford, BC**


- Government tenanted investment property
- 70,000+ sf, newly constructed 3-storey office building
- 4+ acres with excess land
- 5% Capitalization Rate

**Matt Thomas\* / Mehdi Shokri / Bal Atwal\***
**FOR SALE: 22289 Lougheed Highway, Maple Ridge, BC**

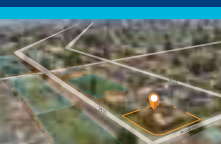

- Mixed-use development site with holding income
- 10 assembled lots totalling 1.7 acres
- Environmental testing underway

**Gord Robson / Russ Bougie\***
**FOR SALE: 5413 271<sup>st</sup> Street, Langley, BC**


- 33,829 sf of office, warehouse, shop and mezzanine
- 2.24 acre lot

**Michael Farrell**
**FOR SALE: 2323 Quebec Street, Vancouver, BC**


- Underdeveloped 49,918 sf concrete building on 0.83 acre corner site
- Existing Income with immediate upside
- Zoning allows for double the current density
- Nearly a full city block with commanding downtown/mountain views
- Skytrain and Main Street corridor walkable.

**Rob Gritten / Jason W. Mah\* / Struan Saddler\***
**FOR SALE: 331 Moody Avenue, 658 E 3rd Street, North Van, BC**


- Townhouse development opportunity
- Designated medium density residential level 4-A
- 2 adjacent residential lots totalling 13,700 sf
- Prime Lower Lonsdale location with views of Burrard Inlet/Downtown

**Matt Thomas\* / Mehdi Shokri**
**\*Personal Real Estate Corporation**

E. & O.E.: The information contained herein was obtained from sources which we deem reliable and, while thought to be correct, is not guaranteed by Avison Young Commercial Real Estate (B.C.) Inc.; DBA, Avison Young.











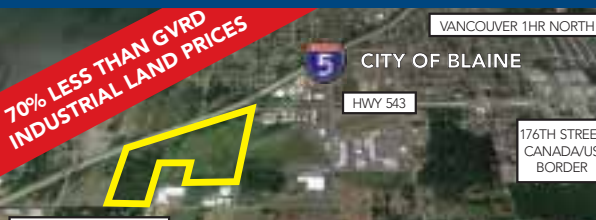













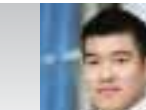
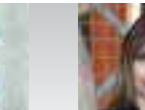
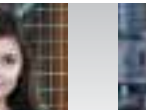


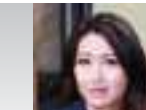

# INCISIVE INTELLIGENCE.

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<b>HIGH RISE DEVELOPMENT</b> <b>BURNABY BC</b>  <p><b>JUST LISTED</b></p> <ul style="list-style-type: none"> <li>Mixed-Use High Rise Site</li> <li>250' Lot Width</li> <li>10 Parcels; Land Size ~ 60,000 SF</li> <li>294,000 SF Buildable</li> </ul> <p>[ERIC WU]</p>	<b>LOW-RISE TOWNHOUSE</b> <b>NORTH VANCOUVER BC</b>  <p><b>COMING SOON</b></p> <ul style="list-style-type: none"> <li>Multifamily / Townhouse Site</li> <li>Rental Bonus Density Potential</li> <li>72,000 SF to 164,000 SF Buildable</li> <li>1.2 - 1.75 FSR [RAMAN BAYANZADEH, POURIA NIKRAVAN]</li> </ul>	<b>21 TOWNHOUSE DEVELOPMENT</b> <b>BURNABY BC</b>  <p><b>FOR SALE</b></p> <ul style="list-style-type: none"> <li>Burnaby/Edmonds Area</li> <li>Total Lot Size: 26,250 SF</li> <li>FAR 0.9 (23,640 SF Buildable)</li> <li>\$7,500,000</li> </ul> <p>[DEAN THOMAS, KEVIN CHIANG]</p>	<b>EAST VAN TOWNHOUSE SITE</b> <b>VANCOUVER BC</b>  <ul style="list-style-type: none"> <li>12/15 Units</li> <li>Ceder-Cottage Area</li> <li>DP Ready / BP Ready</li> </ul> <p>[SALLY SO]</p>	<b>RESIDENTIAL LOT FOR SALE</b> <b>COQUITLAM BC</b>  <p><b>FOR SALE</b></p> <ul style="list-style-type: none"> <li>4 Single Family Homes</li> <li>Lot size: 10,225 SF</li> <li>Development Permit Ready</li> </ul> <p>[KEVIN CHIANG, GRAEME LIN]</p>			
<b>DEVELOPMENT SITE</b> <b>VANCOUVER BC</b>  <p><b>JUST LISTED</b></p> <ul style="list-style-type: none"> <li>Prime Corner Location: McGill &amp; Nanaimo</li> <li>Purpose Built Rental</li> <li>Grandview Woodland OCP; 34,300 SF buildable</li> </ul> <p>[KEVIN CHIANG, DEAN THOMAS, EUGEN KLEIN]</p>	<b>DEVELOPMENT SITE</b> <b>PORT COQUITLAM BC</b>  <p><b>COMING SOON</b></p> <ul style="list-style-type: none"> <li>Potential Mixed Use Mid-Rise Site</li> <li>Close to Downtown Port Coquitlam</li> <li>~92,000 SF Lot Size</li> </ul> <p>[RAMAN BAYANZADEH, POURIA NIKRAVAN, DEAN THOMAS]</p>	<b>RESIDENTIAL LOTS FOR SALE</b> <b>MAPLE RIDGE BC</b>  <p><b>FOR SALE</b></p> <ul style="list-style-type: none"> <li>Silver Valley, Family Oriented Community</li> <li>Average Home Size: 4,000 SF to 4,800 SF</li> <li>8 RS-1B Lots for Sale</li> <li>\$649,000/Lot</li> </ul> <p>[DEAN THOMAS, GRAEME LIN]</p>	<b>DEVELOPMENT SITE</b> <b>SURREY BC</b>  <ul style="list-style-type: none"> <li>PLA Ready</li> <li>60+ Units</li> <li>Fleetwood Area</li> </ul> <p>[SALLY SO]</p>	<b>TOWNHOUSE DEVELOPMENT SITE</b> <b>BURNABY BC</b>  <ul style="list-style-type: none"> <li>Land Size ~37,000 SF</li> <li>Townhouse Site - Royal Oak Urban Village</li> <li>5 mins from Metrotown Centre</li> </ul> <p>[ERIC WU]</p>			
<b>INDUSTRIAL FOR SALE/LEASE   BLAINE WA</b>  <p><b>70% LESS THAN GVRD INDUSTRIAL LAND PRICES</b></p> <p>VANCOUVER 1HR NORTH CITY OF BLAINE HWY 543 176TH STREET CANADA/US BORDER SEATTLE 2 HRS SOUTH</p> <ul style="list-style-type: none"> <li>3.98 to 45 Acres Available; 10,000 SF - 500,000 SF Buildable - Build Ready!</li> <li>300,000 SF Contiguous Single Site, 1,900' Exposure to Highway I-5 and SR-543</li> <li>\$230,000 to \$280,000 USD per Acre; \$6.00 - \$7.00 / SF Lease Rate on New Build to Suit</li> <li>Binding Site Plan, Traffic Study, Wetland Mitigation, Army Corps &amp; DOE - All Approved</li> <li>Uses: Tech Campus, Office/Medical, Retail, Manufacturing, Distribution, Warehousing, Cold Storage, Free Trade Zone</li> </ul> <p>[EUGEN KLEIN, RAMAN BAYANZADEH, DEAN THOMAS]</p> <p><b>\$900,000 - \$12,900,000 USD</b></p>					<b>DEVELOPMENT SITE</b> <b>VANCOUVER BC</b>  <ul style="list-style-type: none"> <li>3 FSR</li> <li>I1A Zoning</li> <li>Broadway Corridor</li> </ul> <p>[SALLY SO]</p>	<b>TOWNHOUSE DEVELOPMENT</b> <b>SURREY BC</b>  <ul style="list-style-type: none"> <li>6 Storeys</li> <li>Surrey Central Area</li> <li>Future LRT</li> </ul> <p>[SALLY SO]</p>	<b>TOWNHOUSE SITE</b> <b>NORTH VANCOUVER BC</b>  <ul style="list-style-type: none"> <li>Ready to Build Townhouse Site</li> <li>No Underground Parking Required</li> <li>Bonus Density with no CACs</li> </ul> <p>[POURIA NIKRAVAN, RAMAN BAYANZADEH]</p>
<b>MULTIFAMILY FOR SALE</b> <b>100 MILE HOUSE BC</b>  <ul style="list-style-type: none"> <li>33 Unit Stratified Unit Investment</li> <li>1/2 Bachelor + 1/2 Bedroom Mix</li> <li>6.5% Cap Rate, 1 Vacancy</li> <li>\$2,750,000</li> </ul> <p>[EUGEN KLEIN]</p>					<b>MOBILE HOME PARK DEVELOPMENT</b> <b>PORT EDWARD BC</b>  <ul style="list-style-type: none"> <li>70+ MHP &amp; 25+ RV Rental Lots</li> <li>High Demand (Avg. \$550 / Pad)</li> <li>Projected 40+% Return, Won't Last!</li> <li>\$1,988,000</li> </ul> <p>[EUGEN KLEIN]</p>	<b>MOBILE HOME PARK FOR SALE</b> <b>ROCK CREEK BC</b>  <ul style="list-style-type: none"> <li>3.19 Acres, 15 Pads, No Vacancy</li> <li>Low Maintenance, Ideal Retirement Home</li> <li>9.1 Cap Rate</li> <li>\$549,000</li> </ul> <p>[EUGEN KLEIN]</p>	<b>MHP &amp; LAND FOR SALE</b> <b>CAMPBELL RIVER BC</b>  <p><b>JUST LISTED</b></p> <ul style="list-style-type: none"> <li>Combination Sale: 23 Pad MHP, Fully Occupied</li> <li>66 Pad Expansion / Plans Completed</li> <li>City: Water, Sewer, Garbage Collection</li> <li>\$2,700,000</li> </ul> <p>[EUGEN KLEIN]</p>
<b>MOBILE HOME PARK FOR SALE</b> <b>FORT ST. JOHN BC</b>  <ul style="list-style-type: none"> <li>34.5 Acres, 70 Mobile Home Pads/14 RV Pads</li> <li>Expansion Potential, No Vacancy</li> <li>Close to Downtown</li> <li>\$3,750,000</li> </ul> <p>[EUGEN KLEIN]</p>	<b>COMMERCIAL DEVELOPMENT LAND</b> <b>QUESNEL BC</b>  <ul style="list-style-type: none"> <li>Priced Below Assessment</li> <li>1 to 12.25 Acre Parcels</li> <li>Prime Business District</li> <li>\$200,000 - \$1.2M</li> </ul> <p>[EUGEN KLEIN]</p>	<b>RESIDENTIAL DEVELOPMENT LAND</b> <b>QUESNEL BC</b>  <ul style="list-style-type: none"> <li>Priced Below Assessment; \$5,000 / lot</li> <li>Multifamily, Condominium &amp; Single Family Home Development Potential</li> <li>\$450,000 - \$2.5M</li> </ul> <p>[EUGEN KLEIN]</p>	<b>STAY CONNECTED ?</b> <p>Would you like to receive our exclusive listings, foreclosures, estate sales, and property features before they are printed?</p> <p>Choose what you receive. Stay connected as you prefer. To subscribe email us at <a href="mailto:exclusive@kleingroup.com">exclusive@kleingroup.com</a> or visit <a href="http://kleingroup.com">kleingroup.com</a></p>				

 <p><b>Raman Bayanzadeh</b> Commercial Real Estate Investment &amp; Leasing</p>	 <p><b>Kevin Chiang</b> Commercial Real Estate &amp; Land Investment</p>	 <p><b>Solmaz Kaynama</b> Commercial Real Estate Investment</p>	 <p><b>Eugen Klein</b> Commercial Real Estate Investment</p>	 <p><b>Pouria Nikraivan</b> Commercial Real Estate Investment &amp; Leasing</p>	 <p><b>Sally So</b> Commercial Real Estate Investment</p>	 <p><b>Dean Thomas</b> Commercial Real Estate &amp; Land Investment</p>	 <p><b>Eric Wu</b> Commercial Real Estate &amp; Land Investment</p>
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**New Price: \$4,388,000**

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**Mechanical Design & Supply Firm** **Contact Agent**

**Restaurant Opportunity** **Under Contract**

**Supermarket & Outdoor Store** **\$749,000**

**Home Improvement Contractors** **\$275,000**

**Truck Repair Shop** **\$849,000**

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# Land is “the new gold” – and Fraser Valley the motherlode

**COVER | Industrial and residential demand leads a land rush into B.C.'s Fraser Valley**

By **FRANK O'BRIEN**  
wieditor@biv.com

British Columbia's Fraser Valley is in the midst of a land rush that has driven prices up three-fold in the last two years and helped make land the dominant real estate investment in the Lower Mainland.

In the first quarter of this year, land accounted for 56.8 per cent of all the property transactions in the Lower Mainland, according to **Altus Group**, with sales of residential development land alone worth more than \$1.1 billion. Sales of non-residential land, primarily for industrial, tallied another \$530 million in the three-month period. But, as reflected in housing sales, sales of residential land in the Lower Mainland, while still strong, were down 46 per cent from the fourth quarter of 2017 and down 21 per cent from the white-hot pace in the first quarter of last year. Sales of non-residential land also cooled in the first three months of this year, dropping 15 per cent from the fourth quarter of 2017 and 9 per cent below the first quarter of 2017.

Yet, with land sales averaging nearly \$500 million a month so far this year, any talk of a downturn appears misplaced, especially in the Fraser Valley.

“The Fraser Valley is the future,” said **Joe Varing**, director of sales for Abbotsford-based **Varing Marketing Group**, with **Homelife Glenayre Realty Company Ltd.**



Map tracks movement of recent residential land sales deep into the Fraser Valley. | ALTUS PROPERTIES

And, despite continual warnings of a land shortage, Varing maintains there are plenty of “greenfield” parcels in the Fraser Valley ready to build on.

“There is a bottomless supply of land,” he said.

Varing recently sold around 30 acres of bare land in Langley in the \$50 million range, among dozens of other land sales.

Varing estimates valley land prices have tripled since 2016. Because of these rising prices, some detached homeowners have found value in joining with adjacent neighbours in land assemblies. One example in the Yorkson area of Langley saw three housing lots assembled into a 3.6-acre parcel that sold for \$8.3 million.

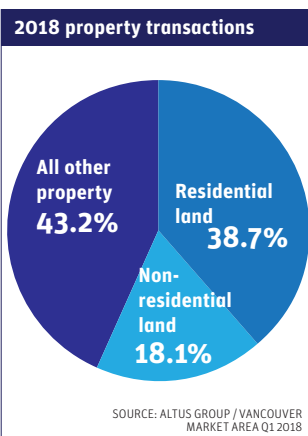
Varing often markets development sites to Vancouver area multi-family developers looking for opportunities from White



**Joe Varing of Varing Marketing Group, which specializes in residential land sales: “The Fraser Valley is the future.”**

| VARING MARKETING GROUP

Rock to Langley, Abbotsford and Chilliwack. The planned extension of light rapid transit, he said, has boosted demand for land assemblies from central Surrey to Langley. Developers



are land banking, he said, and looking forward three to seven years for new multi-unit residential projects.

“Land is the new gold,” Varing said.

## Industrial speculation

While Varing concentrates on residential development parcels, demand for Fraser Valley industrial land is also ramping up, according to **Avison Young**.

More than 1.9 million square feet of speculative industrial construction is set for delivery in the Fraser Valley over the next 12 months, Avison Young confirms – and the speculators are willing to pay big money to get into the market.

This March an investor, a B.C. numbered company, paid \$2.4 million per acre for a parcel on 66 Avenue in Surrey, and **Zenith Development Ltd.** paid \$2.7 million an acre for 2.5-acre site on 88 Avenue in Surrey in the same month. Abbotsford prices are also catching fire, with industrial land prices topping \$1.1 million per acre this year in five recent deals.

Industrial vacancy rates are at near-record lows of 1 per cent in Surrey, 1.5 per cent in Langley and 1.8 per cent in Abbotsford, which are among the lowest in the Lower Mainland, according to **CBRE**.

“We are at a critical stage and we need to find industrial areas for these companies,” CBRE vice-president of industrial **Chris MacCauley** said. “It used to be that when companies couldn’t find space in Vancouver, they moved to the Fraser Valley. But now the valley doesn’t have much inventory left either. There’s a threat we’re going to see companies re-locating out of province or it will limit their growth potential.” ■

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#### SEAR ISLAND

Gulf Islands, BC



Price: \$5,950,000

28-acre private island offering luxurious amenities, spectacular scenery and ideally located at Silva Bay beside Gabriola Island. Includes deep water dock, 2 homes and boathouse.

#### LILY ISLAND

Gulf Islands, BC



Price: \$1,595,000

8-acre blank canvas with walk on waterfront and situated outside of Silva Bay, Gabriola Island. A perfect place to build your dream retreat with numerous building sites.

#### GAMBIER ISLAND WATERFRONT

Gambier Island, BC



Price: \$2,295,000

Waterfront portfolio of 4 titles comprising 275 acres, 14,500 ft of waterfront and western exposure. Great opportunity for recreational use or for long-term forestry.

#### MENZIES BAY

Campbell River, BC



Price: Lot 3: \$500,000 Lot 4: \$2,500,000

Two separate titles available offering 1,202 and 800 acres that are predominately forested properties. One of the parcels provides Highway frontage.

#### LOUGHBOROUGH INLET

Discovery Islands, BC



Price: \$1,100,000

Comprising three waterfront titles, with 425 acres in total, located north of Johnstone Strait. Presents excellent recreational opportunity with timber value.

# Trophies: our annual survey of luxury real estate

**FEATURE | Private islands, waterfront resorts, development sites, high-end homes highlight *Western Investor's* annual pick of premier properties**

By WI STAFF  
wieditor@biv.com

Each summer *Western Investor* surveys the high-end real estate market to present our selection of trophy properties available across Western Canada.

With most price points well above \$2 million this is an exclusive altitude but also an inspiration to all of us aspiring to ascend to ownership of such properties. This year we found an incredible selection of luxurious listings, indicative of the higher inventory in the residential and recreational markets this year.

The properties profiled here were still available as of press time.

## Isleview Road, West Vancouver

List price: \$22.18 million



Near-10,000-square-foot luxury West Vancouver house on Howe Sound oceanfront includes professional home theatre. | COLLIERS INTERNATIONAL

A breathtaking near-10,000-square-foot waterfront masterpiece, this private gated estate in West Vancouver has fully landscaped grounds and shoreline on Howe Sound. From the grand open-view entry to the home's interior with fine materials and craftsmanship, this open concept has formal and family living spaces, and a dream kitchen. There is a professional home theatre with an ocean view, and entertainment-sized patios with an oceanfront pool. It was completely rebuilt in 2015.

Listed by Shirley B. Sun, Re/Max Master Realty, West Vancouver.

## Seven-acre riverfront estate, Edmonton

List price: \$11.8 million

5620 Whitemud Road is a 5,266-square-foot luxury house on the North Saskatchewan River, Edmonton, that is sited on seven acres already approved



Seven-acre riverfront estate in Edmonton has multi-family development potential.

| CENTURY-21 PLATINUM REALTY

for a multi-family gated community. An adjacent one-acre parcel is also zoned for multi-family and can be bought with the package. Or you could keep the entire package as a "generational estate" in the upscale Riverbend community.

Listed by Sally Munro of Century-21 Platinum Realty, Edmonton.

## Painted Boat Resort, Sunshine Coast

List price: \$10 million



Painted Boat Resort, Spa and Marina is an award-winning waterfront resort in Pender Harbour on B.C.'s Sunshine Coast

| COLLIERS INTERNATIONAL

Painted Boat Resort, Spa and Marina is an award-winning waterfront resort in Pender Harbour on B.C.'s Sunshine Coast. Featuring quintessential West Coast architecture, the popular resort provides 31 spacious two-bedroom villas, complemented by first-class amenities that include a restaurant, spa, marina and banquet facilities. Originally developed in 2007 for quarter-share ownership in the 31 individual villas, Painted Boat is the top-rated resort on the Sunshine Coast.

Colliers International has listed the majority of the resort, which includes 68 of the 124 quarter-shares, the spa, the restaurant and a marina with more than 50 slips.

