

**NATIONAL APARTMENT GROUP  
BRITISH COLUMBIA**

**LOCAL KNOWLEDGE. GLOBALLY CONNECTED.**



# **National Apartment Group British Columbia**

**Purpose-Built Rental Apartment Specialists**

**CBRE**

# CONTENTS

<b>The CBRE Difference</b>	<b>1</b>
<b>Meet The Team</b>	<b>3</b>
<b>Our Expertise</b>	<b>5</b>
<b>Case Studies</b>	<b>7</b>
<b>Recent Transactions</b>	<b>11</b>

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# #1

CBRE Limited is the top-ranked firm for commercial real estate investment activity globally for the eighth consecutive year.

(Real Capital Analytics, 2019).

## THE CBRE DIFFERENCE

**We Are Global:** CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2017 revenue), with more than 460+ offices worldwide.

**We Are Connected:** We are connected locally to a variety of owners and investors, nationally through the Canadian National Apartment Group, and globally through CBRE's extensive client network and Capital Markets team.

**We Are Fully Integrated:** our team includes seasoned Brokers, Financial Analysts and Marketing Experts who are experienced and equipped to handle major multi-family transactions, including purpose-built rental apartment buildings, large-scale rental apartment portfolios, and properties with future redevelopment potential.

# 22%

CBRE Limited's Total market share across all property types on a global basis in 2018, an 800 basis point lead over the nearest competitor.

(Real Capital Analytics, 2019).

**What separates us from our competition is our ability to utilize the vast resources and global marketing reach of CBRE,** the largest commercial real estate brokerage firm in the world. Combined with our team's proven sales experience and commitment to a high-standard of financial underwriting and marketing, we are in an optimal position to carry out our dedicated and first-class client-servicing approach to ensure maximized values for our clients.

# MEET THE TEAM

The National Apartment Group - British Columbia is a dedicated team of 6 commercial real estate professionals with extensive real estate experience and specializations in marketing & design, sales support, financial analysis & underwriting, market research, and administrative support.

## LANCE COULSON

Personal Real Estate Corporation



### Executive Vice President

Lance has over 21 years of experience in commercial real estate and primarily focuses on rental apartment building sales, development sites, and investment properties throughout BC.

## GREG AMBROSE



### Senior Sales Associate

Greg has over 15 years of experience in the real estate industry and focuses on the sale of rental apartment buildings and investment properties throughout Metro Vancouver & Vancouver Island.

## KEVIN MURRAY



### Senior Sales Associate

Kevin has 11+ years of Sales & marketing experience, 5 years of which has been concentrated in commercial real estate, specifically investment properties, development sites & strata sales.

## JUSTIN PANG



### Financial Analyst

Justin specializes in financial analysis, investment underwriting, market research, financial modeling & sales support.

## CHRISTINA MARTINO



### Marketing Coordinator

Christina prepares & coordinates all marketing materials including: brochures, proposals, offering memorandums, video, digital media & email campaigns.

## ALEXA ANTON-OHLMAYER



### Admin & Marketing Assistant

Alexa supports the team with market & data research, database management, social media marketing & assisting with preparing marketing materials

# NATIONAL APARTMENT GROUP BC BY THE NUMBERS:

Since 2015, the National Apartment Group British Columbia, led by Lance Coulson, has held a commanding presence in the Metro Vancouver & Greater Victoria Rental Apartment markets, consistently leading in total transactions and setting new benchmarks for pricing that was thought by the marketplace to be unattainable.

**\$1.02B\***

**Total Sales Value  
2015-2019**

**92**

**Buildings Sold  
2015-2019**

**4,791+**

**Total Suites Sold  
2015-2019**

The National Apartment Group BC is part of the CBRE Limited Canadian National Apartment Group, with senior qualified members located in each of the major markets across Canada. National Apartment Group Canada's exclusive full-service approach has generated over \$16 Billion in sales across Canada since 2000, with hundreds of institutional clients across Canada. Covering all major Canadian markets, the CBRE National Apartment Group is the largest and most successfully integrated multi-family sales team in Canada.

\*SOURCE: REALNET and CBRE (January 1, 2015 - Dec 31, 2019 combined) For Greater Vancouver & Vancouver Island. Includes transactions with co-operating Brokers.  
+ Includes Rental Units and individual mobile home sites

# OUR EXPERTISE WITH NEW PURPOSE-BUILT RENTAL APARTMENT BUILDINGS

With nearly 40 years of combined experience, Lance Coulson and Greg Ambrose make up the CBRE National Apartment Group – British Columbia, one of the leading multi-family investment sales team in Western Canada. Having transacted a broad scope of multi-family dispositions, ranging from low-rise walk-up apartments to institutional grade large-scale multi-family assets, our team's experience in dealing with national/international clients, private apartment owners and many of Canada's prestigious real estate companies is unparalleled.

