

A Collab Creative Inc. Industry Report

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# **Metro Vancouver's Declining Industrial Real Estate Supply: Impact on 3PL's**

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## SYNOPSIS

Warehousing space in Metro Vancouver is expected to run out by 2020 and businesses need to claim their warehouse space to remain competitive.

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This paper was prepared as a summary of industry opinions and data to understand the current state of industrial real estate availability in the Metro Vancouver area, on behalf of Canadian Alliance Terminals Inc. The specific views expressed are not necessarily those of Collab Creative or Canadian Alliance unless denoted. The data and statistical information contained herein were gathered from reliable source are believed to be correct, however accuracy is not guaranteed.

## EXECUTIVE SUMMARY

As your plane soars over Metro Vancouver, you notice the colourful patches of industrial land, busy with workers sustaining the never-ending ebb and flow of goods moving in and out. The supply chain is alive and thriving.

What you might not notice is what's missing. The industrial land that warehouses depend on is vanishing, threatening their ability to help keep businesses thriving. In fact, Metro Vancouver's industrial space is expected to run out within just a few years.

"There is a critical shortage of industrial land in Vancouver," said CBRE Canada vice chairman Paul Morassutti to BNN Bloomberg. "It was our estimation that they could potentially, literally run out of industrial land by the early 2020s"<sup>1</sup>.

CBRE states that Metro Vancouver's industrial land space declined 160 basis points from 3.9% in 2016 to 2.3% by the end of 2017, the lowest percentage on record, making it the second lowest in North America<sup>2</sup>.

1. Tight space supply will force a fragmented 3PL Industry to consolidate with alliances or mergers.

*Smaller 3PL suppliers who are not able to meet the space demands of their customers will lack the economies of scale to remain competitive without a change in their business model. With consolidation the choices for 3PL users will be reduced.*

2. Existing 3PL companies will be attracted to larger new-build projects to optimize space, control costs and increase capacity.

*Older buildings that are 20-24' foot clear permit operators to rack product 4 pallets high. New buildings will permit racking to 32' clear or higher and increase pallet capacity by 20% or more within the same footprint.*

3. 3PL companies will compete with Global E-commerce companies to secure either land or facilities.

*Only those companies that can afford to compete and have a strong financial covenant will be successful in getting the best land or facilities.*

4. Multiple building 3PL operators will be forced to consolidate operations to improve efficiencies.

*Duplication in supervision, systems and overhead infrastructure costs need to be reduced in favour of a more efficient delivery service model.*

5. Speed to market customer demands for products will determine what needs to be strategically stocked in Metro Vancouver.

*Only goods of relatively high or perceived high value to their customers will remain stocked within the region. Technology will play an increasingly important role in the optimization of space.*

**Given these challenging land constraints, what are the purchasers of 3PL services observing in Metro Vancouver?**

<sup>1</sup> Vancouver May 'literally Run Out Of Industrial Land' By 2020s. Natalie Wong - <https://www.bnnbloomberg.ca/vancouver-may-literally-run-out-of-industrial-space-by-2020s-1.1220059>

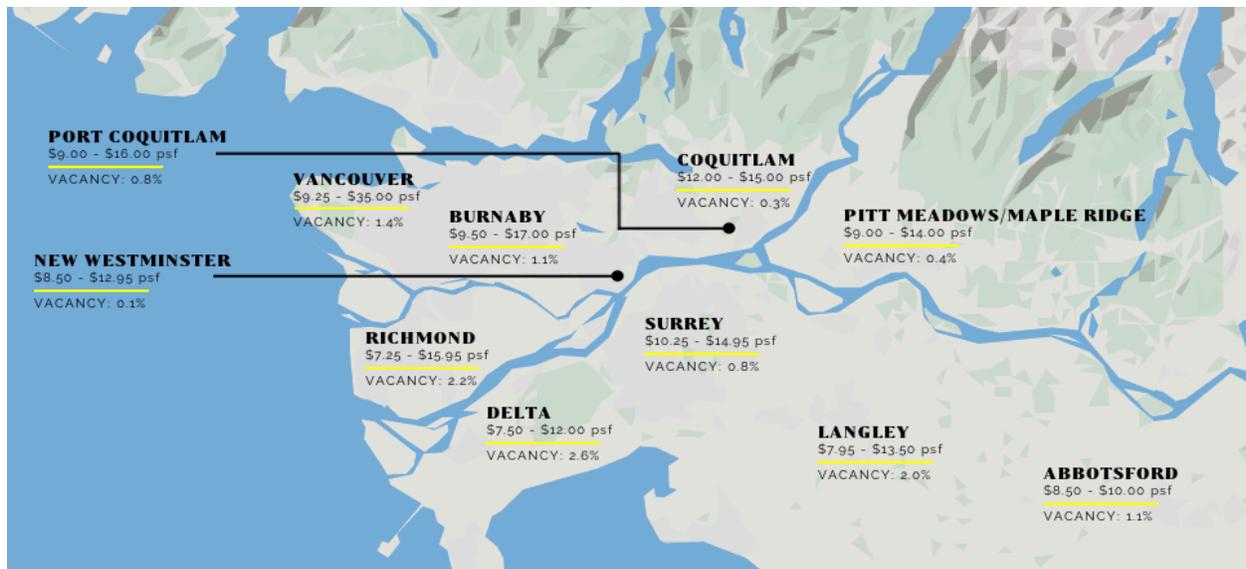
<sup>2</sup> Vancouver's Industrial Availability Rate to Hit Historic Record Low in 2018. (n.d.). Retrieved from <http://www.cbre.ca/EN/mediacentre/Pages/Vancouver-s-Industrial-Availability-Rate-to-Hit-Historic-Record-Low-in-2018.aspx>

## INTRODUCTION

According to a Metro Vancouver report, the area's supply chain faces a high demand for warehousing and logistics services. This demand is driven by the distribution of consumer goods, food/beverage products, building supplies, technology users and film production<sup>3</sup>.