## Pitt Lake, 700 acres, Metro Vancouver.

List price: \$6.16 million

This investment property within the Lower Mainland includes more than 700 acres with seven separate titles located on the north end of Pitt Lake. The



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## COMMERCIAL PROPERTIES FOR SALE

### • THAI RESTAURANT FOR SALE

35 seats with liquor licence. Located on Davie Street. Good business. **Asking \$199K**

### • MOBILE HOME PARK

63071 Flood Hope Rd. Hwy 101 pads, 2 homes, 4.9 acres land and more. **SOLD**  
Priced to sell **\$1.425 million**

### • VERNON COMMERCIAL

6365 Highway 97, Vernon. Land 1.48 acres. Building around 15 yrs. old and approx. 8000 SF include showroom and service bays. Stable tenant & potential. **\$2.35 Million**

### • CHINESE RESTAURANT FOR SALE

160 seats with liquor licence. Locate don Granville Street. Well known to tourists. **Asking \$500K**

## Thetis Island – Something Special!



Secluded & tranquil Gulf Island 4.45 ac (1.8 ha) property plus common area within

an exclusive strata development. Inviting 3 bedrm/4 bathrm 2014 west coast home of 2474 finished sq' plus lower level unfinished. Peaceful views overlooking the property - the home is designed to bring outside in! Plus 672 sq' charming cottage & 3 ancillary buildings. Easy walk thru strata common to Cufra Inlet. There is a vineyard on greater part of property however, not currently licensed or being sold as a business. A property having great potential for those w/vision! **\$1,010,000.**

**PETER NASH** Macdonald Realty Ltd - Victoria

peterdash.com 250.384.0566 realestate@peterdash.com





**Pitt Lake site is an investment property within the Lower Mainland, with more than 700 acres under seven separate titles.**

| NIHO LAND & CATTLE COUNTRY

riverfront property is a fly-fishing paradise and offers numerous recreational opportunities. The views are breathtaking with snowcapped mountains, fronting the Pitt River near Maple Ridge. Listed by **Niho Land & Cattle Company**, New Westminster.

## Grouse Nest, 83.5 acres oceanfront, Sooke.

**List price: \$6.98 million**

The Grouse Nest at Atwater Landing is a spectacular Vancouver Island oceanfront



**The Grouse Nest at Atwater Landing is a Vancouver Island oceanfront sub-dividable estate of 83.5 acres on Sooke Harbour.**

| NEAL ESTATE TEAM

sub-dividable estate encompassing 83.5 acres on the well-protected Sooke Harbour. It features about a mile of shoreline.

The 15,000-square-foot, 12-bedroom lodge is a legendary property whose history dates back to the 1930s.

Grouse Nest is located in Sooke, a thriving bedroom community 40 kilometres from downtown Victoria. The area is currently undergoing a boom in residential and commercial development. Sooke supports medium-density mixed-use development on this site.

Listed by **Ron Neal** of the **Neal Estate Team**, Victoria.

## Lamb Island, Sunshine Coast.

**List price: \$2.99 million.**



**A private one-acre Island just two hours from downtown Vancouver on the Sunshine Coast offers two homes and a private dock.**

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A private one-acre island just two hours from downtown Vancouver on the Sunshine Coast offers two homes and a private dock. The main house is a West Coast contemporary with two bedrooms, two baths and a massive patio. The second home has two bedrooms and a big patio with hot tub. Deep-water moorage can handle a 40-foot boat.

Listed by **Jay McInnes** of **Oakwyn Realty Downtown Ltd.**, Vancouver. ■



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- New Owners Lakeside Cabin

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# Best deals on B.C. waterfront properties this summer

**FEATURE | A rustic oceanfront cottage in the Gulf Islands, mega-acre development sites in the north and an RV resort on the coast among the top deals in waterfront**

By WI STAFF  
wieditor@biv.com

Waterfront sites in B.C. are becoming expensive but these listings show that some stunning ocean and lakefront opportunities are available for less than the cost of a small home in Metro Vancouver.



**Rustic, sure, but this affordable, small cabin is located on half an acre of oceanfront in the Gulf Islands.**

| RE/MAX NANAIMO

**Mudge Island oceanfront cottage: \$225,000.**

A rustic cottage on almost half an acre of oceanfront is available on Mudge Island, just off the coast from Nanaimo or Gabriola Island. The one-room cottage is charming and will keep you cozy while you plan and build your full-time home or summer retreat. A well services the property but there is no septic system. New stairs take you to 85 feet of private waterfront.

Listed by **Susan McCoughan, Re/Max Nanaimo.**



**Nearly four acres with both oceanfront and riverfront exposure in Haida Gwaii (Queen Charlottes) of northwest B.C.**

| NIHO LAND & CATTLE COUNTRY

**Dixon Estates Lot 5, Haida Gwaii: \$265,500**

A rare property in British Columbia – both ocean and riverfront located in mystical Haida Gwaii. Wake up to the sounds of ocean waves crashing on your private beachfront. In the afternoon, go fly-fishing along the 1,036 feet of Sangan River frontage on this 3.9-acre property.

Listed by **Niho Land & Cattle Country, New Westminster.**

**265 acres on Porcher Island: \$499,000**

This 265-acre Goble Point property has two separate titles with approximately 5,925 feet of ocean frontage on Porcher Island, southwest of Prince Rupert. The land has protected moorage in Refuge Bay, as well as sandy beaches. Its located only minutes from Money Point, known for some of the best salmon and halibut



**This 265-acre property has two separate titles with nearly 6,000 feet of ocean frontage on Porcher Island, near Prince Rupert, B.C.** | NIHO LAND & CATTLE COUNTRY

fishing on the North Coast.

Listed by **Niho Land & Cattle Country, New Westminster.**

**Day Lake, 465 acres: \$599,000**

This listing is for 465 acres with three



**With 465 acres with three separate titles located on Day Lake, northwest of Burns Lake, this property features 7,720 feet of lake frontage.** | NIHO LAND & CATTLE COUNTRY

separate titles located on the shores of Day Lake, northwest of Burns Lake. It has roughly 7,720 feet of lake frontage and two sheltered bays. It could be a perfect spot for a home or recreational cabin. You could own your own private fishing retreat in an amazingly beautiful piece of British Columbia.

Listed by **Niho Land & Cattle Country, New Westminster.**



**Three-acre Lund Harbour RV resort: \$1.5 million**

More than three acres just steps away from the ocean at Lund Harbour, north of Powell River, includes a recreational vehicle (RV) resort with 32 RV sites and two cabins with modern amenities. Property boasts a mobile home, office and other amenities. No zoning restrictions open the property to development potential.

Listed by **Jeff Purkiss of Royal LePage Sussex, North Vancouver.** ■



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+ Prime site for multi-family development  
+ Possible 10 townhomes  
+ Court ordered sale

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MLS® 172934 \$1,800,000.00

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+ C5 zoning: most flexible and sought after in city  
+ Development permit & architectural plans  
+ Developers can choose to do an original plan

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MLS® 173362 \$1,100,000.00

+ 4.45 acre vineyard overlooking Skaha lake  
+ Older 4 bedroom home and outbuildings  
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+ 31,000+ sq/ft on 0.54 acres  
+ Long term leaseback  
+ NOI \$157,000 CAP 7.145%

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+ Unique and rare multi-family development!

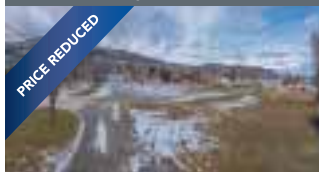
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- 100 feet of lakeshore
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- Southern exposure
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- **\$1,299,000**

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- Please note: buildings on the property have deteriorated since photos were taken*
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- Crown Grazing permit, merchantable timber, water licences. **\$1,299,000**

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# Demand booms for modular homes in rural and urban B.C.

**FEATURE | Modern designs and affordable prices appeal to first-home buyers and developers**

By **KATYA HOLLOWAY**  
wieditor@biv.com

**D**emand for modular homes is booming in B.C. as first-time homebuyers and downsizers increasingly embrace this affordable construction method.

From tiny homes to high-end single-family dwellings, factory-built housing can be built faster and cheaper than on-site. Modern designs and aesthetics are also appealing to a younger demographic, while the stigma surrounding modular housing is fading.

"We are seeing an increase in the 25- to 45-year-old buyers because they didn't grow up with the modular homes that we have today," said **Joe Walters**, CEO of **Radec Group**, a Penticton-based hybrid construction company that expanded into the modular market last year. Since that time, staffing has more than doubled to 75 and is expected to balloon to 125 next year.

While modular construction is only just entering the mainstream, this method is commonly used around the world, said **Trevor Aubie**, vice-president of development and marketing at Radec Group.

"We're probably one of the last modern areas in the world that doesn't build the majority of our houses in factories," said Aubie. "It's finally coming around to lose that stigma in Canada. Modular housing is a more affordable way of getting into the housing market."

The company is currently involved in building homes for a modular housing development in Chilliwack. It has also built a number of Vancouver residential houses that were constructed in its factory through a panelized method.

**Gord Rattray**, executive director of the **Manufactured Housing Association of B.C.**, says modular housing is the way of the future. The value of factory-built building production in Canada was slightly over \$1.6 billion in 2016, up about 3.5 per cent from 2015 and above the five-year average, according to the **Canadian Home Builders Association** Modular Construction Council 2016 Economics Report (the latest data available).

"Looking forward, we're looking at densification, including modular laneway housing. That, and multi-storey developments, are the evolving trends today," said Rattray. "I believe modular homes over the next 20 years will increase because they have a dedicated workforce, they're built in plants, and the quality is always improving."

Modular homes are ideal for Vancouver because it's a fast and effective construction method with minimal impact on neighbours, says **Paul Binotto**, president of **My Lane Home**.

"Most cities in the Lower Mainland are looking to increase density," he said. "Factory-built homes allow us to help that goal while not putting additional stress on infrastructure or neighbourhoods. We are trying to minimize



**Modular units create a My Lane Home laneway house in Vancouver: faster and cheaper to build, with less disruption to the neighbourhood.** | MY LANE HOMES

disruption to communities, and the homeowner gets a great, beautiful home."

Demand is growing in B.C. to the point where businesses serving the market face hiring sprees as they scramble to keep up with demand.

**Module**, one of the largest builders in B.C., is continually adding staff at its Penticton factory, now at nearly 300 employees. The company also has a plant in Medicine Hat, Alberta.

"The greatest advantage to modular houses is they will be built on time and on budget. A house will be finished in six to eight weeks from the time it starts," said sales manager **Walter Fontinha**. "This

is one of the reasons the sector has been growing. Another is because of changes to the look of the exterior of the home; we have had to adapt to build what people are looking for in terms of esthetics."

A growing number of modular home companies are catering to the high-end market by creating energy-efficient houses with slick designs. One example is **Karoleena Homes**, owned by Kamloops-based **Horizon North**.

On the other hand, **Horizon North** is also involved in a number of affordable housing projects, including with the **City of Vancouver**. The B.C. government announced it will invest more than

\$6.6 billion over 10 years on affordable housing, and modular construction serves as a means to build it quickly.

**Horizon North** currently employs 500 people throughout B.C. 350 of whom are directly involved in modular. It recently acquired Aldergrove-based **Shelter Modular** and has immediate plans to increase its workforce by a further 20 per cent.

"We are seeing broad growth in demand in the Lower Mainland as well as across the province of British Columbia in general," said **Rod Graham**, president and CEO of **Horizon North**. "The market sees that you can get a higher quality product faster, and they want to be a part of the innovation of modular construction."

Another major B.C. player is **Metric Modular**, which specializes in multi-storey modular construction, including commercial buildings and multi-family housing. It's now working on a 220-bed student housing facility for **Langley's Trinity Western University**.

"We are growing, and we are currently working on some exciting projects," said **Stephen Branch**, president of **Metric Modular**, which has plants in Chilliwack and Penticton. "We try to hire seven to 10 people each month for each facility. We now have more than 250 and are constantly adding."

"[People] are starting to pay attention to modular construction, and they are realizing it is a viable alternative to address the lack of affordable housing in the province," Branch added. ■

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# Sunshine Coast overcoming an anti-development stance

**FEATURE** | Some new house subdivisions are going forward but a condo-hotel, multi-family projects face mounting headwinds from local protestors despite soaring home prices and a lack of rental apartments

By **FRANK O'BRIEN**  
wieditor@biv.com

More than 20 years after it was planned and a year since development was approved, the only waterfront hotel in the Sunshine Coast community of Gibsons is still in the ground.

More than two dozen speakers in a crowd of 200 at the local Legion recently denounced plans for the development of part of Gospel Rock in Gibsons, a site that has been eyed for new homes for decades.

In Sechelt, local residents packed a May public hearing to oppose a six-storey condo project. Within weeks Sechelt council bowed to the pressure and ordered the developer back to the drawing board, although the applicant had already agreed to cut the building to five floors.

A report from Sechelt planning staff said that reducing the height would mean a loss of some of the affordable housing units that were negotiated for the original proposal. Frustrated Sechelt Mayor **Bruce Milne** had supported the project, but in June conceded he didn't see any likelihood that the rest of council would be swayed and that the public hearing sent a clear message.

"There is no question the community that's living there doesn't want that change, whether we think it's good or not," said Milne.

Meanwhile the Sunshine Coast, which stretches 84 kilometres



**Residents of the bucolic Sunshine Coast battle against new residential development despite soaring housing costs and one of the tightest rental markets in Canada.** | SUBMITTED

along Howe Sound and the Georgia Strait north of West Vancouver, is facing a housing shortage, soaring home prices and a near-zero rental vacancy rate.

Sechelt ranks third highest in Canada for residents who spend more than 50 per cent of their gross income on rent, ahead of even West Vancouver (37 per cent), according to the 2018 *Canadian Rental Housing Index*, which was based on 2016 census data from 800 cities and towns.

Twenty-nine per cent of renters in the **Sunshine Coast Regional District** and the **District of Sechelt** are spending more than half their income on rent and utilities. The rate in Gibsons is 25 per cent. The B.C. provincial average is 21 per cent and the national average is 18 per cent, the study found.

**Jill Atkey**, CEO of the **B.C. Non-Profit Housing Association**, called the rental situation on the Sunshine Coast "severe."

Home prices on the Sunshine Coast, meanwhile, have increased 70.3 per cent in the past three years and were up 3.4 per cent as of June from three months earlier, compared to a 0.9 per cent price increase in Greater Vancouver in the same period, according to the **Real Estate Board of Greater Vancouver**.

The benchmark detached house price on the Sunshine Coast in June was \$628,000, up 8 per cent since January.

It is not for lack of land. The Sunshine Coast covers 1,900 square kilometres – a footprint 16 times larger than the City of Vancouver – and has a population of about 28,000 people, creating one of

the lowest population densities in southern B.C., at 1.4 persons per square kilometre.

There were 242 new home starts last year on the Sunshine Coast and 2018 is so far seeing building at a faster pace.

## Some progress

In Sechelt, the first phase of the Woodlands single-family subdivision is proceeding with eight building lots and plans for four additional phases. Vancouver-based **Onni** is also completing a townhouse development in Sechelt's Porpoise Bay area.

So far this year, 51 new homes have received Sechelt permits.

In Gibsons, despite the protests, town council has green-lighted

the 360-home development by **Greenlane Homes** for the Gospel Rock site.

Gibsons council has issued six pages of guidelines for the development that include using "West Coast design elements," using local materials as much as possible, installing underground parking and including electric vehicle charging stations and public art.

Gibsons has also approved the Eagleview project that **TCD Developments** plans to build in three phases with a total of 87 residential units. TCD offered the town a \$270,000 contribution toward its affordable housing fund and \$150,000 for local beach improvements to secure permits.

The largest project, the **George Hotel and Residences**, is barely starting despite receiving Gibsons development approval in 2017.

The waterfront complex would feature two mid-rise towers with a 116-room hotel, a 21,000-square-foot spa, a chapel, a 14,000-square-foot conference centre and 40 condominiums.

The project recently battled off a **BC Supreme Court** suit from the **Gibsons Alliance of Business and Community Society**. But rancour remains.

Gibsons officials expect it will take months for site cleanup and another two months for foundation improvements before actual construction of the George begins. Construction is expected to take 24 to 30 months, once it finally gets underway. ■

– With files from Coast Reporter

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# B.C. | WHAT'S HAPPENING

## Tax cools foreign home buyers



While there is a widely held perception that foreigners are driving up Metro Vancouver home prices, foreign buyers are already exiting a heavily taxed and waning housing market, studies suggest.

At 20 per cent of a home's value, B.C. has the highest foreign-home buyer tax outside of Asia and this will hasten the loss of foreign investors, according to a survey of Chinese Mainland residents by **UBS Securities Asia Limited**.

The May survey showed that nearly 70 per cent of potential Chinese buyers would not buy offshore property if the foreign buyer tax reached 20 per cent of the home's value.

Sixty-eight per cent of Metro Vancouverites believe "foreign investors have a lot of influence in driving up home prices" – the highest such perception in Canada – according to survey released in June by **Canada Mortgage and Housing Corp.**

A new **Statistics Canada** transnational buyer study, also released in June, confirmed that foreigners own 4.8 per cent of Metro Vancouver homes, with the highest ratios in the cities of Vancouver at 7.6 per cent and Richmond at

7.5 per cent. In B.C., the highest foreign ownership is at Sun Peaks, the Kamloops-area ski resort community, at 17 per cent, followed by Whistler at 16 per cent and Tofino, at 7.5 per cent, **Statistics Canada** found.

**Juwai.com**, the largest China portal for foreign real estate, said fewer Chinese investors – who make up the bulk of B.C.'s foreign buyers – are searching for Canadian real estate since the introduction of higher taxes in B.C. and Ontario, where the tax is 15 per cent.

"Chinese buyer demand in Vancouver is flat as a pancake. Vancouver's tax is working by driving a share of buyers to other cities, especially Seattle. It has taken the froth off of the top," a Juwai.com spokesman said.

In the three months since B.C.'s foreign buyer tax was increased to 20 per cent, the benchmark price of a Metro Vancouver detached house has risen just 0.4 per cent while overall home sales have fallen 37.7 per cent when compared with the same period a year earlier, according to June data from the **Real Estate Board of Greater Vancouver**.

## Suburban industrial values are soaring

Surging prices for Burnaby light industrial strata space reflect plunging suburban office vacancies that have fallen to a 17-year low as lease rates continue to climb.

"We expect the rising investor demand trend in the suburbs to continue as falling vacancy rates will result in lease rate growth," said **Tony Quattrin**, vice-chairman of the national investment team at **CBRE Vancouver**. "Interest from domestic and foreign investors remains strong for the suburban office market. In fact, investors in the suburban office market are seeing returns up to 40 per cent higher than downtown Vancouver."

Commercial strata prices in Burnaby have increased 88 per cent in the past 10 years to more than \$400 per square foot today, according to **Avi-son Young**.

## Victoria aims to ban micro-condos



The **City of Victoria** is considering a ban on mini-apartments in the downtown core.

Mayor **Lisa Helps** said the review is more about livability than unit size. That might mean ensuring a tiny condo unit has an opening window.

Currently, Victoria allows apartments as small as 355 square feet, but it has been found that many of these are being used for short-term rentals, not for affordable housing. ■

## Land values beckon bulldozers



One in four houses sold in Vancouver is demolished, according to a **University of British Columbia Teardown Index study**. | CHUNG CHOW

The three houses on East Sixth Avenue in Vancouver would have likely lasted for years: two of them appear fairly modern, but the value of the land beneath them, combined with higher-density zoning, doomed them.

Assembled into a 14,000-square-foot land assembly, the detached houses sold in May for a combined \$5.74 million, the equivalent of nearly \$410 per square foot, for a new townhouse development.

In the first three months of this year, residential land sales in Metro Vancouver dominated real estate investments, with \$1.14 billion in transactions, according to a survey by **Altus Group**. Land sales accounted for 57 per cent of the entire real estate investment market in the first quarter, noted **Paul Richter**, an Altus Group director.

Due to a lack of vacant Metro land, the majority of residential land deals lead to demolition of existing homes. In the past 30 years, 26,700 Vancouver detached houses, or 40 per cent of all houses, were demolished and replaced, according to a Teardown Index study from the **University of British Columbia (UBC) School of**

Architecture.

UBC architectural professor **Joseph Dahmen**, co-author of the Teardown study, estimated that one-quarter of the Vancouver houses being sold today will be demolished.

The bulldozers could get even busier, because of a new **City of Vancouver** plan for blanket zoning of single-family neighbourhoods to allow for development of townhouses, row houses and laneway houses.

The city's **Making Room** plan would rezone 65,000 single-family detached lots over the next year to 18 months for higher density housing which, according to a city report, "are affordable to medium-income residents."

Soaring land values, however, threaten that affordability scenario. In the Cambie Street corridor, which already has higher-density zoning for detached lots, the current benchmark price for a detached house is \$3.5 million, according to the **Real Estate Board of Greater Vancouver**.

