MLA Intel 2026

MLA

CANADA

03

Foreword

Thank you for taking the time to read our MLA Intel 2026. This edition reflects on the year that was, the conditions that shaped the market, and outlines what we see ahead for 2026. Our perspective is informed by active involvement across sales, marketing, leasing, and advisory mandates, and by ongoing dialogue with developers, brokers, landowners, and capital partners.

Our core business of residential presales struggled in 2025. Resale transaction volumes were muted, and in the presence of surging new listings, active inventory has reached decade-long highs, providing a washed-out environment for both buyers and sellers. Where will the urgency come from? Historically, tight resale conditions helped drive new presale activity, but that is no longer the case in the face of extremely inflated cost inputs and projects that are undesirable to the local end-user. This is particularly true in dense urban markets where approval timelines and cost pressures continue to weigh on project feasibility.

In this transition period for new construction strata housing, we shifted much of our focus to what is being built – rental! Due to advantageous financing and incentives post-covid, rental completions reached historic highs, delivering a significant volume of new supply into the Lower Mainland. Elevated unit completions are expected to lead to softer conditions in 2026 as declining population growth meets a wave of new, expensive rental inventory to be absorbed.

Looking ahead to 2026, the development environment remains challenging. High construction costs, financing constraints, and regulatory uncertainty continue to impact project viability. While recapitalizations, extensions, and selective bailouts have helped keep certain sites afloat, well-capitalized sponsors with clear strategies and patient capital are better positioned to navigate this phase of the cycle. Others remain in holding patterns as markets work through existing supply.

One thing we can confidently say is that this is a market that rewards realism, thoughtful underwriting, and strong advisory support. Momentum will be project specific rather than market wide, and success will depend on aligning product, pricing, and timing with evolving demand.

We thank our development and institutional partners for their continued trust. As always, our focus remains on providing clear guidance and practical strategies in a complex and evolving market.

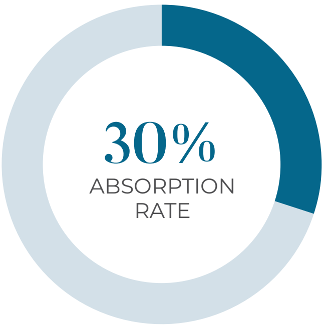
GARDE MACDONALD
Director of Advisory

Presale Summary

2025 was a restrained year for new home launches and sales despite interest rates easing, as affordability pressures and broader economic uncertainty continued to weigh on buyer confidence. Investor participation was largely absent, with demand driven primarily by end users making necessity-based purchases; as a result, concrete launches were very limited given the lack of investor activity that typically underpins this product type. As conditions softened, developers relied more heavily on incentives and price reductions to support absorption throughout the year. Overall, market activity remained reserved, with many projects delayed or recalibrated as buyers and developers alike waited for clearer signals of improved conditions.

2025 NEW PROJECT LAUNCHES

	2025	10 YEAR AVERAGE	Change
CONCRETE	8 PROJECTS	40	↓80%
	1,346 UNITS	7,888	↓83%
WOOD FRAME	21 PROJECTS	49	↓57%
	2,318 UNITS	4,491	↓48%
TOWNHOME	31 PROJECTS	61	↓50%
	1,108 UNITS	3,013	↓63%



1,415 SOLD

3,357 UNSOLD

60 TOTAL PROJECT LAUNCHES

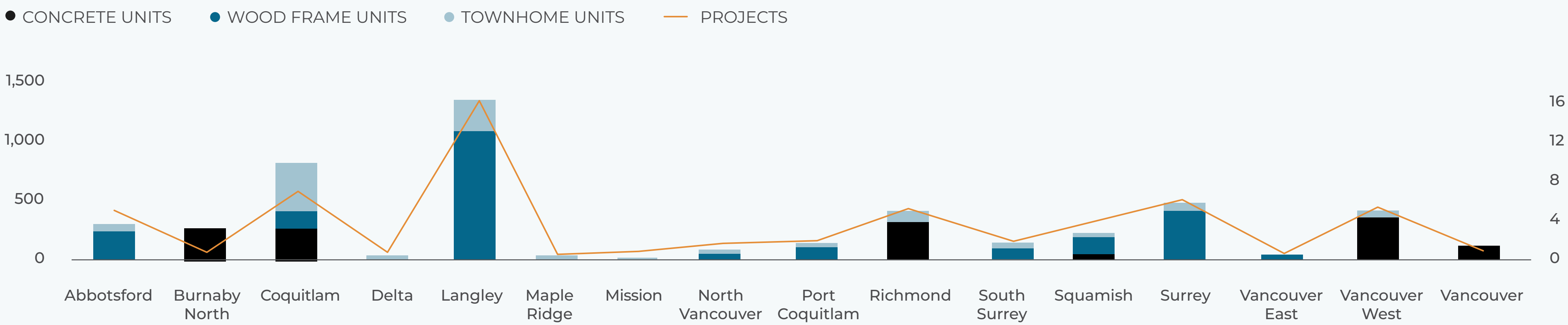
4,772 UNITS BROUGHT TO MARKET*

80 UNITS PER PROJECT ON AVERAGE

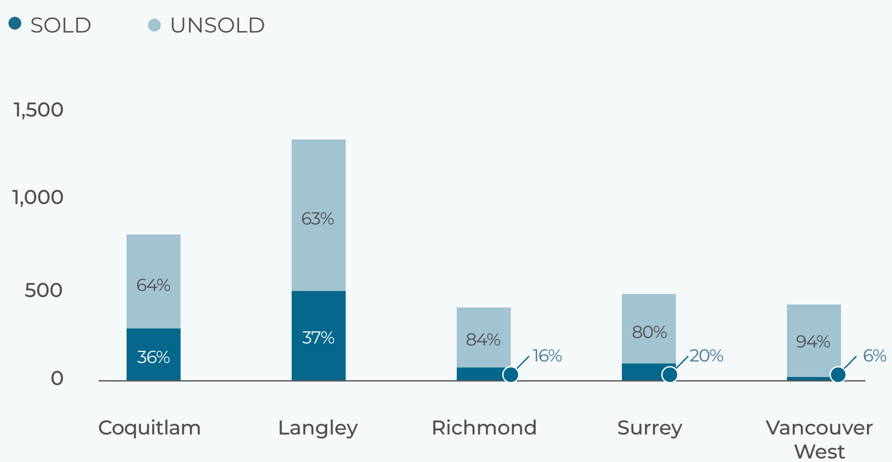
23% BELOW 10-YEAR AVERAGE

*Units brought to market represent total units in a condominium or stacked townhome development but represent those units that are released in a phased townhome development.

2025 PROJECT LAUNCHES - RELEASED INVENTORY BY SUBMARKET*



2025 PROJECT LAUNCH ABSORPTION**



Latitude on Cambie by Transca Real Estate Development, Vancouver West

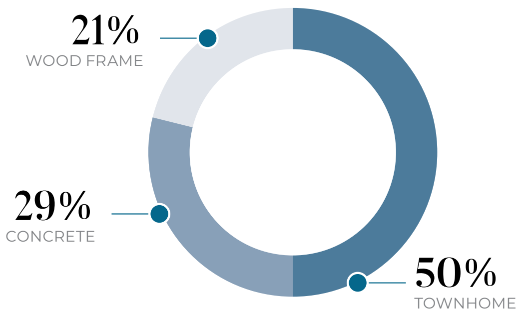
*Any submarkets not included in the graph did not see any projects come onto the market.
**The five submarkets with the highest number of units (approximately 400 and above) were included for a further breakdown of the absorption level.

Greater Vancouver

Satori by Everglade & Stratosphere Properties, Coquitlam

There was a sharp pullback in Greater Vancouver compared to 2024, with project launches down 48% and units to come on market down by 58%. The slowdown was most pronounced in wood frame and concrete condominium product. Notably, fewer wood frame projects launched than concrete in 2025, reversing the pattern observed in 2024. This shift highlights the broader development pressures in Greater Vancouver, driven by higher land costs, elevated construction costs, and softer buyer demand at the price points needed to support new development which have made project feasibility more challenging.

PROJECTS LAUNCHED BY PRODUCT TYPE



SUMMARY

28 PROJECTS

2,456 UNITS

26% ABSORPTION RATE

CONCRETE

8* PROJECTS	↓ **43%** BELOW 2024
1,346 UNITS	↓ **60%** BELOW 2024

WOOD FRAME

6 PROJECTS	↓ **67%** BELOW 2024
496 UNITS	↓ **73%** BELOW 2024

TOWNHOME

14 PROJECTS	↓ **36%** BELOW 2024
614 UNITS	↓ **4%** BELOW 2024

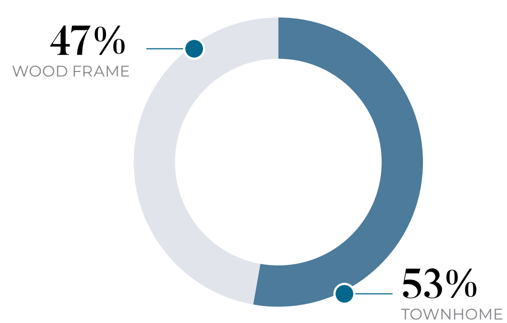
*Of the 8 new concrete project launches in 2025, only 2 were not part of previously constructed, multi-phased developments.

Fraser Valley

Nature Haus by Isle of Mann Property Group, Surrey

As in 2024, the Fraser Valley saw more project launches than in Greater Vancouver in 2025, supported by lower pricing thresholds and more favourable cost alignment. Despite this relative strength, overall activity declined meaningfully, with project launches down 50% from 2024, and units brought to market decreasing by 68% year-over-year. One of the most notable shifts in 2025 was the complete absence of concrete launches in the region. With investor participation remaining absent, concrete construction proved increasingly difficult to justify, leading developers to favour lower-density formats, pivot toward rental product, or postpone concrete high-rise launches altogether.

PROJECTS LAUNCHED BY PRODUCT TYPE



SUMMARY

32 PROJECTS

2,316 UNITS

33% ABSORPTION RATE

CONCRETE

0 PROJECTS — ↓ **100%** BELOW 2024

0 UNITS — ↓ **100%** BELOW 2024

WOOD FRAME

15 PROJECTS — ↓ **53%** BELOW 2024

1,822 UNITS — ↓ **58%** BELOW 2024

TOWNHOME

17 PROJECTS — ↓ **32%** BELOW 2024

494 UNITS — ↓ **38%** BELOW 2024

Incentives: Enough is Enough!

MLA Observed a

11% Decline in Sales Gallery Traffic

in 2025 vs 2024.

This underscores the importance of managing sales costs and incentive strategy to drive traffic.

Over the past year, incentives have increasingly been used to capture attention and drive buyer engagement rather than to materially improve affordability. While most developments still offer incentives that continue to reduce upfront financial barriers, many of the strategies observed in 2025 are more promotional in nature, aimed at generating visibility in a crowded market. The spectrum below illustrates recent presale incentives ranging from affordability-driven tools to attention-driven strategies.

CREDITS, REDUCED DEPOSITS & PRICING

A traditional affordability-driven incentive. In 2025, this commonly included 5% deposits, a GST credit and/or price reductions of up to $150K.

MARCH MADNESS

The Manhattan by ML Emporio's March Madness promotion paired meaningful savings of up to $113K with urgency, driven by limited home availability. This incentive struck an effective balance between capturing buyer attention and delivering real financial value.

CONDO DAY

Condo Day at Belvedere by Square Nine Developments offered 25% off all homes, a significantly larger-than-typical incentive that resulted in heightened market attention. The one-day only format added urgency, effectively combining affordability with attention-driven marketing.

GIVEAWAYS

Ranging from small to large in scale, giveaways often leverage current trends. Latitude on Cambie by Transca held a Labubu event, driving presentation centre traffic and boosting engagement.

WIN A FREE CONDO

As seen at Queen's by Dawson + Sawyer, purchasers are entered into a cornhole competition, and the winner receives their condominium at no cost. While the prize offers substantial savings for a single winner, this incentive delivers no direct affordability to most purchasers and is primarily designed to generate attention.

AFFORDABILITY – DRIVEN

Incentives focused on improving purchaser afforability or reducing upfront cost

ATTENTION - DRIVEN

Incentives designed primarily to generate traffic, awareness and differentiation

RENT-TO-OWN PROGRAMS

Rent-to-own programs, such as Bosa's BPI Equity or Wesgroup's Beyond Rent Program, allow renters to direct a portion of rent towards a future home purchase, generally equating to approximately 3 - 5% of the purchase price.

REVERSE ASSIGNMENT FEE

The reverse assignment fee seen at Jethro by Whitetail Homes was largely attention-driven, as it created the perception that buyers may avoid completion or be compensated to assign their unit. In practice, the incentive functioned similar to a $25K credit, which, while supportive of affordability, is broadly comparable to other credit-based incentives currently offered in the market.

LARGE REALTOR BONUSES

While commissions may be partially passed onto purchasers at the realtor's discretion, this is not guaranteed, making this incentive more effective at attracting realtor engagement and client traffic than affordability.