Extending beyond the traditional low-rise apartments built between the 1960s – 1980s, our team has transacted several newly-constructed purpose-built rental apartment buildings throughout the Lower Mainland & Greater Victoria markets. The recent softening of the condo market combined with growing demand from institutional investors has contributed to more and more developers considering building purpose-built rental buildings as a less risky, but still profitable alternative.

Our team's hands-on experience in brokering multiple newly built rental apartment buildings of varying size and scope has propelled us to the forefront of our market and allowed us to establish ourselves as one of the market leaders in the consultation and disposition of these types of transactions.



## HOW OUR TEAM ADDS VALUE

If you're a developer considering selling a new rental project, have a project currently under construction, or in the planning stages, our team can help. Our extensive experience with these types of transactions from start to finish allows us to consult with developers and provide valuable insight, allowing for better decision making, a smoother sale process, and ultimately a market leading end sale price.

Below are examples of how our team can add value to a developer of a new purpose-built rental apartment building from start to finish.



### SITE SELECTION

Locating suitable sites and providing guidance on market values for land, through a detailed residual land analysis.



### INCOME PROJECTIONS

Our educated projections on potentially achievable rental rates and building operating expenses to derive a future Net Operating Income (NOI).



### DEAL STRUCTURES

Applying our expertise in transacting with different sale structures: forward sales, sale upon completion or sale upon building stabilization (ie. 1-2 years after completion).



### DUE DILIGENCE

Hands-on assistance with the compilation and coordination of required documents through a comprehensive institutional-level due diligence review process.



### PROPERTY FEATURES

Advising on institutional preferred mix of unit types, sizes, interior features and building amenities.



### INITIAL LEASE UP

Relaying our experience with efficient initial lease-ups and property management platform to achieve maximized income.



### MARKET TRENDS

Providing insight on market capitalization rates & required yields, varying by region/location, construction type, market timing, investor type, etc.



### GLOBAL ADVANTAGE

Connecting a developer with our national network of institution clients with capital dedicated to multi-family assets in the Lower Mainland & Greater Victoria.

# THE FUSION APARTMENTS

## 13555 96 AVENUE, SURREY, BC



**SOLD BY  
CBRE**

**Address**  
13555 96 Avenue, Surrey, BC

**Year Built**  
2018

**Number of Units**  
146

**Site Size**  
49,901 SF

**Sale Completion Date**  
Sept 2019

**Sale Price**  
\$56,000,000

**Deal Type**  
Sale upon partial stabilization

**Sales Agent**  
CBRE National Apartment Group - BC

### TRANSACTION DETAILS:

- Brand new 6-storey wood-frame, 146-unit purpose-built rental apartment building located on 96 Avenue just west of King George Blvd.
- This condo-spec luxury apartment building offers an abundance of amenities including: 3 levels of secured underground parking, out-of-suite storage, bicycle storage, fully equipped fitness centre, rooftop terrace, entertainment lounge and a dog-run area.
- The Fusion is situated in the heart of Surrey's thriving City Centre with close access to the King George SkyTrain station, Surrey Memorial Hospital, and Fraser Highway.
- CBRE NAG offered consultation services to the Vendor and provided valuable guidance on potentially achievable sale values in the marketplace, which ultimately resulted in the sale of the building to a large institutional investor.

# THE POINT APARTMENTS

## 5393 201 STREET, LANGLEY, BC



**SOLD BY  
CBRE**

**Address**  
5393 201 Street, Langley, BC

**Year Built**  
2019

**Number of Units**  
98

**Site Size**  
53,205 SF

**Sale Completion Date**  
June 2019

**Sale Price**  
\$39,000,000

**Deal Type**  
Partial Forward Sale

**Sales Agent**  
CBRE National Apartment Group - BC

### TRANSACTION DETAILS:

- Brand new 4-storey wood-frame, 98-suite purpose-built rental apartment building located on 201 Street in the heart of Langley, BC.
- Luxury apartment building consisting of desirable amenities such as advanced security system, secured bike storage, large storage lockers, fully equipped fitness centre, entertainment room and theatre room.
- CBRE NAG assisted with the partial "forward-sale" structure off-market between an institutional buyer & a local developer.
- CBRE NAG provided guidance on potential achievable rents/income & assisted with deriving a sale value & projected cap rate that satisfied both the buyer & seller.

# THE MERIDIAN APARTMENTS

## 5363 201 STREET, LANGLEY, BC

# THE YORKSON GROVE

## 8026 207TH STREET, LANGLEY, BC



**SOLD BY  
CBRE**

**SOLD BY  
CBRE**

**Address**  
5363 201 Street, Langley, BC

**Year Built**  
2017

**Number of Units**  
90

**Site Size**  
47,916 SF

**Sale Completion Date**  
August 2018

**Sale Price**  
\$33,000,000

**Deal Type**  
Sale upon building stabilization

**Sales Agent**  
CBRE National Apartment Group - BC

### TRANSACTION DETAILS:

- Newly-constructed 5-storey wood-frame, 90-Suite purpose-built rental apartment building off 201 Street and 53A Avenue in Langley, BC.
- Abundance of appealing amenities such as secured underground parking, outdoor playground area, bike storage, meeting room, fitness centre, entertainment room and theatre room.
- The Meridian Apartments was completed, fully leased, and had operated for a full year at the time of the sale.
- CBRE NAG sourced the buyer, assisted both parties throughout the due diligence process, and successfully transacted the property from the Developer to one of Canada's largest residential landlords.