In December 2017, however, a condo developer paid \$8.5 million for a "teardown" 66-year-old house on an 8,760-square-foot lot at West 35th Avenue at Cambie Street as part of a land assembly. ■

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**COMMERCIAL ZONED LAND - PARKSVILLE**

- 2.7 Acre Corner Location at Entrance to Parksville
- Easy Access, Fenced & Level
- Zoned CTK-1 for many uses
- \$1,629,900**

**3/4 ACRE PROPERTY W/2 BUILDINGS - NANAIMO**

- High Visibility Corner Location across from Major Strip Mall & Gas Station
- Plenty of Parking Available
- \$1,200,000**

**BUSINESSES**

**Baan Do's Specialty Stir Fry** 38 Seats Plus Patio - Duncan, BC **\$169,900**

**Baan Do's Too** - Beverages & Fast Food Restaurant - Duncan, BC **\$49,900**

**Shoebiz Shoe Store** Upscale Women's Footwear Store High Visibility Boutique Location Courtenay, BC **\$39,900**

**Wonderful Franchise Opportunity** Terrific Family Restaurant w/over 20 Years in High Exposure Free Standing Location - Courtenay, BC **\$379,900**

**Mid-Island Delivery & Storage Company** and Warehousing Service, Excellent Revenue, Over 12 Years in business - Also available as Business with Building & Land for \$1,755,000 **\$705,000**



# Art Deco Office Building for Lease, Sale or Development

In a key location of Downtown Victoria



- Behind the Marriot Hotel / Across from the Chateau Victoria
- Kiddie Corner from the Court House
- Three Blocks from the Empress

You cannot find a Better Location in Victoria

Office Lease: approximately 40,000 ft<sup>2</sup> of character office space

Development Opportunity: up to 6 to 1 FSR

**Text: 604-961-6079**

**\$2,350,000**

**1717 SPRUCE STREET**  
PRINCE GEORGE, BC

27,442 SqFt Lot  
UNDERGROUND PARKING  
**21 UNITS**  
(5 x 1 BORN, 14 x 2 BORN, 2 x 3 BORN)  
BUILT IN 1981

**ENGEL & VÖLKERS**  
ROGERS - RUTLEDGE

ANDY ROGERS & BOWMAN RUTLEDGE  
250-507-1407 OR 250-208-8878  
ROGERSRUTLEDGE.COM

**Jim Knowles** Personal Real Estate Corp.  
250-318-0497 Cell 250-374-3331 Office  
www.nvesta.ca  
**REAL ESTATE (KAMLOOPS)**



**14 KM FROM VICTORIA DOWNTOWN  
AT SOOKE ROAD & LUXTON ROAD**

LANGFORD Development opportunity  
13.12 Acres

2869 Sooke Rd,  
3344 & 3370 Luxton Rd.

Newly zoned BP2A (Sooke Rd)

Retail, schools, gas station, licensed premises, restaurants, offices to 4 stories, drive thru. Langford City road infrastructure agreement in place. Flat site, environmental complete, very active R2 developments nearby.

Aerial Video / photos available for commercial & acreage listings  
View at web page [www.nvesta.ca](http://www.nvesta.ca)

**NAI Commercial**  
Central Vancouver Island Ltd.

Commercial Real Estate

**Opportunities on Vancouver Island**

**Bob Moss**

[bmoss@naicommercial.ca](mailto:bmoss@naicommercial.ca)

**Scott Forbes**

[sforbes@naicommercial.ca](mailto:sforbes@naicommercial.ca)

**Randall Taylor**

[rtaylor@naicommercial.ca](mailto:rtaylor@naicommercial.ca)

## RESORT DRIVE, PARKSVILLE

Outstanding property in Parksville's popular Ocean Sands Resort!

Business and one strata unit;  
Zoned CS-2. **\$1,900,000.00**

## COMPLETE PACKAGE - COOMBS

Retail marine & boat building business, land and buildings, including residence, all on approx. 4.9 acres close to Parksville, zoned C-3.7.



**\$3,900,000.00**

## UCLUELET OPPORTUNITY

.41 acre property on busy Ucluelet thoroughfare with approx. 2,930 sq ft commercial/residential building

**Business, inventory, land & building \$1,200,000.00**

## 4535 UPLANDS DRIVE, NORTH NANAIMO

Only one unit left in this attractive new commercial building by Windley Contracting in popular north Nanaimo area. Zoned COR3 (Community Corridor), this 1,348 sq ft strata unit awaits your finishing touches. **\$465,000**

**BUSINESS OPPORTUNITY** - For over 35 years this family business has provided service and repair of tanker trucks and other heavy equipment from its South Nanaimo location. Zoned I-2. **Business only: \$1,900,000**  
**Business & 3 lots (almost 3 acres) \$4,475,000**



Purchase a unit in this premium real estate development located in a popular North Nanaimo location and join a variety of medical, health and other professional service providers.

**4401 BOBAN DRIVE, NANAIMO** 2.25 acre light industrial property; level, serviced and well-located in north Nanaimo, BC. Direct access to both the Island Parkway and TransCanada Hwy. Includes storage business currently providing "holding income". **\$2,500,000.00**

## COURT ORDERED SALE

**135 Prideaux St, Nanaimo Redevelopment Property**  
Located on the edge of the downtown core and Old City Quarter. Four lots totaling approx. 20,855 sq ft. Zoned DT-8. **\$624,900.00**

**Ed Williams** 250-589-0969 [ewilliams@naicommercial.ca](mailto:ewilliams@naicommercial.ca)

**Nick Brown** 250-710-3732 [nbrown@naicommercial.ca](mailto:nbrown@naicommercial.ca)

Associate Brokers

**Sue McKittrick**

Associate Broker | Comox Valley

250-650-8823

[smckittrick@naicommercial.ca](mailto:smckittrick@naicommercial.ca)



**FOR LEASE:** Four Retail and Office units in popular Village Green Mall, Duncan, ranging from 993 to 6,949 sq ft - 3 units can be combined to form one 3,675 sq ft unit. Great parking, excellent location, and easy access/egress.

**Competitive lease rates starting at \$9.00 per sq ft net.**



**ONLY A FEW UNITS LEFT AT POPULAR 225 CANADA AVENUE!**  
High exposure location in the heart of Duncan. Ample street and City parking, on-site maintenance and management, handicap access. Competitive lease rates. Don't miss out - call Ed or Nick!

**CUMBERLAND VILLAGE** - 1.84 acres just off main street. Commercial Mixed Use Zoning allows for plenty of commercial and residential uses. Ready to develop!  
**\$1,490,000.00**

**UNDER OFFER**

**4689 CUMBERLAND ROAD, CUMBERLAND VILLAGE**  
Zoned R-3, this .52 acre property with solid older home and three-bay garage offers excellent subdivision potential to create two additional building lots.  
**\$499,000.00**

**1170 CLIFFE AVENUE, COURTENAY**  
4,181 sq ft 2-level building on .2 acre with open plan main level with deck, and lower level with ground level entry set up with 8 office/studios. **\$899,000.00**

**UNDER OFFER**

NAI Commercial Central Vancouver Island Ltd.  
201-155 Skinner Street, Nanaimo, BC V9R 5E8

**1-800-769-5757 or 250-753-5757**

**NAI VanIsle.ca**

A 460 GROUP COMPANY



# DONE DEALS | OUR READERS REPORT ON COMMERCIAL REAL ESTATE



Rendering shows multi-family Anthem Properties' plan for former CBC site in Calgary. | ANTHEM PROPERTIES



10,129-square-foot residential development site in Vancouver's Cambie corridor, sold for \$11.95 million. | WILLIAM WRIGHT COMMERCIAL



3,749-square-foot retail building near Lake Okanagan, Bernard Avenue, Kelowna, sold for \$1.44 million. | HM COMMERCIAL

## ANTHEM BUYS CBC CALGARY SITE FOR \$12M

Land being cleared for construction of 84 townhouses

Vancouver-based **Anthem Properties** has acquired the former headquarters of **CBC/Radio-Canada** in Calgary for redevelopment into multi-family homes.

The 2.43-acre site at 1724 Westmount Boulevard was purchased by Anthem for \$12 million, after CBC moved to 1000 Veterans Place last fall after six decades at the Westmount location. The developer has plans to create an 84-unit, three-storey townhouse community of two- and three-bedroom suites.

"We are pleased with the acquisition of the [this] site and our proposal to develop high quality

townhomes in the Hillhurst-Sunnyside neighborhood," said **Eric Carlson**, CEO of Anthem. "Anthem is committed to Calgary as a core market for its diversified portfolio of residential and commercial properties."

To date, Anthem Properties has developed, or is in the process of designing, 11,000 residential units across Canada, with a total commercial and residential portfolio value of approximately \$5 billion.

Anthem submitted its land use and development permit application to the **City of Calgary** in June 2018. If approved, construction could begin by spring 2019. ■

**FROM | Landquest Realty Corp.** Landquest agent **Kurt Nielsen** brokered the following:

**DEAL |** 13-unit strip mall sold for approximately \$384,615 per unit, situated on a three-acre lot. East Island Highway, Parksville. Price: \$5 million.

**FROM | William Wright Commercial, Vancouver.** William Wright agents **Cory Wright** and **Marianne DeCotiis** sold the following:

**DEAL |** A 10,129-square-foot residential development lot near the King Edward SkyTrain Station under the Cambie corridor

official community plan. West 26th Avenue, Vancouver. Price: \$11.95 million

William Wright agents **Stathis Savvis** and **Will Hall** sold:

**DEAL |** 13,420-square-foot, fully-leased and recently renovated mixed-use building. Lougheed Highway, Maple Ridge. Price: \$5.2 million.

William Wright agents **Cory Wright** and **Matthew Everitt** sold:

**DEAL |** 25,300-square-foot, eight-unit retail centre, sold for approximately \$825,000 per unit. Montrose Avenue, Abbotsford. Price: \$6.6 million.

## Rare Vancouver Island Development Opportunity in Sooke, BC

FOR SALE



### THREE PARCELS AT SUNRIVER ESTATES (33.28 ha.)

- 63 single family lots remaining to be developed under existing zoning
- Opportunity to add 65 additional lots upon rezoning for a total of 128 lots
- 13 yr. old 382 ac. award-winning neighbourhood development w/ established marketing team & building scheme in place

\$6,200,000

[www.collierscanada.com/23637](http://www.collierscanada.com/23637)

Grant Evans  
Personal Real Estate Corporation  
DIR 250 414 8373  
grant.evans@colliers.com

Marc Foucher  
DIR 250 414 8392  
marc.foucher@colliers.com



## OCEAN VIEW REVENUE PROPERTY FOR SALE

4078 South Island Hwy, Campbell River, BC



- 2 Acres of C-2 property
- 5 patio homes
- Main owners' residence
- 1200 sq. ft. shop
- 6 Homes
- Ocean views
- On Hwy 19A South
- Outbuildings
- C2 Commercial Zoning

Contact: the owners

Andy Schwanicke

250-923-5815



# DEALS ACROSS WESTERN CANADA



**Assembly of three parcels totaling 6.9 acres with industrial zoning in Richmond, sold for \$21.5 million.** | AVISON YOUNG



**One acre of residential land designated for high-density development, 94 Avenue, Surrey, sold for \$1.95 million.** | FRONTLINE REAL ESTATE SERVICES LTD.



**Four apartment buildings with a total of 117 rental suites, Inlet Drive, Burnaby, sold for \$32.5 million.** | COLLIER'S INTERNATIONAL



**2.58 acres of residential development land, zoned RA8, Keene Crescent, Edmonton, sold for \$2.38 million.** | CBRE EDMONTON



**24-unit apartment complex, 117 Street, Edmonton, sold for \$3.24 million.** | JLL CANADA



**13,420-square-foot, fully-leased mixed-use building on Lougheed Highway, Maple Ridge, sold for \$5.2 million.** | WILLIAM WRIGHT COMMERCIAL



**77,719-square-foot single-tenant light industrial building, 129 Street, Surrey, sold for \$9 million.** | AVISON YOUNG COMMERCIAL REAL ESTATE



**25,300-square-foot, eight-unit retail centre, Montrose Avenue, Abbotsford, sold for \$6.6 million.** | WILLIAM WRIGHT COMMERCIAL



**Renovated 21-unit apartment building, Fifth Avenue, New Westminster, sold for \$6.95 million.** | NAI COMMERCIAL

## DONE DEALS | Our monthly feature highlights some of the major property and land transactions across Western Canada's vibrant commercial real estate market

**FROM | HM Commercial Group – Macdonald Realty Kelowna.** HM agents **Jeff Hudson** and **Marshall McAnerney** report the following: **DEAL** | 3,749-square-foot retail building near Lake Okanagan. Bernard Avenue, Kelowna. Price: \$1.44 million.

**FROM | Avison Young Commercial Real Estate, Vancouver.** Avison Young agents **Ryan Kerr** and **Garth White** report the following: **DEAL** | Three parcels totaling 6.9 acres with industrial zoning. River Road, Savage Road and Patrick Street, Richmond. Price: \$21.5 million. Avison agents **Michael Farrell** and **Rob Greer** sold the following: **DEAL** | 77,719-square-foot single-tenant industrial building zoned for light impact industrial use. 129 Street, Surrey. Price: \$9 million.

**FROM | Colliers International, Vancouver.** Colliers agents **Robert Down**, **Steve Fame** and **Dan Chatfield** sold the following: **DEAL** | Four apartment buildings comprising 117 rental suites at the base of Burnaby Mountain, Inlet Drive, Burnaby. Price: \$32.5 million.

**CLOSED A MAJOR COMMERCIAL DEAL IN WESTERN CANADA? SUBMIT TRANSACTION DEALS AT [WWW.WESTERNINVESTOR.COM/DONE-DEALS/DONE-DEALS-FORM](http://WWW.WESTERNINVESTOR.COM/DONE-DEALS/DONE-DEALS-FORM)**

**FROM | Frontline Real Estate Services Ltd., Langley.** Frontline agents **Mike Harrison** and **Justin Mitchell** brokered: **DEAL** | One acre of residential land designated for high-density development. 94 Avenue, Surrey. Price: \$1.95 million.

**FROM | CBRE Edmonton.** CBRE agent **Bradley Gingerich** reports the following sale: **DEAL** | 2.58-acre residential development land, zoned RA8. 1790 Keene Crescent, Edmonton. Price: \$2.38 million.

**FROM | NAI Commercial, Vancouver.** NAI agents **Terry Harding**, **Jackson Tang** and **Brandon Harding** sold the following: **DEAL** | Fully renovated 21-unit apartment building situated on 13,720-square-foot lot. Fifth Avenue, New Westminster. Price: \$6.95 million.

**FROM | JLL Canada, Edmonton.** JLL agent **Samuel Dean** sold the following: **DEAL** | 24-unit apartment complex near **MacEwan University**, 117 Street, Edmonton. Price: \$3.24 million.

# VANCOUVER ISLAND OPPORTUNITIES



33 unit apartment block in North Island \$1.59M  
22-1 bedroom 11-2 bedroom 28 units renovated  
Complete building envelope renovated  
Great cash flow with strong management



Vancouver Island \$15M Qualified Buyer  
Wants residential & commercial  
rental properties or resorts up to \$15M

Wanted up to \$20 Million  
Industrial Land & Resorts for sale across  
Vancouver Island.

Email [jay@460realty.com](mailto:jay@460realty.com) to receive access to listed and exclusive Vancouver Island residential and commercial development sites.

Buyers receive VIP Access to hot new listings for your search criteria up to 48 hours before they hit the global market.

“Up to the minute alerts” at [Vanislandhomesales.com/search](http://Vanislandhomesales.com/search)



**Jay Deleskie** PREC\*  
Sales Advisor  
\*Personal Real Estate Corporation

**250-618-6797** call or text  
[jay@460realty.com](mailto:jay@460realty.com)  
[VANISLANDHOMESALES.COM](http://VANISLANDHOMESALES.COM)



#202-1551 ESTEVAN ROAD,  
Nanaimo, BC, V9S 3Y3  
Nanaimo Office: 250-591-4601





**BOB PLOWRIGHT  
REALTY**

7300 Vedder Rd.  
CHILLIWACK, BC  
1-800-830-7175  
604-858-7179

bob@bobplowright.com  
www.bobplowright.com



## FOR LEASE IN CHILLIWACK

## FOR SALE

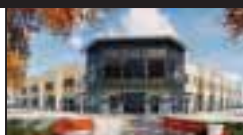
### PROFESSIONAL OFFICE SPACE



**RETAIL/OFFICE  
LEASE FROM  
\$12 to \$16  
Per sq. ft. TN**

- Premier professional office space on main access between Sardis and downtown Chilliwack
- Ideal for lawyers, accountants, doctors, dentists, medical services practitioners etc.
- Ground floor space with separate outside entry
- 2nd floor with full elevator access

### WAREHOUSE/RETAIL/OFFICE



**WAREHOUSE/  
RETAIL @  
\$15/SQ FT TN  
OFFICE from  
\$695/mo gross**

- Lickman Centre caters to small and medium size businesses with access to major roadways
- Retail/Office space from 865 to 2,058 sq. ft.
- Warehouse/Retail space 3,090 sq. ft.
- Furnished Office space from 130 to 290 sq. ft.
- Ample onsite parking

### SUCCESSFUL U-VIN/U-BREW



**FOR SALE:  
\$124,000**

- Profitable business in Chilliwack
- U-Vin/U-Brew Business with over 20 years of success and growth
- Current gross sales in excess of \$260K

### INVESTMENT PROPERTY



**FOR  
SALE:  
\$3,595,000**

### BRAND NEW, TILT UP CONSTRUCTION

3 warehouse/mfg units. +/- 9,500 s.f. plus 3 mezz spaces. +/- 3,300 s.f. Features 26' clear height bays, glazed exterior window fronts suitable for office/display areas. All but one unit leased, rates from \$11 to \$13 TN. ProForma lease income +/- \$160K net per year. Located in HWY 1 Business Park on Progress Way directly north of #1 HWY at Lickman Rd. Interchange

### WAREHOUSE SPACE FOR LEASE

**43875 Progress Way** - 3,253 sq. ft. of new high quality tilt up w/ grade loading, 3 phase & 26' clear height ceilings. **\$12/sq. ft. TN**

### RETAIL SPACE FOR LEASE

**1810 Agassiz Rosedale HWY 9** - 1,220 sq. ft. high profile in Agassiz, plenty of onsite parking. **\$13/sq. ft. TN**

**45300 Luckakuck** - 1,200 to 10,600 sq. ft.. New commercial retail centre on main shopping corridor. **From \$13/sq. ft. TN**

**46675 Yale Rd.** - 1,720 sq. ft. High profile next to IGA Market and liquor store. Doctor, dentists. Pharmacy/retail? **\$10/sq. ft. TN**

**7319 Vedder Rd.** - 1,370 sq. ft. Excellent exposure, onsite parking in Sardis area. **\$12/sq. ft. TN**

**7010 Pioneer Ave.** - 1,681 sq. ft. High profile in Agassiz. Restaurant, dentist, doctor, lawyer, bookstore? **\$12/sq. ft. TN**

### OFFICE SPACE FOR LEASE



**LEASE FOR  
\$12.00/SQ. FT. TN**

- 1,474 sq. ft. Office space: Includes reception, multiple offices, work area.
- Lots of parking
- Excellent exposure and signage
- Visible from HWY 1

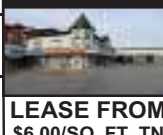


### BRAND NEW RETAIL

- New Hotel/Retail development providing 30,000 sq. ft. of retail space
- Site includes 3 high exposure pad sites and retail units from +/- 1,200 sq. ft. to +/- 10,000 sq. ft.
- Located at the high traffic HWY 1 interchange

**LEASE FROM \$18 SQ. FT. TN**

### RETAIL/OFFICE SPACE



**LEASE FROM  
\$6.00/SQ. FT. TN**

- Prime retail space with high exposure and with some of the highest traffic counts in the Chilliwack area
- Up to 4,280 sq. ft. of retail space on lower floor
- Office space on 2nd floor

### RETAIL/WAREHOUSE



**LEASE FROM  
\$12.00/SQ. FT. TN**

- 800 to 2,825 sq. ft.
- Prime retail/warehouse space
- Onsite parking
- Located on High profile corner
- Storefront

### OFFICE

### RETAIL UNITS

### OFFICE

### WAREHOUSE



- Downtown High profile
- 612 to 2,289 sq. ft.
- CAM includes elec. Heat and A/C
- Lease incentives!
- Lease from \$9.50/sf TN



- Staples Business Depot
- 960 sq. ft. (1 units)
- perfect for retail/service
- Plenty of parking
- Amazing exposure
- Lease from \$25/sf TN



- 2,500 sf ground floor, air conditioned Office
- 6 offices, reception, work area, boardroom, kitchen
- Plenty of onsite parking
- Lease \$16.00/sf TN



- 1,472 sq. ft. Industrial area, 22' clear, roll up door
- Professional 756 sq. ft. Office Space
- Excellent Sardis location
- Lease from \$13.00/s. ft. TN

### BRAND NEW RETAIL STRIP CENTRE



**FOR  
SALE:  
\$3,150,000**

- State of the Art, High Profile, Newly Constructed (2015) Retail Strip Centre +/- 12,380 sq. ft.