GET A CAR

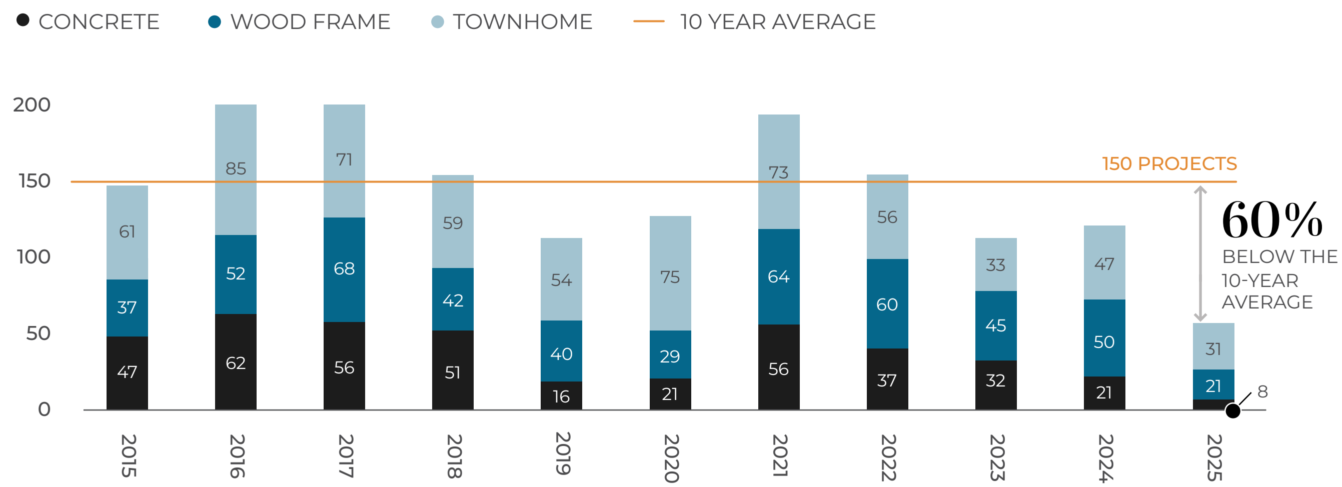
As seen at Gradience by Apna Group, purchasers were offered $50,000 towards a new Ford Mach-E.

Presale Supply

MLA compiled presale activity over the past 11 years, tracking the number of projects launched and the number of units released across concrete condominiums, wood frame condominiums, and townhomes. 2024 was widely viewed as a subdued year, with data confirming it ranked at the lower end of activity levels observed over the past decade. However, presale activity weakened further in 2025, with fewer projects launched and fewer units released to market - down 49% and 64%, respectively compared to 2024.

Project launch activity in 2025 fell well below any level recorded over the past decade, declining by 45% compared to the previous low. The two weakest years prior to 2025 were 2019 and 2023, when 110 projects launched over the year. In terms of the total units brought to market, 2025 volumes were similarly subdued, coming in about 50% below the prior decade low of 9,599 units, a level also last seen in 2019. Similar to 2019, 2025 saw the highest number of townhome launches, reflecting strong demand for move-in ready end-user product. However, unlike 2019, concrete units represented the smallest share of supply in 2025, accounting for just 28% of units compared to 37% in 2019.

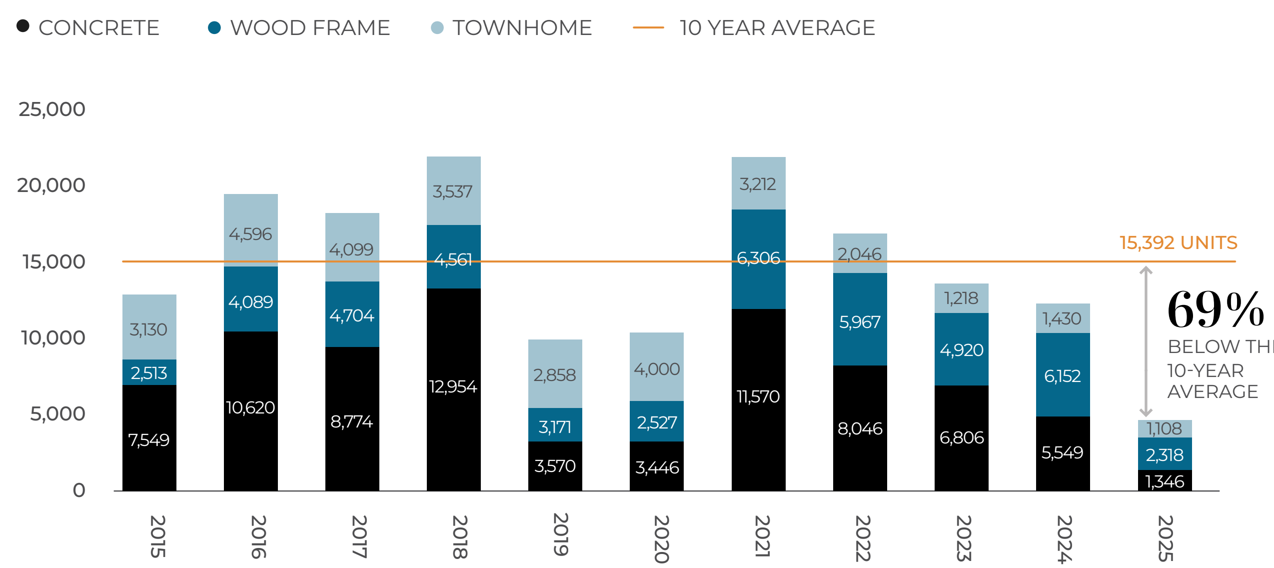
PRESALE LAUNCH VOLUME (2015 - 2025)



Source: Zonda Urban, MLA Canada

6/8 Concrete projects were phases in existing master plans, highlighting the lack of new standalone launches.

UNIT LAUNCH VOLUME (2015 - 2025)



Source: Zonda Urban, MLA Canada

New Housing Market Summary

MLA Project Feature

Harlowe by Genaris Properties, South Surrey

The average (Avg) sold prices shown reflect pricing for new homes (no more than five years old) sold in 2025. The year-over-year (YoY) change is calculated by comparing these figures to the same data from 2024. Data was calculated in late December. Since being finalized in the new year and following the release of this report, final sales volumes may have changed slightly.

CONCRETE

ON AVERAGE, NEWER CONCRETE CONDOMINIUM SALES DECLINED BY 18% IN THESE MARKETS COMPARED TO 2024

CITY	2025 AVG SOLD PRICE	YOY▲	2025 SALES	YOY▲
Downtown Vancouver	$1,580,000	11% ↓	45	30% ↓
North Vancouver	$1,085,000	8% ↓	93	0%
Cambie Corridor	$1,125,000	3% ↓	50	43% ↓
East Vancouver	$770,000	9% ↓	83	47% ↓
Brentwood	$760,000	7% ↓	262	28% ↓
Metrotown	$815,000	6% ↓	123	21% ↓
West Coquitlam	$715,000	4% ↓	150	9% ↓
Coquitlam Centre	$810,000	10% ↓	13	30% ↑
Surrey	$505,000	6% ↓	205	11% ↓

AVERAGE SOLD PRICE: $905,000 | AVERAGE SALES PER MARKET: 114

WOOD FRAME

ON AVERAGE, NEWER WOOD FRAME CONDOMINIUM SALES DECLINED BY 31% IN THESE MARKETS COMPARED TO 2024

CITY	2025 AVG SOLD PRICE	YOY▲	2025 SALES	YOY▲
North Vancouver	$825,000	7% ↓	45	51% ↓
Cambie Corridor	$1,030,000	17% ↓	7	59% ↓
East Vancouver	$775,000	11% ↓	50	41% ↓
Metrotown	$660,000	21% ↓	6	14% ↓
West Coquitlam	$730,000	0%	114	17% ↓
Port Moody	$730,000	8% ↓	36	41% ↓
Surrey	$510,000	4% ↓	145	45% ↓
South Surrey	$645,000	9% ↓	75	34% ↑
Langley	$600,000	2% ↓	318	34% ↓
Maple Ridge & Pitt Meadows	$555,000	3% ↓	73	34% ↓
Abbotsford	$560,000	5% ↑	60	41% ↓

AVERAGE SOLD PRICE: $695,000 | AVERAGE SALES PER MARKET: 84

TOWNHOME

ON AVERAGE, NEWER TOWNHOME SALES DECLINED BY 20% IN THESE MARKETS COMPARED TO 2024

CITY	2025 AVG SOLD PRICE	YOY▲	2025 SALES	YOY▲
North Vancouver	$1,385,000	10% ↓	50	42% ↓
Cambie Corridor	$1,545,000	12% ↓	32	10% ↑
West Coquitlam	$1,145,000	5% ↑	22	47% ↑
Burke Mountain	$1,275,000	5% ↓	124	3% ↑
Surrey	$895,000	5% ↓	163	18% ↓
Langley	$945,000	6% ↓	207	19% ↓
Maple Ridge & Pitt Meadows	$890,000	3% ↑	77	54% ↓

AVERAGE SOLD PRICE: $1,125,000 | AVERAGE SALES PER MARKET: 85

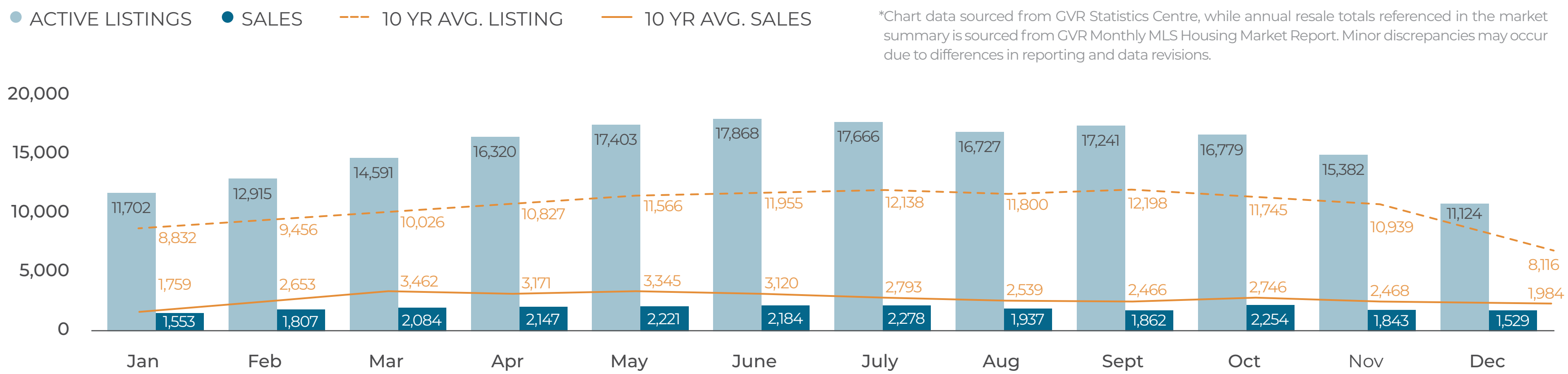
Source: Paragon, MLA Canada

Resale Market Summary: Greater Vancouver

2025 marked the weakest year for resale activity in Greater Vancouver in more than two decades, with just 23,800 recorded for the year. This total represents a 10.4% decline from 2024 levels and sits 24.7% below the region's 10-year average of 31,625. Meanwhile, inventory levels continued to climb throughout the year. The total number of homes listed for sale in 2025 reached 65,335, reflecting an 8.2% increase from 2024 and standing 13.1% above the 10-year average of 57,782.

SALES & INVENTORY*

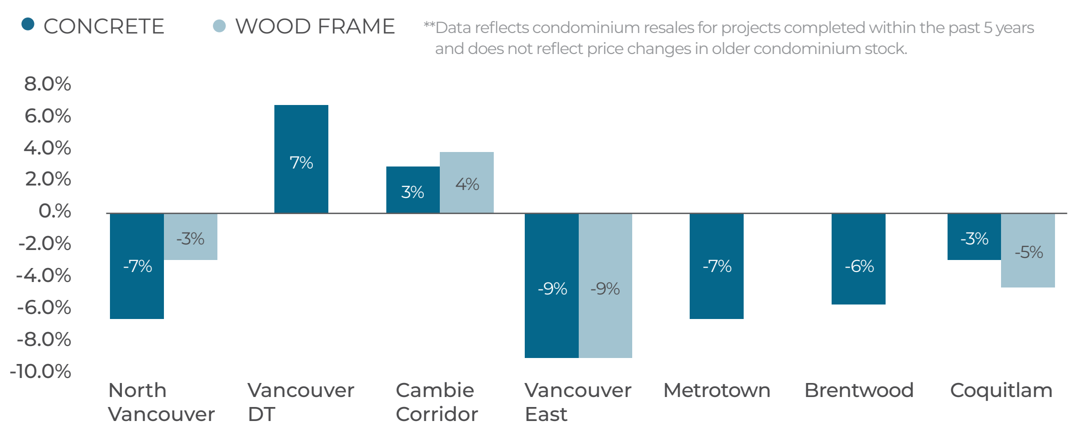
*Chart data sourced from GVR Statistics Centre, while annual resale totals referenced in the market summary is sourced from GVR Monthly MLS Housing Market Report. Minor discrepancies may occur due to differences in reporting and data revisions.



Source: Greater Vancouver Realtors, MLA Canada

RESALE PPSF CHANGE BY SUBMARKET (2024 VS 2025)**

**Data reflects condominium resales for projects completed within the past 5 years and does not reflect price changes in older condominium stock.



Source: Paragon, MLA Canada

23,800
RESALES

12,550
ACTIVE LISTINGS AS OF DEC 2025

↓ **24.7%**
COMPARED TO THE 10-YEAR AVERAGE

↑ **34.8%**
COMPARED TO THE 10-YEAR AVERAGE

65,335
TOTAL UNITS LISTED IN 2025

↑ **13.1%**
COMPARED TO THE 10-YEAR AVERAGE

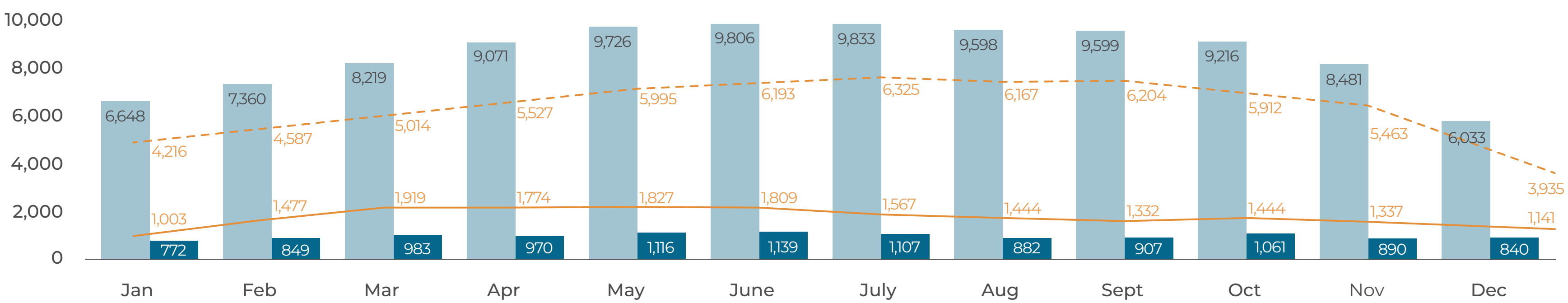
Resale Market Summary: Fraser Valley

In 2025, the Fraser Valley recorded 12,224 resale transactions, representing a 16.1% decline from the 14,570 sales recorded in 2024 and placing activity 32.4% below the 10-year average. Meanwhile, inventory levels continued to rise, with total units listed in 2025 reaching 37,963, reflecting a 6.3% increase year-over-year and standing 16.4% above the 10-year average of 32,612. This represents the highest level of inventory seen in the region in more than four decades.

