

MARKETBEAT
VANCOUVER
RETAIL Q4 2024

CUSHMAN & WAKEFIELD

MARKET FUNDAMENTALS

	YOY Chg	Outlook
1.6M Vancouver Employment	–	▲
6.0% B.C. Unemployment Rate	▲	▲
6.7% Canada Unemployment Rate	▲	–

Source: Statistics Canada

ECONOMIC INDICATORS

	YOY Chg	Outlook
-0.6% Real GDP Growth	▼	▲
2.5% Consumer Price Index	▼	–
0.0% Retail Sales Growth*	▼	▲

Sources: Statistics Canada, Moody's Analytics
Data Reflects Year-End Figures
**Retail Sales Growth YTD 2023 vs. YTD 2024 as of November of each year.*

ECONOMY: FACES CONSUMER CAUTION AND FISCAL CHALLENGES

This year, B.C.'s economy was modestly outperforming expectations in September 2024, but it is still expected to undershoot the nation as a whole. Elevated mortgage debt levels have prompted consumers to tighten their purse strings, especially on discretionary goods. As such, inflation-adjusted retail spending is tracking its third consecutive year of red ink. Looking ahead to 2025, it is expected that the pace of growth in B.C. will take a decent step forward, allowing the province to regain its status as an above average performer. *Source: TD Canada*

SUPPLY AND DEMAND: OVERALL STABILITY

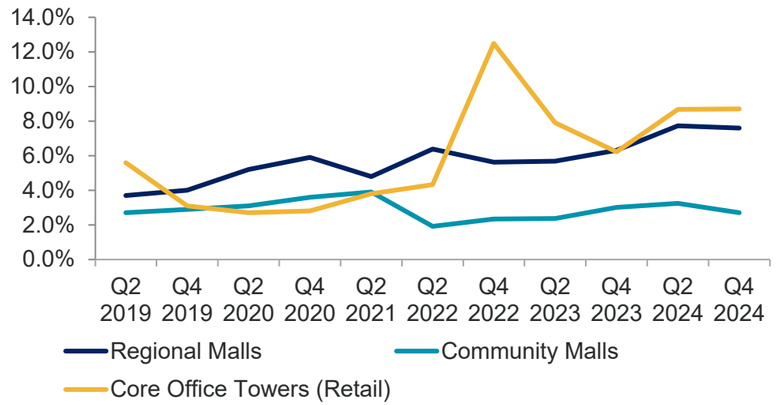
Retail vacancy in the downtown Vancouver core office towers remained stable at 8.7% compared to six months ago; however, it increased by 250 basis points (bps) year-over-year (YOY). Notable leasing activity included Miso Taco leasing 2,562 square feet (sf) at Bentall 6, F45 Training taking 2,095 sf at 1050 West Pender and Roots replacing the previous Peloton retailer at 777 Hornby Street. Overall retail vacancy in Community Malls* decreased to 2.7% this quarter, a drop of 50 bps from 3.2% reported mid-2024 and a 30 bps drop YOY. Regional Malls** reported a slight 10 bps decrease to 7.6% in overall vacancy compared to mid-2024, with a 130 bps increase YOY. Leasing activity in Regional Malls was strong in the second half of 2024, partially driven by the continued rise of experience-based retailers like IPOP at City of Lougheed and Indoor Inflatable Park at Central City. This trend contributed to a positive absorption of 220k sf in the second half of 2024, while year-to-date absorption registered negative 11k sf.

Despite ongoing challenges, retailers remain committed to the value of having a physical retail presence. However, they must adopt more innovative, agile and flexible strategies to stay competitive in today's market - similar to what Hudson Pacific and Warrington PCI are doing at Bentall Centre and 1055 West Georgia Street to attract higher-quality, unique tenants.

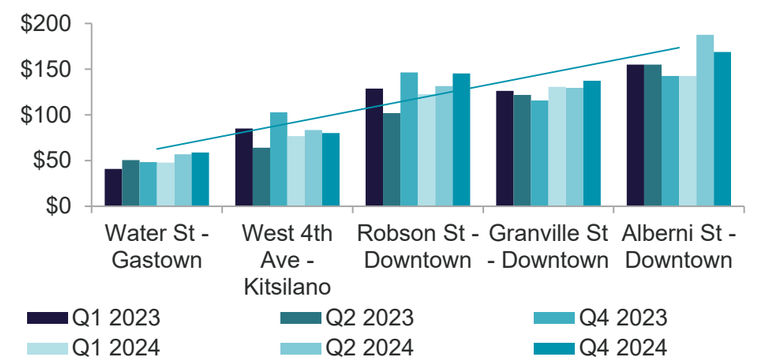
PRICING: REMAINS STABLE WITH SOME FLUCTUATIONS

In the second half of 2024, average asking net rates remained stable for the second consecutive period, with minor fluctuations across all five surveyed retail streetfront areas. With only four availabilities and historically low vacancy, Alberni Street maintained the highest asking rate of $168.75 per square foot (psf). Although this rental rate represents a 10.5% decrease from mid-2024, it is a 16.9% increase YOY. Robson Street followed with an average asking rate of $145.25 psf, up 10.0% since mid-2024. Looking ahead, retail asking rates are expected to be influenced by factors such as economic conditions, U.S. tariffs, consumer behavior, market trends, sector recovery, supply and demand dynamics and the integration of e-commerce with physical stores.