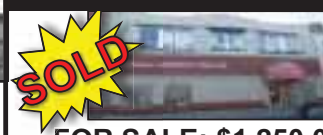
### COMMERCIAL WAREHOUSE BUILDING



**FOR  
SALE:  
\$2,595,000**

- ATTENTION INVESTORS
- Location Location, bright & spacious tilt up commercial building with onsite parking

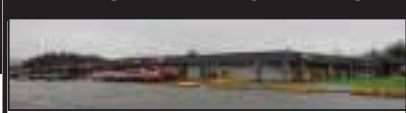
### PRIME INVESTMENT OPPORTUNITY



**FOR SALE: \$1,250,000**

- Located in core of downtown Chilliwack
- 6.25% CAP Rate on asking price

### INVESTMENT PROPERTIES



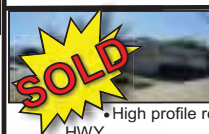
**FOR SALE: \$1,495,000**

- Hub of North Vancouver Island
- Area enjoys tourism and eco-tourism
- Commercial Center for Port McNeill, Port Alice, Winter Harbour and more
- Mix of long term tenants including Scotia Bank, health care office, optometrist, hair salon, restaurant
- Property in good condition, new roof in 2008
- Performa CAP Rate 8.49% on asking price



**FOR SALE:  
\$1,495,000  
ABBOTSFORD**

- Huntingdon Station Sumas Way & 3rd Ave.
- Superior building with 5 units
- High profile, high traffic area near freeway & shops
- Shows a good net profit
- A solid investment with opportunity to increase lease rates to market



**FOR SALE:  
\$2,495,000**

- High profile retail centre located on #9 HWY
- Long term tenants: Prospera Credit Union, dentist office, national pizza franchise & liquor store
- Room for future mall expansion



### Port Kells Industrial

19,700 sf industrial building with dedicated office space in the front portion. 6 warehouse bays plus large fenced storage yard at the rear a one-acre parcel with M-1A Zoning. Fully leased. Owner may carry some financing or long completion. Call now for details. **Al Bainbridge at 604-533-3491**



### 27,000 sq ft Industrial Site

Prime Langley City location! 2 triplex rented buildings on two titles. Call now for details. **Al Bainbridge at 604-789-1804.**  
**Al Bainbridge at 604-533-3491**



### Campbell Heights

2.5 acres of industrially designated land near current development. Services are close. The property is flat and clean with no creeks and good soil conditions. Good access with two road frontages. Rented house. A rare opportunity that won't last long so please call **Al Bainbridge at 604-533-3491** and arrange for your personal viewing.

### A very unique property!

All set up for farmgate sales. Currently a high volume butcher shop but easily converted to different product. Grow your crop on the 11 acres and sell your product on site. Has a large house, a manufactured home and a barn, shop and several outbuildings. For more information call **Al Bainbridge at 604-533-3491**

**Ray Yenkana** CCIM, ABR.

REMAX LITTLE OAK **800-668-8661**

**rayy@remax.net**

**www.rayyenkana.com** (listing details)

**WE HAVE QUALIFIED INVESTORS  
IF YOU HAVE A  
POSITIVE CASH FLOW PROPERTY,  
LET'S CHAT.  
I HAVE QUALIFIED BUYERS  
FOR LAND AND COMMERCIAL PROPERTIES  
WITH REVENUE.**

### LARGE RESIDENTIAL BUILDING LOT

3/4 acre east side of Abbotsford.  
**\$499K**

**Al Bainbridge 604-533-3491**

Personal Real Estate Corporation  
**al@albainbridge.com**







## Mixed-Use Development Site For Sale

**9151 Alexandra Road, Richmond, BC**

- 1.923 acres (83,766 SF)
- Adjacent parcels also listed for sale
- Potential to achieve 1.8 FSR
- Directly across from new Central Mall at Garden City with featured retailers at Central Mall include Walmart Supercentre, Marshalls and Bed Bath & Beyond

**Asking: \$19,800,000**

**Rick Lui\*, Conor Finucane\* & Steven Chen**

604 644 6182 | 604 691 6604 | 604 691 6634

rlui@naicommercial.ca | cfinucane@naicommercial.ca | schen@naicommercial.ca



## Arbutus Ridge Golf Club

**3515 Telegraph Rd, Cobble Hill, BC**

- Profitable 137 Acre, 18-hole, 6,152 yard championship golf course.
- 12,698 SF clubhouse with restaurant and lounge, golf shop, and full banquet facilities.

**Asking: \$6,800,000**

**Gary Haukeland\* & J-D Murray**

gary@naicommercial.ca

jdmurray@naicommercial.ca



## Industrial Warehouse

**Langley, BC**

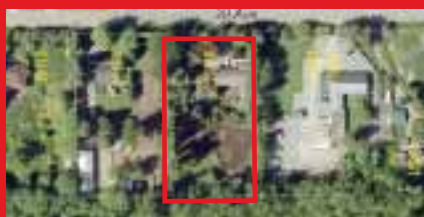
- Free standing warehouse with yard and showroom (9,399 sf)
- Professionally finished office/showroom
- Includes 3 bedroom live in suite

**Asking: \$2,180,000**

**Gary Niesner**

604 534 7974

garyn@naicommercial.ca



## Holding Property For Sale

**16216 - 20<sup>th</sup> Avenue, South Surrey**

- 1.1+ acres currently zoned RA
- OCP "Business Park" Designation (Mixed Employ. Use)
- Located in the Hwy 99 Corridor Area with good holding income potential from Home and Shop

**Asking: \$3,788,000**

**Chris Langhaug**

604 240 6224

clanghaug@naicommercial.ca



## Property For Sale

**South Surrey Holding Property**

**2715 - 156<sup>th</sup> Street, Surrey, BC**

- Home on 1 acre with income
- Morgan Crossing Area
- High Growth Area
- Rare Opportunity

**Asking: \$4,330,000**

**Chris Langhaug**

604 240 6224

clanghaug@naicommercial.ca



## Industrial Strata For Sale

**Cloverdale, BC**

- 7,092 SF Industrial Strata Unit
- 1,000 SF add'l mezzanine space
- 2 Grade level doors
- Can be demised to 2 separate units
- Investor or Owner/user

**Asking: \$2,100,000**

**Don MacDonald, CCIM**

**Angie MacDonald\***

604 514 6824 | 604 514 6823

dmacdonald@naicommercial.ca



## 2 Self-Storage Properties

**Edmonton Area, AB**

- 2.35 Acres - 91 Units, 75 RV Parking

**Asking: \$1,250,000**

- 35 Acres - 250 RV Parking

**Asking: \$799,000**

**Ken Kiers\***

Western Canada's Self-Storage Expert  
& Dan Goldstrom (NAI Advent)

604 209 2222

kkiers@naicommercial.ca



## 2 Strata Units For Sale

**19978 72<sup>nd</sup> Avenue, Langley, BC**

- Professionally finished 3<sup>rd</sup> flr offices on 200<sup>th</sup> St with easy access to Hwy #1
- Two strata units (949 - 3,669 sf) include reception, private offices, boardrooms, kitchenette, private washroom and open work areas.

**Asking: contact agent**

**Gary Niesner**

604 534 7974

garyn@naicommercial.ca



# WHERE INVESTORS ARE LOOKING



MARKETING COMMERCIAL REAL ESTATE  
IN WESTERN CANADA





# WESTERN INVESTOR

INTERIOR B.C.  
ALBERTA  
SASKATCHEWAN  
MANITOBA

COMMERCIAL REAL ESTATE | FRANCHISES | BUSINESS OPPORTUNITIES \$4.29 • AUGUST 2018 • VOL33/8



## RECREATION | 8 FOREIGNERS HEAD FOR HILLS

Sun Peaks and Whistler ski resorts boast higher ratio of foreign owners than Metro Vancouver



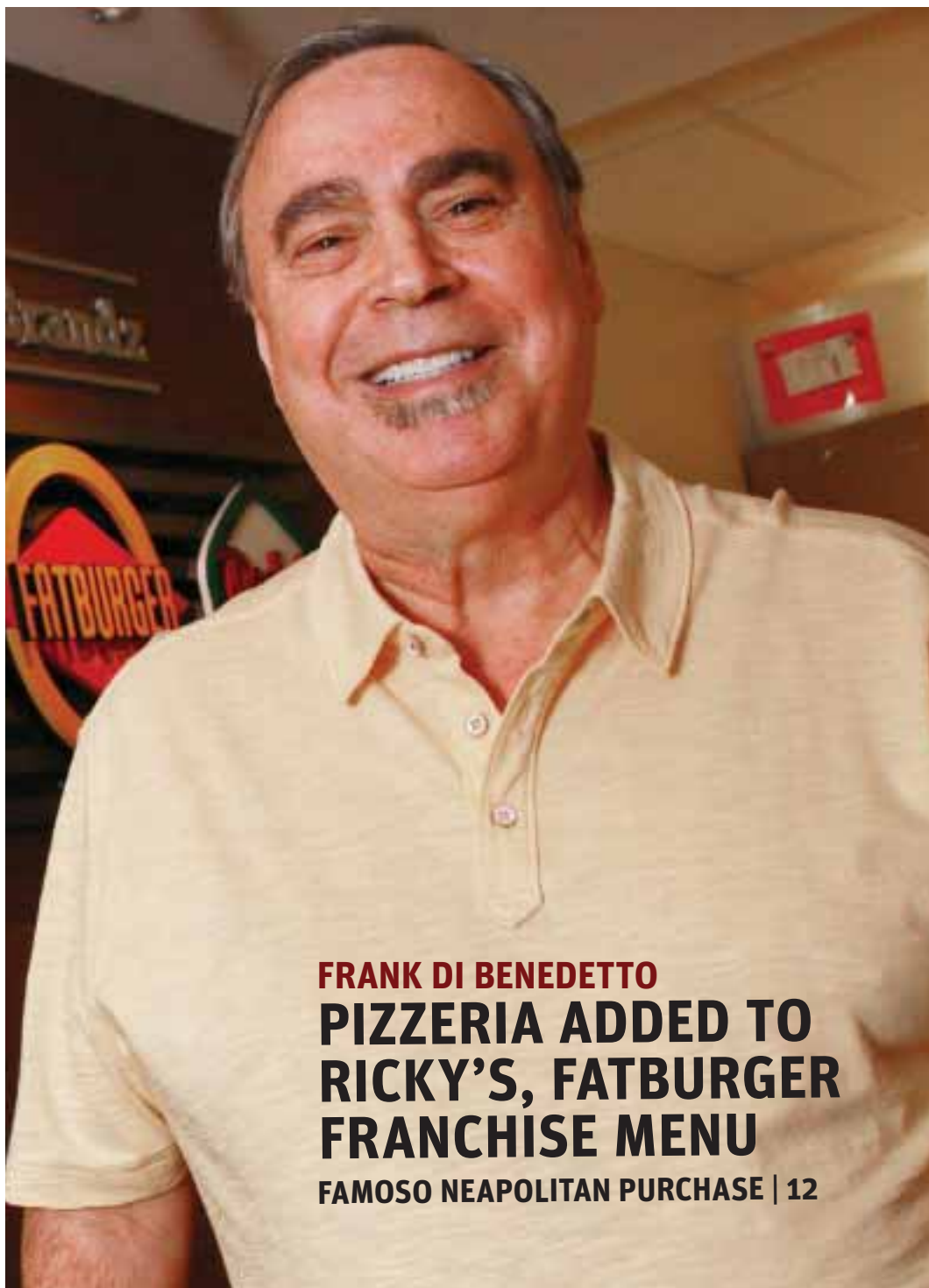
## HEAT IS ON | 10 KITIMAT READY FOR LNG START

Northwest B.C. town is buzzing as the final investment decision nears for \$40B export terminal

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PUBLICATIONS MAIL AGREEMENT 40069240



## FRANK DI BENEDETTO PIZZERIA ADDED TO RICKY'S, FATBURGER FRANCHISE MENU

FAMOSO NEAPOLITAN PURCHASE | 12



# NAI Commercial Okanagan

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

Serving the Okanagan & BC Interior | [naiokanagan.ca](http://naiokanagan.ca)  
Sales, Leasing & Property Management



## For Sale

### Hotel Midway/Hot-I Pub & Cafe

607 Fifth Avenue, Midway, BC

- Boutique historic hotel/pub/cafe business
- 6 hotel rooms plus innkeeper suite
- Licenced pub w/108 seats plus 18 seat patio area
- Includes 2 vacant adjacent commercial lots
- Seller willing to provide financing

**Asking: \$749,000**

### 1290 70th Street SE, Salmon Arm, BC

- Licensed gravel pit operation
- 42.4 acre parcel
- Subdivision potential
- Artesian spring water

**Asking: \$2,495,000**



## For Sale

### 9415 & 9419 Spartan Drive, Osoyoos

- Rare 730 feet of prime development lakeshore on Osoyoos Lake
- 1.913 acres over 3 individual parcels
- Sewer and water available
- Town of Osoyoos supportive of development for low density projects

**Asking: \$3,450,000**

### 3417 27th Avenue, Vernon, BC

- 7,288-sf warehouse with office
- Residential suite potential
- Loading dock

**Reduced: \$499,000**



## For Sale

### 2648 Kyle Road, West Kelowna, BC

- 10.33 acres
- I-17 Industrial Zoning

**Asking: \$10,330,000**

### 4400 & 4600 Canoe Beach Rd, Salmon Arm

- 8.75-acre development site: two adjacent parcels of 3.75 acres and 5 acres
- R-4 zoning allows for 40 units per hectare

**Asking: \$999,000**

Tim Down, AACI, P. App, CAE, RI

250-864-9140

[tim.down@naiokanagan.ca](mailto:tim.down@naiokanagan.ca)



## For Sale

### 550 Doyle Avenue

Kelowna, BC

- Rare 1.644-acre Downtown Kelowna redevelopment site
- Multi-tower, high-rise development opportunity already zoned (C7)
- Proximal to the two largest employment drivers in the Downtown core (IHA and OCI)
- Potential for holding income
- Never before on the market

**Asking: \$12,700,000**



## For Sale

### 3946-3976 Beach Avenue, Peachland

- Resort/Hotel Site
- 4.1 Acre, tourist commercial zoned land with 800+ feet of beautiful Okanagan Lake front

**Asking: \$9,750,000**

### 4740 Trepanier Road, Peachland

- 42.75 acres bordering HWY 97C and Trepanier Creek Greenway
- Zoned A1 and is not in the ALR

**Asking: \$1,990,000**

Mike Geddes\*, B.Comm.

250-878-6687

[mike.geddes@naiokanagan.ca](mailto:mike.geddes@naiokanagan.ca)



## Businesses For Sale

### Sushi Restaurant, Kelowna, BC

- Profitable 70 seat Sushi Restaurant for sale in high traffic location.
- Growing revenue and income.

**Asking: \$299,000**

### Italian Bistro & Gelateria, Kelowna, BC

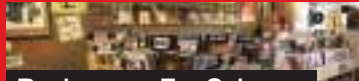
- Turn-key operation with top of the line equipment and designer Tenant Improvements.
- Located in AAA Office Building in Lower Mission (1 year left on 5 year lease).

**Asking: \$249,900**

Collin Sawatzky, MBA, B.Sc.

250-864-1030

[collin.sawatzky@naiokanagan.ca](mailto:collin.sawatzky@naiokanagan.ca)



## Businesses For Sale

### Record & Memorabilia Shop, Kelowna

- Lifestyle business located in Cultural District with consistent revenue and profit growth – loyal clientele.

**Asking: \$150,000 incl. inventory**

Collin Sawatzky, MBA, B.Sc.

250-864-1030

[collin.sawatzky@naiokanagan.ca](mailto:collin.sawatzky@naiokanagan.ca)

## For Lease

### 463 Dene Drive, Kamloops

- 2 acres; 22,500-sf warehouse
- 14 smaller units available

**Lease Rate: \$10.00/sf, triple net**

Larry Good

250-371-1168

[larry.good@naiokanagan.ca](mailto:larry.good@naiokanagan.ca)



## For Sale

### Large Land Holding Opportunity

4502 Pyman Road  
Kelowna, BC

- The opportunity is made up of eight (8) individually titled Ranch Land parcels just south / southeast of Black Mountain, to the north of Highway 33
- Eastern boundary of Kelowna
- A rare chance to acquire approximately 1,488 acres of land partially within the City of Kelowna

**Asking: \$25,000,000**

Mike Geddes\*, B.Comm.

250-878-6687

[mike.geddes@naiokanagan.ca](mailto:mike.geddes@naiokanagan.ca)

Jeff Hancock

250-575-0537

[jeff.hancock@naiokanagan.ca](mailto:jeff.hancock@naiokanagan.ca)

\*All asterisks indicate Personal Real Estate Corporation

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INTERNATIONAL

## Stand Alone Retail Building



### 675 Main Street, Penticton BC

- Exceptional opportunity to acquire a +/- 3000 SF building with development potential in the heart of Penticton
- Current floor plan features open concept retail areas with kitchen/storage in the back
- Located along one of Penticton's main commercial corridors

[collierscanada.com/25250](http://collierscanada.com/25250)

For Sale

Chris Wills

Personal Real Estate Corporation

## Successful Business & Property



### Kal-West Mechanical Systems 710 Evans Court, Kelowna BC

- Mechanical services company
- Large client base with increasing sales
- Industrial building on 0.46 Acres of land
- Land, building, vehicles, equipment and inventory worth \$2.2 million

[collierscanada.com/24975](http://collierscanada.com/24975)

For Sale

Peter Taillon

## Multi Family Development Land



### 1055 Frost Road, Kelowna BC

- 17.7 acres at "The Ponds"
- Located in one of the fastest growing neighbourhoods in Kelowna
- Future land use - Multi family residential
- Adjacent to commercial development, Village Centre

[collierscanada.com/23845](http://collierscanada.com/23845)

For Sale

Chad Biafore  
Personal Real Estate Corporation

Perry Freeman  
Personal Real Estate Corporation

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B.C.'s biggest private landholder, Rudy Nielsen, explains why investing in dirt could be the smartest strategy for western investors today

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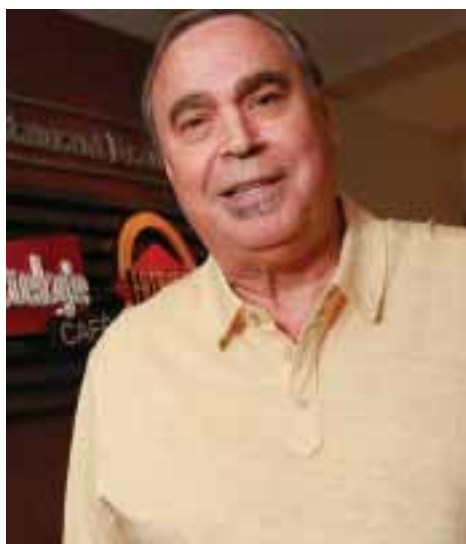
Petroleum producers say bottlenecks in the supply chain threaten to stunt delivery as oilsands ready to ship 4 million barrels a day

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Investors load a \$20 million war chest and outline a makeover for the Hudson's Bay flagship location in downtown Winnipeg



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B.C.'s Frank Di Benedetto adds Famoso Neapolitan Pizzeria to his fast-growing franchise empire in Western Canada | ROB KRUYT

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## MORE OPPORTUNITIES

Lower Mainland, B.C. and Vancouver Island

## SECTION A

## Contact us:

Call: 604.669.8500 or 1.800.661.6988 | Fax: 604.669.2154 | Email: [info@westerninvestor.com](mailto:info@westerninvestor.com)  
or visit us online at: [www.westerninvestor.com](http://www.westerninvestor.com) | 303 WEST 5TH AVENUE, VANCOUVER, B.C. V5Y 1J6



**Larry Berisoff 250-862-8100**

[larry@syberrealty.com](mailto:larry@syberrealty.com)



### Vancouver Island

- Excellent 17 Unit Motel in Qualicum Beach
- All Units with Amazing Views
- Just 18 Years Old. Original Owners are Selling
- Steps from the Beach and Restaurant and Pub
- This is an Opportunity Well Worth Looking at!

**Asking \$2,298,000 - Call Larry**



### Sunshine Coast Opportunity

- Excellent Location in a Beautiful Area
- Market, Deli, C-Store. Rural Agency Store (Must Apply For)
- Bonus 3 Bedroom Detached Home
- Strong and Growing Sales
- Live and Work in Paradise!

**Asking \$1,998,000 - Call Larry**



### Mackenzie, B.C.

- Highly Profitable 24 Unit Motel
- Easy to Operate, Many Repeat Guests
- Most Guests stay Multiple Days
- Price Includes a 0.56 Acre Vacant Lot
- Do Not Ignore This

**Asking \$1,800,000 - Call Larry**



### Revelstoke, B.C.

- High Volume 16 Unit Motel
- Very popular with Skiers, Sledgers, Workers, Tourists
- New Laundry Room & Coin Laundry Room
- Nice 2 Bedroom Manager's Suite
- Revelstoke is a Great Location for a Hospitality Business

**Asking \$1,575,000 - Call Larry**



### Vernon, B.C.

- Excellent Liquor Store and Popular Pub
- Located on Highway 97 with Easy Access
- Business Only, Long Term Lease in Place
- Store Sales Well Over \$ 2,000,000!
- Not Many Like This in the Okanagan!