SALES & INVENTORY*

ACTIVE LISTINGS SALES 10 YR AVG. LISTING 10 YR AVG. SALES

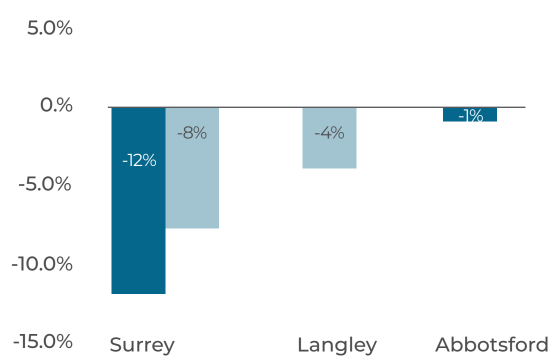
*Chart data sourced from GVR Statistics Centre, while annual resale totals referenced in the market summary is sourced from Fraser Valley Housing Market Statistics . Minor discrepancies may occur due to differences in reporting and data revisions.



Source: Fraser Valley Real Estate Board, MLA Canada

RESALE PPSF CHANGE BY SUBMARKET (2024 VS 2025)*

CONCRETE WOOD FRAME *Data reflects condominium resales for projects completed within the past 5 years and does not reflect price changes in older condominium stock.



Source: Paragon, MLA Canada

12,224
RESALES

6,965
ACTIVE LISTINGS AS OF DEC 2025

↓ **32.4%**
COMPARED TO THE 10-YEAR AVERAGE

↑ **77%**
COMPARED TO THE 10-YEAR AVERAGE

37,963
TOTAL UNITS LISTED IN 2025

↑ **16.4%**
COMPARED TO THE 10-YEAR AVERAGE

Resale and Presale Comparison

MLA Project Feature

Rindall by Woodbridge Homes, Port Coquitlam

12%

WOOD FRAME PRESALE PREMIUM

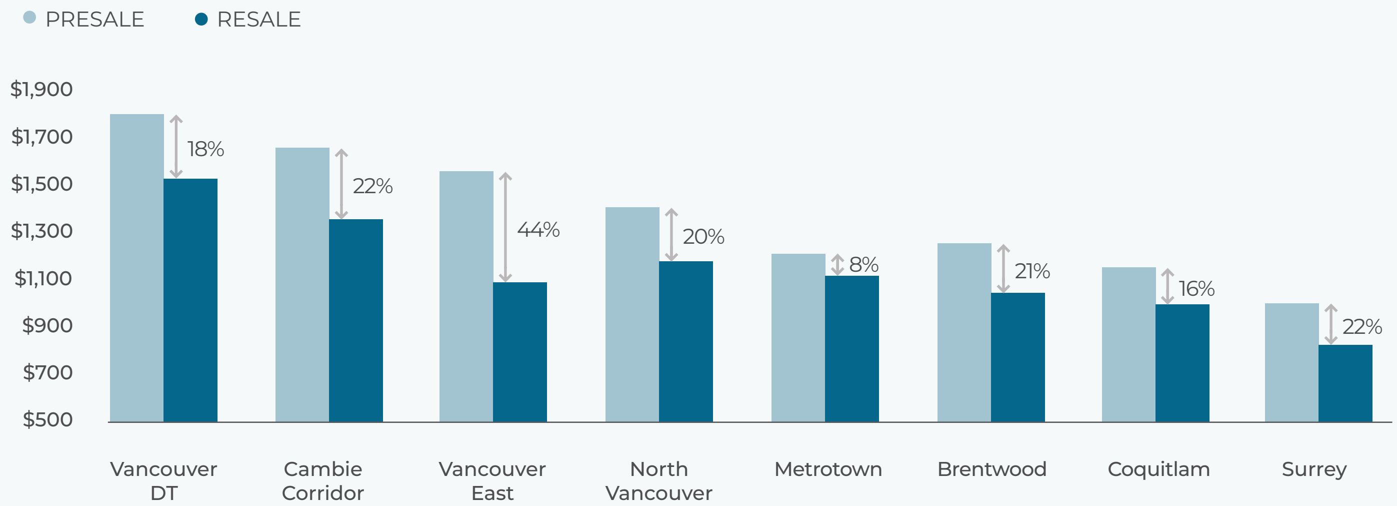
21%

CONCRETE PRESALE PREMIUM

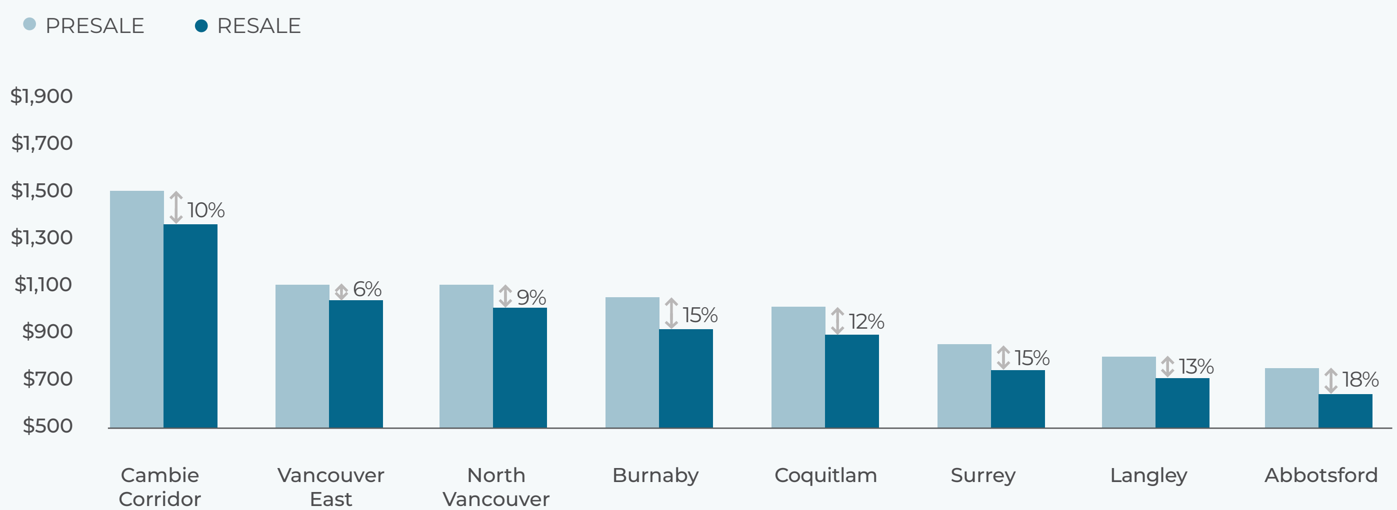
BRIDGING THE GAP: RESALE VS PRESALE PRICING

Presale homes continue to command a pricing premium relative to resale product, although the gap has narrowed modestly year-over-year. In 2025, concrete presales were priced approximately 21% above comparable resale units, down from 25% in 2024, while wood frame presales carried an average premium of 12%, compared to 13% last year. This reflects more meaningful price adjustments on the presale side, particularly for concrete product, helping to narrow the spread. Despite this, the remaining premium continues to challenge absorption in slower market conditions. It is worth noting that presale pricing is reported on a gross price-per-square-foot (PPSF) basis and does not account for incentives. Once factored in, a smaller effective pricing gap can be expected.

CONCRETE: PRESALE PPSF* VS RESALE PPSF**



WOOD FRAME: PRESALE PPSF* VS RESALE PPSF**



Source: Paragon, MLA Canada

MLA Project Feature

Ortus by Icona Properties, Vancouver West

*The presale PPSF figures shown represent the average gross blended pricing for presale projects launched and selling in 2025. This data was gathered from multiple sources, including developers, brokers and MLA Advisory. Project specific pricing may vary based on product specifications, exact location, unit mix, size and overall offering.

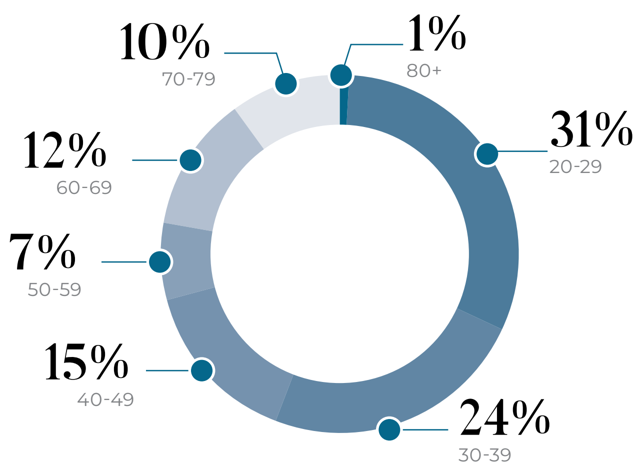
**The resale price-per-square foot (PPSF) is based on homes sold in 2025 in buildings completed within the past 5 years.

Buyer Profiles – 2024 vs 2025

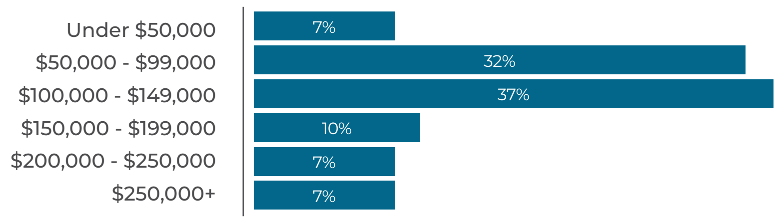
MLA Canada analyzed buyer data from projects sold in 2024 and 2025 and identified a clear shift in buyer profiles. In 2025, buyers aged 40 and older made up 60% of purchasers, up from 45% in 2024, signaling a move away from first time buyers toward more qualified buyers such as downsizers. This shift was mirrored in household incomes, with most buyers in 2024 earning between $100,000 and $149,999, compared to 2025 where the majority reported incomes above $250,000. Buyer composition also changed from predominantly single purchasers in 2024 to mostly couples in 2025, with most buyers downsizing from single family homes and therefore were more patient in their decision making.