OVERALL VACANCY



ASKING RATES – HIGH STREET RETAIL



**66 locations, 110k sf-375k sf*

***27 locations, 375k sf+*

© 2025 Cushman & Wakefield

VANCOUVER
RETAIL Q4 2024

MARKET STATISTICS

SUBMARKET	INVENTORY (SF)	TOTAL BUILDINGS	DIRECT VACANT (SF)	OVERALL VACANCY RATE	VACANCY CHANGE YOY (%)	H2 2024 ABSORPTION (SF)	YTD OVERALL NET ABSORPTION (SF)
Regional Malls	18,274,287	27	1,394,252	7.6%	25.3%	220,498	- 10,999
Community Malls	12,655,789	66	341,570	2.7%	- 7.3%	19,106	- 11,804
Core Office Towers (Retail)	1,300,649	64	113,152	8.7%	65.9%	-1,460	- 29,124
VANCOUVER TOTALS	**32,230,725**	**157**	**1,848,974**	**5.7%**	**19.3%**	**238,144**	**- 51,927**

KEY LEASE TRANSACTIONS Q4 2024

PROPERTY	SUBMARKET	TENANT	SF	TYPE
Gilmore Place	Burnaby	T&T Supermarket	55,000	Headlease
Central City Shopping Center	Surrey	Galaxy Inflatable Park	41,941	Headlease
High Street Shopping Center	Abbotsford	Urban Behaviour	37,983	Headlease
Bakerview Home Centre	Abbotsford	Ashley Furniture Homestore	31,930	Headlease
The City of Lougheed	Burnaby	IPOP	30,000	Headlease
Station Square	Burnaby	Toys R Us	30,000	Headlease
Angus Corporate Centre	Vancouver	Rothewood Academy Crestwood	28,000	Headlease
Kings Crossing Edmonds	Burnaby	Vitality Fitness	27,665	Headlease
6400 No. 3 Road	Richmond	Royal Bank of Canada	25,014	Renewal*
Tsawwassen Mills	Delta	Fly O Land	20,591	Headlease
Andmar	Chilliwack	Willowbrae Academy	20,406	Headlease
Willowbrook Mall	Langley	Uniqlo	15,000	Headlease
8375 120th Street	Delta	Willowbrae Academy	11,326	Headlease

Renewals not included in leasing statistics

KEY SALES TRANSACTIONS Q4 2024

PROPERTY	SUBMARKET	SELLER / BUYER	SF	PRICE / $ PSF
Willowbrook Park	Langley	2973758 Canada Inc / Shato Holdings Ltd	193,785	$137M / $707
5812 – 5888 Cambie Street	Vancouver	Supreme Court of British Columbia / Northchild Group	18,641	$52.5M / $2,816
1470 West Broadway	Vancouver	Jordans Group Of Companies / Gracorp	27,519	$40.5M / $1470
210 12th Street	New Westminster	Butt Enterprises Ltd. / 210 12th St Holdings Ltd.	10,000	$16M / $1,600
5900 Kingsway	Burnaby	5900 Kingsway Holdings Corp. / 5900 Kingsway Holdings Corp.	14,845	$11M / $741
South Fraser Gate	Abbotsford	First Capital Realty / RMM South Fraser Gate Property Inc.	32,458	Share Sale

KEY PROJECTS UNDER CONSTRUCTION 2024

PROPERTY	SUBMARKET	MAJOR TENANT	SF	OWNER / DEVELOPER
District 128 Business Park	Surrey	TBD	300,000	Alvair Group
Andmar	Chilliwack	Nature's Fare Market, Willowbrae Childcare Academy	100,000	Andmark Development Corporation

SVETLANA LEBEDEVA
Research Manager
Tel: +1 604 608 5963
svetlana.lebedeva@cushwake.com

JOSEPH CASTILLO
Research Analyst
Tel: +1 604 608 5906
joseph.castillo1@cushwake.com

A CUSHMAN & WAKEFIELD RESEARCH PUBLICATION

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of $9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more. For additional information, visit www.cushmanwakefield.com.

©2025 Cushman & Wakefield. All rights reserved. The information contained within this report is gathered from multiple sources believed to be reliable, including reports commissioned by Cushman & Wakefield ("CWK"). This report is for informational purposes only and may contain errors or omissions; the report is presented without any warranty or representations as to its accuracy.

Nothing in this report should be construed as an indicator of the future performance of CWK's securities.
You should not purchase or sell securities—of CWK or any other company—based on the views herein. CWK disclaims all liability for securities purchased or sold based on information herein, and by viewing this report, you waive all claims against CWK as well as against CWK's affiliates, officers, directors, employees, agents, advisers and representatives arising out of the accuracy, completeness, adequacy or your use of the information herein.

© 2025 Cushman & Wakefield