**Asking \$1,498,000 - Call Larry**



### Southern, B.C.

- Beautiful 100 Acre Riverfront RV Development
- 126 RV and Cabin Lots - 44 Have been Sold
- Sell the Remaining Lots and Develop More
- Excellent Septic and Water Systems in Place
- Located Between Creston and Cranbrook
- Small Log Cabin for the Owner
- Excellent Access of Highway 3 / 95

**Asking \$1,950,000 - Call Larry**



### South Okanagan, Penticton

- Very Nice 32 Unit Motel
- 2 - 2 Story Buildings. Beautiful Courtyard with Pool
- 2 Bedroom Living Area.
- Walk to Restaurants and Beach.
- Hard to Find Okanagan Opportunity with Strong Sales!

**Asking \$2,180,000 - Call Larry**



### Princeton, B.C.

- Two Excellent Business on Separate Properties
- Successful and Popular Pub
- Liquor Store with Excellent Access and Exposure
- Both Buildings Renovated 2007-2008
- Currently Managed by Off Site Owners
- Close to Motels and Business Core

**Asking \$3,200,000 - Call Larry**



### B.C. Southern Interior

- Equipment Rental Businesses and Storage Facility
- 2 Locations - Includes Real Estate - Can be Purchased Separately
- Excellent Income & Longevity
- Qualified Buyers Please!

**Asking \$6,300,000 - Call Larry**



### Powell River, B.C.

- Excellent 30 Unit Motel
- Located on the Sunshine Coast, Excellent Views
- Nice Condition, Great Street Appeal
- Bright 2 Bedroom Manager's Suite
- Restaurants and Pub as Neighbours!

**Asking \$1,698,000 - Call Larry**



### BC Interior

- 36 Units + 3 More Almost Ready
- High Volume Easy to Operate Liquor Store
- Excellent Restaurant and Pub Served by One Kitchen
- Many Recent Upgrades and Improvements!
- On Pipeline Route!

**Excellent Value at \$3,998,000!**



### Clinton, B.C.

- 14 Unit Motel on the Cariboo Highway
- Updated living Area that is Very Nice!
- Excellent Business! Not Many in the Price Range
- Extra Lot with a Shop on it also Included.

**Asking \$549,000 - Call Larry**

**[www.SyberRealty.com](http://www.SyberRealty.com)**

# THE NUMBERS

Investment in development land continues to dominate commercial real estate sales in all of Western Canada's top cities throughout the first quarter of 2018.

According to a new report by the **Altus Group**, total investment in Vancouver land properties – both residential and non-residential – accounted for 57 per cent of all commercial transactions in the first quarter.

Residential land sales totaled \$1.14 billion, led by strata dissolution sales in the West End and North Vancouver, fetching \$52 million and \$31 million respectively.

Properties designated for high-density represent all of the most significant land transactions.

"[Investment values] illustrate a healthy appetite for development sites despite obstacles in both the acquisition and redevelopment phases," the report reads.

Investment volumes in Vancouver were down 24 per cent from last quarter while the number of sales decreased 7 per cent.

According to the **Real Estate Board of Greater Vancouver**, Vancouver, Surrey and Langley recorded the top land sale dollar values in the first quarter of 2018, at \$481 million, \$328 million and \$269 million respectively.

Investment volumes in Vancouver were down 24 per cent from last quarter while the number of sales decreased 7 per cent.

In Edmonton, the amount of commercial transactions increased 26 per cent year-over-year, with a total of 211 transactions priced at more than \$500,000. The \$814-million value of sales this quarter is the second-highest level since 2014.

Land transactions in Calgary contributed 50 per cent of overall investment value, led by a 120 per cent increase in residential investment values from a year earlier. Non-residential land sales were \$149 million this quarter, while residential land sales totaled \$212 million. ■

– *Tanya Commisso*

## LEADING TRENDS | Our monthly snap stats showing leading trends affecting western real estate

# 1.50%

**BANK OF CANADA OVERNIGHT LENDING RATE**

### Commercial and industrial real estate

	Office vacancy rate downtown*	Industrial vacancy rate+
Vancouver	4.6%	1.8%
Calgary	27%	7.8%
Edmonton	14.5%	6.4%
Regina	11.8%	4.1%
Saskatoon	14.3%	8.6%
Winnipeg	8.8%	3.0%

SOURCE: COLLIER'S INTERNATIONAL Q1 2018, AVISON YOUNG Q1 2018

\*DOWNTOWN VACANCY RATE + CENSUS METROPOLITAN AREA

### Building permit values

Vancouver	\$1,054 million
Calgary	\$550 million
Edmonton	\$459 million
Regina	\$48 million
Saskatoon	\$82 million
Winnipeg	\$160 million

SOURCE: STATISTICS CANADA, MAY 2018

### Total monthly retail sales

B.C.	\$7.3 billion
Alberta	\$6.8 billion
Saskatchewan	\$1.6 billion
Manitoba	\$1.7 billion

SOURCE: STATISTICS CANADA, APRIL 2018

### Apartment rental vacancy

Vancouver	0.9%
Calgary	6.3%
Edmonton	7%
Regina	7%
Saskatoon	9.6%
Winnipeg	2.7%

SOURCE: CANADA MORTGAGE AND HOUSING CORP. RENTAL MARKET REPORT, OCTOBER 2017

### MLS home prices (all types combined)\*

Vancouver	\$1,093,600
Calgary	\$436,500
Edmonton	\$377,880
Regina	\$279,700
Saskatoon	\$297,600
Winnipeg	\$286,500

\*ALL TYPES OF HOMES COMPOSITE PRICE, METRO REGION

SOURCES: CREA, LOCAL REAL ESTATE BOARDS AND ASSOCIATIONS AS OF JUNE 2018

### Labour

	Unemployment rate	Average weekly wage
B.C.	4.8%	\$952
Alberta	6.2%	\$1,153
Saskatchewan	6.8%	\$1,009
Manitoba	6.5%	\$938

SOURCE: STATISTICS CANADA, MAY 2018

SOURCE: STATISTICS CANADA, APRIL 2018

### Resource sector

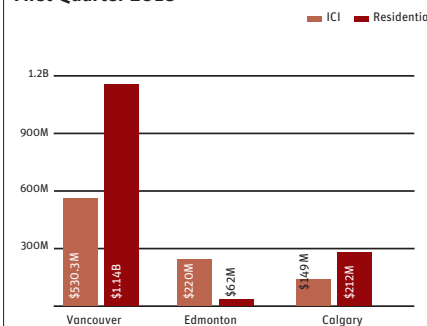
Gold	Copper	Oil	Natural gas
\$1,258 per pound	\$2.84 per pound	\$74.33 WTI/per barrel	\$2.84 per gigajoule

SOURCE: NASDAQ

ALL PRICES IN U.S. DOLLARS; PRICES AS OF JULY 4, 2018

### ICI and residential land values

#### First Quarter 2018



ICI: INDUSTRIAL, COMMERCIAL AND INSTITUTIONAL  
SOURCES: ALTUS GROUP

# Accelerating success.



## 415 Dene Drive Kamloops



National Tenant, fully occupied industrial newer building, 26,900 SF.

Asking Price: **\$4,400,000** **Mona Murray**  
Personal Real Estate Corporation

## 925 Notre Dame Dr Kamloops



National Retail Tenant on high traffic corridor, 20,400 SF.

Asking Price: **\$5,200,000** **Mona Murray**  
Personal Real Estate Corporation

## 715 Notre Dame Drive Kamloops



New development seeking Anchor Tenant for build-to-suit, 20,000 SF.

**For Lease** **Tanya Cokran**  
**Mona Murray**  
Personal Real Estate Corporation

## 74 Young Road Clearwater



Shopping centre in Clearwater on a 3 acre site. Opportunity for development.

**For Sale** **Mona Murray**  
Personal Real Estate Corporation

## 705 Laval Crescent Kamloops



5,900 SF available for lease, 2 long-term tenants.

**For Sale or Lease** **Tanya Cokran**

## 929 McGill Road Kamloops



Close to 22,500 SF stand-alone office building with outside storage.

**For Lease** **Mona Murray**  
Personal Real Estate Corporation

## 1130-1150 Tranquille Road



±6,900 sf, stand-alone commercial building located in North Kamloops

**For Sale** **Tanya Cokran**

## 10041 Dallas Drive Kamloops



5,500 SF building including 700 SF residence in I-2 zone.

Asking Price: **\$930,000** **Ken Ellerbeck**

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www.nvesta.ca  
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**Domenic's Marine INC.,**  
461 Dene Dr. Kamloops, BC  
Award winning sales of Mercury, Lowe & Lund. 13,200 sq. ft. of showrooms /shops, insulated/ceramic tiled floors, steel buildings on slab, finished to a very high quality, valued at 1,292,000. Walk in and run or hands free with management with share interest staying. On two flat acres this operation in a highly developed retail/industrial area serves central BC and Northwards. 35 years in operation this business provides a consistent cash flow return from storage, building rentals, repair and sales. Open all year. 2,670,000 gross sales 2018. Vendor may finance portion.

Aerial Video / photos available for commercial & acreage listings  
View at web page [www.nvesta.ca](http://www.nvesta.ca)



### Okanagan B&B Potential

- Lake & City Views
- 7,500+ sqft/7.2 Acres
- Complete Privacy
- 5 Bed/6Bath
- 4 Bay Garage



### Brand New 16 Suite Investment Property – Penticton

- Four – Four Plex's
- Four Separate Title
- Will deliver Leased at Completion
- \$4,540,000 – 4.5% CAP For All Four
- Option to Purchase Individual Four Plex's

**MARTE & ASSOC**  
Contact **Chris Marte** Personal Real Estate Corporation  
**250-809-4614**  
or [chrismarte@royallepage.ca](mailto:chrismarte@royallepage.ca)

## VERNON PROPERTIES

### 20 Udy Place

Hard to find 1.25 acres with 14000 sq.ft building. General Industrial I2 zoning. Building footprint is approximately 70 ft. x 200 ft. 18 ft. ceiling height. 4 overhead doors 14 ft. high x 12 ft. wide. Large yard area. Fenced property. Digital security system for building and yard. Nicely finished 1100 sq. ft. office area, featuring 2 offices, 2 bathrooms (1 with shower), lunch room, & reception area.

**\$1,750,000**

**FOR LEASE**



### 110 5100 Anderson Way, Vernon

Prime Retail space available in Anderson Village, One of Vernon's Premier Buildings. High Exposure Corner Unit Directly across from Real Canadian Superstore. Anderson Way property beside Home Depot, Lake City Casino. 2582 sq ft main floor space for lease. Other Tenants in Anderson Village include Blendz Coffee, Tommy Guns Barber Shop, Nexgen Hearing. Also a 650 sq ft second floor office unit available with premium finishing.



### 4301 25th Avenue

Investment Property With National Tenant  
Petro Canada has Lease Renewals until 2032  
.74 acre site Corner Site

**\$2,750,000 MLS# 10150486**



### 3308 48th Avenue

Investment Property with National Tenant  
Petro Canada has Lease Renewals until 2032  
1.4 acre Corner Site

**\$3,250,000 MLS# 10150483**

### Stewart Pearson

[stewart@globalwestcommercial.com](mailto:stewart@globalwestcommercial.com)

Cell: 250-308-9760 Toll Free: 1-800-667-2040



## BUSINESS AND INVESTMENT OPPORTUNITIES

- Only 20 Minutes to downtown Kamloops. River front from this 32 acre property with a spacious updated home and inground pool. Outbuildings include horses shelter/tackroom, hay storage, and garage/workshop. Plenty of irrigation for your hayfield. **Asking \$750,000**  
View video at [vosrealestate.ca](http://vosrealestate.ca)
- **3 Business Opportunities in One** 84 acres on South Thompson River - Kamloops - Consisting of very productive hayfields plus a vineyard and gravel pit - 5 bedroom, 3 bath residence. Operate one or all of these opportunities. This property has water license and is subdividable. **Priced at \$1.5 million**

### DWIGHT VOS

phone: (250) 554-4511

**BEST-WEST REALTY LTD. KAMLOOPS**

email: [dvos@kadrea.com](mailto:dvos@kadrea.com)

### For Sale 2.18 Acre Site

### Cranbrook BC

Zoned for up to 20 townhomes or villas. Surrounded by the beautiful Wildstone Golf Course, walking and biking trails, four season recreation area and breathtaking views of the Rocky Mtns.

**\$1,300,000**

The Woodlands at Wildstone

403-346-0808 250-489-3400

[www.woodlandswildstone.com](http://www.woodlandswildstone.com)

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FOR GOOD LOCATIONS.

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**250-801-0605**

[THEO@THEOKEFALAS.COM](mailto:THEO@THEOKEFALAS.COM)



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## OKANAGAN – B.C. INTERIOR

### INVESTMENT OPPORTUNITIES

### MOBILE HOME PARKS

#### NEW LISTING - OLIVER, SOUTH OKANAGAN

- 12 Mobile Home Sites, 6 Rental Cottages, 3 Park Owned Units  
• Annual Gross \$138,000 +/- • Full occupancy • Rental Rate Upside

• Price \$1,625,000

#### SALMON ARM

- 12 Sites on 2.0 Acres • 10 Minutes to downtown  
• Full occupancy • Recently updated water supply

• Shows 6.0% return

• Price \$575,000

#### OLIVER - SOUTH OKANAGAN

- 42 Sites plus House on 10.9 Acres • 55+ • Always Full  
• Very Attractive, Well Maintained • Shows 5.0% Return on Net Income

• Price \$3,100,000

#### OSOYOOS BUILDING LOTS

- Desirable east bench location • Prime cul de sac of new homes • Full city services  
• Building Scheme Ensures High Quality Homes • Developer financing available

• Priced at \$195,000 to \$199,900 + GST

**VADIM KOBASEW**  
COMMERCIAL REAL ESTATE SPECIALIST  
**250-490-7959 / 1-800-567-6770**  
[vadimk@remax.net](mailto:vadimk@remax.net)  
RE/MAX PENTICTON REALTY, PENTICTON, BC

## PENTICTON BC



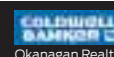
Large corner lot, in downtown core  
- Hub of activity - Excellent visibility.  
90 ft on Main St x 100 deep.  
Approx 8900 sq ft lot coverage.  
FAR 6. C5 zoning allows for many  
usages including commercial with  
residential above.

**Asking \$749,000**

### JOYCE GEERING

Personal Real Estate Corp.

off 250-492-2911 cell 250-490-1274 [joycegeering@shaw.ca](mailto:joycegeering@shaw.ca)



Okanagan Realty



### Automotive Tire Shop

Oliver, BC

- Highly Profitable
- Share Sale
- 5200 sq ft building
- \$1,350,000**



### Commercial Investment Property

Penticton, BC

- 2 Units
- Triple A tenant
- Quality Building
- \$695,000**



### 52 Unit Apt Building

Penticton, BC

- 0% Vacancy
- Excellent Return
- Assumable Financing
- \$6,500,000**

Contact: **Peter Byrnes\***



Coldwell Banker Okanagan Realty

**250-809-9967**

[peterbyrnes@vip.net](mailto:peterbyrnes@vip.net)

\*Personal Real Estate Corp





Kelowna: 4502 Pyman Road. | NAI COMMERCIAL OKANAGAN

# Unique Okanagan Land Opportunities

SPONSORED CONTENT | NAI Commercial Okanagan

By SUSAN M BOYCE



Long known as a favourite vacation destination, Kelowna is rapidly evolving into one of the province's hot spots for investment and commerce. KPMG recently ranked Kelowna as the most cost-competitive place to do business in western North America. The Kelowna International Airport is the tenth busiest in Canada with 1.6 million passengers passing through every year. Kelowna General Hospital is the largest, most comprehensive in B.C.'s southern interior and now includes a full treatment cancer clinic. Consistently ranked among the world's 40 best universities, the Okanagan campus of the University of B.C. has more than 115 research programs underway and has become a major economic driver. Five of Canada's largest ski resorts are found within a three-hour drive and with 2,000 hours of sunshine annually, this is an outdoor enthusiast's dream.

Yet Kelowna still has the friendly vibe that made this community popular in the first place. Better yet; on top of the superior Okanagan lifestyle options, people are now discovering Kelowna is an affordable alternative to the Lower Mainland's skyrocketing prices. And assisting buyers to realize the best value for their real estate investment, find the most unique properties, and maximize exposure to a global market, NAI Commercial Okanagan is proud to be a part of this dynamic regional hub in the B.C. Interior.

## The NAI Difference

NAI Commercial Okanagan is one of nine Canadian offices in the NAI Global network of more than 7,000 professionals in over 400 offices around the world.

"Our team is comprised of eight industry experts who bring a unique range of skills including retail, office, industrial sales and leasing services as well as land sales, development, property management, and consulting services," says Tim Down, managing broker and principal. "It's our knowledge and experience that differentiates us from our competition. Plus many of us have either grown up in the Okanagan or have lived here for many years, so we understand the local market — meaning we're uniquely able to offer our buyers and sellers solutions that make sense."

NAI Commercial Okanagan's current listings span a wide range of property types, but Down is particularly excited by three current land listings.

### Kelowna: 4502 Pyman Road

Strategically located on Kelowna's eastern edge, this offering is a rare opportunity to acquire almost 1,500 acres (192 of them within the City's Permanent Growth Boundary) situated between Black Mountain and Kirschner Mountain — two of the city's fastest growing residential neighbourhoods.

Comprised of eight individually titled parcels, the property is currently a working ranch. However, since much of the property is Agricultural Land Reserve (ALR), many development possibilities are open to purchasers. "This site represents an outstanding opportunity for a vineyard or high-altitude orchard," says Mike Geddes, principal. "You could also retain it as an amazing estate holding — after all, you're only about a 15-minute drive from downtown



Kelowna: 4502 Pyman Road. | NAI COMMERCIAL OKANAGAN

Kelowna. Another option is to develop the entire property into a large-lot subdivision — an idea the City supports."

The land is comprised of the quintessential rolling Okanagan hills and wooded areas, and is complemented by meandering creeks that help create a series of microclimates. Views, Geddes adds, are spectacular — taking in more than 180-degree vistas of Okanagan Lake and the Kelowna skyline. "This property also has excellent potential to hold long term."

### Peachland: 3946-3986 Beach Avenue



Peachland: 3946-3986 Beach Avenue. | NAI COMMERCIAL OKANAGAN



Currently home to Todd's Family RV & Campground, this offering is a rare gem in the market. Located on a four-acre-plus waterfront property on Okanagan Lake, the park includes full RV hookups, showers, a children's playground, beach volleyball court, fire pit and campground store — truly a lakeside

paradise that's been enjoyed by multiple generations for over six decades.

The site is close to a diverse array of outdoor amenities including horseback riding trails, the Hainley Winery, a skate park, the Okanagan Lake Beachfront Centennial Walk, and North America's tallest Zipline. All this plus it's only a 10-minute drive to West Kelowna or a 20-minute drive to either Kelowna or Penticton.

"The location and size of this offering make it extremely desirable," Geddes says. "The Walk Score is excellent and there are both schools and shopping within 500 metres. Peachland's OCP also supports the idea of multi-family develop-



### Osoyoos: 9415-9419 Spartan Drive

Located in the heart of wine country and surrounded by Canada's only living desert, Osoyoos is home to the country's warmest freshwater lake, Osoyoos Lake. And with an unprecedented 730 feet of prime, level beachfront, this property is one-of-a-kind — an opportunity that seldom, if ever comes on the market. Comprised of three parcels totalling 1.913 acres, this lakeshore site has city water and sewer connections in place. It could be held as a multi-generational waterfront estate or redeveloped as a potential low-density residential phased project — an option that has municipal and local community support. ■

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Osoyoos: 9415-9419 Spartan Drive. | NAI COMMERCIAL OKANAGAN





## Investment opportunity 46 Lakefront Acres on Okanagan Lake

Ernst & Young Inc. in its capacity as Court-appointed Receiver (the **"Receiver"**) of Greata Ranch Developments Limited Partnership (**"GRDLP"**) is offering for sale three spectacular lakefront development parcels (the **"South, Center and North Parcels"**) (collectively the **"Property"**) located between Kelowna and Summerland in British Columbia's beautiful Okanagan Valley.

The Property totals approximately 46 acres and is situated adjacent to an operating winery (*the winery and vineyards are not a part of this offering*). The Property offers an exceptional lakefront development opportunity for a residential masterplan community in a unique waterfront setting with the added potential for a new marina(s).

Refer to <http://www.ey.com/ca/greataranch> for a copy of the Sales Process Court Order.