2024

AGE

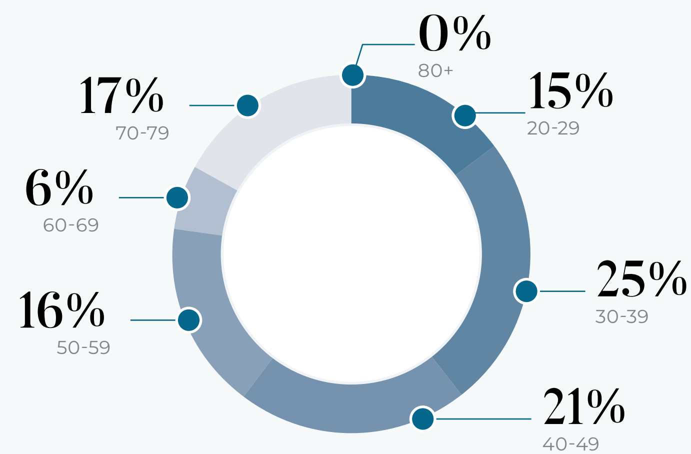


HOUSEHOLD INCOME

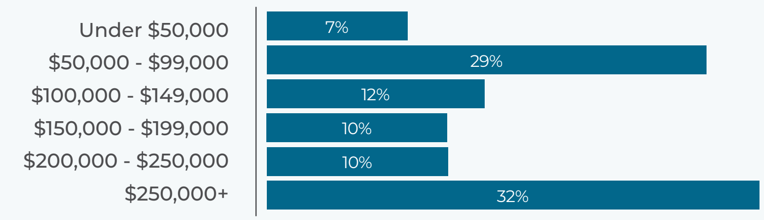


2025

AGE

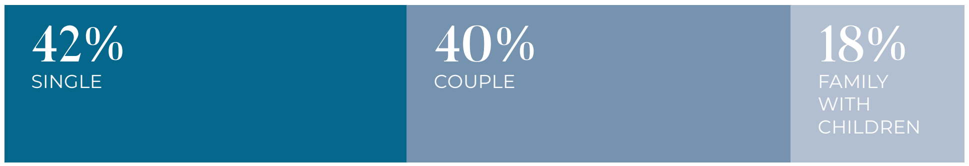


HOUSEHOLD INCOME



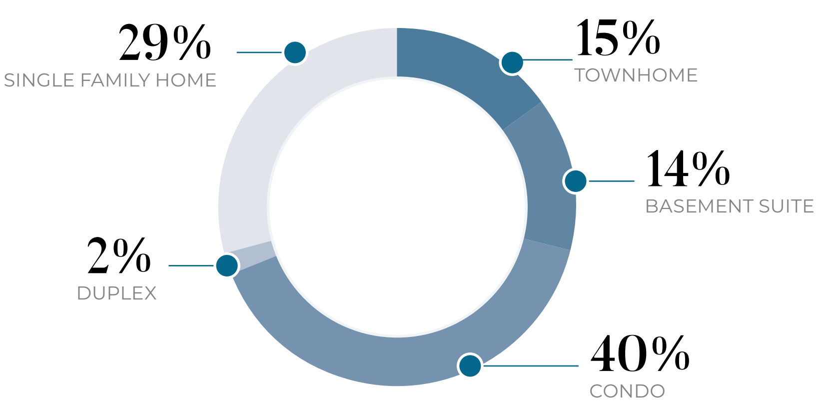
2024

FAMILY STRUCTURE



BUYER MOTIVATION

CURRENT HOUSING TYPE

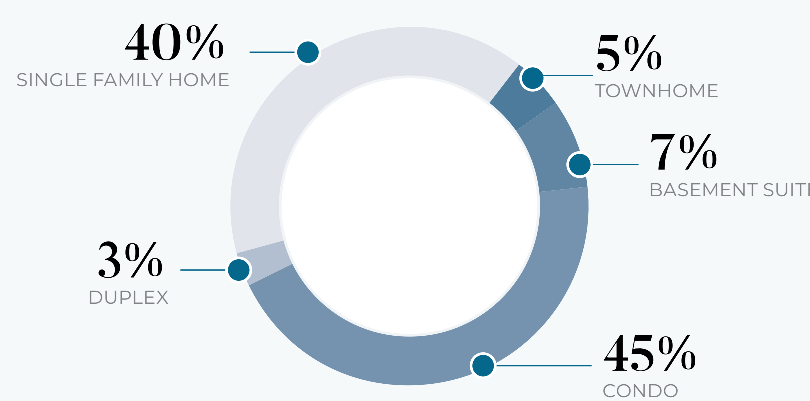


2025

FAMILY STRUCTURE

BUYER MOTIVATION

CURRENT HOUSING TYPE

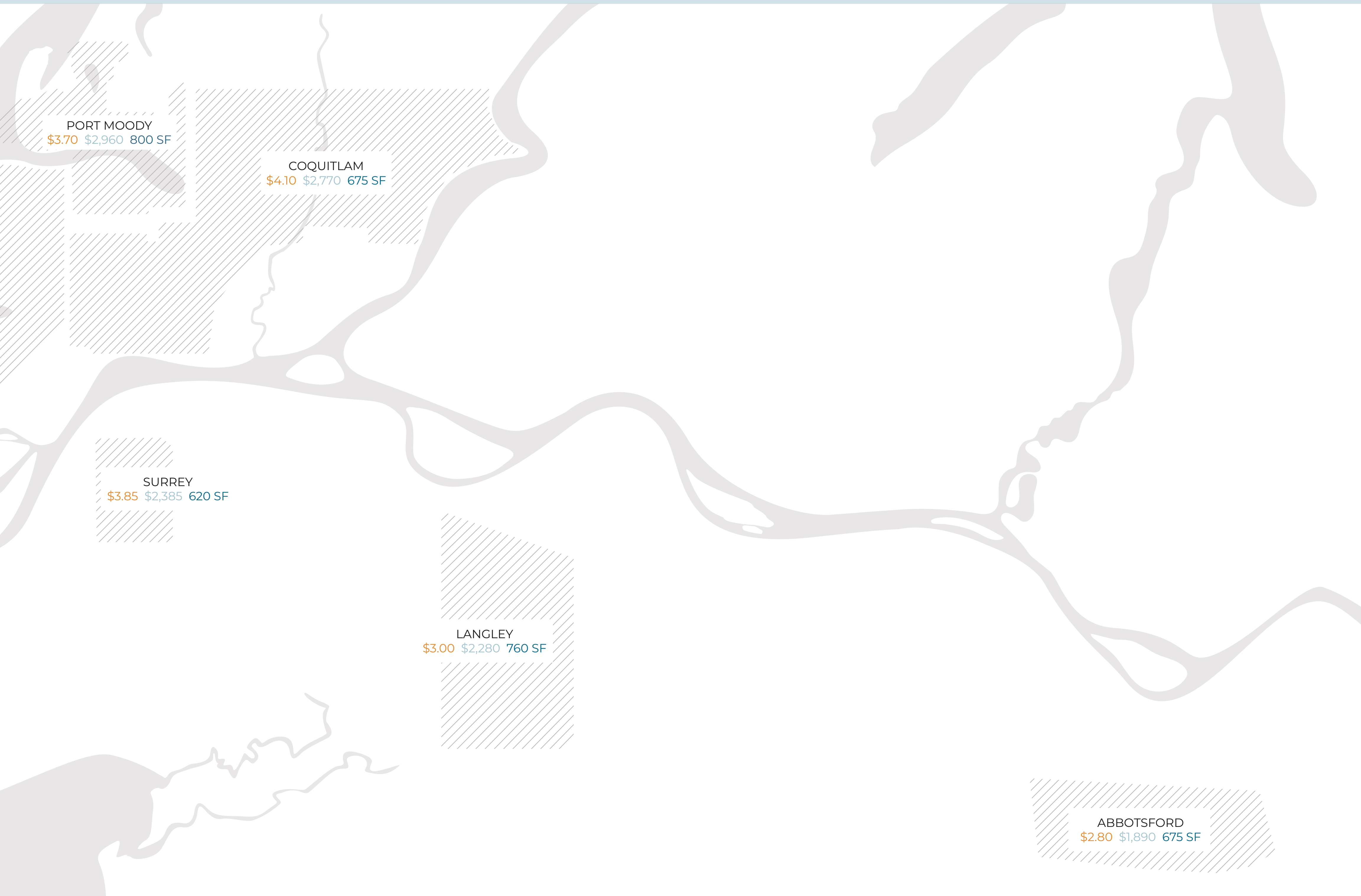


Rental Market Summary

The rental price-per-square-foot (PSF), rent and square footage values reflect the gross averages for purpose-built rental units that were actively leasing in 2025. In submarkets where no purpose-built rentals were actively leasing in 2025, MLA referenced stabilized purpose-built rentals and investor-owned rental units delivered within the past five years. The data is sourced from platforms such as liv.rent, Zumper, publicly available listings and MLA data.

LEGEND

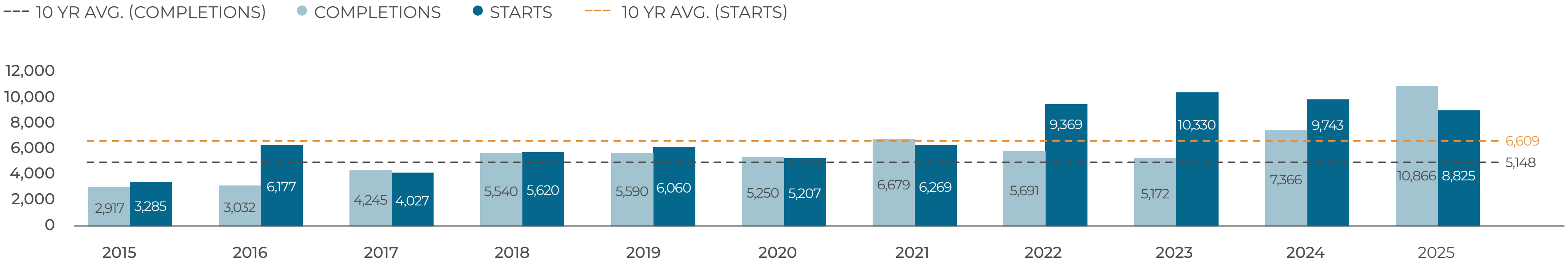
NORTH VANCOUVER
$5.15 is rental PSF
$3,245 is average rent
630 SF is average size


PORT MOODY
$3.70 $2,960 800 SF
COQUITLAM
$4.10 $2,770 675 SF
SURREY
$3.85 $2,385 620 SF
LANGLEY
$3.00 $2,280 760 SF
ABBOTSFORD
$2.80 $1,890 675 SF

Rental Market Supply

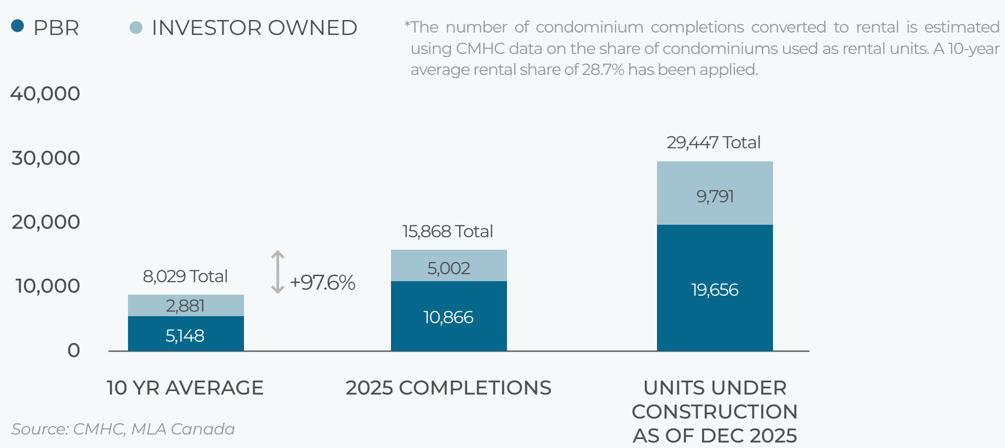
Purpose-built rental (PBR) activity has increased meaningfully over the past five years, with a notable increase between 2022 and 2025, as rental starts reached historically elevated levels. In 2025, completions reached the highest level on record and while rental starts moderated relative to the prior three years, they remain elevated by historical standards. In 2025, purpose-built rentals accounted for approximately 40% of total apartment and condominium starts, exceeding the 10-year average of 34% and well above longer-term historical norms of 24%. These elevated rental starts are expected to continue translating into strong completions over the next several years, supporting continued growth in purpose-built rental supply.

PURPOSE-BUILT RENTAL COMPLETIONS & STARTS (2015 - 2025)



Source: CMHC, MLA Canada

PBR AND INVESTOR-OWNED RENTAL COMPLETIONS BY UNITS



Source: CMHC, MLA Canada

MLA Project Feature

The Capstone by Pennyfarthing Homes, Langley

TOTAL RENTAL SUPPLY: PURPOSE-BUILT & INVESTOR -OWNED

Total rental supply delivered in 2025 was 97.6% higher than the 10-year average, driven by both purpose-built rental and investor-owned condominium completions. In 2025, approximately 33.9% of investor-owned condominiums were used as rentals, a share that has increased steadily since 2021 and is anticipated to continue rising as additional condominium completions are delivered over the coming years. This elevated level of new supply, combined with a moderation in immigration-driven demand, has contributed to softening rental market conditions.

40%

OF STARTS IN 2025 HAVE BEEN PURPOSE-BUILT RENTALS COMPARED TO THE 10-YEAR AVERAGE OF 34%

33.9%

OF CONDOMINIUMS WERE USED AS RENTALS IN 2025, MARKING AN ALL-TIME HIGH

Chroma by Wave Developments, Vancouver East

Rental Market Supply

Vancouver West and East are anticipated to experience continued downward pressure on rental rates in the near to medium term, driven by the substantial volume of purpose-built rental supply currently under construction. This pressure is expected to persist beyond projects already underway, as a significant number of additional development applications – particularly along the Broadway Corridor under the Broadway Plan , are awaiting approvals, further elevating rental stock in these areas.

Conversely, submarkets such as Downtown Vancouver and North Vancouver are more likely to experience rent stabilization than sustained declines over the coming years. These areas are characterized by comparatively more limited pipelines of upcoming purpose-built rental supply, which is expected to help temper competitive pressure and support more balanced rental conditions.

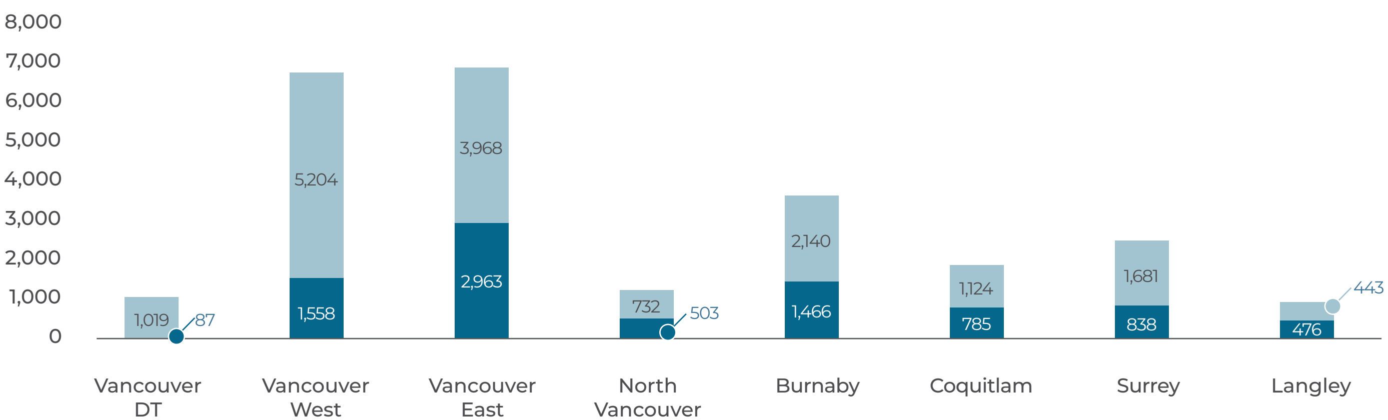
Vancouver West and **Vancouver East** combined have