**Address**  
8026 207th Street, Langley, BC

**Year Built**  
2015

**Number of Units**  
59

**Site Size**  
37,897 SF

**Sale Completion Date**  
2015

**Sale Price**  
\$17,025,000

**Deal Type**  
Sale upon building stabilization

**Sales Agent**  
CBRE National Apartment Group - BC

### TRANSACTION DETAILS:

- At the time of the sale, Yorkson Grove was a newly-constructed 5-storey wood-frame, 59-suite purpose-built rental apartment building located in the City of Langley.
- The property is comprised of an excellent mix of 1-beds, 2-beds and 2-beds + den.
- Luxury building features include: 9' ceilings, granite counter tops, stainless steel appliances, air conditioning and secured underground parking.
- CBRE NAG introduced this opportunity to an institutional investor who at the time was relatively new to the Langley market, but determined that this asset would be a good addition to their existing portfolio
- The sale of a newly constructed rental building was still a relatively unique concept in the market at the time of sale in 2015.

# FIRST PLACE APARTMENTS

## 201 W 1ST STREET, NORTH VANCOUVER, BC



**SOLD BY  
CBRE**

**Address**  
201 W 1st Street, North Vancouver, BC

**Year Built**  
2012

**Number of Units**  
28 Rental Units &  
2 Commercial Units

**Site Size**  
9,003 SF

**Sale Completion Date**  
September 2015

**Sale Price**  
\$14,100,000

**Deal Type**  
Sale upon building stabilization

**Sales Agent**  
CBRE National Apartment Group - BC

### TRANSACTION DETAILS:

- At the time of the sale, the First Place Apartments was a recently constructed and extremely rare 5-storey purpose-built mixed-use rental building in the heart of Lower Lonsdale.
- This modern mixed-use building consists of condo-quality finishes, dishwasher, in-suite laundry, elevator, secured underground parking, security cameras throughout, expansive windows, large closets and private balconies.
- Due to the trophy location, the building offers both spectacular water and mountain views while being only a short walk away from numerous desirable amenities along Lonsdale Avenue and the Lonsdale Quay.
- The sale of the First Place Apartments marks one of the first successful disposition of a newly-constructed purpose-built rental building in North Vancouver.

# NOTABLE RENTAL APARTMENT SALES

## NEW PURPOSE-BUILD & PORTFOLIOS

**13555 96 AVENUE**  
SURREY, BC



**5393 201ST STREET**  
LANGLEY, BC



**5363 201 STREET**  
LANGLEY, BC



**8026 207TH AVENUE**  
LANGLEY, BC



**201 WEST 1ST STREET**  
NORTH VANCOUVER, BC



**2150 WEST 1ST STREET**  
VANCOUVER, BC

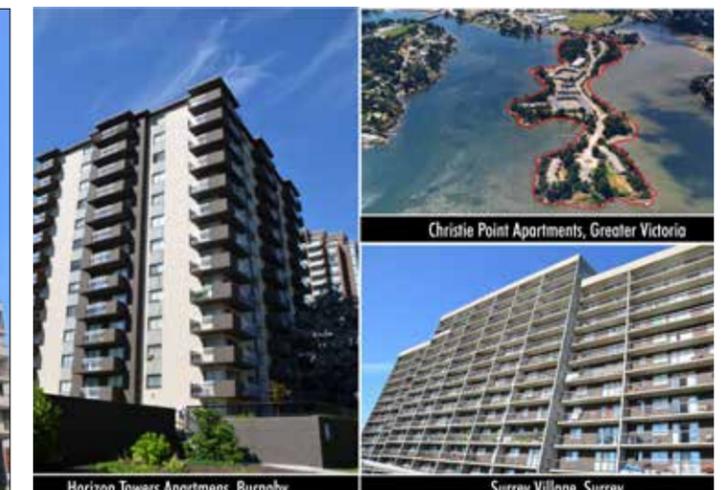


**LOUGHEED VILLAGE APARTMENTS**  
BURNABY, BC  
**SOLD FOR \$160 MILLION**



1 PROPERTY | 4 CONCRETE BUILDINGS  
528 RESIDENTIAL SUITES | 50,000 SF OF COMMERCIAL SPACE

**BOARDWALK PORTFOLIO**  
METRO VANCOUVER & VICTORIA, BC  
**SOLD FOR \$140 MILLION**



13 BUILDINGS | 633 RESIDENTIAL SUITES  
45,617 SF RETAIL/COMMERCIAL PODIUM

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NATIONALAPARTMENTGROUPBC.CA



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