**Offers by Letter of Intent must be received by 4:00PM PST on Monday, September 24, 2018.**

For additional information, please contact:

Ernst & Young Inc.  
700 West Georgia Street | Vancouver, BC | V7Y 1C7  
Riyandi Tan, Manager  
604-899-3587  
[Riyandi.Tan@ca.ey.com](mailto:Riyandi.Tan@ca.ey.com)





# Sun Peaks and Whistler entice foreign buyers

**RECREATION | Top two B.C. ski resorts have a higher ratio of non-Canadian property owners than either Vancouver or Victoria**

By JOANNAH CONNOLLY  
AND WI STAFF  
fobriant@biv.com

British Columbia's top two ski resorts are the areas with the highest proportion of non-Canadian-resident owners of residential real estate, with Vancouver lagging in third place and Victoria relatively low on the list, according to new data.

A study released June 25 by Statistics Canada says that Sun Peaks has the highest overseas homeownership in the province, at 16.5 per cent of homes. This is followed by Whistler at 15.5 per cent. Both areas are not subject to the province's speculation tax or the foreign-home buyer tax.

But the broker owner of Re/Max Alpine Resort Realty in Sun Peaks says the stats are skewed somewhat because many of the foreign owners bought years ago, before the foreign-buyer tax or speculation tax were on the horizon.

"We have owners from Europe and the U.S. who have owned at Sun Peaks for 20 years or more," said Lark Frolek-Dale.

Sun Peaks' recent buyers, such as those who helped sell out both

the Village Walk luxury townhome project and the new Echo Landing townhome and condo project, are mostly from the Lower Mainland and Alberta, she said.

Sun Peaks is in the midst of a \$40 million upgrade, Frolek-Dale confirmed, which includes a makeover of the Sun Peaks Grand Hotel and Conference Centre and a new \$4 million chairlift, both of which will open this ski season.

Both Sun Peaks and Whistler municipalities have more than double the non-resident ownership rate of third-placed Vancouver (city, not Census Metropolitan Area), which the data revealed to have just over 7 per cent of homeowners not living in Canada. Metro Vancouver was found to have 4.6 per cent of homes owned by non-residents.

Non-resident owners in this study include any homeowners who do not live in Canada, including Canadian citizens who live overseas.

With Sun Peaks and Whistler being two of B.C.'s biggest tourism destinations, the high rate of overseas owners of homes in those areas may not be surprising. But other tourism hotspots in B.C., such as Vancouver Island and the Okanagan, saw much lower



A luxury ski villa at Sun Peaks ski resort, which has the highest overseas ownership rate in British Columbia. Many foreign owners bought into the resort years ago. | RE/MAX ALPINE RESORT REALTY

overseas ownership rates.

Victoria and Kelowna CMAs, where the B.C. speculation tax does apply, were found to have a non-resident ownership rate of 2.7 and 2.5 per cent, respectively. The speculation tax also applies in Abbotsford-Mission CMA, where the rate was just 1.4 per cent, according to Statistics Canada.

However, some B.C. mountain

communities such as Fernie and Revelstoke were found to have non-resident ownership rates higher than the provincial average of 3.5 per cent, at 6.6 and 5.2 per cent, respectively. Other popular vacation hotspots, like the Southern Gulf Islands, Salt Spring Island, Nanaimo and the Sunshine Coast, range between more than 5 per cent to almost 7 per cent.

Several communities facing the speculation tax, such as those on Vancouver Island and in the Okanagan, have protested the tax, claiming it will damage the local economy and stall real estate development. West Kelowna Mayor Doug Findlater wrote an open letter to B.C. Premier John Horgan to "reiterate grave concerns" on June 21. ■

## Annual boat sharing floated in Kelowna

Mission Group, the largest residential real estate developer in Kelowna, is offering an annual boat-sharing app through its subsidiary, Aqua Marine Valet.

Aqua Boat Club is a new-boat share program that allows users to access brand-new boats for a fraction of the cost of owning, sidestepping the stress and financial burden of repairs and moorage, among other expenses. As with car-sharing programs, members of Aqua Boat Club access a user-friendly smartphone app to reserve a boat. They can take advantage of unlimited boat outings, covering only the cost of the fuel.

The Aqua Boat Club has just added three new boats for its members – a Mastercraft XT20, Cobalt 24SD and Regal 2100 – and created a special rate for weekday membership. Membership in the Aqua Boat Club is \$6,000 a year for unlimited boating on weekdays (Monday to Friday), and \$12,000 a year for unlimited boating seven days a week. Boating season is typically May 1 to September 30 each year.

According to Mission Group, even the \$12,000 rate is less than half the annual cost of actually owning a boat in excess of 20 feet.

Aqua Boat Club is a part of Aqua Marine Valet, a long-term boat storage and valet service located on Okanagan Lake in the Mission area of Kelowna.



Regal 2100 is among new boats available under new boat sharing app. | SUBMITTED

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7295 Okanagan Landing Road,  
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- Rare multi-family site adjacent to The Strand Resort
- 9.91 acres w/ 6.69 usable after wet land restrictions
- Density bonus allows for 14.4 units per acre

MLS#10154804

### Development Opportunity



Lot 4 Okanagan Hills Boulevard,  
Vernon, BC \$4,400,000

### Lakeview Multi-family Site

- Adjacent to The Rise Golf Course
- 15.12 acres, planned for 88 multi-family units
- Designed for maximum development with minimum impact on lakeviews
- Partially serviced

MLS#10155718

### Lakeview Multi-Family



0000 Bella Vista Road,  
Vernon, BC \$698,000

### 4.94 Acres Overlooking Okanagan Lake

- Development site adjacent and below The Rise Golf Course
- Zoning permits single and multi-family residences
- Great views of Okanagan Lake

MLS#10155959

### Kelowna Restaurant



Kelowna Restaurant  
\$519,000

- Well Established & Successful Restaurant
- Trendy, highly rated restaurant located in busy downtown Kelowna
- Business assets for sale only; premises are leased
- Currently open limited hours - huge potential for growth

MLS - Exclusive

### Vernon Restaurant



Vernon Restaurant  
\$179,000

- Well Established & Highly Acclaimed
- Located in the busy downtown core of Vernon
- Unique International cuisine & décor
- Currently open limited hours - huge potential for growth

MLS - Exclusive

### Silver Star Restaurant



Silver Star Restaurant  
\$525,000

- Rare 50 Seat Restaurant Opportunity
- Business is not currently running but is fully operational
- Located in the heart of Silver Star Village in Vernon
- Includes premises, all equipment & furnishings, liquor licence
- Premises has a prepaid 99 year lease

MLS#10137706

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**\$2,600,000**

Court Ordered Sale - Do not contact directly



<b>Modern Office &amp; Shop</b>  <b>FOR SALE</b> 2080 SQ FT Building / Built in 2012 Zoned C4: Commercial High traffic location on 100 Ave & has a reception area, 2 offices, board room & shop with 3 RSHV drive thru bays. <b>\$899,000   \$18/sq. ft. + MNH</b>	<b>Alaska Highway Exposure</b>  <b>FOR SALE</b> 7000 sq ft Shop / 1.42 Acre Lot Zoned C2: Commercial 60x200' quietest used for storage with concrete floor, heating & lighting. Prime Hwy exposure & located on busy intersection. Great Fort location. <b>REDUCED \$549,000</b>	<b>Downtown Core Commercial</b>  <b>Court Ordered Sale</b> <b>FOR SALE</b> 9388 SQ FT Building / 0.86 Acre Lot Zoned C2: Commercial Office or retail building. Space can be easily divided. 5 lots & busy downtown location. Assessed at \$1,383,000 which makes this a great investment! <b>REDUCED \$830,000</b>
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<b>Investment Opportunity</b>  <b>PENDING SALE</b> <b>FOR SALE</b> 8308 SQ FT Building / 0.42 Acre Lot Zoned M2 / Light Industrial 1000 sq. ft. office built in 2002. 50x100' quietest shop. 7 leaseable areas. There is excellent access to Hwy and great road exposure. <b>REDUCED \$489,000</b>	<b>Instant Revenue Potential</b>  <b>NEW LISTING</b> <b>FOR SALE</b> 4.74 Acres / Mini-Storage Business 8000 SQ FT Retail Building 5 yr old Modern Mini-Storage business with some heated units & expansion room. HV Storage, & retail building with shop attached. Approx. 7.8% cap rate. Contact me for details! <b>\$6,400,000</b>	<b>High-Tech Farm Location</b>  <b>FOR SALE</b> Shop & Home / 180 Acres Zoned A2: Agricultural 6423 sq. ft. modern home & 10250 sq. ft. shop close to Hwy & town on 100 acres with lease revenue. High-Tech Indoor Farm or Future Subdivision Potential. <b>\$4,100,000</b>
---	---	---

<b>Industrial Subdivision</b>  <b>FOR SALE</b> 4.540 Acre Lot / 24 Units Zoned M2: 24 Light Industrial New City Truck Water Station is currently under construction across from these 24 industrial lots. Easy access. 1 block from Hwy. <b>\$950,000</b>	<b>Development Land</b>  <b>FOR SALE</b> 10.8 Acre Lot / Near New Hospital Zoned R2: Residential In city limits & services nearby. Perfect location to meet high demand for senior housing. Next to new Hospital. Rental income. <b>\$6,400,000</b>	<b>Perfect Hotel Location</b>  <b>FOR SALE</b> 2.7 Acre Lot / 13 Adjacent Lots Zoned C4: Commercial On Hwy Frontage Rd with visibility from the busy Alaska Hwy. This would be the first hotel stop when traveling Westbound from Dawson Creek. <b>\$1,550,000</b>
---	--	--

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# Kitimat excitement rises as LNG plant nears launch

**FEATURE | Industrial real estate seen as the top investment play though prices are already pushing peak levels as final investment decision looms on Shell-led \$40 billion export terminal and pipeline project**

By **FRANK O'BRIEN**  
wieditor@biv.com

Real estate investors have Kitimat back on the radar but the prices and the potential are both much higher now than during the last boom in the northeast epicentre for the biggest infrastructure project in Canada.

"It is crunch time for Kitimat," said commercial agent **Graham Pitzel** of **Re/Max Kitimat Real Estate**, noting that there is a lack of industrial and commercial property to meet what is expected to be heady demand within months.

Pitzel said industrial real estate will lead that demand but prices are already at peak levels and there is very little on the market. Nearly everything not owned by aluminum giant **Rio Tinto Alcan** is being tightly held by owners, he said.

Prices reflect the supply-demand curve. Of the three industrial properties for sale as *Western Investor* was nearing press deadline, prices equated to well over \$1 million per acre. An example is 331 Enterprise Way, listed at \$829,500 for a 0.4-acre site with a 2,528-square-foot industrial building.

The expansion of the Rio Tinto Alcan plant a decade ago drove real estate prices high and they have not come down, he said.

Pitzel said bare industrial land starts at \$650,000 per acre, if you can find it.



Harbour view of Kitimat's industrial zone where LNG Canada is expected to officially launch a \$40 billion project this fall. | KITIMAT ECONOMIC DEVELOPMENT

He expects a lot of buyers and investors will be looking for industrial as the \$40 billion **LNG Canada** export terminal and related liquefied natural gas pipelines gets the final go-ahead.

It is widely expected that the **Shell**-led consortium behind **LNG Canada** will announce a final investment decision (FID) in the late third quarter or early in the fourth quarter of 2018 for what would be by far the biggest infrastructure project in B.C.'s history.

"We will start construction this year," **LNG Canada** CEO **Andy Calitz** told a Vancouver resource conference in May. "I reaffirm that commitment today."

On June 26 **TransCanada Corporation** confirmed it had signed agreements to provide \$620 million in contracts with First Nations along the corridor for the natural gas pipeline needed to

**Everyone is confident that rental demand will increase and Kitimat will see better times ahead.**

BRUCE LONG,  
B.C. APARTMENT PROPERTIES



feed the **LNG Canada** plant in Kitimat.

Another \$400 million worth of contract and employment opportunities for First Nations are expected to be awarded.

On June 19, **TransCanada** announced that it had conditionally awarded contracts to several joint ventures to build the Coastal



**This 0.4-acre industrial site in Kitimat is on the market for \$829,000, an indication of the peak prices in a city that is getting ready to host the biggest infrastructure project in Canada.**

| RE/MAX KITIMAT REAL ESTATE

**GasLink pipeline: Surerus Murphy Joint Venture, SA Energy Group, Macro Spiccapag Joint Venture and Pacific Atlantic Pipeline Construction Inc.** Those contracts are valued at \$2.8 billion.

Even with all this, however,

local real estate agents said Kitimat will likely not see a lot of action until the ink is dry on the FID. After all, as Pitzel noted, previous LNG hype had not lived up to reality.

Nowhere is this more apparent than in the multi-family rental sector.

"[Rental] vacancy rates in Kitimat are still high with some properties reaching 50 per cent," said **Bruce Long**, a multi-family specialist with **B.C. Apartment Properties** of **Macdonald Commercial** in Vancouver.

Long said typical per-door prices for Kitimat rental apartment buildings are still in the \$100,000 range, but few are on the market.

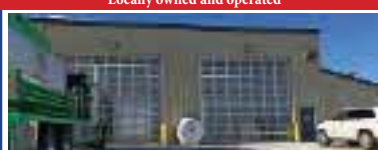
"Although we are seeing increased interest in Kitimat from our multi-family investors, most owners are not yet ready to sell. Everyone is confident that rental demand will increase and Kitimat will see better times ahead," Long said.

Long noted that, during the Rio Tinto Alcan expansion project, rents in Kitimat for furnished apartments had reached \$1,800 to \$2,000 per month, but have declined since.

A new 4,500- to 6,500-person work camp being prepped for **LNG Canada** workers by **Civeo Corp.** could siphon off some of the rental demand in the city, however.

"But even if only 10 per cent of the workers want to live in town, that would make a big difference," Pitzel said. ■

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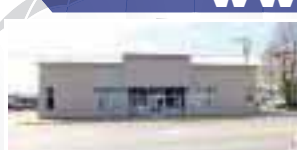
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**4905 KEITH AVENUE**

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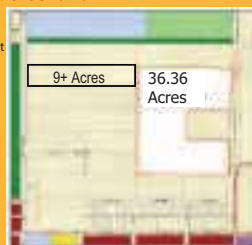
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Land located along East By-Pass Road just south of the Fort St John Hospital, east of schools, parks/recreation, and residential development and north of commercial and retail. City open to all development concepts. Manager's home on site with lagoon & cistern currently leased.

**Asking**  
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MLS# C8015396

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**Dawson Creek and Area**

**Fantastic opportunity!** With 13.5% CAP rate (as per appraisal) projected. Existing Car Wash, RV park and Mobile home park on 5.88 acres in Dawson Creek. 1. RV PARK: 87 RV stalls serviced with water, sewer & hydro. 2. MOBILE HOME PARK: 16 mobile home pads & rental house serviced with water, sewer and hydro. 3. CAR/TRUCK WASH: 4 bays, 1 truck/rv bay 60' long. 3 bedroom living accommodation. Asking \$2,270,000.00. **MLS 173139**

**LNG Investment Opportunity**

70 acres zoned commercial/industrial in Dawson Creek on Hwy 2 (Edmonton Hwy). Great location & access, all City approval and engineering done, ready to develop NOW! This property is prime for development. Asking \$4,590,000.00. **MLS 169447**



**SHOP FOR SALE** on 1.65 acres with 4 - 100 feet drive thru bays this building ideally located to profile your business. Total sq ft of 11,700 sq ft includes the shop (100x100) and two separate office area with washrooms of 1700 sq ft. The yard is gravelled and fenced and backs on to Highway 2 east (Edmonton). Asking \$2,100,000.00. **MLS 171133**



**FOR LEASE** 6,250 sq ft shop on 2.5 acre on Hart Hwy. 900 sq ft office and 5,350 sq ft (50x107) shop. Two - 16x16 overhead doors and one 12x14 overhead door. All fenced and gravel also adjoining 2.5 acre lot is available to lease. Lease rate for the shop on 2.5 acres is \$17.25 sq ft NNN and the adjoining 2.5 acres is \$3,000 gross. **MLS 171438**



6.15 and 4.237 Acres of Development Land in Dawson Creek. Highly visible to all traffic from Alberta border, close to the airport, and directly across from major retail & hotel development. The C3 Highway Commercial zoning allows anything from car-wash/service station to hotel I motel to retail. Asking \$150,000.00 per Acre. **MLS 170604**



**High end executive office space** with 3 bays shop on a high visible lot on Highway 2. Total of 7,249 sq ft with 2,876 sq ft office and 4,373 sq ft shop. Total of 8 offices, boardroom, 3 bathrooms, big reception area. Finished with modern colors, solid door's, top end flooring, etc. Secure compound with electric gate, paved parking, excellent signage. Asking \$15.00 sq ft NNN. **MLS 169564**

**FOR SALE OR LEASE**

12,500 sq ft steel frame shop with 5 - 100 ft x 25 ft drive thru bays, 1,920 sq ft office for a total of 14,420 sq ft. Situated on 5.016 acres gravel and fenced yard. High visibility location on Highway 2 (Edmonton). Selling Price \$4,550,000 or Lease \$25.00 sq ft NNN. **MLS 173741**

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**Freestanding Complex on 2.6 acres****8715 - 100 Ave**

Offering high visibility, a fenced compound with exterior storage and excellent access. A total of 18 offices, 1 oversized conference room with kitchenette, 1 smaller conference room plus 2 break-out rooms... all air-conditioned. 4-bay shop (of which 2 bays are currently used for file storage). End drive-through bay is 33'x78' with two 16'x16' overhead doors and a 10-ton crane. Paved guest and employee parking lot and majority paved storage yard. Chain-link fenced at front with gates. Located on the busy corridor of the Airport Road  
**\$17.00/sq. ft. + NNN MLS# C8015368**

**Heavy Industrial Land for Sale****Lot 26 & 27 - 72 Street**

6.275 of Prime Heavy Industrial Land accessible to the East By-Pass Road. Adjoining active rail line used by CN Rail and Buyer would have to make application to CN Rail to develop rail service. All City services at lot line, pavement, curb and gutter in place. Land is cleared & leveled. Last opportunity in today's market for serviced heavy industrial land with adjoining rail line. Also Available  
3.632 Acres - \$1,050,000 - C8015755 &  
7.141 - \$2,175,000 - C8015757  
**\$1,800,000 - MLS# C8015759**

**High Visibility Retail Space****9127 - 96A Street**

Located in the heart of the major shopping district of Fort St John, this 1926 sq ft of street-level retail space offers high visibility and traffic-flow, easy access and good parking. Located across from the Totem Mall, close to all the recreational facilities and numerous apartment buildings, this location is perfect.

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**\$19.00/sq. ft. + NNN - C8019927**

**52.58 x 145.00 C-4 Zoned Lot****10319 95 AVENUE**

Chain-link-fenced corner lot, accessible by gates on the north and south sides. Curb-drop in place. Good gravel base, as used for storage lot for years. Street lighting and sidewalk installed.

**\$139,900 - C8016135**

**Industrial Warehouse/Office Space****8708 - 100th Street**

13,896 +/- square foot industrial building located on 2.43 acres of city serviced land in a prime location easily accessible to the Alaska Highway. Ideally set up for a wholesale supply business but the possibilities are endless with the large warehouse/shop areas which also includes foreman offices built into the rear corner of the main shop. Ample side and rear yard space provides good access to the overhead doors.

**\$19.00/sq. ft. + NNN - C8007641**

**ACCELERATE YOUR BUSINESS****9823 Alaska Road & 8816 98th Street**

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**\$2,000,000 - MLS#: C8004200**

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# FRANCHISE NEWS

News, views and updates on Canada's franchise industry

## Di Benedetto bites into Famoso pizza chain



Serial franchisor Frank Di Benedetto already oversees 171 Canadian restaurants. | ROB KRUYT

One of B.C.'s most successful restaurant-franchise entrepreneurs is expanding into the Italian-food business by purchasing the 30-location, Vancouver-based **Famoso Neapolitan Pizzeria** chain, giving him a total of 171 restaurants.

For **Frank Di Benedetto**, whose **FDF Restaurant Brandz** closed the deal May 31, the purchase, for an undisclosed amount, is more than just a sound business decision.

"To be successful in this business, it's not just a numbers game or a numerical exercise; you have to fundamentally be passionate about the food," Di Benedetto said. "And you can appreciate from my surname - Di Benedetto - that I'm pretty passionate about Italian food."

Di Benedetto first found success as a consultant at **Ricky's All Day Grill** in the late

1990s. He went on to become president of that chain and then its owner. In 2005, he bought master-franchise rights for Canada from the Beverly Hills-based hamburger chain **Fatburger**.

In 2014, Di Benedetto bought the 28-restaurant **ABC Country Restaurant** chain and folded that into the **Ricky's** chain by creating **Ricky's Country Restaurants**.

He now oversees 86 **Ricky's** restaurants that are either branded **Ricky's All Day Grill** or **Ricky's Country Restaurant**, 55 **Fatburger** locations and the 30 **Famoso Neapolitan Pizzeria** bistros.