28% more

rental units under construction than **all other submarkets combined.**

RENTAL COMPLETIONS (2025) & UNITS UNDER CONSTRUCTION

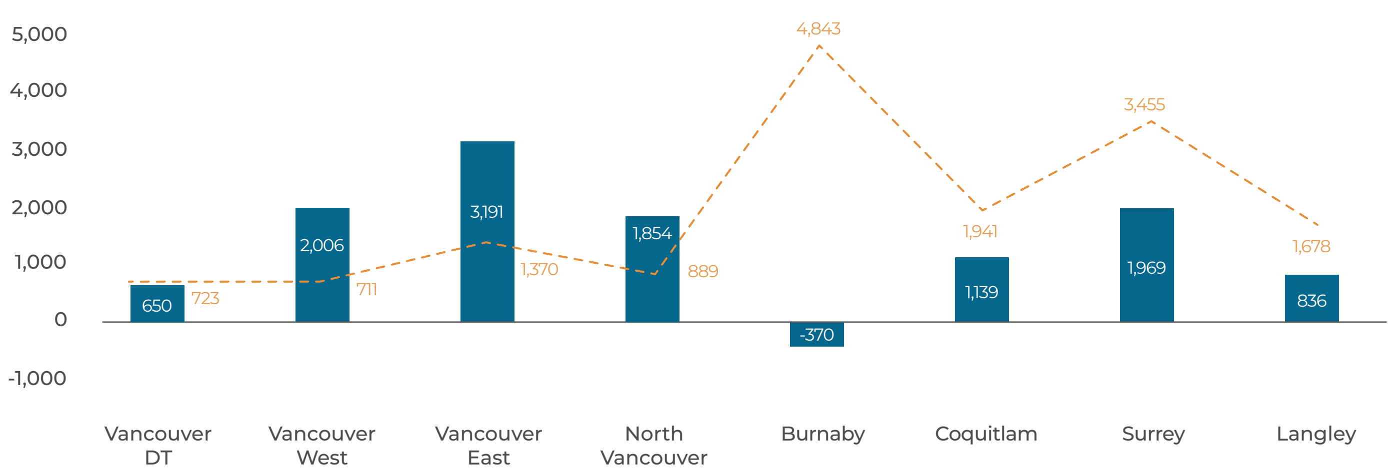
● UNITS COMPLETED ● UNITS UNDER CONSTRUCTION



Source: CMHC, MLA Canada

CHANGE IN PRIMARY RENTAL STOCK BY SUBMARKET (IN UNITS): PAST 5 YEARS

● CHANGE IN PRIMARY RENTAL STOCK --- CONDO COMPLETIONS CONVERTED TO RENTALS



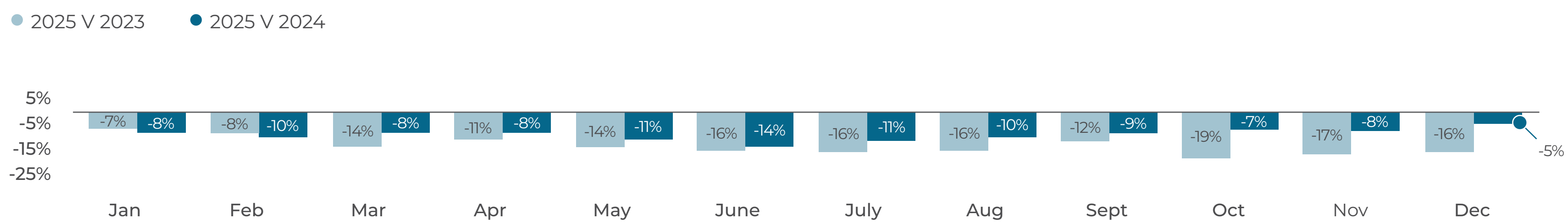
Source: CMHC, MLA Canada

Rental Rate Trends

Overall rents have continued to soften, declining approximately 10% year-over-year from 2024 to 2025 and 14% from 2023 to 2025. In submarkets such as Surrey and Langley, recent rental delivery has consisted of a mix of purpose-built rental developments and a growing volume of investor-owned condominium completions entering the rental pool. This blended supply introduces greater pricing flexibility, as individual landlords are typically more willing to adjust rents to secure tenancy, contributing to more pronounced rent declines.

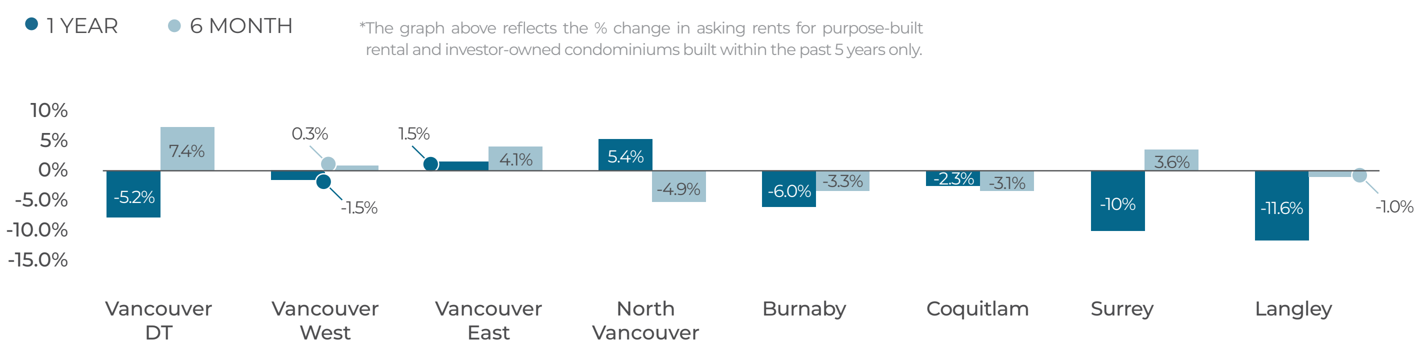
In contrast, East Vancouver has seen a concentrated wave of purpose-built rental completions, with over 10 new rental projects introduced in 2025 alone. These buildings now comprise a meaningful share of available rental stock, lifting average rents as newer product typically commands a premium and developers must maintain pricing to meet financing requirements. However, this trend is likely temporary as higher rents do not necessarily imply leasing is occurring at those levels. As additional purpose-built rental supply enters East Vancouver over the coming years, increased competition is expected to place downward pressure on effective rents, with incentives playing an even larger role in supporting absorption.

% CHANGE IN ASKING RENT (ALL RENTAL STOCK)



Source: Zumper, MLA Canada

% CHANGE IN RENT BY SUBMARKET (BUILT IN THE PAST 5 YEARS)*



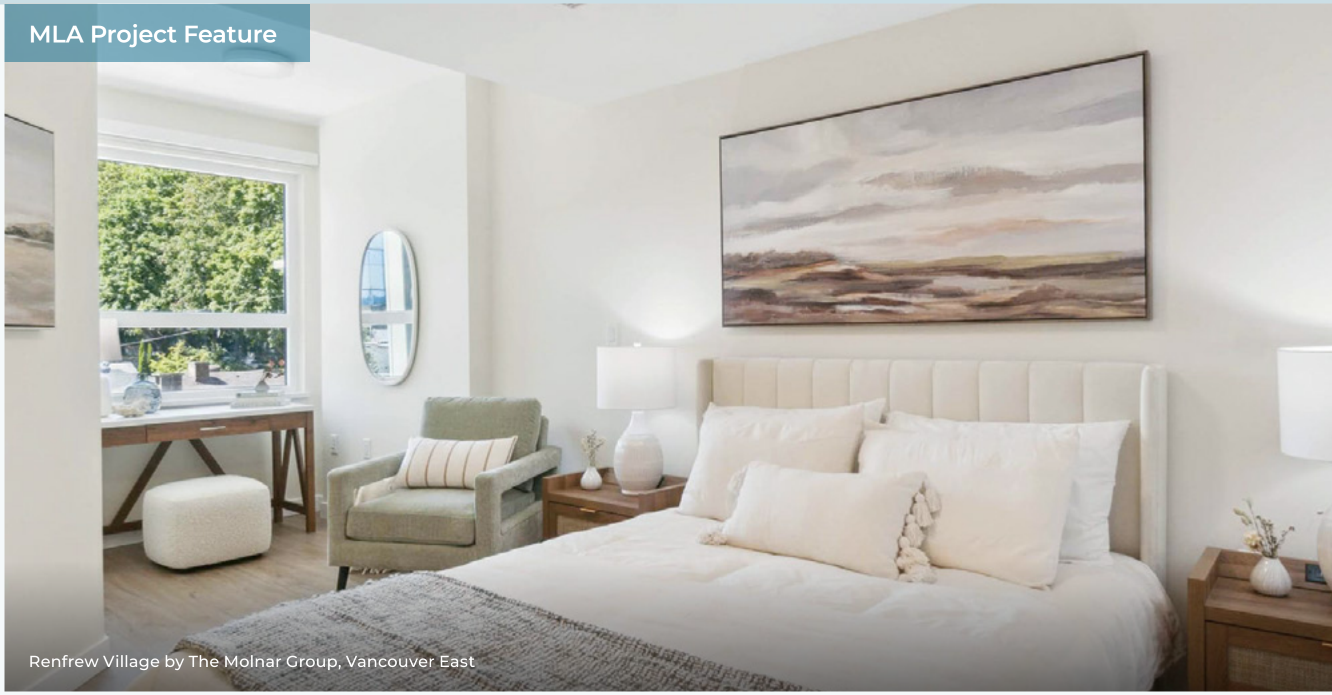
*The graph above reflects the % change in asking rents for purpose-built rental and investor-owned condominiums built within the past 5 years only.

Source: CMHC, MLA Canada

ALLOWABLE RENT INCREASE CAP OUTPACES ANNUAL RENT GROWTH IN 2025

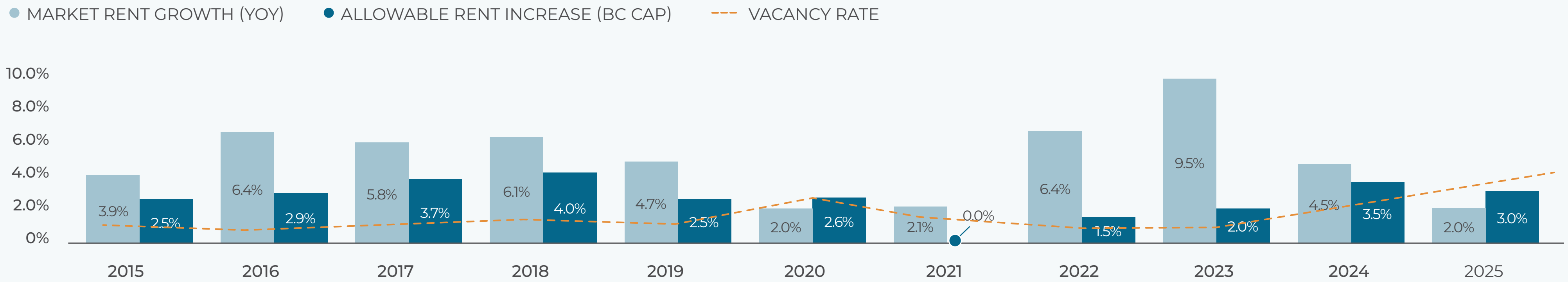
Over the past decade, annual rent growth has consistently exceeded the allowable rent increase cap, with the 10-year average growth approximately double the permitted increase. The exceptions to this trend occurred during the pandemic and again in 2025, when rent growth slowed to approximately 2%, falling below the 3% allowable increase. This divergence in 2025 suggests a shift amid softer market conditions. Many landlords likely opted to forego the full allowable increase to retain existing tenants, while rents on turnover units were likely held flat, or in some cases, reduced upon re-listing to remain competitive.

MLA Project Feature



Renfrew Village by The Molnar Group, Vancouver East

ANNUAL RENT GROWTH VS ALLOWABLE RENT INCREASE CAP



Source: CMHC, MLA Canada

Rental Project Performance

Throughout the year, MLA toured multiple purpose-built rental developments and engaged with leasing teams to gather on-the-ground insights into current leasing conditions. Key observations from these discussions are summarized below.

MLA Project Feature

Red Sol by Adera Development, Coquitlam

ON SITE FEEDBACK

PRE-LEASING IS LESS EFFECTIVE TODAY THAN IT WAS IN THE PAST

Leasing teams reported limited success with pre-leasing too early as most renters tend to plan moves within shorter timeframes and prefer to view completed and furnished units. Given current market conditions, a shorter pre-leasing window of approximately 1 month is typically sufficient.

2 BED, 2 BATHS OVER 2 BED, 1 BATH HOMES

2-bed, 2-bath layouts appeal to a broader renter base, including families, couples and roommate households, while 2 -bed, 1-bath units tend to primarily attract couples. However, 2-bed, 1-bath layouts featuring double vanities have demonstrated improved appeal by enhancing perceived privacy.

INCREASING DEMAND FOR LARGER UNITS

Leasing teams have observed increased demand for larger unit types across many submarkets. As rental rates have softened, interest in studios has declined as tenants are increasingly able to afford larger homes. While demand remains strong for well-priced, efficient two-bedroom layouts, leasing teams – particularly in less price-sensitive submarkets such as Vancouver West, have noted growing interest in larger two-bedroom homes (850+ square feet).

PARKING AVAILABILITY REMAINS CRITICAL

A lack of parking can constrain demand, as many renters continue to require a stall, even in transit-oriented developments. As a result, many projects are prioritizing parking stalls for larger units or pursuing alternative solutions, such as partnerships with nearby buildings to provide off-site parking options.

DISPLAY SUITE SELECTION

Display suite selection is most effective when focused on layouts that occur multiple times within the building, particularly those with more challenging layouts as staging helps to proactively address common objections. If multiple floorplans are similar, selecting the smallest layout is the most effective, as furniture will make the unit appear larger. Livability should be clearly demonstrated within display suites. For example, in studio layouts, this includes clearly defining functional areas, such as sleeping, living and kitchen/dining. In 2 bedrooms, this includes showing the ability to fit a dining table.

FURNISHED UNIT POPULARITY

Leasing teams have reported increased inquiries for furnished rental units. Based on discussions with projects offering furnished options, a typical one-bedroom unit can command a premium of approximately $150-$300 per month, depending on the quality and extent of furnishings. Demand for furnished units tends to be strongest in less price-sensitive submarkets, such as Vancouver West, North Vancouver, and Downtown Vancouver, as well as in highly central locations near major employment or transit hubs.

