

An aerial photograph of Vancouver, British Columbia, Canada, taken at sunset. The city's skyline is visible on the left, with the Vancouver Convention Centre and the Vancouver Harbour Bridge on the right. The water of the harbor is dark, reflecting the orange and purple hues of the sky. A central black rectangular box with a white border contains the title text.

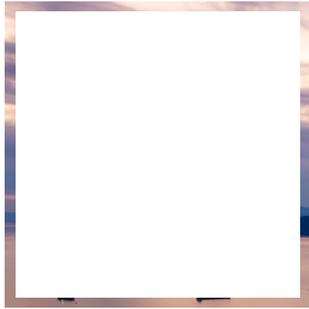
THE
SARETSKY REPORT
JANUARY 2020

SARETSKY
GROUP

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OPENING THOUGHTS

Home buyers are back in Vancouver thanks to a fresh injection of liquidity from the world's central banks, not to mention weakening economic growth and scares of the dreaded Coronavirus which have sent bond yields tumbling. As a result, 5 year fixed mortgage rates have plummeted, now down to about 2.79% at the time of this writing. Don't underestimate just how important an eighty basis point drop in interest rates can be for a highly leveraged housing market.

Residential mortgage credit growth is now growing at 6.72% on a three month annualized basis, that's faster than before the introduction of the mortgage stress test. That should keep policy makers tossing and turning at night.

Make no mistake, stress test or no stress test, there

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are consequences for keeping interest rates so low for so long. Not only have they inflated the cost of housing, but they have also created abnormal behaviour amongst homeowners. With real yields so low, it forces savers and investors into real estate. It appears Canadians are opting to hoard real estate rather than sell it. New listings remain chronically low, not only in Vancouver but on a national level as well. Total inventory for sale inventory across Canada is at the lowest levels since 2007. It seems the prevailing mindset is, why sell the investment condo and go into cash when banks are returning less than 2% on your money. Savers have been decimated for more than a decade and the near thirty year bull market in housing has created a strong emotional bias that the good times will continue.

And so, inventory remains tight, particularly at the entry levels- an area which has been under served during this latest construction boom. Bidding wars have re-emerged, mostly for one bedroom condos that has just 2.8 months of supply for sale.

Recession fears have abated, and a risk on behaviour appears to be coming back in Vancouver. A combination of low inventory, and low rates, could spell trouble for those hunting to get into the market in the coming months. Lets hope the record number of new apartment completions expected this year comes sooner rather than later. This story is far from over and its shaping up to be an eventful year across the housing market.

See you next month,

A stylized, handwritten signature in black ink, appearing to be the name 'Steve'.

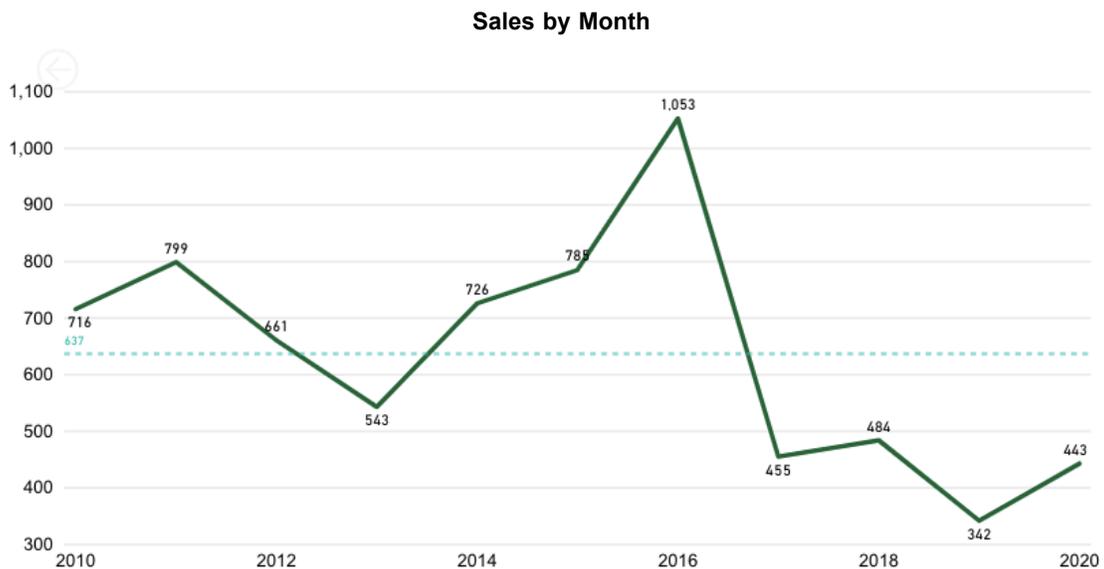
Steve

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DETACHED HOUSING MARKET UPDATE

The Greater Vancouver detached housing market is showing signs of life again, at least at the entry level. Detached sales bounced 30% from last year which makes for a great headline. However, looking at the ten year average, detached sales remain a fraction of what they used to be. Sales were 30% below their ten year



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average for January, which is symptomatic of an affordability problem.

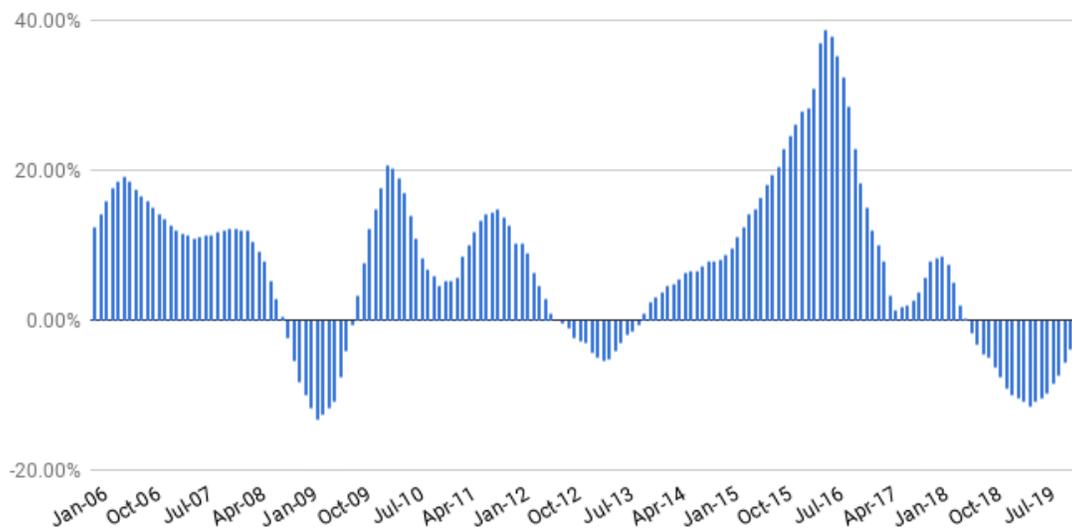
As has been the trend lately, new listings remain incredibly weak, and recorded another decline, falling 28% from January 2019. This continues to suppress overall inventory levels, which continues to trend lower.