Most of his restaurants are franchised, with only three corporately owned **Ricky's** restaurants and three corporately owned **Fatburger** locations.

**Justin Lussier**, who co-founded **Famoso** in 2007 with **Christian Bullock** and **Jason**

**Allard** had been growing **Famoso** so fast that the company was named among the fastest-growing companies by *Business in Vancouver* in 2013.

Lussier said he and his partners are proud of where they have taken **Famoso** and believe that Di Benedetto is now better suited to continue the chain's growth.

"Frank is one of the most experienced restaurateurs and franchise developers in Canada," Lussier said.

"He and his team have the experience and capabilities to add a lot of value and further grow the **Famoso** brand."

Allard will stay with **Famoso** for at least six months to ensure a smooth transition.

Di Benedetto aims to add 20 new **Famoso** locations across Canada in the next five years.

Alberta, with 18 outlets, has been **Famoso's** base. Two locations are in Ontario, four are

## Petland ranked as franchise leader



**Petland Inc.**, which has 16 locations across Western Canada, has been named among the top-ranked franchises in the world.

*Entrepreneur* magazine has released its 2018 rankings of the top Global Franchisees, rating **Petland** No.20, up from No.32 last year and No.190 in 2016.

"It is an incredible honor to be recognized as a top franchise across the globe and ranked with the likes of **McDonalds**, **H&R Block**, **Denny's** and **Subway**," said **Petland Inc.** president and CEO **Joe Watson**.

**Petland Brazil** opened its 64th **Petland** location this month, and **Petland Mexico** opened its ninth and 10th earlier this year. **Petland's** master franchisee in Saudi Arabia is planning to open its first location this September.

**Petland** is a franchise operation with full-service retail pet centres across the United States, Canada, China, Mexico, South Africa, Brazil, and El Salvador.

## Timmy's plans to invade China



Canadian coffee icon **Tim Hortons** has inked a deal with private equity firm **Cartesian Capital Group** to expand into China.

Under the exclusive master franchise joint venture agreement, **Cartesian** will develop and open more than 1,500 **Tim Hortons** restaurants in China over the next 10 years. **Tim Hortons** president **Alex Macedo** said the company's two main priorities are building and strengthening the company in Canada and then expanding the brand to the rest of the world.

**Tim Hortons** has more than 4,700 restaurants in Canada, the United States and internationally.

**BMO Capital Markets** said the China expansion presents a growth opportunity for the company.

In 2012, **Cartesian** partnered with **Tim Hortons** parent company **Restaurant Brands International** and the **Kurdoglu** family to eventually open more than 900 **Burger King** restaurants in China. ■

in Saskatchewan and six are in B.C., with four of those in southwest B.C. and Metro Vancouver.

Di Benedetto plans to create an offshoot brand to **Famoso** dubbed **Famoso Pronto**, which would be a smaller, takeout-oriented brand. The move would be similar to how **White Spot Restaurants** created the takeout-oriented **Triple O's** brand to appeal to customers who wanted the company's signature hamburgers in a less formal setting.

**Famoso Pronto** eateries are likely to open in high-density locations, such as downtown Vancouver, and Di Benedetto said the concept will be offered first to current **Famoso** franchisees.

Meanwhile, seven new **Ricky's** restaurants and 12 new **Fatburger** restaurants are under development and are set to open by the fall of 2019.

**Fatburger** restaurants are so far only in the four western provinces, but Di Benedetto said Ontario could soon be in his sights. ■

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Southside land .....	10,4700 square feet
North East land .....	1 acre with building
Commercial building .....	Downtown

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**HOTEL, BUSINESS, LAND & BUILDING**  
This turn-key operation is located on the corner of main street & has been in business for many years. The operation has the only liquor store in town, a cook your own steak pit, plus other food as well. VLT's, a games room, special entertainment & 10 rooms for rent keep this an active business. There are living quarters & a garage for a manager. This is a busy town with a community hall, arena, soccer facility & is a hub for the surrounding area. DUCHESS, AB  
**INDUSTRIAL OPPORTUNITY**  
This is a former Feedmill, all the feed processing equipment has been removed. Features a modern plant with overhead storage & Grain Bins, material conveyancing equipment, 2 large scales & 200 metres Rail Spur (needs upgrading). There is excellent access to the property. There are future use restrictions. MEDICINE HAT, AB  
**PRIME LOCATION IN BROOKS**  
Prime Location on the Main access-2 street west in Brooks. 4 Businesses operating from the building, businesses are not included in the price. Fenced compound lots of parking, 2 accesses off 2nd street. BROOKS, AB  
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**Motel** 34 Rooms, Restaurant, Town W/Rebound from Coal Mine Industry, Workers, Tourists, 4,000 People, Hi-way exposures. C-Alberta  
**Price \$1.5M**



**Bowling Alley** Business w/Neighbourhood Pub, 3 Rental Units, 3 Bed Room 3rd Floor and 24 Bowling Lanes, 3 Story 40,000 Sqf Building. Chilliwack, BC  
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**Motor** 43 Guest Room and Owners Suit, Revenues Support Financing and a family, Absentee Owner. Downtown Prince George, BC  
**Price \$1.6M**



**Hotel** 32 Rooms on 2nd floor, Full Service, Newly Renovated, Neighbourhood Pub/Liquor Store and Restaurant Leased Out. Downtown Vanderhoof, BC  
**Price \$1.3M**



**Golf Course** 18 Hole Course, Driving Range, Club house w/100 Acres +100 Acres w/ Resorts Develop Zoning, Open 6 Month Net 9%Cap. Central BC  
**Price \$3.5M**



**Motel** 25 Units +3 Bed Owners, Newly Renovated, Land Space for Expansion, Retiring 20 Yrs, First time on Market, Family Business. Cache Creek, BC  
**Price \$1.2M**



**Motor Inn** Bar w/VLTs, Mini Liquor Store, 80 Seats Restaurant and 28 Room, 120 Seats Conference Hotel, 3.5 Acres, Major Hi-way Junction, Viking, AB  
**Price \$1.8M**



**Motel** 87 Units + Restaurant, Non-Franchise, City of 50,000 Population, 15% NOI, Cash Need 35% w/ Financing, 2 Story on Big Lot. Brandon, MB  
**Price \$4.4M**



**Motel** All 47 Units Renovated + Leasable Restaurant, City in Gas and Oil Patch Region, Business Busy Year Round, Approved Financing. Central Alberta  
**Price \$4.2M**



**Motel** 60 Room, Con Laundry, Restaurant. Close by Shopping District, Business w/ Recovering Normal Level. Grande Prairie, Alberta  
**Price \$3.5M**



**Motel** Business With Only Rooms w/Non-Franchise, Revenues Projects \$1.5m, Centre Of City, 96 Rooms, 2 Acres. Grande Prairie, Alberta  
**Price \$5.5m**



**Motel** 50 Luxury Guests Units + Restaurant, 11 Years, High Volume Sales W/Lower Overheads, Thriving Gas and Oil Town. C-Alberta  
**Price \$7.5M**

## For Sale: Fort George Estates

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- **A Flagged 122 Room Full Service Hotel** in superb condition, featuring an array of excellent amenities, well located with main artery exposure, excellent Operational performances, substantial potential upside, going forward under continued prudent management. **Asking \$19,900,000.00**
- **A relatively new 74 Room Limited Service Hotel**, located in a very busy area that keeps it constantly running 100% occupancy at a significant ADR, thereby delivering substantial continuous high revenues. It is relatively new; as such, there are no required up-grade in the near term. Further, it is being offered at the very reasonable **price of \$14,000,000.00**
- **A Flagged New 139 Room Full Service Hotel**, featuring practically all of the latest features the industry has to offer; thereby rendering a very efficient and economic operation. It is well located in a very dynamic region of substantial sustainable economic growth going forward. The operation of this outstanding Hotel has a tremendous up-side, going forward. Additional information is obtainable by contacting the undersigned **Asking \$35.9 million**
- **Strata Apartment and Towne House complexes Plus Retail Units:** A Superb Multi-Family development consisting of 71 apartment Units – 62 2- bedrooms, 9 – 1- bedrooms; 13 – 3 bedrooms 2 storey Towne Houses, 3 Retail spaces, plus 46 rental Garages. All Apartment units and Townhouses are air conditioned. The revenues of this development are indeed, outstanding and features 100% occupancy, currently. **Asking \$13,900,000.00**
- **A Flagged 124 Unit Limited Service Hotel** featuring a wide variety of amenities such as conference/meeting rooms, business center, fitness center, indoor swimming pool/hot tub, guest laundry among other features and amenities, superb location, excellent continuous operating performances, a very good potential up-side, **Asking \$19,500,000.00**
- **Flagged 93 Suite Hotel** in a very substantially economically dynamic community, which has a location that renders superb exposure that among other things, attest to its constant year over year revenue growth. It is currently being offered at a price that should allow it, under continued prudent management continue its stellar performances, going forward. **Asking \$15.5 million.**
- **A Flagged 92 Room Limited Service Hotel**, featuring a variety of room configurations among many other outstanding features, plus, exceptional operational performances that are enhanced by its excellent location. The potential upside for continued superb performances going forward are very good, under prudent management. **Asking Price \$11,500,000.00**

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- **BOWDEN** - **31 acres** industrial & commercial development land adjacent to Highway 2
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- **CROSSFIELD** - **shop with truck wash equipment** - 3200 sq.ft. - 3 bays
- **CROSSFIELD** - **279 acres** - great development possibilities-rail spur possible
- **CROSSFIELD** - **137 acres** with #2 highway frontage - excellent access
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# "Don't wait to buy land: buy land and wait"

**D**on't wait to buy land, buy land and then wait. I first learned the importance of that saying in 1964 as the youngest realtor in Prince George. I still believe it today.

My career as a realtor has taught me how profitable and rewarding real estate can be. Having assembled development sites for large corporations such as **Woodward's** and **Safeway**, also assembling large subdivisions, selling highrises, islands and then the largest land company in British Columbia to **Imperial Life**.

I couldn't have gone from a realtor to successful investor without also understanding the importance of three key questions:

- 1: What is your time horizon?
- 2: How much can you afford to lose?
- 3: What do you know about the investment?

All three points should give you pause to think, but the last point is the most critical as it drives the first two.

For more than 50 years I made a lot of money in rural or recreational land and resources from the land because I understand the value. I am often approached by people to invest in other opportunities – commercial developments, the stock market or even foreign rural lands. While they all promised good returns, I do not have a feel for the risk associated with these.

I was researching some historical insights on rural lands – as far back as the 1880's when Vancouver was, in fact, rural. Almost 140 years ago folks were already saying that Vancouver



By RUDY NIELSEN

was too expensive. I came across land prices leading up to and after **Canadian Pacific Railways** announced that Vancouver – or at that time Granville – would be the western terminus for the rail line. Over a 10-year period land prices (per hectare – not a city lot) went from \$200 in 1870, to \$2,000 in 1882 and seven years later in 1889 to \$20,000. Today a hectare of land in Vancouver is valued in excess of \$40 million.

Don't get me wrong, we have had our share of booms and busts, with the following recovery period always leading to the next growth cycle.

We don't have to look back too far in time to see a couple of fairly well documented boom/bust/growth cycles. Do you remember the late 70s and especially 1981? If you're too young, ask your parents. I am sure they will recall mortgage rates at up to 20 per cent. The other more recent time is the 2007-08 credit freeze and resultant stalled housing and development markets. For a bit

of time people were questioning the sustainability of investing in real estate.

So, how much can you afford to lose? And what is your time horizon?

Over the course of my investment career I have bought and sold in short cycles as opportunities presented themselves – but the majority of my current holdings were acquired 30 to 40 years ago. The shorter-term investments certainly help manage cash flow and further secure a hold on my longer-term portfolio by removing the pressures to liquidate to meet short-term needs.

I have made money off my longer-term holds by not selling these properties or refinancing them. You might be wondering how I did this. Well, I know recreational land. Some of my best long-term holds have contained fantastic timber yields and potential subdivisions. Not very sophisticated, perhaps, but if you know your investments you can see the potential beyond a simple land buy-and-hold strategy. I have many times created an effective cash flow, similar to the rents that a commercial real estate property investor may receive – but I don't have to worry about fixing the plumbing and collecting rent.

So now you know the three key questions I consider before investing, but I've saved the most important until the end to prove a point.



The most important strategy you need to understand are these three simple, repetitive words ....research, research, research.

Do your homework. Get to know one thing better than

**A hectare of land in Vancouver went from \$200 in 1870 to \$2,000 in 1882 and, in 1889, to \$20,000. Today a hectare of land in Vancouver is valued in excess of \$40 million.**



anyone else in the world by doing your research. You will undoubtedly reach a point where there are multiple excellent offers to consider – but you don't have the cash flow to acquire them all. You going to determine the best option based on your answers to the earlier three questions and your commitment to research. If you've done your research, the answer becomes very clear. I still do my research – but years of dedication to this process has enabled me to come to a decision a lot quicker. ■

*Rudy Nielsen is the founder and president of Niho Land and Cattle Company; LandQuest Realty Corp.; and LandCor Data Corp., which operates the most extensive real estate property database in British Columbia. Visit [www.niho.com](http://www.niho.com)*

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# Alberta | WHAT'S HAPPENING

## Oil pipeline bottleneck blasted



Canada needs to get pipelines built if it wants to transport an additional 1.6 million barrels per day (bpd) of western Canadian production growth by 2035 to new emerging markets, the **Canadian Association of Petroleum Producers (CAPP)** announced in its 2018 *Crude Oil Forecast, Markets and Transportation* report, released on June 12.

"It is difficult for Canadian producers to ensure fair market value for our natural resources without major pipelines or access to new, emerging markets in regions such as China, India and Southeast Asia," said CAPP president and CEO **Tim McMillan**.

Total Canadian oil production is expected to increase to 5.6 million barrels per day by 2035 – an increase of 1.4 million bpd compared to production in 2017. Bolstering the growth will be a rise in oil sands production to 4.2 million bpd from 2.65 million bpd – despite a decrease in oil sands' capital spending for the fourth consecutive year.

"Canadian production is forecast to rise to 5.6 million bpd and yet we do not have the means of getting it to new,

global markets," McMillan said.

Canadian oil producers will continue to face pipeline constraints as federally approved projects such as **Kinder Morgan's** Trans Mountain expansion pipeline, **Enbridge's** Line 3 and **TransCanada's** Keystone XL have yet to begin construction.

## Pot may lift retail



Calgary's long-suffering retail sector may get a lift this year from the cannabis industry, according to **Barclay Street Real Estate**.

The city's downtown retail vacancy rate is down to 10 per cent, but it could fall to single-digits if the push for marijuana retail outlets materializes into bricks and mortar, the real estate agency said.

The greatest density of retail cannabis store applications is in the downtown and Beltline, where 40 of the 245 applications submitted across the city by mid-June are targeted, according to Barclay Street.

Some of these stores may never open, however, because of restrictions on proximity

to other outlets and other factors as Canada moves toward the legalization of recreational marijuana this October.

"We anticipate a marked increase in retail subleases from prospective cannabis vendors whose retail applications have been declined," Barclay noted.

## Developers recruited

The **Calgary Municipal Land Corporation (CMLC)** is calling on developers, retailers and the general public to take a closer look at its Rivers District vision for the East Victoria Park area of the city.

East Victoria Park is a part of downtown Calgary – including Stampede Park and the BMO Centre – that has long stood as the city's entertainment centre. CMLC imagines East Victoria Park as a vibrant, high-density community with more than four million square feet of mixed-use real estate and thousands of residents.

"There is the opportunity to infuse new energy and new life into the district while attracting developers that respect the community's history and envisioned future," according to CMLC.

CMLC's 20-year vision for the Rivers District master plan is to create a vibrant cultural and entertainment district featuring offices, retail and homes for more than 8,000 new residents. ■

## Residential investment slows in Edmonton as land sales slide



Encore Tower by Westrich Pacific Corp. completes in 2020 in Edmonton.

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If housing is a harbinger of a city's economy, Edmonton could be in trouble.

Residential land sales in the Alberta capital dropped 57 per cent last year from 2016 and "are tracking close" to 2017 levels so far in 2018.

Sales of multi-family rental buildings through the first three months of this year, meanwhile, have plunged 74 per cent from the record high set in the first quarter of 2017, according to the Edmonton *Flash Report* from **Altus Group**.

The land and apartment building sales reflect the current malaise in the Edmonton residential sector.

The average price of homes in the Edmonton region was virtually unchanged in May compared to May 2017, but sales dropped slightly, new figures show.

The Edmonton region saw 1,776 properties sold through the Multiple Listing Service in May, down 3.6 per cent from one year earlier, reports the **Realtors Association of Edmonton**.

The average sales price for all residential properties was \$377,139,

down 0.5 per cent from May 2017.

This includes single-family houses, at \$442,348, up 0.4 per cent in the past year; condominiums, down 3.9 per cent in the past year to \$241,571; and townhouses, where prices were virtually unchanged from May 2017, at \$346,800.

Edmonton's rental apartment vacancy rate, pegged at 7 per cent in October of last year by **Canada Mortgage and Housing Corp. (CMHC)**, is forecast to drop to 6.2 per cent this year.

"Due to high vacancy rates, landlords were forced to offer discounts and incentives to fill their units. This trend will start to end this year. Things might be a little unsteady until 2019, but they will improve," said a report from **Braden Equities**, a large Edmonton property management firm, which is forecasting lower vacancy rates.

The slumping demand for residential land mirrors a downturn in new housing starts. In the first quarter, total Edmonton region housing starts were down nearly 20 per cent from a year earlier, at 1,739 units, according to CMHC. ■

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- **HOTEL:** Room 9+Liquor \$560k+Bar \$210k+VLT \$50K+Leased restaurant \$30k ..... **\$990,000**
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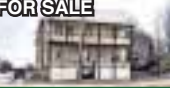


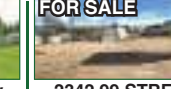
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<p><b>MULTI FAMILY OPPORTUNITIES</b></p> <ul style="list-style-type: none"> <li>6 units currently vacant; 3,800 sf lot; zoned Rf6</li> <li>2.13 acres Cold Lake zoned R4 for up to 82 units behind Tri-City Mall; Sale Price: \$800,000</li> <li>23,222 sf Cold Lake zoned R3 for up to 8 units behind new Elementary School; Sale Price: \$328,000</li> <li>Numerous parcels of residential and commercial development land available in County of Leduc</li> <li>33,454 sf commercial/retail site along highway in Westlock zoned Highway Commercial</li> </ul> <p><b>RAPHAEL.YAU@CWEDM.COM</b> <b>CHRIS.KAMPHUIS@CWEDM.COM</b></p>	<p><b>EXCELLENT FRANCHISE OPPORTUNITIES</b></p> <ul style="list-style-type: none"> <li>OPA, Westgate - \$219,000</li> <li>Memphis Blues BBQ, N. Edmonton - \$275,000</li> <li>Good Earth Cafe, Downtown - \$275,000</li> <li>Press'd Sandwich Co., University - \$295,000</li> <li>Boston Pizza, Vermilion - \$2.3 Million</li> <li>Cora's Breakfast &amp; Lunch, Leduc - \$650,000</li> <li>Tony Roma's, Bonnie Doon (Assets Only) - \$125,000</li> <li>Many more franchise opportunities available</li> </ul> <p><b>MARINO.PADOAN@CWEDM.COM</b></p>	<p><b>TWO STOREY MIXED USE</b></p>  <ul style="list-style-type: none"> <li>2013 built mixed use building with retail on main floor; 6.5% cap rate</li> <li>Sale Price: \$1,900,000</li> </ul> <p><b>AFSAR.KHURSHED@CWEDM.COM</b> <b>JORDAN.MURRAY@CWEDM.COM</b></p>	<p><b>36 UNIT CONDO BUILDING</b></p>  <ul style="list-style-type: none"> <li>36 unit block of apartments; fully renovated</li> <li>6+% cap rate; Located in downtown Edmonton</li> <li>Sale Price: \$5,760,000</li> </ul> <p><b>AFSAR.KHURSHED@CWEDM.COM</b> <b>ADRIAN.AMBROZUK@CWEDM.COM</b></p>	<p><b>WOODWORK &amp; PUB MANUFACTURING FACILITY</b></p>  <ul style="list-style-type: none"> <li>Ten year lease with escalating rents in year five</li> <li>7.5% cap rate on year one net operating income</li> <li>Sale Price: \$3,950,000</li> </ul> <p><b>HOWARD.MCCANN@CWEDM.COM</b></p>

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# Sask. & Man. | WHAT'S HAPPENING

## Retailers bullish in Saskatchewan



If anything is going to drive Saskatchewan's real estate market out of the doldrums, it's the retail sector.

According to **Colliers International's** just-released *Saskatchewan Investor Sentiment*, a survey of more than 200 local landlords and investors, the combination of low vacancy and the most stable asking net rents has 60 per cent of players choosing it as their top investment opportunity for 2018.