LEASE-UP CONVERSION STATISTICS

Based on MLA's lease-up programs in 2025

40%
OF REGISTRANTS SCHEDULE AN ON-SITE TOUR

20%
OF PROSPECTS THAT TOUR SIGN A FIRM LEASE

In conclusion:

10%
OF OVERALL REGISTRANTS SIGN A FIRM LEASE

This means that a

100-unit building should target 1,110 registrations.

ABSORPTION TIMELINE

Leasing activity in purpose-built rentals are typically front-loaded, with the majority of absorption occurring within the first 90 days. In today's market, a reasonable expectation is for projects to achieve approximately 30-40% leased within this initial 90-day period, assuming a standard 30-day pre-leasing window.

The following illustrates a **typical leasing timeline for a 100-unit rental building** in today's market, assuming rental rates are generally in line with comparable projects. More competitive pricing or enhanced offerings may result in faster absorption.

Milestone	Date	Leases in following period
PRE-LEASING	Apr 1	10 LEASES
OCCUPANCY	May 1	18 LEASES
	Jun 1	12 LEASES
	Jul 1	10 LEASES
TEMPO BEGINS	Aug 1	8 LEASES
	Sep 1	6-8 LEASES UNTIL STABILIZATION
STABILIZATION	Jan/Feb	

Sterling by Pennyfarthing Homes, Vancouver West

MLA Project Feature

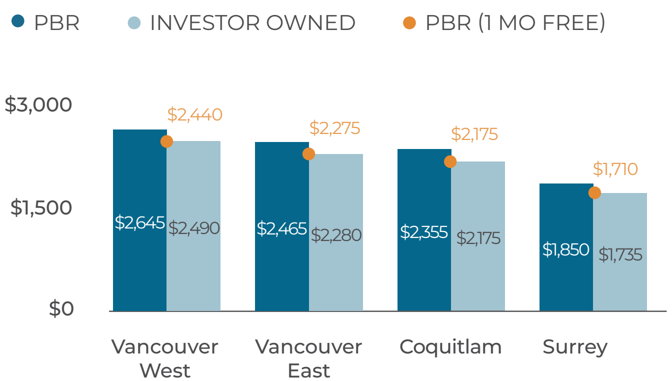
Sterling by Pennyfarthing Homes, Vancouver West

Rental Incentives

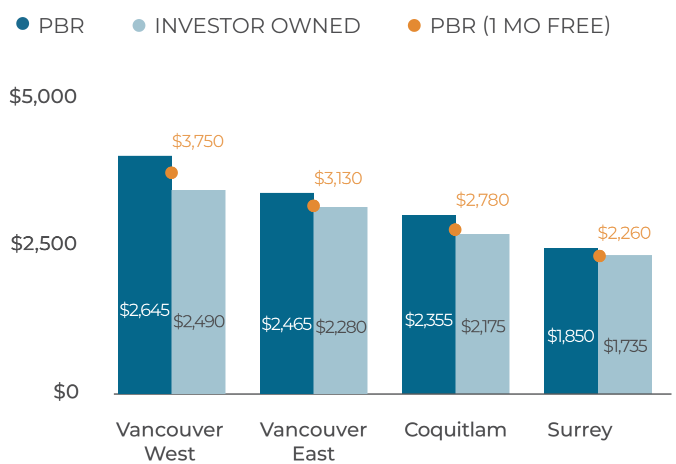
PURPOSE-BUILT RENTALS VS INVESTOR-OWNED RENTALS

Purpose-built rentals consistently command higher asking rents than investor-owned condominium rentals. However, once a one-month (Mo) rent incentive is applied, effective PBR rents generally align more closely to investor-owned rentals, particularly for one-bedroom units. Larger price disparity is more evident among two-bedroom homes in select submarkets, reflecting greater variability in two-bedroom layouts, unit sizes and configurations.

MONTHLY RENTAL RATE COMPARISON: PBR VS INVESTOR OWNED RENTALS (1 BED)



MONTHLY RENTAL RATE COMPARISON: PBR VS INVESTOR OWNED RENTALS (2 BED)



Key Differences in Rental Experience

Feature	Purpose-Built Rentals	Investor-Owned Rentals
Parking & Storage	Typically offered at an additional cost	Often included in advertised rent
Pet Policies	Almost always pet-friendly	Varies by owner; often restrictive
Property Management	Professionally managed	Typically individually managed by owners
Tenure Security	Lower risk of owner-driven eviction	Higher risk of eviction due to owner sale or personal use
Maintenance & Repairs	Dedicated on-site or third-party management	Response time varies by owner
Finishings	Standard finishings: stainless steel appliances, standard cabinetry, vinyl/ laminate flooring	Typically higher-end finishings: integrated appliances, built-ins, hardwood flooring

1.5 Years

FOR A 1-BEDROOM UNIT
Indicates the average stay required for a purpose-built rental with one-month free rent on a one-year lease to become more expensive than an investor-owned rental

3 Years

FOR A 1-BEDROOM UNIT
Indicates the average stay required for a purpose-built rental with two-months free rent on a two-year lease to become more expensive than an investor-owned rental

COMMONLY OFFERED INCENTIVES

As purpose-built rental supply grows, incentives must be used more strategically, as not all incentives are equally effective. The chart below compares commonly used incentives based on their effectiveness and the savings they provide to tenants.

EFFECTIVENESS

Referral Programs
While referral programs do not provide upfront value to most tenants, they can support leasing performance over time by encouraging tenants to bring their personal networks into the building, strengthening community ties and reducing turnover as residents develop stronger social connections within the property.

1-Month Free Rent
The most common and well-received incentive, as it provides renters with immediate savings on what matters most – the rental rate.

How Do 1-Month Free Rent Incentives Work?
One-month free rent incentives are typically structured in one of two ways:

13-month occupancy structure: a 12-month lease at the advertised rate with one additional free month either at move-in or lease-end.

12-month amortized: a 12-month lease with the value of one free month amortized across the term, resulting in a lower effective rent. This is less commonly offered.

Free Internet
While the cost savings of free internet is relatively modest, this incentive functions primarily as a convenience-driven offering by reducing friction during move-in. On its own, it is not a strong leasing driver and is best positioned as a supplemental bonus incentive.

Free parking/storage
Free parking or storage is often perceived as immediate value, as it offsets a cost that would otherwise be added to the rental rate. However, its appeal is limited to tenants who require parking or additional storage, making it best used as a targeted, back-pocket incentive rather than a primary leasing driver.

Rent-to-Own Programs
While rent-to-own programs can offer meaningful long-term savings upon purchase, they do not provide immediate rental savings and are best positioned as a supplementary incentive. Their appeal is also limited to tenants with long-term plans to remain in Vancouver and eventually purchase a home.

Retail Partnership
Gym membership, class pass, transit pass
These incentives are best viewed as value-adds rather than core leasing drivers. Despite potential savings of $100+/month, they are often not perceived as immediate value since they do not reduce rents. These incentives are most effective when used to offset the absence of key on-site amenities, such as a gym membership in buildings without a gym or transit passes in projects with limited parking.

SAVINGS

Policy Highlights

Throughout 2025, governments at the federal, provincial, and municipal levels across Metro Vancouver continued to advance housing-related policy changes with the stated intent of increasing housing supply and improving project feasibility. While these efforts signaled a recognition of the region's supply challenges, their impact has been limited. Structural headwinds have constrained new project launches and delayed delivery. As a result, policy interventions have yet to translate into a meaningful acceleration in new home production that is affordable and attainable for buyers in the region.

February 25, 2025

March 10, 2025

PRESALE MARKETING PERIOD EXTENDED TO 18 MONTHS ANNOUNCED AND EFFECTIVE FEBRUARY 25, 2025

Overview: BCFSA's pilot program lets large developments (100+ units) extend their early-marketing period from 12 to 18 months, providing extra time to secure pre-sales, permits, and construction financing while protecting buyers. Participation requires developers to submit project data quarterly through BCFSA's IRIS platform, pay a fee, and meet reporting obligations; failure to comply may lead to suspension of the extension.

Outstanding Considerations: The extension is tied largely to unit-count thresholds that do not capture all project types and is based on an arbitrary timeline, while core affordability challenges remain unaddressed. As a result, many projects continue to struggle to achieve presale targets even with a longer marketing window.

BC BUILDING CODE (BCBC) 2024 PROVISIONS EFFECTIVE MARCH 10, 2025

Overview: The BCBC 2024 took effect on March 8, 2024, with new seismic and adaptable dwelling requirements deferred to March 10, 2025. Adaptable unit requirements will be phased in at 20% of units in large residential buildings, reduced from 100%, to help manage costs and support project viability. Projects with design work underway prior to March 8, 2024 may continue under the 2018 code if a building permit is submitted by March 8, 2027.

Outstanding Considerations: Developers who already reworked designs faced sunk soft costs, schedule delays, and financing pressure, as changes to meet the original 2024 BCBC required redesigns for adaptable units, seismic updates and other compliances. Municipal interpretations remain inconsistent, adding permit uncertainty, while consultant capacity and cost escalation create additional risks.

May 27, 2025

Jan 1, 2026

GST RELIEF FOR FIRST TIME HOME BUYERS ON NEW HOMES VALUED UP TO $1.5M EFFECTIVE MAY 27, 2025

Overview: The federal government introduced a new GST rebate for first-time home buyers on newly built homes, eliminating GST on homes priced up to $1 million and partially rebating GST on homes priced between $1 million and $1.5 million. The measure reduced upfront purchase costs by up to $50,000 per buyer and was intended to support housing affordability and new home construction.

Outstanding Considerations: According to MLA's buyer profiles, first time buyers now make up a much smaller share of the market, falling from 48% in 2024 to 26% in 2025, which limits how many people can benefit from the GST rebate. The rebate is claimed after closing through the CRA, meaning buyers must pay the full GST upfront and wait for reimbursement, reducing its immediate affordability impact.

RELIEF ON NEW BUILDS FOR BC GOVERNMENT DCC POLICY: 25% UPFRONT, 75% LATER ANNOUNCED JULY 2, 2025, EFFECTIVE JANUARY 1, 2026

Overview: Developers in eligible communities can now pay 25% of development, amenity or school-site charges at permit approval and defer the remaining 75% until occupancy or up to four years. Previously, the regulation required one-third of the charge at permit approval and full payment within two years.

Outstanding Considerations: The DCC instalment regulation applies to all B.C. municipalities and regional districts except Vancouver, which follows similar rules under the Vancouver Charter. Charges are set at permit approval, and applications submitted before a DCC rate change have one year of in-stream protection to lock in the original rate, provided permit approval occurs within that period.

Notable Projects: Condominiums

ROCKFORD BY CRESSEY

Sub–Market/City South Surrey

Project Address 1655 128th St

Unit Count / Storeys 61 / 4

Highlights:

- The project began sales in late 2024 and is over 50% sold.
- Penthouses feature private rooftops with an outdoor kitchen.
- The project has seen success as buyers have been downsizers either local to Ocean Park, or from Surrey, Vancouver, or even out of province. These buyers are patient with their decision making.

TYPE	UNITS	% OF MIX	MIN SIZE	MAX SIZE	PRICED FROM
1 BED	5	8%	677	700	$799,900+
1 BED + DEN	7	11%	677	710	$799,900+
2 BED, 2 BATH	6	10%	840	840	$1,134,900+
2 BED, 2.5 BATH	14	23%	1,018	1,131	$1,289,900+
2 BED + DEN/FAMILY	14	23%	1,164	1,372	$1,749,900+
2 BED + GUEST	3	5%	1,195	1,195	$2,049,900+
3 BED, 2.5 BATH	12	20%	1,244	1,314	$1,764,900+
TOTAL/AVG	**61**	**100%**	**1,025 AVG SF**		**$1,400 GROSS PPSF**

Notable Projects: Rental

THE STORIES BY PCI GROUP

Sub–Market/City Vancouver West
Project Address 1477 West Broadway
Unit Count / Storeys 182 / 40

Highlights:

- The project started leasing in July 2025, with completion slated for August 2025 for 182 market rentals and 42 below market rentals.
- **The first high-rise built under the Vancouver Broadway Plan.**
- The Stories will include over 100,000 SF of office space, 29,400 SF of retail and grocery, and 15,300 SF of building amenities.
- Currently offering one month's free rent and is over 50% leased.
- The building is pet friendly and offers parking for $300/month and storage for $50/month.