However, It is important to clarify that inventory levels vary by price range. There continues to be an abundance of supply in the luxury market, and significantly less supply for entry level - mid range

houses. For example, there is currently a whopping 20 months of supply for detached homes priced above \$2M. On the flip side, there is just 4.8 months of supply for houses priced below \$1.5M. There are several reasons for this, first the foreign bid that exited the market in 2016/2017 never really returned, leaving a void of qualified buyers. Second, even if local buyers wanted to get into more expensive homes, there are so few that actually qualify, especially since the introduction of the B-20 mortgage stress test.

Greater Vancouver Detached Prices Y/Y

Source: REBGV, Steve Saretsky



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Obviously prices follow basic supply and demand fundamentals. With 20 months of supply for sale, we are still seeing luxury prices inch lower. On the flip side, there has been a stabilization and in some cases, minor increases for prices of detached homes in that “affordable” range.

Officially, the MLS benchmark showed a 1.7% decline from last years levels, although as we can see, in rate of change terms, prices are accelerating ever close into positive territory.

Overall it appears the detached housing market is still very segmented and it follows the overall theme for the Vancouver housing market in general. It has switched back to a local end user market, that is highly sensitive to prices. Luxury product remains over supplied, but there is certainly demand for more affordable single family houses.

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CONDO HOUSING MARKET UPDATE

January stats released by the Real Estate Board of Greater Vancouver sparked a flurry of confusion, and various market pundits incorrectly analyzing the data. This is ultimately one of the main reasons why I started this blog several years ago. There's a lot of noise out there, and my job is to cut through that.

About eighteen months ago I was having to convince people that prices were indeed starting to fall. Fast forward to today and I'm now having to convince people that prices are rising once again. However, it's important to understand that each area, and price segment is performing differently. Obviously we could analyze things to death, but I'll spare you and me the headache. Let's take a brief overview of the month that was.

The condo market in Greater Vancouver as a whole, continued to show signs of a recovery in January, with sales increasing and new listings declining. This kept inventory levels in check.

Condo sales jumped 46% year-over-year and were just slightly above their ten year average for the month of January. Overall, demand looks fairly healthy, albeit sales are still well below the boom years.

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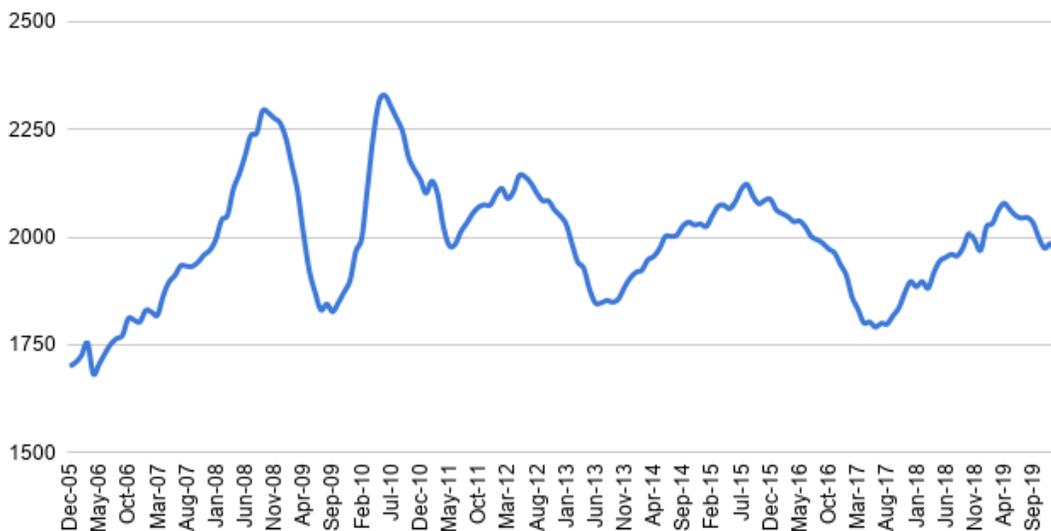
January Condo Sales by Year (Greater Vancouver)



Again the big story here is the persistent weakness in new listings. We can't explain why new listings are so weak, my theory is it has to do with low/ real negative interest rates. There's no liquidity crunch forcing people to sell. And in a financial environment that punishes savers, maybe homeowners have decided it's best to hoard as much real estate as possible.

Greater Vancouver Apartment Listings, 12-Month Average

Source: REBGV, Steve Saretsky



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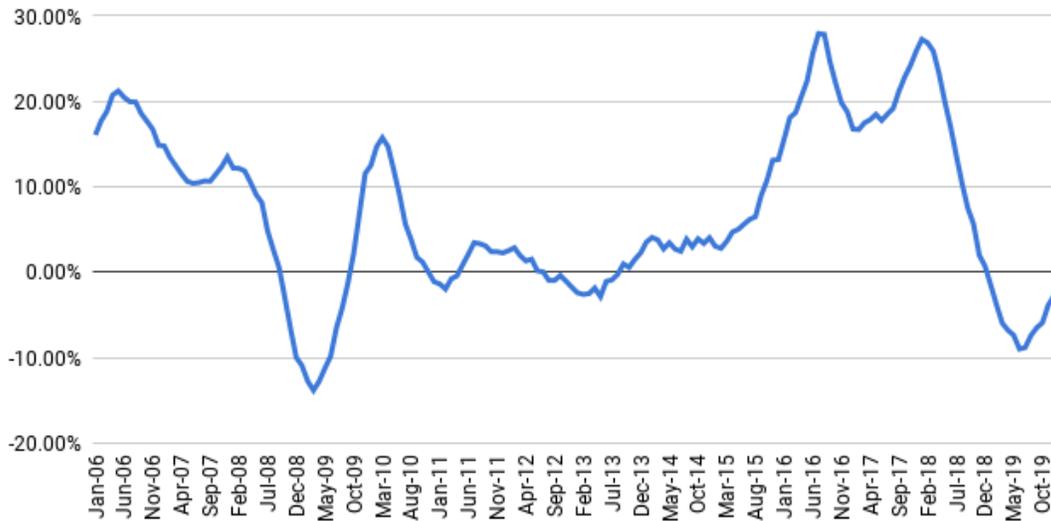
This has kept inventory levels from rising, with 4.2 months of inventory for sale, indicative of a balanced market. Although, anyone actively searching in the market would probably tell you otherwise. At least for one bedroom condos, which only has 2.8 months of supply.