The study also found 71 per cent of investors were "somewhat" confident in the market, up from 57 per cent a year ago, and those who are "highly" confident is at 10 per cent, the same as 2017.

"Confidence weighs heavily on the decision to invest. Retail is the strongest-performing sector in our market," said **Tom McClocklin**, president and managing director of Colliers Saskatchewan.

So, confidence is up but what would send it to the moon? McClocklin said declining vacancy rates in both office and industrial would go a long way.

"We're seeing limited new supply coming on in industrial so we will see a decline

in vacancy rates. They have to come down, assuming absorption continues at some level. That's a bellwether that the market is strengthening," he said.

Perhaps the report's most important finding is 20 per cent of respondents are prepared to pay more for space this year, up from zero last year.

"They realize that other people are confident in the economy and there will be more competition for assets. That's going to cause multiple offers and bids and a firming of the prices," he said.

## Buyers circle Hudson's Bay



A group of investors is preparing to make a pitch to breathe new life into one of the most recognizable buildings in Manitoba.

The **Hudson's Bay** flagship Winnipeg location on Portage Avenue has been a growing source of frustration for the retailer because it required less and less of the six storeys for its merchandise yet was unable to find another suitor – any suitor – to take on any of the space.

The 650,000-square-foot building was built in 1926.

The recently sold **Hudson's Bay** building in downtown Vancouver is being partly converted into **Wework** shared office space.

Hudson's Bay also sold its **Lord & Taylor** building in New York City for US\$850 million and at least part of that complex will be converted into **Wework** office space. **Wework** has also leased space in the Bay's Toronto flagship store.

But it appears plans are different in Winnipeg.

**Winn Adair**, a commercial realtor with **Sutton Group Kennedy** in Winnipeg, is quarterbacking a group that has raised more than \$20 million to revitalize the heritage building.

"We want to do more than buy the building. We want to turn it into a community. We want to get more shops in there and also mix in some residential. We'd like to put a restaurant back in as well as the grocery store in the basement," she said.

One possibility is building a tower on top of the existing structure, which could house up to 30 condominiums.

Adair wasn't in a position to reveal the names of the investors but said they're a mix of local, national and international buyers.

"As Winnipeg approaches one million people in population, now is the perfect time to invest in downtown. [Prices] will jump up per square foot once we reach that mark. I want my guys to be in on the ground floor," she said.

Adair said she would be presenting Hudson's Bay with their offer shortly. ■

## Winnipeg puts Pantages Theatre up for sale – with stipulations



Winnipeg's 114-year old Pantages Theatre is on the block. | SUBMITTED

One of Canada's iconic theatres is up for sale.

Winnipeg's Pantages Playhouse Theatre, a 1,475-seat venue built in 1914 and which once hosted **Laurel and Hardy**, **Harry Houdini** and **Buster Keaton**, has been put on the block by the **City of Winnipeg**.

"As a municipality, we don't want to be in the theatre business. We're not the best stewards of this," said **John Kiernan**, director of planning, property and development at the city.

The **Winnipeg Symphony Orchestra** has been running the Pantages on an interim basis for the last eight years.

Located on the edge of downtown, it is one of the few surviving Pantages theatres, which once numbered 75 across North America.

The city is accepting requests for proposal to buy the theatre until the end of August. The successful bidder won't have the option of tearing it down, as the building has heritage status.

Just how much needs to be done is a matter of opinion – every project like this is a multi-million-dollar fix – but the seats are tattered, the roof needs to be repaired and the building envelope requires a serious upgrade.

"It absolutely needs refreshing and it needs a reinvestment – a greater rather than a smaller one," he said.

There is precedence for a private company taking over a historic venue in the city.

**True North Sports & Entertainment**, the owners of the NHL's **Winnipeg Jets**, bought the 111-year-old, 1,650-seat **Burton Cummings Theatre** a couple of years ago and now books a variety of musical and comedy acts there.

The city has a number of factors that will be used in evaluating each bid, including experience on other similar projects.

"We don't want somebody holding it on spec," Kiernan said. ■

- Geoff Kirbyson

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<p><b>Shell Gas Station</b></p> <ul style="list-style-type: none"> <li>- High traffic location</li> <li>- Can be purchased with bar/restaurant next door</li> <li>- Call for details; serious buyers only</li> </ul> <p>Regina - Moose Jaw Area</p>	<p><b>Rare 4-Plex Opportunity</b></p> <ul style="list-style-type: none"> <li>- South end Regina, close to University and major amenities</li> <li>- New roof and furnaces</li> </ul>	<p><b>Rare Opportunity</b></p>	<p><b>Kenossee Inn For Sale</b></p> <ul style="list-style-type: none"> <li>- Located in the Moose Mountain Provincial Park</li> <li>- Resort hotel property</li> <li>- Call for more detail</li> </ul>
<p><b>Restaurant/Bar/Motel For Sale</b></p> <ul style="list-style-type: none"> <li>- High traffic</li> <li>- Well established, strong sales</li> <li>- Can be purchased with gas station next door</li> </ul> <p>Regina - Moose Jaw Area</p>	<p><b>Business with Residence</b></p> <ul style="list-style-type: none"> <li>- Commercial on main floor - residences on top</li> <li>- Storage business on site - 24 units</li> </ul>	<p><b>Balgonie Motel</b></p> <ul style="list-style-type: none"> <li>- 8 rooms</li> <li>- Managers suite</li> <li>- Recently improved</li> <li>- Just 20 minutes east of Regina on TransCanada #1 Hwy</li> </ul>	
<p><b>John Chung, CCIM</b> 306.501.5333 <a href="mailto:johnchung@royalpage.ca">johnchung@royalpage.ca</a></p>		<p><b>Aideen Zareh</b> 306.591.6915 <a href="mailto:aideen@royalpage.ca">aideen@royalpage.ca</a></p>	
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**INVESTMENT: 30 SUITE APARTMENT BLOCK. MANY UPGRADES TO INTERIOR AND EXTERIOR. LONG TERM TENANTS/LOW VACANCY. LOCATED IN RESIDENTIAL AREA CLOSE TO SCHOOLS. PRICE: \$2,395,000**

Not what you're looking for? Call us today and we'll help you find the right opportunity for you!!



**MIKE MELNYK**

한국분들을 환영합니다.

Direct Line: 204-729-5074 Email: mmelnik@mts.net

Century 21 Westman Realty Ltd.  
Brandon, MB

## Shellbrook Motel – For Sale by Owner

**\$1,685,000**



### Owner Retiring Great Investment

Every year we accommodate weddings, reunions, sports teams, hunters, ski doo and group travelers

Fully renovated rooms open year round. One and two bed units equipped with fully furnished kitchenettes

100% turnkey operation with 10% - 12% capital rate on return

Average 4 year sales revenue approximately \$364,000

Completed feasibility study on expansion for

11 single kitchenettes, and laundry room

4 part time seasonal staff members

**www.shellbrookmotel.com**

For more info: **info@shellbrookmotel.com**

**306-747-2631**

## SASKATOON APARTMENTS WANTED!

Call **DEL PETERS REALTY**

**306.934.3151**

**www.delpetersrealty.com**



### REDBIRD LAND - RM of Aberdeen

Development opportunity. Three quarters of prime land minutes from Saskatoon's new North Commuter Bridge. \$1.9M/quarter. MLS. 4th quarter in RM of Corman Park also available.



**Don Fry**  
(306) 222-0053

don@donfry.com Photos at www.donfry.com



### FOR LEASE New Retail/Office

- 4,370 sf demisable space still available
- Space can be divided into 2 or 3 bays
- 1,500 sf of new space leased
- AM side of street, 27000 vehicle count per day

### Light Industrial West Bypass

- Intend to actualize multi-bay, light industrial building(s) +/- 120,000 sf, high clear height & wide span
- Emerging industrial zoned area between Trans Canada & Centre Road
- 0.8km West bypass frontage 1km north of Trans Canada/South bypass Interchange
- Ease of access for truck/semitrailer flow to major access routes
- Ideal for show room, warehouse, light industrial, e-commerce space

**V.(Bill) Kutsogiannis** BROKER, CCIM

(306) 591-2248

**www.janusrealty.ca** Janus Realty

### FOR SALE or LEASE – Weyburn, SK



54 Queen Street; 1 km south off Hwy #39. Fully graveled, fenced & heavily compacted yard. Multiple doors including rail spur dock. Total leasable space of 34,330 sq ft on a 3.58 acre site.

Lease rate: \$8.00 of semi-gross. Sale price: \$2,150,000.00.



Avison Young Commercial Real Estate (Sask) Inc.  
Jeff Sackville | 306.559.9008  
jeff.sackville@avisonyoung.com



### WestBay Apartment Block For Sale

In Hudson Bay Sask.

36 suites, lots of upgrades, brand new roof and metal siding Year built 1979 Price – **\$950,000.**

250-724-3288 or 250-724-9914 leave msg.

Contact owner – w.romuld@shaw.ca

## BUSINESS OPPORTUNITIES, KINDERSLEY SASK.

- 10,000 sq ft industrial building in Alsask Sk. - 600 volt 3 phase power and large water line into the building. **Asking \$450,000**
- Long stay motel: 7 Kitchenettes & 8 regular rooms, .48 acre lot on corner of two highways. Busy oil and Gas Community. **Asking \$550,000**
- Commercial Income property - Total gross income \$84,600 per year. **Asking \$650,000**
- Hwy Commercial for Sale 3.05 Acres on # 7 highway. **Asking \$550,000**
- Industrial building for Rent - 7000 sq ft @ **\$11 per sq ft a year.**

**Call for more info**

**BILL LAROCQUE**  
Broker

ph 306-460-7628 cell 306 460 7628  
**www.royallepage.ca/kindersley**

#1 West Road,  
Kindersley, SK  
S0L1S1



## Multifamily & Farm land Opportunities

- 23 Units - 2 buildings, 10.4% Cap - \$599,900 - Melville, Sk
- 101 Units 3 buildings, newer construction, 5.11% cap - \$13,029,000 - Yorkton, Sk
- 24 Units remodeled inside and out, extra land parcel for future 19 units, 5.01% Cap -- \$3,096,000 - Moose Jaw, Sk
- 118 Acres 2 mins from White City, residential & commercial opportunity - \$399,827 - Regina, Sk
- 1954 sqft 2 Story acreage 20 acres with outbuildings and trout pond - one of a kind, 5 mins from Regina near White City, Sk - \$854,900

**Buyers for multi-family property anywhere in Sask**

**Brett Ackerman**  
306.537.1221

**www.brettackerman.com**  
**brett@brettackerman.com**



### OFFICE/WAREHOUSE FOR SALE/LEASE

**301 47th Street East, Saskatoon SK**  
\$9,614 SF two-storey office on 0.47 Acres featuring significant office component with boardroom, lunchroom and reception, and warehouse/storage/production area with 14FT OH door and compound.  
**Sale Price: \$1,250,000 Lease Rate: \$11.95 PSF**  
Contact John Kachur for details.



### WAREHOUSE WITH OFFICE FOR SALE

**615 - 13th Avenue NE, Moose Jaw SK**  
3,200 SF industrial building on 0.9 Acres in Moose Jaw. Features 20FT x 20FT office plus mezzanine, warehouse with 200 amp power, slung heaters, sump pit, and two 12FT x 14FT grade level doors.  
**Sale Price: \$548,500**  
Contact Jayson Elenko for details.



### INVESTMENT PROPERTY FOR SALE

**390 & 406 South Industrial Dr, Prince Albert SK**  
This two-building investment sits on 2.08 Acres. Buildings total 26,800 SF with a tenant mix of industrial, office and retail with \$198,988 NOI.  
**Sale Price: \$2,500,000**  
Contact Graham Robertson for details.



### DEVELOPMENT LAND FOR SALE

**SE 33 - 17 - 18 - 2, Pilot Butte SK**  
17.14 Acres of development land. Includes approval for engineering, drainage and stormwater, plus environmental studies, irrigation & landscaping plans.  
**Sale Price: \$1,500,000**  
Contact Linely Schaefer/Jeff Cheveldeoff for details.



## ICR COMMERCIAL REAL ESTATE

SALES | LEASING | PROPERTY MANAGEMENT

SASKATOON DOWNTOWN: 306.664.6116  
SASKATOON NORTH: 306.933.2929  
REGINA: 306.721.6116

**ICRCOMMERCIAL.COM**

■ TRUST US TO PUT YOU ON THE MAP



Ritchie Bros. Auctioneers Unreserved

# Public Real Estate Auctions

Every lot will be SOLD to the highest bidder on auction day – regardless of price!

## Tartan Canada Corporation

3.52± Title Acres – 9600± Sq Ft Shop & Office Building  
9000± & 2000± Sq Ft Fabrication Shops – Redwater, AB



Property may be viewed by appointment

**September 5**  
Edmonton Auction

### Parcel 1 – 5007-48 Ave – 3.52± Title Acres – Industrial Property

- 2 titles – Lot B (2.09± ac) & Lot A (1.43± ac) Blk 6 Plan 6229NY, zoned MI (Industrial), 9600± sq ft shop & office building, 9000± sq ft fabrication shop, 2000± sq ft fabrication shop, town services, 600 v/600 amp power service, taxes \$29,944.99



North shop



Reception

Contact – Wes Duiker: 780.691.0900 (c), wes.duiker@tartan.ca  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.



## Marcel and Janet Van Hecke

135.48± Title Acres – **Approved Strathcona County Area Structure Plan**  
4730± Sq Ft Home plus 1500± Sq Ft Second Residence  
7700± Sq Ft Shop & (2) 2000± Sq Ft Shops – Sherwood Park, AB



**Open House:**  
September 22 & 29 – 2 to 4 pm

**October 24**  
Edmonton Auction

### 135.48± titled acres with approved Strathcona County Area Structure Plan.

The property is located just 30 minutes from Edmonton's downtown core. It is strategically located in the County of Strathcona's Energy Heartland District on the westside of Hwy 21 and 3.2 km (2 miles) north of Sherwood Park. It is in close proximity to the Capital Region Sewage Line and treatment plant situated 0.9 km (1.5 miles) to the west. A CP rail line runs through the southeast portion of the property as does a regional waterline.

Access to Hwy 21 is by 2 existing at grade all directional intersections at the north and south ends of the property. A direct connection into the interchange at Anthony Henday Drive is now available through Township Rd 534 which borders the southside of the property and leads into Aurum Rd.

Owner – Marcel Van Hecke: 780.467.1538  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.



## Alberta Mini Storage

RV Campground – 40 Year Round Sites  
8.66± Title Acres – Newbrook, AB



Property may be viewed by appointment

**October 24**  
Edmonton Auction

Contact – Dustin Kostiw: 780.448.9458, 780.691.1183 (c)  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.

## Grouse Mountain Store & Campground

Convenience Liquor Store, Gas Station & Campground  
3.41± Title Acres – Situated on the Moyie River – Yahk, BC



Property may be viewed by appointment

**October 24**  
Edmonton Auction

Owner – Robert King: 780.836.5109  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Realtor® – Tom Moran PREC\*: 250.784.7090  
Brokerage: Re/Max Dawson Creek Realty

## Kay-Son RV Park

RV Park and Campground – 51 Sites and 6 Cabins  
11.3± Title Acres – 2000± Sq Ft Shop  
Stocked Fish Pond – Drayton Valley, AB



Property may be viewed by appointment

**October 24**  
Edmonton Auction

Owners – Cory or Amanda Townsend: 780.202.0045  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.

## Bridget Mathews

1 Parcel of Farmland – 136.39± Title Acres  
\$5300 Surface Lease Revenue – Strathmore, AB



Property may be viewed without an appointment

**October 24**  
Edmonton Auction

Contact – Daryl Glenn: 403.899.3900  
Ritchie Bros. – Brad Goossen: 587.223.0053  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.

## 890801 Alberta Ltd.

Industrial Real Estate – 73.1± Title Acres  
Hwy 43 Frontage – Whitecourt, AB



Property may be viewed without an appointment

**October 24**  
Edmonton Auction

Owner – Ken Adams: 780.778.9540  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.

## Dorval and Colleen Perrin

1 Parcel of Farmland  
149.61± Title Acres – Thorhild, AB



Property may be viewed without an appointment

**October 24**  
Edmonton Auction

Owner – Dorval Perrin: 780.576.2384  
Ritchie Bros. Real Estate – Jerry Hodge: 780.706.6652  
Brokerage – Ritchie Bros. Real Estate Services Ltd.

\*Surface Lease Revenue

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**rb** **RITCHIE BROS.**  
Auctioneers®

**60**  
YEARS



## MOBILE HOME PARK FOR SALE | FORT ST JOHN BC



- 34.5 Acres
- 70 Mobile Home & 14 RV Pads
- Expansion Potential and Low Vacancy
- Close to Downtown Fort St. John, Great Highway Access
- Owners Currently Operate Park from Vancouver
- On Track to Gross over \$370,000 this Year

**\$3,750,000**

## INVESTMENT OPPORTUNITY 100 MILE HOUSE



- 33 Strata Apartments
- Cap Rate 7%
- 1/2 Bachelor + 1/2 Bedroom Mix
- \$2,750,000

## MOBILE HOME PARK FOR SALE COURTENAY BC



- 3 Acres
- 25 Pads / 2 RVs / 1 Cabin
- City Water, Sewer, Garbage Collection
- \$3,250,000

## MOBILE HOME PARK FOR SALE | FORT NELSON BC



- 4.8 Acres
- 48 Pads
- Cap Rate 9%
- Central to All Essential Amenities
- City Water, Sewer, Waste Removal

**\$975,000**

## MHP & LAND FOR SALE CAMPBELL RIVER BC



- 66 Pads Expansion / Plans Complete
- 23 Pad MHP, Fully Occupied
- City Water, Sewer, Garbage Collection
- \$1,700,000 (Park) & \$1,000,000 (Land)

## MOBILE HOME PARK FOR SALE | NORTHERN BC



- 70+ MHP and 25+ RV Rental Lots
- Northern BC / Port Community
- High Demand (Avg. \$550 / Pad)
- Projected 40+% Return, Won't Last!
- Corp. Housing Contracts Pending

~~\$3,850,000~~ **\$1,999,888**

## MOBILE HOME PARK FOR SALE OKANAGAN BC



- Approx. 72 Pads, Low Vacancy
- Close to Town Centre, Town Services
- Principals Only, Buyers Fee Required
- Approx. \$2,500,000

**CONNECT  
WITH US:**



**Eugen Klein**

B.Comm (UREC), FRI, CLO, CRES, ARM®,  
RI, CCIM, CIPS, ICD.D  
Commercial Real Estate Investment



# 2018 EDITORIAL LINE-UP

Every month, Western Investor readers find unique investment opportunities from across Western Canada. Advertisers can align with targeted editorial or in the geographic region of choice.



## REGIONAL NEWS, MARKET UPDATES, TOP COMMERCIAL SALES

### JANUARY 2018

Deadline: December 4, 2017

ICI outlook 2018  
Virtual reality real estate  
Land assemblies

Close up: Burnaby-Coquitlam

- Recreation real estate
- Done deals

### FEBRUARY

Deadline: January 8, 2018

In front of transit  
Office report  
Seniors housing

Close up: Calgary

- Recreation real estate
- Done Deals

### MARCH

Deadline: February 13, 2018

Mobile home parks  
Retail churn  
First Nations real estate

Close Up: Vancouver Island

- Recreation real estate
- Done Deals

### APRIL

Deadline: March, 12, 2018

Land report  
Multi-family markets  
Farmland investing  
Franchises

Close up: Regina & Saskatoon

- Recreation
- Done Deals

### MAY

Deadline: April 9, 2018

Hotel & motel market  
Golf course plays  
Technology & real estate

Close up: Abbotsford & Mission

- Recreation real estate
- Done deals

### JUNE

Deadline: May 14, 2018

Foreign buyers  
Real estate investment groups  
Industrial report

Close up: Edmonton

- Recreation real estate
- Done deals

### JULY

Deadline: June 11, 2018

Cannabis and real estate  
Find, fix & flip  
Green real estate

Close up: Kamloops

- Recreation real estate
- Done deals

### AUGUST

Deadline: July 9, 2018

Recreation report  
Trophy resort properties  
Waterfront bargains

Close up: Sunshine Coast & Powell River

- Recreation real estate
- Done deals

### SEPTEMBER

Deadline: August 13, 2018

Business brokers  
Alternative financing  
Building rentals

Close up: Winnipeg

- Recreation real estate
- Done deals

### OCTOBER

Deadline: September 10, 2018

REIT report  
Eastern promises (Ontario CRE)  
Limited partnerships

Close up: Surrey/Fraser Valley

- Recreation real estate
- Done deals

### NOVEMBER

Deadline: October 9, 2018

5 Top towns  
Top resort towns  
Franchises

Close up: Kootenay& Rockies

- Recreation real estate
- Done deals

### DECEMBER

Deadline: November 13, 2018

Residential investment outlook 2019  
Mortgage brokers  
Self-storage

Close up: Metro Vancouver

- Recreation real estate
- Done deals