TYPE	UNITS	% OF MIX	MIN SIZE	MAX SIZE	RENT RANGES
STUDIO	48	26%	435	442	$2,550 - $2,800
1 BED	69	38%	481	618	$2,900 - $3,650
2 BED + FLEX	51	28%	747	800	$4,000 - $5,000
3 BED + FLEX	14	8%	1,008	1,088	$5,750 - $7,995
TOTAL/AVG	**182**	**100%**	**620 AVG SF**		**$5.70 GROSS PPSF**

Notable Projects: Rental

PARKWAY (PHASE 1) BY BOSA PROPERTIES

Sub–Market/City	Surrey
Project Address	13550 105 Ave
Unit Count / Storeys	373 / 51

Highlights:

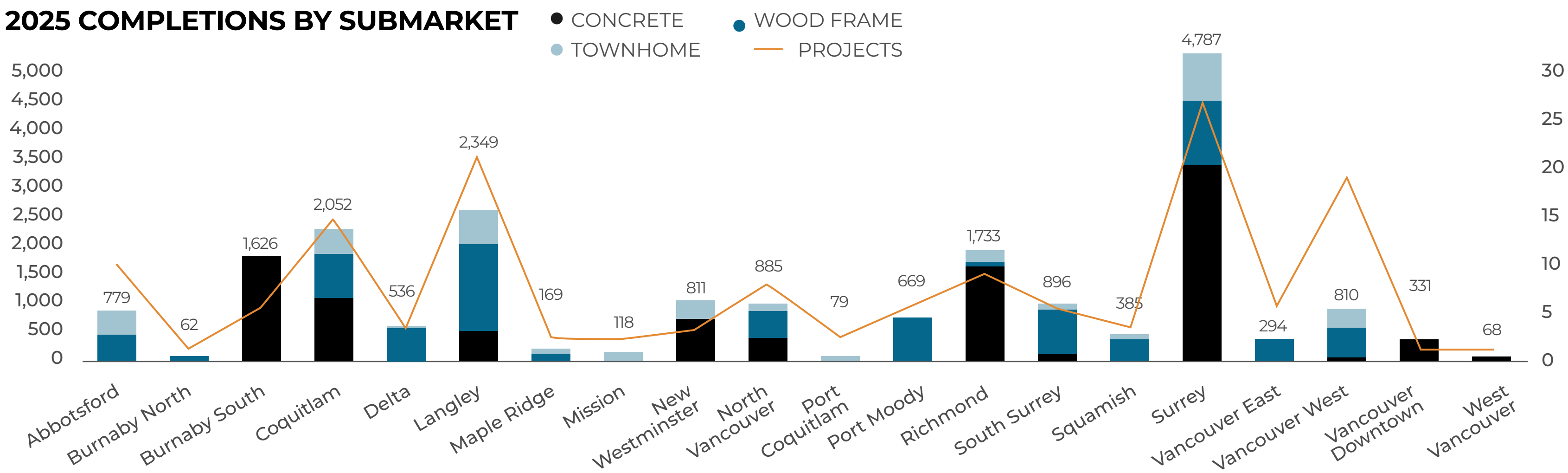
- The project began leasing in August 2025 and completed construction in September 2025 and is over 25% leased.
- The 51-storey tower features both market condominiums and rental homes. 373 rental units span up to the 36th floor.
- The project is offering 1 month rent-free, 1 year of free Wi-Fi and $5,000 in bonus BPI Equity credit with an 18-month lease.
- Parking is $100/month and storage is $30/month.

TYPE	UNITS	% OF MIX	MIN SIZE	MAX SIZE	RENT RANGES
STUDIO	66	18%	413	413	$1,770 – $2,050
1 BED	136	36%	495	500	$1,850 – $2,290
1 BED + DEN	35	9%	544	639	$2,150 – $2,500
JR 2 BED	68	18%	691	775	$2,390 – $2,950
2 BED	68	18%	800	800	$2,650 – $3,150
TOTAL/AVG	**373**	**100%**	**580 AVG SF**		**$4.00 GROSS PPSF**

Completions

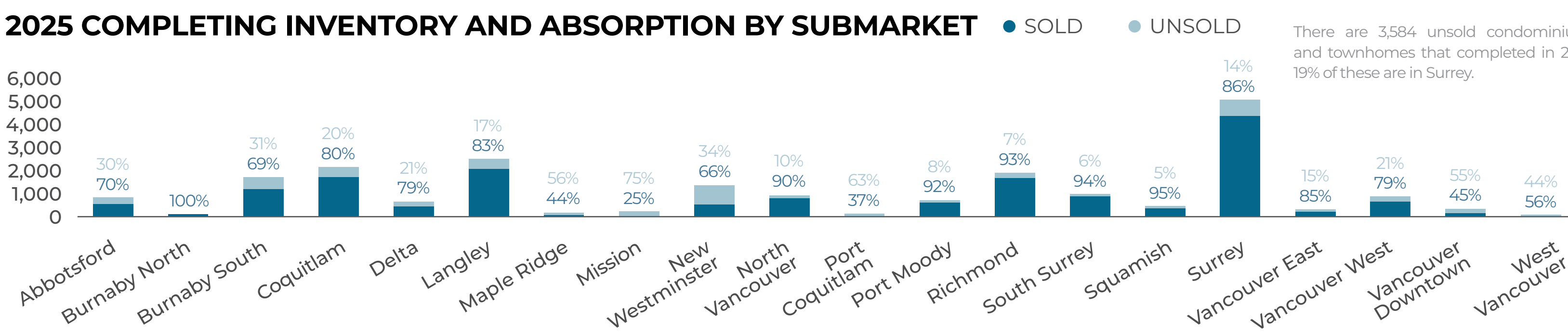
In 2025, a total of 135 projects completed across Metro Vancouver, delivering 19,439 new condominium and townhome units into the housing stock. Surrey recorded the highest volume of completions in 2025, with just under 4,800 units delivered, accounting for 25% of all condominium and townhome completions across Metro Vancouver. While absorption at completion remained relatively strong at 86%, many of these units transacted under more favourable market conditions and have since re-entered the resale market. This growing resale presence is expected to place downward pressure on pricing and challenge the viability of future presale launches in Surrey. Similar, though less pronounced, dynamics are evident in Burnaby, Coquitlam and Langley, where elevated completion volumes and remaining unsold inventory continue to weigh on market balance. In contrast, lower absorption rates observed in markets such as Mission, Maple Ridge and Port Coquitlam are less concerning as these submarkets are much smaller in scale, and typically contain a greater concentration of townhome product which launches closer to completion.

2025 COMPLETIONS BY SUBMARKET



2025 COMPLETING INVENTORY AND ABSORPTION BY SUBMARKET

There are 3,584 unsold condominiums and townhomes that completed in 2025; 19% of these are in Surrey.



Product Design

MLA Canada surveyed newly launched condominiums and completed rental projects throughout 2025 and compiled the chart on the following page comparing offerings across concrete condominiums, wood frame condominiums, and purpose-built rental product. The chart reflects what was typically offered across the majority of projects in 2025. Concrete condominiums feature the highest level of finish, including more premium appliance brands, upgraded flooring, and the inclusion of air conditioning. Wood frame condominiums and rental product tend to offer more streamlined specifications, with relatively little difference in finish between concrete and wood frame rental buildings, suggesting that overall stipulations, rather than construction type, play a greater role in shaping the renter experience.

CONCRETE

WOOD FRAME

RENTAL

Amaji 2 by Kainos Development, Squamish

Matteo by ML Emporio, Langley

Arlo by Strand, Vancouver East

West 57th By Onni, Vancouver West

Livy by Northstar Development, Port Coquitlam

Smith & Farrow Rentals by Boffo, Coquitlam

Product Benchmarks

	CONCRETE	WOOD FRAME	RENTAL
APPLIANCE BRANDS	Fulgor, Miele, and Gaggenau are the most prevalent brands used in 2025	The majority of projects offer Samsung Select developments offer high end appliance brands including Fulgor and Fisher & Paykel	Samsung, Frigidaire, and Whirlpool
APPLIANCE SIZING	Refrigerators: 24" in 1-beds and 30" in 2-beds+ with 36" in penthouse homes. Stove: 24" in 1-beds and 30" in 2-beds+	Refrigerators: 24" in 1-beds and 30" in 2-beds+, Some projects offering up to 32". Stove: Typically, 24" - 30"	Refrigerators: 24" in 1-beds and 30" in 2-beds+. Stove: Typically, 24" - 30"
APPLIANCE FINISHING	Majority feature integrated appliances	Majority feature stainless steel appliances Select projects offer integrated appliances	Stainless steel appliances
FLOORING	Engineered Hardwood is most common Select projects offer laminate or vinyl	Laminate or vinyl flooring	The majority of projects offer vinyl Select projects offer laminate flooring
A/C	A/C is included	A/C is included in most projects Select projects offer A/C as an optional upgrade	Not included, or port A/C is offered in wood frame projects A/C is included in select concrete projects
AMENITIES*	1. Fitness centre 2. Children's play area 3. Yoga area 4. Outdoor social area 5. Entertainment room with kitchen 6. Co-working space 7. Steam/sauna 8. Shared BBQ area 9. Indoor pool 10. Karaoke room 11. Indoor social lounge 12. Bike repair area	1. Fitness centre 2. Co-working space 3. Entertainment room with kitchen 4. Indoor social lounge 5. Shared BBQ area 6. Children's play area 7. Rooftop space 8. Outdoor garden plots	1. Fitness centre 2. Rooftop space 3. Indoor social lounge 4. Co-working space 5. Shared BBQ area 6. Children's play area 7. Outdoor Social space/terrace 8. Bike repair area

*Amenities ranked by prevalence across projects. The top amenities that were included in over 30% of projects are shown.

PREMIUM MID-MARKET VALUE/DURABLE

Best in Class Floorplans

LATITUDE

Developer:
Transca Real Estate Development

Type:
Studio/Jr 1 Bed, 1 Bath

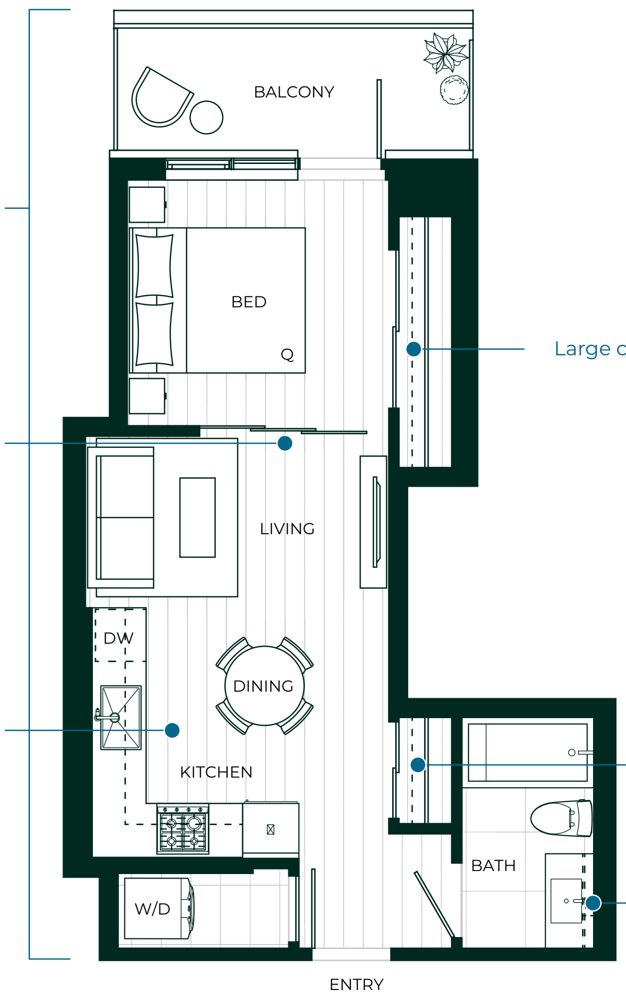
Plan: A1

SF: 448

Distinct separation between the kitchen/dining, living and sleeping areas

The use of sliding doors allows for separation from the bedroom, while still allowing for an entirely open floorplan when desired

L-shaped kitchen optimizes functionality and increases counter and cabinetry space



Large closet

Generous front-entry closet

Ample storage on the vanity

Best in Class Floorplans

RHODES

Developer:
Listraor & Locarno

Type:
Type: 1 Bed+Flex, 1 Bath

Plan: A2

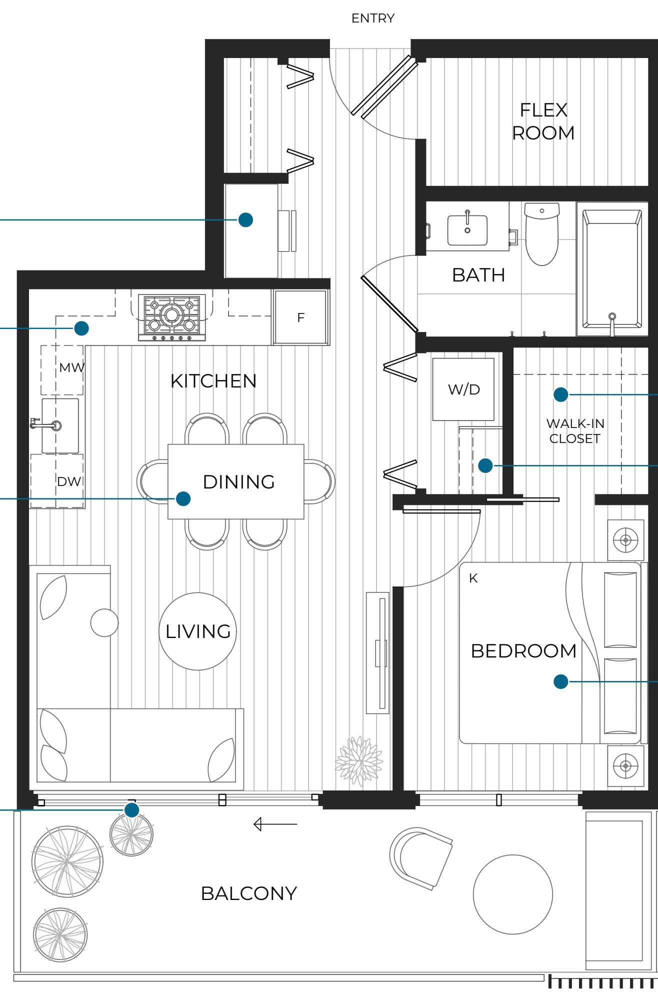
SF: 604

Built-in nook for a desk, allowing the flex space to be used for an alternative purpose

L-shaped kitchen optimizes functionality and increases counter and cabinetry space

Space for a six-seat dining table which also functions as a kitchen island

Sliding balcony doors help maximize usable outdoor space



Walk-in closet

Shelving in W/D closet for linens

Spacious bedroom accommodating a king-sized bed

Best in Class Floorplans

HARLOWE

Developer:
Genaris Properties

Type:
2 Bed, 2 Bath

Plan: C4

SF: 667

Bedrooms are on opposite sides of the floorplan, providing greater privacy

Walk-in closet

Spacious secondary bedroom which can accommodate a king-sized bed

Efficient layout which accommodates both a kitchen island with seating and a dining area