So, as a result we are starting to see prices rise again. This is being reflected in the average price per sqft, which started rising back in July when sales picked up. The average price per sqft for condos is now up 2.1% from last year.

I think where people are getting confused is by looking at the MLS benchmark index which still shows prices were officially down 1% from last January. Remember, the benchmark, as I have mentioned in the past, is a lagging indicator. Further, if you understand how rate of change works, you can see there is a clear acceleration higher after bottoming at -9% in June of last year. At this pace, the benchmark should show higher year-over-year prices by March.

Greater Vancouver Condo Prices Y/Y

Source: REBGV, Steve Saretsky



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SUPPLY BUILDING IN VANCOUVER'S LUXURY CONDO MARKET

I had some of my comments featured recently in a Vancouver Sun article titled, “Vancouver’s Luxury Builders should be nervous“. I’d like to add some further context as sometimes words can be misunderstood. There’s no doubt a trend transpiring across global property markets, a surplus of new luxury homes sitting on the market. A huge reason for this is the pullback from Chinese investment. Recent weakness in the Chinese economy, combined with tighter currency controls, has left property developers across the world, scrambling to fill the void. Vancouver is just one of many cities facing the same difficulties, if you want to call it that.

The housing market has basically switched back to a more local driven market, that has become increasingly price sensitive. This has left some developers with a glut of luxury homes. See case

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New Luxury Development Available in City of Vancouver

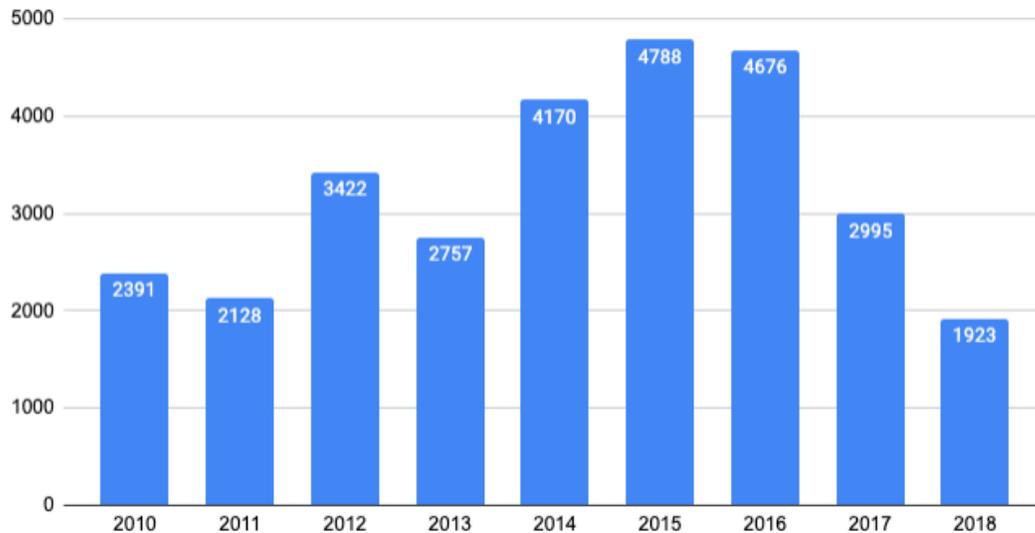
Source: Altus Group, Steve Saretsky

Development Name	Builder	Remaining Inventory	Total Units	Current Price per Sqft	Sales Start Date
Winona	Raichu Development Group	19	38	\$1,464	18-10-20
The Pacific	Grosvenor	71	224	\$2,345	17-11-18
1335 Howe	Onni	49	136	\$1,893	17-05-01
Landmark on Robson (Landmark 1)	Asia Standard International Group Ltd.	64	124	\$2,680	18-02-24
Park House (469 W 59th Avenue)	Vantac Holdings,Quantac	13	43	\$1,564	18-04-28
Park House (470 W 58th Avenue)	Vantac Holdings,Quantac	13	43	\$1,300	18-04-18
Monument	EPTA Properties	13	22	\$1,582	19-06-08
Cambie Gardens (West Tower)	Onni	93	173	\$1,532	18-11-14
Cambie Gardens (East Tower)	Onni	20	124	\$1,678	18-06-12
The Granville	Aoyuan	27	41	\$1,708	18-11-03
Oakridge (x Piero Lissoni Tower 4)	Westbank Projects Corp,QuadReal Property Group	128	319	\$2,526	18-11-24
Arbutus	Origin Properties	14	20	\$1,797	19-08-17
Oakridge (x Cl�mande Tower 7)	Westbank Projects Corp,QuadReal Property Group	81	181	\$2,610	19-09-21

and point above for available inventory in some of Vancouver’s more expensive projects – courtesy of our friends over at Altus Group.

New Home Sales in City of Vancouver

Source: Altus Group, Steve Saretsky



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The pre-sale market has certainly shifted from the boom years of 2015/2016 when capital flight out of China ultimately peaked. As a result, more developers are transitioning to purpose built rental development (currently at record highs) and product that caters more towards affordability, which is still under supplied.

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THE SURREY BUILDING BOOM

The Surrey building boom is in full swing. As mentioned in Daily Hive the other day, there was a record \$2.3B worth of building permits approved by the municipality of Surrey in 2019. That number includes residential, commercial, and industrial building permits.

“The economic confidence in Surrey has reached new heights and breaking the \$2 billion mark in building permits is uncharted territory for our city,” said Surrey mayor Doug McCallum.

Residential permits were actually down slightly from 2018, but still near record highs. However, that won't slow the number of new homes coming to market soon. As of December 2019, there are 5579 housing units under construction in Surrey.

Adding to that, we should expect to see housing starts

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Surrey Housing Units Under Construction

Source: CMHC, Steve Saretsky



remain fairly robust, assuming several large high-rise condo towers get off the ground. There remains quite a few unsold units though, potentially delaying the construction of these projects. There are clear signs of price sensitivity above \$800/sqft.