Best in Class Floorplans

ROCKFORD

Developer:
Cressey

Type:
3 bed, 2.5 bath

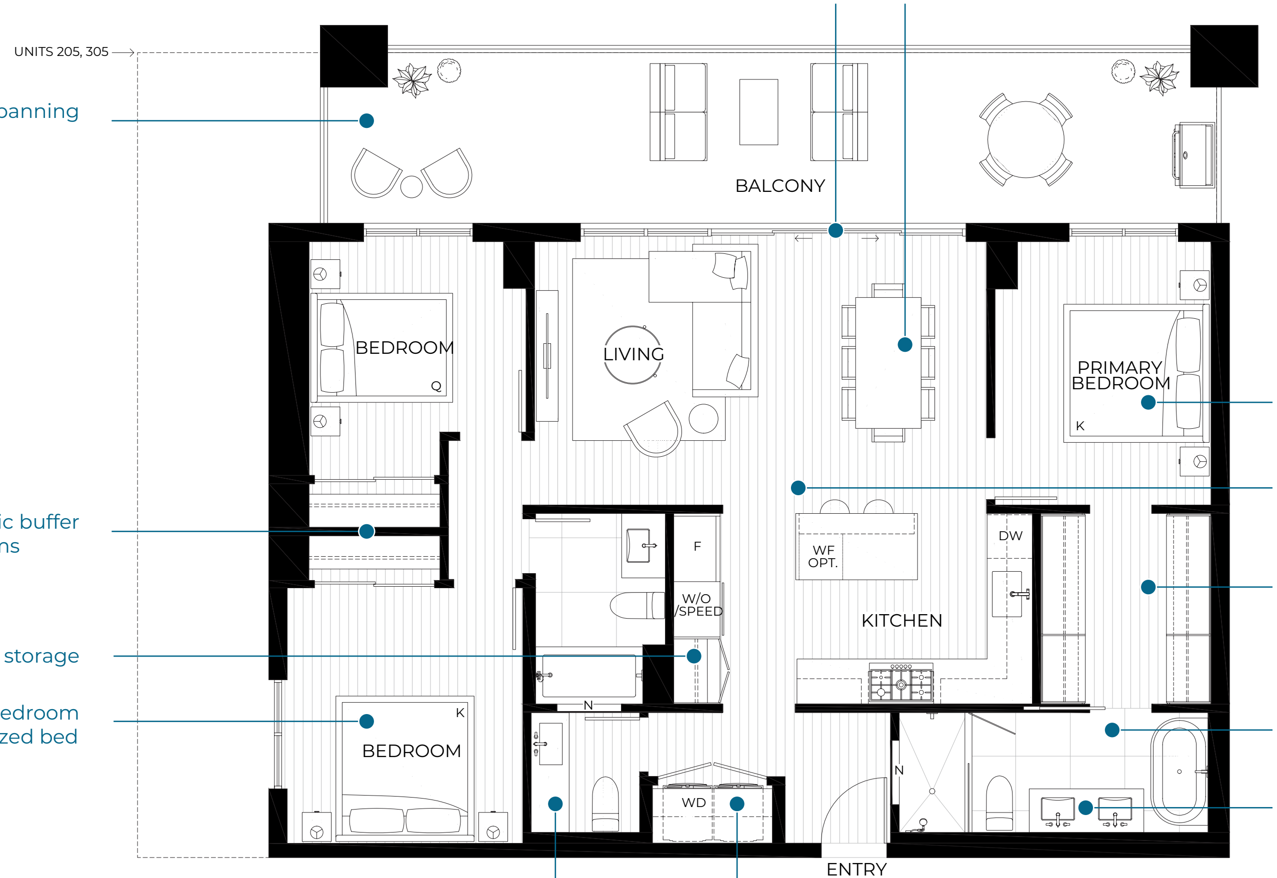
Plan: D

SF: 1,252

Sliding balcony doors help maximize usable outdoor space

Dining area accommodates an eight- seat table, appealing to downsizer households

Full-length balcony spanning the width of the unit



Spacious bedroom accommodating a king-sized bed

Distinct living, dining and kitchen area

Closets provide an acoustic buffer between the two bedrooms

Large master closet

Additional pantry storage

Spacious secondary bedroom accommodating a king-sized bed

Elevated 5-piece bathroom

Double vanity in ensuite

Dedicated powder washroom enhances privacy for residents during guest visits

Side by side washer and dryer, with overhead storage and hanging rod

Best in Class Floorplans

RINDALL

Developer:
Woodbridge Homes

Type:
4 Bed + Flex

Plan: A

SF: 1,439

Additional space in garage allows for extra storage

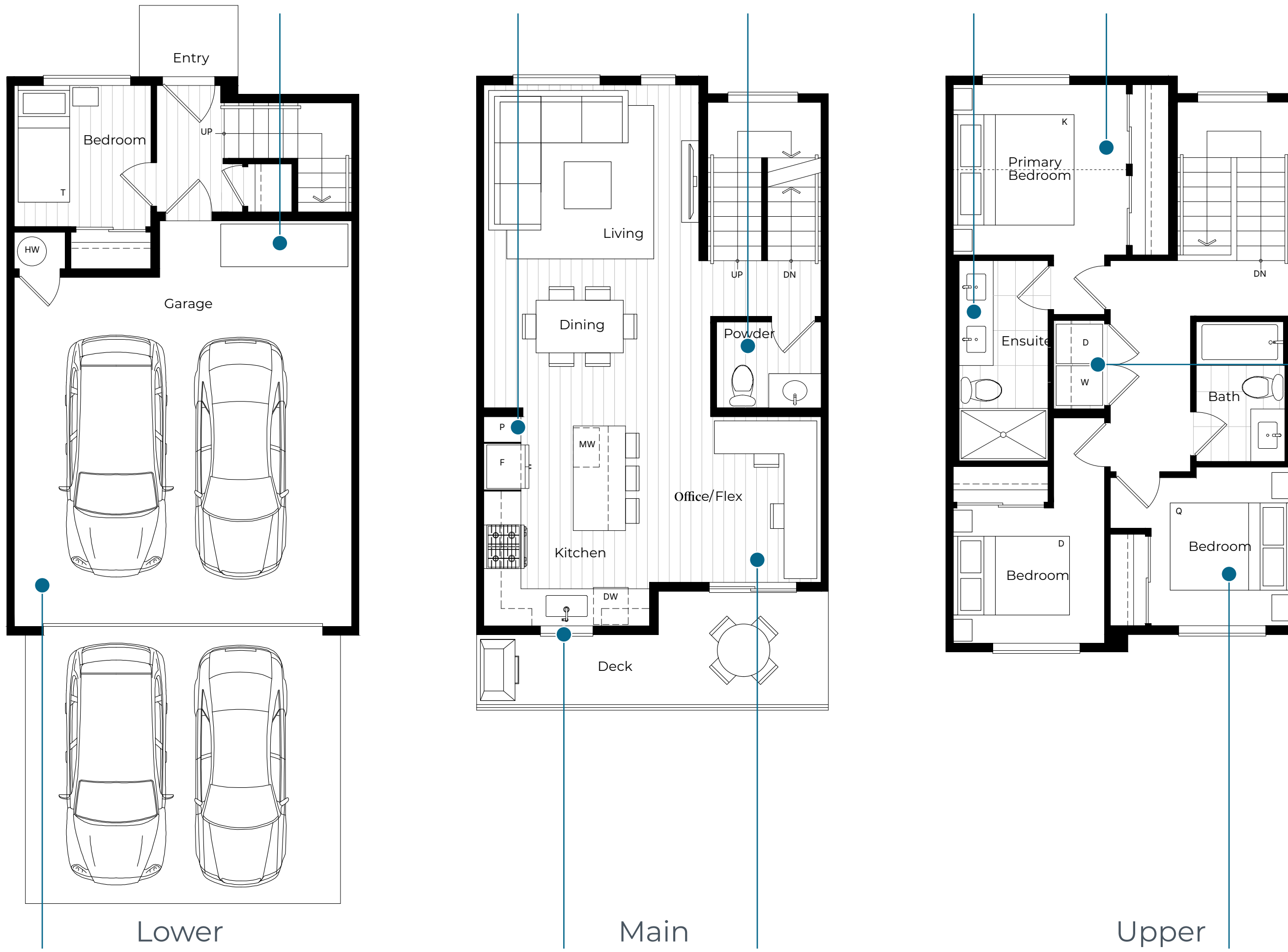
Extra pantry storage

Main-level powder room for easy washroom access

Double vanity in ensuite

Vaulted ceiling in master bedroom

Side-by-side washer and dryer, with overhead storage



Double garage with an attached carport allowing for two additional park spaces

Window above the kitchen sink

Dedicated office/flex space that enhances overall functionality

Secondary bedroom accommodates a queen-sized bed

Best in Class Floorplans

NATURE HAUS

Developer:
Isle of Mann

Type:
4 Bed + Den, 2.5 Bath

Plan: A2

SF: 2,259

Oversized kitchen with kitchen island and seating

Window above the kitchen sink

Main-level powder room for easy washroom access

Closets provide an acoustic buffer between the two bedrooms

Large secondary bedroom which accomodates a king-sized bed

Lower Level
436 Sq Ft

Main Level
912 Sq Ft

Upper Level
912 Sq Ft

Spacious den that functions as an office space

Side-by-side washer and dryer with overhead storage

Double vanity in ensuite

Large, separated bedroom ideal for guest stays or option to convert into a private in-law suite

Space for 8-seat dining

Presale & Rental Forecasts

PRESALE FORECASTS

- Rather than a correction year, 2026 is expected to be a continuation year, with market behaviour and launch activity mirroring 2025, shaped by affordability pressures, limited investor participation, and elevated unsold completed inventory, and turnover units entering the resale market.

- Completions have been concentrated in Surrey, Langley, and Burnaby, keeping near-term competitive pressure elevated in these markets as resale and presale inventory is absorbed.

- In 2026, stronger performance is expected in suburban, end-user-driven markets such as Langley, Coquitlam, South Surrey, and Abbotsford.

- Urban and investor-dependent markets including Vancouver West, Richmond, Surrey, and the downtown core are likely to face continued challenges from elevated unsold inventory and softer demand. Muted activity is expected in Burnaby as limited launch activity coincide with high completions.

- Buyers will remain focused on affordability, favouring wood frame condominiums and townhomes that offer space and value, while concrete developments will need highly competitive pricing to attract demand.

- The path to success in 2026 remains market and product-specific, with limited tolerance for mispricing or speculative launches.

2025 PRESALE MARKET

60
PROJECTS

4,772
RELEASED UNITS

30%
SAME YEAR ABSORPTION RATE

2026 PRESALE FORECASTS

65
PROJECTS

5,000
RELEASED UNITS

35%
SAME YEAR ABSORPTION RATE

Upcoming MLA Project Feature

Muse by West Fraser Developments, Surrey

Presale & Rental Forecasts

RENTAL FORECASTS

Looking ahead to 2026, a steady pipeline of purpose-built rental completions is expected to deliver a sustained influx of new supply. When combined with moderating population growth, these factors are anticipated to place continued downward pressure on rental rates across the region as both supply levels and vacancy rates are anticipated to increase.

While softening is anticipated on a regional level, the magnitude of impact is expected to vary by submarket.

Submarkets most exposed to downward rental pressure:

Surrey
Vancouver East
Vancouver West

Submarkets expected to remain the most resilient:

North Vancouver

- The trend of strata condominium projects converting to purpose-built rental is expected to persist, reflecting ongoing feasibility challenges in the presale market.
- As strata condominiums continue to complete throughout 2026, a similar proportion to 2025 (33.9%) or higher is anticipated to convert to investor-owned rental units.
- Rental incentives are expected to remain a key focal point in 2026, with an anticipated shift towards more creative and attention-driven offerings as leasing competition intensifies.

Upcoming MLA Project Feature

Rhythm by Isle of Mann Property Group, South Surrey

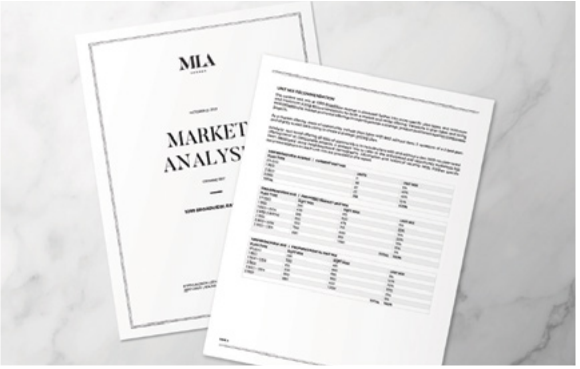
MLA Advisory Services

MLA Advisory's deep intelligence is powered by a dedicated team of advisors and industry-leading professionals with a vast range of expertise and experience in real estate advisory, urban planning, design, sales, leasing, and marketing. We tirelessly analyze market trends and study consumer demand to best position our client's portfolio for success. MLA Advisory's scope of services delivers tremendous value to developers at all stages of the development cycle, from acquisitions to sales and leasing execution, and comprises comprehensive market intelligence, product envisioning and design, including unit mix, floorplan, and amenity programming, and strategic price analysis.

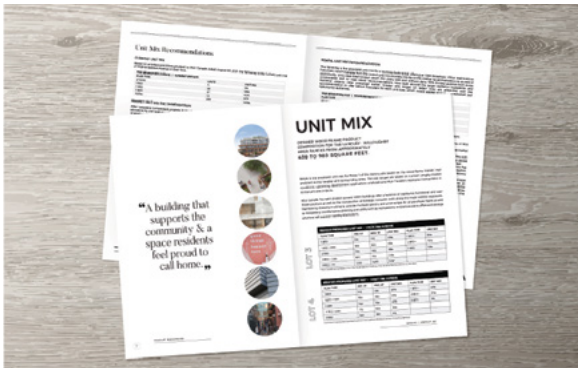
Garde MacDonald
Director of Advisory

Melissa Nestoruk
Product Development Specialist

Tina Wang
Advisory Analyst



DUE DILIGENCE SERVICES



CONCEPT DEVELOPMENT SERVICES

PRODUCT DEVELOPMENT & DESIGN SERVICES

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