Source: Altus Group, Steve Saretsky

Development Name ▲	Builder	Sales Start Date	Remaining Inventory	Total Units	Current Price per Sqft
Centra	Everest Group of Companies	19-03-14	106	167	\$800.78
Holland	Townline Group of Companies	19-10-26	205	250	\$765.56
One Central	Aoyuan	18-10-21	110	550	\$836.69
Park George (Tower One)	Concord Pacific	18-10-27	34	339	\$880.65
Park George (Tower Two)	Concord Pacific	19-01-14	171	343	\$884.55
University District (North Tower)	BlueSky Properties	18-10-27	64	322	\$779.24
University District (South Tower)	BlueSky Properties	19-01-19	186	431	\$849.96

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VANCOUVER CONSTRUCTION COSTS ARE THE HIGHEST IN CANADA

Despite the recent volatility in the Vancouver housing market, affordability challenges persist. There are certainly hopes that the record 45,000 units currently under construction in Metro Vancouver should provide some relief in the near future.

However, the reality is, the cost of construction and government taxes remain a barrier, perhaps artificially putting a floor under new home prices in the long run- unless the cost of construction which includes labour, materials, and government taxes decline significantly. Possible, but unlikely.

A new report from Altus Group suggests Vancouver construction hard costs are the highest in the country. Hard costs include expenses directly related

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to the physical construction of a building. As you can see in the chart below, condo construction hard costs start at \$220/sqft for concrete construction.

Construction Costs on a per Sqft Basis in Metro Vancouver

Source: Altus Group

BUILDING TYPE		Vancouver
RESIDENTIAL	CONDOMINIUMS/APARTMENTS	
	Up to 6 Storeys (Hybrid Construction)	220 - 325
	Up to 12 Storeys	230 - 335
	13-39 Storeys	240 - 340
	40-60 Storeys	260 - 350
	60+ Storeys	280 - 355
	Premium for High Quality	up to 220
	WOOD FRAMED RESIDENTIAL (Dimensional Lumber)	
	Row Townhouse with Unfinished Basement	130 - 205
	Single Family Residential with Unfinished Basement	145 - 260
	3 Storey Stacked Townhouse	170 - 235
	Up to 4 Storey Wood Framed Condo	190 - 250
	5 to 6 Storey Wood Framed Condo	210 - 275
	Custom Built Single Family Residential	430 - 1,090

Keep in mind this doesn't include soft costs. Soft costs include items such as architectural fees, legal fees, re-zoning costs, community contributions, Government taxes, financing costs, and more. This can range anywhere from an additional \$100-\$200/ sqft across Metro Vancouver.

In other words, to build a low/mid rise concrete condo in Vancouver, you could be looking at all in building costs of \$500/sqft. Now throw in the cost of land, currently sitting at an average price per square foot of \$230 and you can see how we got here.

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Average Price per Sqft of Residential Land in Metro Vancouver

Source: Altus Group, Steve Saretsky



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FUTURE CASH FLOWS MIGHT BE OPTIMISTIC

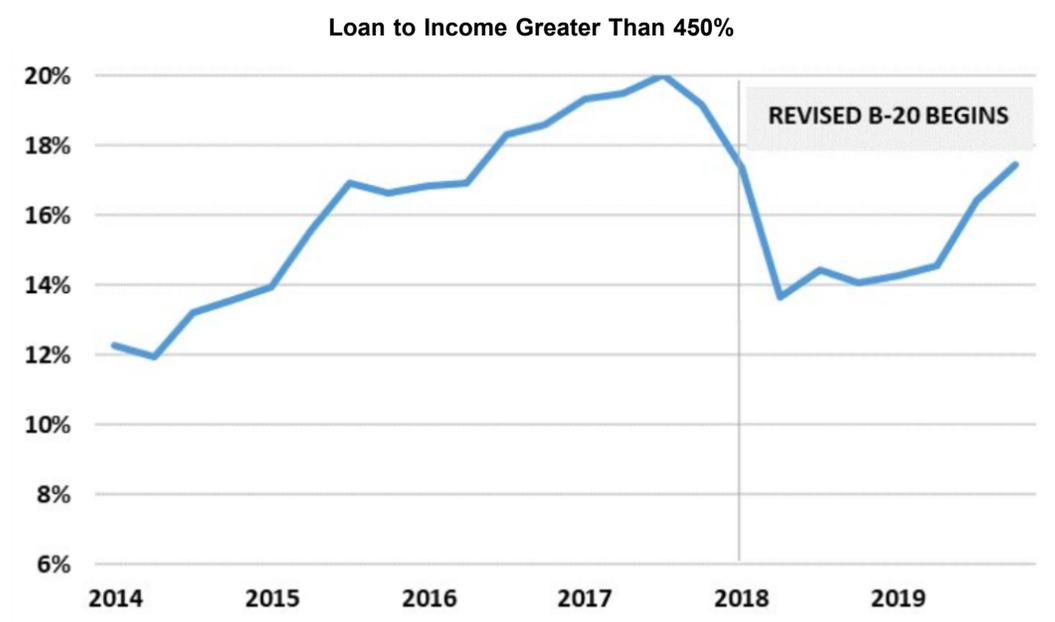
Canadians lust for owning Real Estate continues to prove insatiable. Over the past few months there has been a flurry of media headlines pronouncing the resurgence across large parts of the nation. Nationally, we already know home sales bounced 23% year-over-year in December, and early indications suggest that should continue in January.

The trend in rising sales activity is in large part spurred on from Greater Vancouver, where home sales jumped 47% year-over-year for January, and should officially hit media headlines in the next couple of days. Of course, the large spike in activity should be taken into context. January 2019 was one of the slowest in recent

history, thanks to concerns of a global recession and rising interest rates, which saw five year fixed mortgage rates jump to 3.5%. Fast forward twelve months and mortgage rates have plunged, now down to 2.79% with market participants mostly ignoring the persistent softness in the economy- Canadian GDP is expected to have a zero handle in the fourth quarter of 2019.

Borrowing has resumed in Canada, at least for mortgages. Residential mortgage credit growth on a 3 month annualized pace is growing at 6.72%, significantly faster than prior to the introduction of the B-20 mortgage stress test two years ago. This has our financial regulators,

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OSFI, somewhat concerned. In a recent note, OSFI highlighted the resurgence of highly indebted/ over leveraged borrowers. The proportion of new uninsured mortgage loans that exceed 450% of a borrower’s income rose from 14% to 17.5% in 2019- nearly retesting its highs set prior to the stress test.

Of further interest, the resurgence in the Canadian housing market comes at a time when there is growing concerns of softness in rental market. Industry professionals in Vancouver & Toronto are reporting a noticeable cool down. David Hutniak, chief executive officer of LandlordBC, commented on the

prevailing situation in BC in an interview with the Globe & Mail.

“I was just in a meeting with about 15 folks from our sector who represent the large landlords – from big property managers to medium-size owners – about what is going on in the market. ... These folks represent a significant number of the units in the market, and not just Vancouver, but Richmond, Burnaby and some units in North Vancouver.

“I was hearing that we are seeing a softening of rent and vacancy rates are loosening up. It’s taking longer to actually fill vacant units. The West End

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is probably the most pronounced – the rents are starting to fall. Vacancy rates are increasing in the existing stock and it's taking longer to fill the units. You just have to go along Davie Street to see what's happening there. A year ago when I was asked if the vacant homes tax would have an impact on long-term rental, at that time I said, 'absolutely not.' But in talking to these folks, they are saying it absolutely is happening now."

Meanwhile, in Toronto, as per Ben Rabidoux of Northcove Advisors, condos listed for rent on the MLS hit a new record in Q4, up 30% year-over-year in spite of new completions falling nearly 40% from last year. Completions are expected to ramp up over the next few years, with CMHC suggesting about 50% of new condos ultimately end up in the rental pool.

In other words, future cash flows for landlords may come under pressure, which is currently not being priced in.

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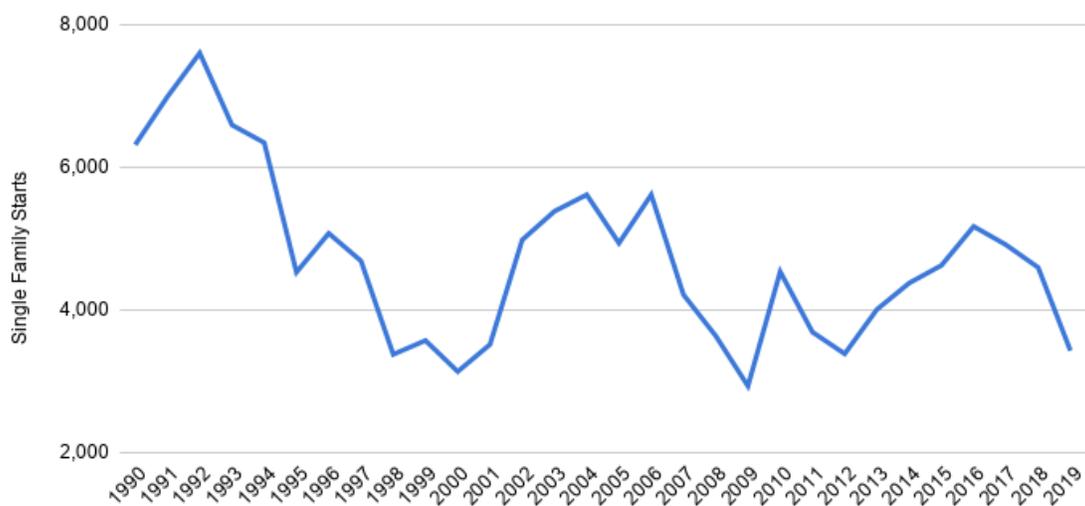


DEATH OF THE SINGLE-FAMILY HOME?

Just a few days ago I wrote a piece noting that Vancouver housing starts hit a record high in 2019. Per CMHC, there was a whopping 28,141 new housing starts across Metro Vancouver, surpassing the previous record set in 2016. In fact, housing starts could've been much higher had it not been for single family housing starts, which fell to a seven year low.

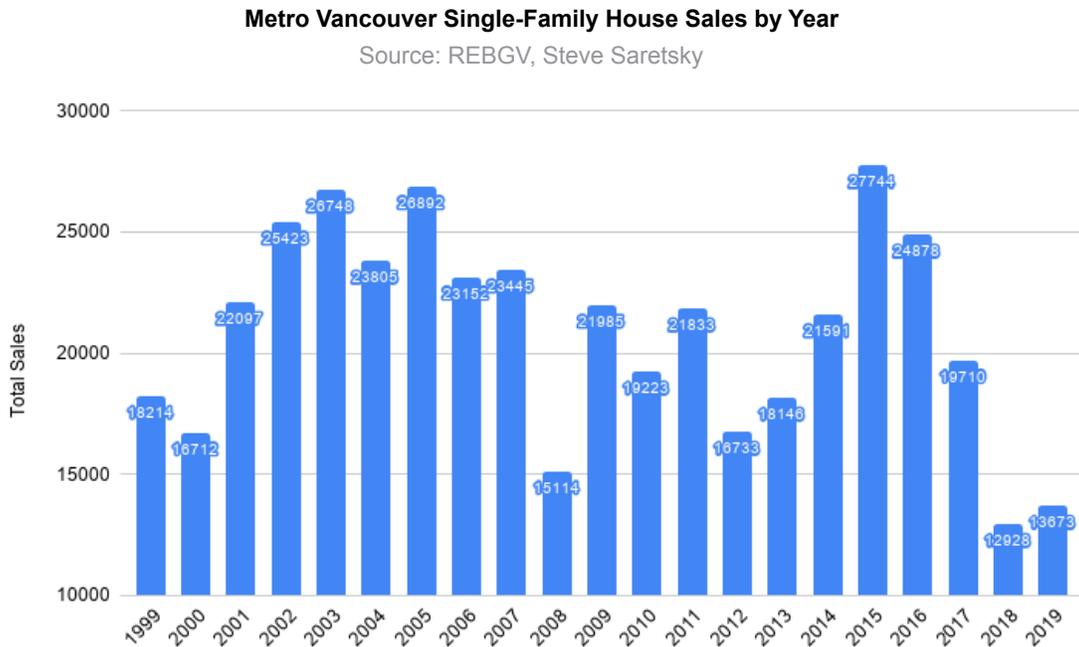
**Death of the Single-Family House?
Single-Family Housing Starts to Fall to Seven-Year Low**

Source: CMHC, Steve Saretsky



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To be honest, I'm surprised they haven't fallen further. The single family market has been hit hard, taking the brunt of the recent market decline. Single family house sales have plunged to multi-decade lows over the past couple of years. Here's a chart of annual house sales across Greater Vancouver & the Fraser Valley.



Are we witnessing the death of the single family house in Metro Vancouver? Despite the decline in house prices, falling as much as 30-40% in some segments, the median house price still sits at \$1,154,500. With affordability remaining stretched, it's hard to envision where the next wave of buyers will come from. Instead, it seems more likely single family housing starts will remain lackluster.

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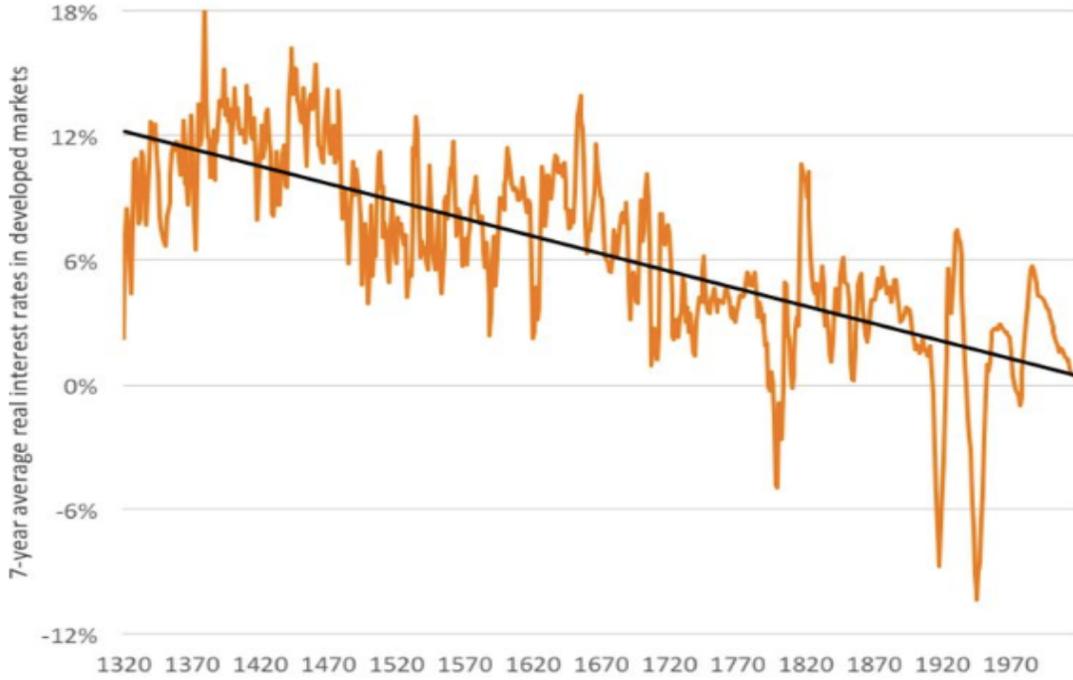
THE ERA OF NEGATIVE INTEREST RATES, IS THIS NORMAL?

What if negative interest rates weren't such an unconscionable idea after all? A new report from Yale professor Paul Schmelzing went back in time and studied real interest rates in developed markets over the past 600 years. His findings, were rather remarkable.

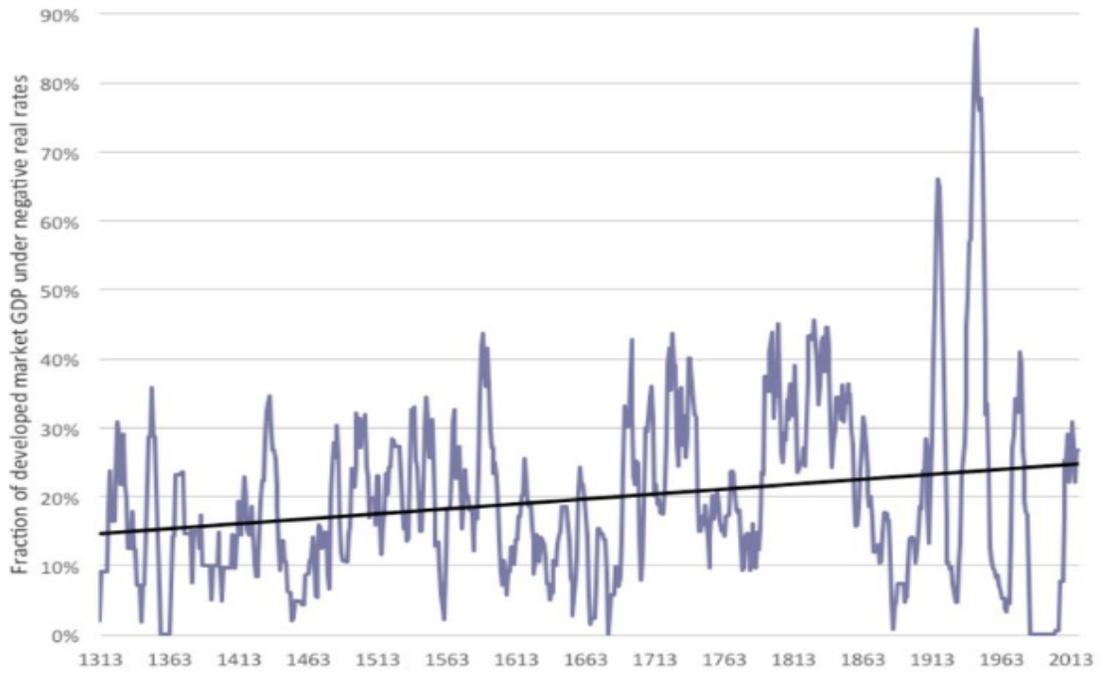
Dating back to the 1300's (don't ask how he got that data), there is a clear historical downtrend, with rates falling about 1% every 60 years to near zero today. The report includes a literature review that reveals that much prior work on long-term interest rate history was slipshod, little more than anecdotal and that the reliable works are often miscited. Schmelzing compiles copious primary and secondary sources. Rather than concentrating on a single European area, he manages to cover 78% of all developed economies across the globe; and rather than looking only at government debt, he includes private debt and

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Source: Paul Schmelzing



Source: Paul Schmelzing



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investment in real assets.

A common assumption is that negative real rates are temporary aberrations. But the chart shows they have always been around. In fact, the only extended period in history without them is 1983–2008. Schmelzing argues, drawing a straight line to data does not prove anything about the future, but it does shift the burden of proof. You often hear claims that the “normal” level of real interest rates is 2% to 3%, but the chart suggests the last time 3% was the normal level was 1866.

This report doesn't tell us what's true so much as challenge what we thought was true. Perhaps we're not doomed after all...

If real negative interest rates are here to stay it certainly poses questions on how policy makers grapple with the side effects. Predominantly the reach for yield which is siphoning more capital into the real estate market while increasing consumer debt loads.

In a recent speech this past week, Bank of Canada Governor, Stephen Poloz, took to the stage in the city of Vancouver. Cautioning, “Should this housing rebound continue, we will be watching for signs of extrapolative expectations returning to certain major housing markets—in other words, froth. The fact is, the fundamental demand for housing appears to be outpacing our ability to build new homes, which can put renewed upward pressure on prices. It can be very unhealthy when the situation becomes speculative because it can lead to a sudden downdraft in house prices later, with wider implications for the economy.

Stronger housing activity also means more household debt, of course, which continues to be Canada's biggest financial system vulnerability. The good news is that with the B-20 guideline working to reduce the riskiest borrowing, we are confident that the stock of household debt is becoming less of a threat over time.”

Real negative interest rates and loads of debt- is this all “normal”?

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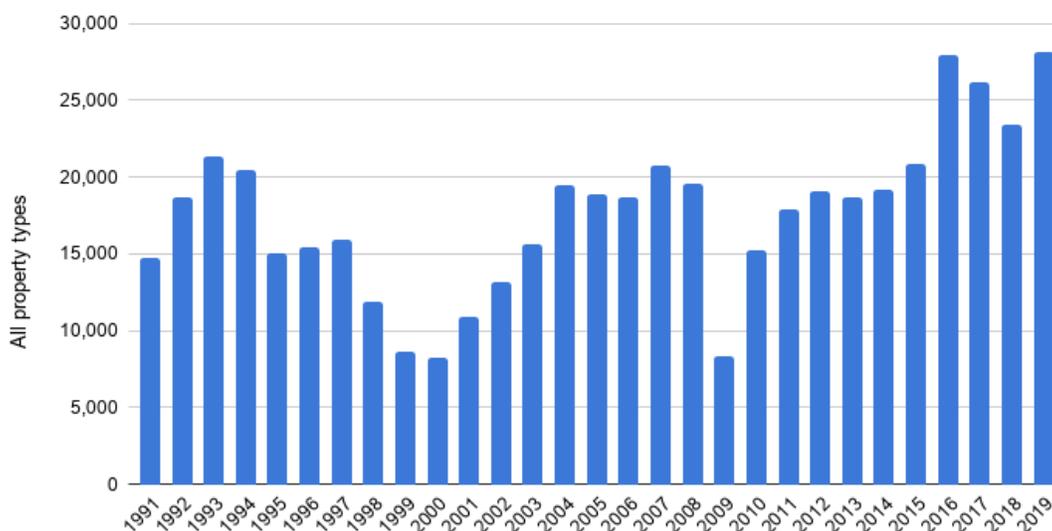
VANCOUVER HOUSING STARTS HIT RECORD HIGH IN 2019

There are a couple of ways to lower home prices, one of them is through flooding the market with supply. That's certainly what they've done in New York. The borough has 7050 unsold, newly built units, according to a report. It would take 74 months — more than 6 years, to clear all of Manhattan's unsold units at the current pace of sales.

The glut is a product of a post-recession construction boom aimed at globe-trotting investors, who now show little interest in collecting lavish Manhattan homes. Unsurprisingly, this has resulted in sellers being forced to slash prices. “The entire year was a struggle,” Olshan Realty President Donna Olshan said. “You had to lower your price by 10% before you can even find a buyer.” It's believed prices will need to fall even further to get the market back on firm footing.

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Supply Cometh to a City Near You Vancouver Annual Housing Starts Hit Record High in 2019



Now let's turn our attention to Vancouver, where new data from CMHC shows annual housing starts just hit a record high in 2019. There were 28,141 new housing starts for the year, surpassing a previous record set back in 2016.

This is certainly encouraging news for those aspiring towards improved housing affordability. The pipeline of new supply, despite recent turbulence in the market, remains fully stocked.

There is evidence developers are getting stuck with new supply after completion. Here we can see the absorption rate for new homes falling down to 75% from a peak of 84% in November 2017. What this means is 25% of new homes remain for sale following the completion of construction.

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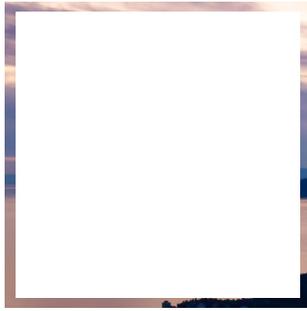
Percentage Absorbed At Completion (12-Month Average)

Source: CMHC, Steve Saretsky



This is certainly not an alarming number, however, if the absorption rate continues to fall it will leave developers with more unsold inventory, likely resulting in forced price reductions. As the old saying goes, supply and demand...

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PRE-SALE LAUNCHES

Development Name	Developers	Product Type	Municipality	Total Units	Project Average Price Per Sq Ft	Units Sold	Units Released
1818 Alberni	Landa Global	High Rise	Vancouver	36	\$2,780	0	36
Bloc	MacLean Homes Ltd	Low Rise	Coquitlam	58	\$591	15	58
Clayton Street	Garcha Properties Ltd.	Townhouse	Surrey	74	\$428	4	20
Fiorella	Polygon Homes	High Rise	Richmond	168			0
Roslyn Ridge (Phase 2)	Morningstar Homes	Single Family	Maple Ridge	27	\$283	4	4
SOCO (Tower One)	Anthem Properties	High Rise	Coquitlam	273	\$871	67	270
SOCO (Tower Two)	Anthem Properties	High Rise	Coquitlam	233	\$865	58	230
Total				869	\$5,818	148	618

1818 Alberni - Sales launched mid January, with no firm sales reported yet. The price point obviously makes this project a tougher sell. The outbreak of the Coronavirus certainly isn't helping offshore investment.

The Bloc - More competitively priced at just under \$600/sqft. Comparable wood frame condo projects in the area have been selling around \$650/sqft.

Clayton Street - Priced on the higher side at a project average of \$428/sqft. As opposed to lowering the price, the developer is offering buyers at Clayton Street a \$7,000 decorating and upgrade allowance as well as a reduced deposit ranging from 5% to 10% depending on how early a contract is signed from the start of the sales program.

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Fiorella - Has officially launched, and advertising from Polygon suggests 50% of units were sold in the opening weekend. Prices average around \$850/sqft which seems very competitively priced compared to similar product launched over the past couple of years near \$1000/sqft.

Roslyn - Phase two has been launched with 4 units selling. The project is averaging \$283/sqft which is actually higher than phase one. Phase one still has more than half their homes still available at an average price per sqft of \$275.

SOCO - Sales have quietly commenced ahead of the public open. There have been 123 sales to date between the two buildings representing approximately 25% of the homes released. Official public launch will be on February 15th.

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SIGNIFICANT LAND & DEVELOPMENT NEWS

LAND NEWS

Richmond - A \$60,000,000 land transaction located at 6851 & 6871 Elmbridge Way (just behind the Olympic Village) closed in the month of January 2020. This is the largest land transaction to occur in Richmond since May 2018.

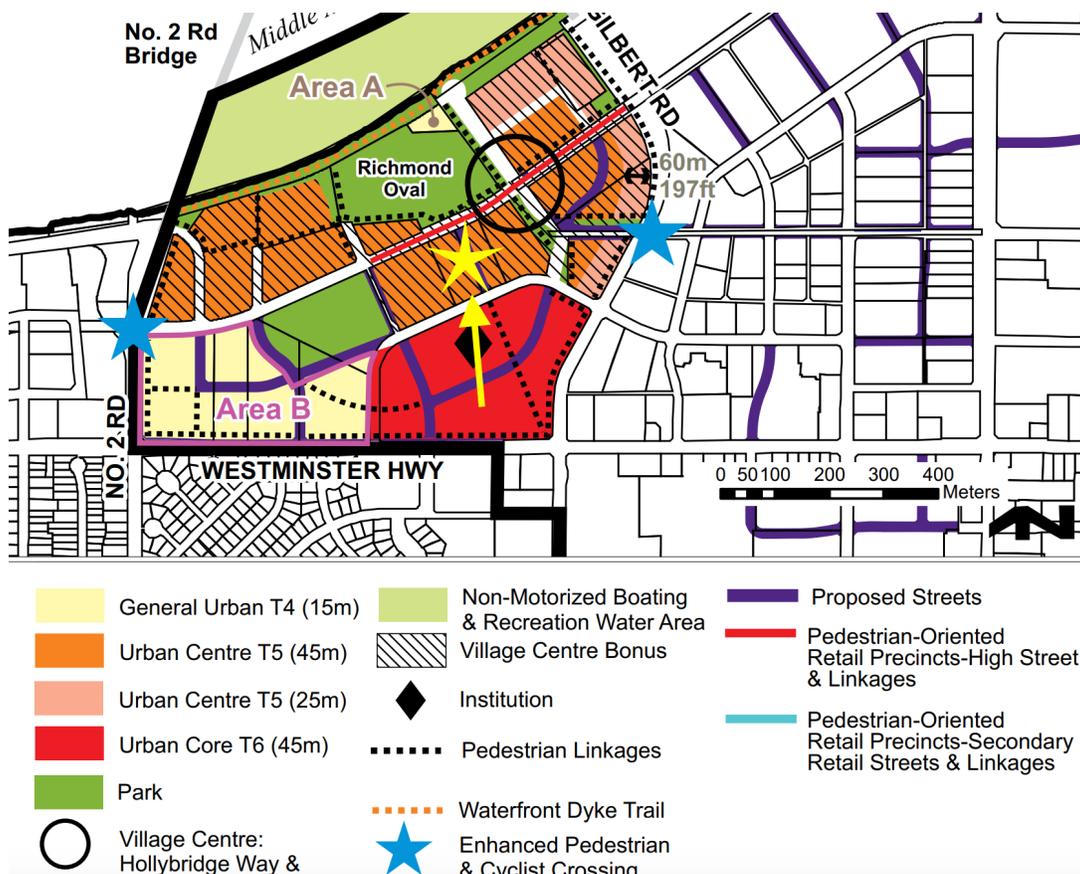
The Purchaser (Land Global Properties Ltd) acquired the site from another developer (Bene Developments Ltd). Bene Developments had purchased the site back in 2014 for \$31,300,000. Over a 6 year period, the land price has nearly doubled.

Bene Developments had filed for a

rezoning application to develop three towers ranging from 13-16 storeys. The application noted that there would be a mix of residential, retail, office and hotel space to be developed on the site. The rezoning application is still “In Circulation” and it will be interesting to see if Landa Global Properties tweaks the application.

With comparable presale numbers in the Richmond Oval Village ranging from \$1100-1200 per square foot, Landa Global Properties appears to be targeting a more luxury product.

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DEVELOPMENT NEWS

Surrey - The proposed skytrain along Fraser Highway in Surrey is moving ahead with its business case being forwarded it to senior levels in government (Provincial and Federal). One developer has taken note of this and has moved forward with a jaw breaking rezoning application. Bucci Investment Corporation has applied

to the City of Surrey to rezone 5 acres located along Fraser Highway and near the proposed skytrain stop at 160th Street. The rezoning application calls for over 1300 homes in addition to both office and retail space with towers ranging from 40 to 57 storeys.

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In the current Fleetwood Neighbourhood Plan, the 5 acres Bucci Investment Corporation owns calls a max density of 2.5 FAR 6 storey and 1.5 FAR 4 storey on portion of the site (see land use map below). The Mayor and Council have promised Translink that they would densify properties located along the proposed skytrain. To achieve the 40 + storeys Bucci Investment Corporation is proposing, the density would need to be close to 6-7 FAR. That is more than double the density that the current Fleetwood Neighbourhood Plan calls for.



Legend

- | | |
|---|---|
|  Mixed Use 2.5 FAR 6 Storey Maximum |  Apartment 2.0 FAR 6 Storey Maximum |
|  Commercial Frontage Required |  Apartment 1.5 FAR 4 Storey Maximum |
|  4 Storey Maximum |  Apartment and Medium Density Townhouses |
|  Residential Frontage Required 4 Storey Maximum |  Medium Density Townhouses |
|  Apartment or Mixed Use 1.5 FAR 4 Storey Maximum |  Low Density Townhouses |

FLEETWOOD TOWN CENTRE LAND USE PLAN STAGE 1
 City of Surrey Planning & Development Department

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This is an ambitious application and will be watched closely to see the feedback that comes back from Council as well as the public. We strongly believe this may lead to land speculation in the market and may inflate land values located along Fraser Highway. Interesting enough, a number of transactions are already occurring with no justification of values but rather a future value based solely on rapid transit. More to come.

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ABOUT STEVE

Steve Saretsky is a Vancouver residential Realtor and author behind one of Vancouver's most popular real estate blogs. Steve is widely considered a thought leader in the industry with regular appearances on BNN, CBC, CKNW, CTV and as a contributor to BC Business Magazine. Steve has advised developers, hedge funds, and fund managers on the Vancouver housing market and is a regular speaker at industry events.

Steve Saretsky provides [real estate services](#) throughout Greater Vancouver. To inquire about listing or buying a property, please email: steve@stevesaretsky.com.



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