The report also details how expensive industrial real estate prices are. As an example, the average industrial asking net rental rate hit a record of \$10.91 per sq. ft. in early 2018, up 15% from \$9.50 per sq. ft. just 12 months earlier<sup>3</sup>. This can be translated into significant increase per pallet depending on the quality of the facility and availability of contiguous space.

**“There is no supply of industrial land in Metro Vancouver. We are facing a crisis in industrial space in relation to the demand”<sup>4</sup>**



*This tightening supply can be validated by the shift in commercial real estate costs per square foot.*  
 Metro Vancouver Industrial Real Estate Leasing & Vacancy Rates (January 2019) Data Source: Avison Young & CBV Institute

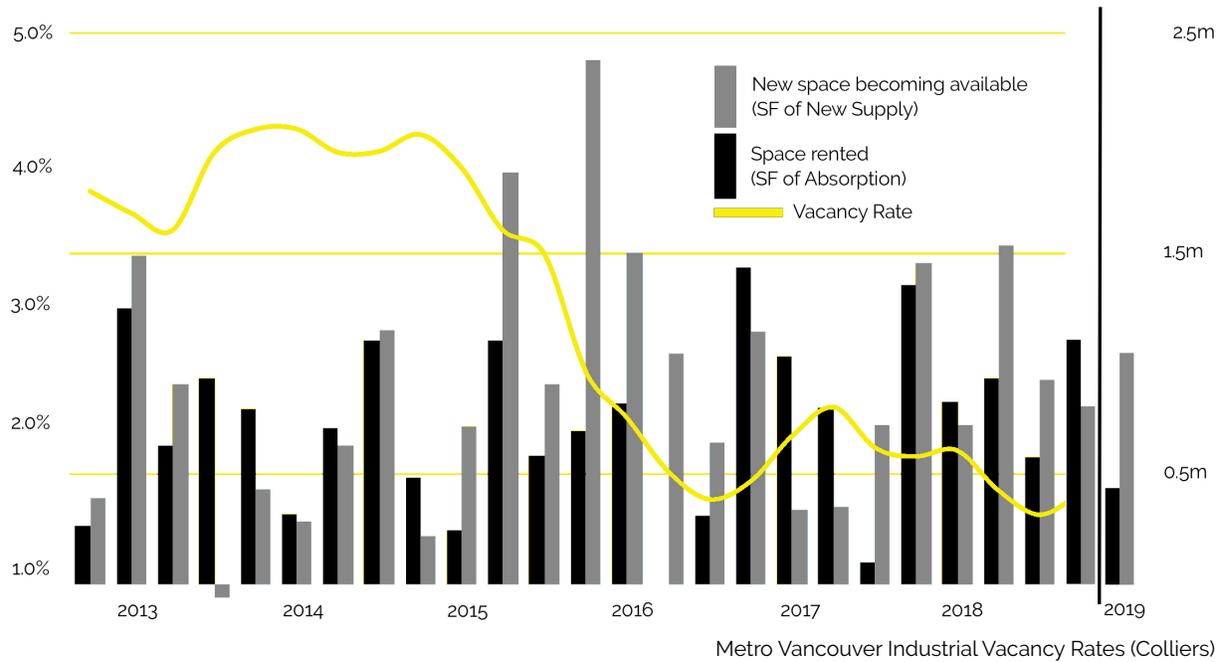
The scarcity of industrial land means businesses of all sizes face a precarious shift in supply chain resources that face mounting cost and logistics obstacles directly related to this. The issue is also a problem for real estate companies that rely on available land. Lee & Associates is a commercial real estate company in Vancouver. One of its industrial agents, Chris McIntyre, said this land shortage is alarming.

“There is no supply of industrial land in Metro Vancouver. We are facing a crisis in industrial space in relation to the demand,” said McIntyre<sup>4</sup>.

<sup>3</sup> White Paper: Stratification of industrial Land in Metro Vancouver [PDF File] <http://www.metrovancouver.org/services/regional-planning/PlanningPublications/StratificationofIndustrialLandinMetroVancouver-Sep2018.pdf>

<sup>4</sup> Metro Vancouver's High-flying Industrial Real Estate Faces Turbulence. Frank O'Brien - <https://www.nsnews.com/metro-vancouver-s-high-flying-industrial-real-estate-faces-turbulence-1.23656430>

Ryan Walmsley, Lee & Associates vice president of research gave his two cents as well. He noted that residential investors have taken good note of the housing market slowing down. As a consequence, "(they) are moving into the industrial sector, increasing demand and sustaining market prices"<sup>5</sup>.

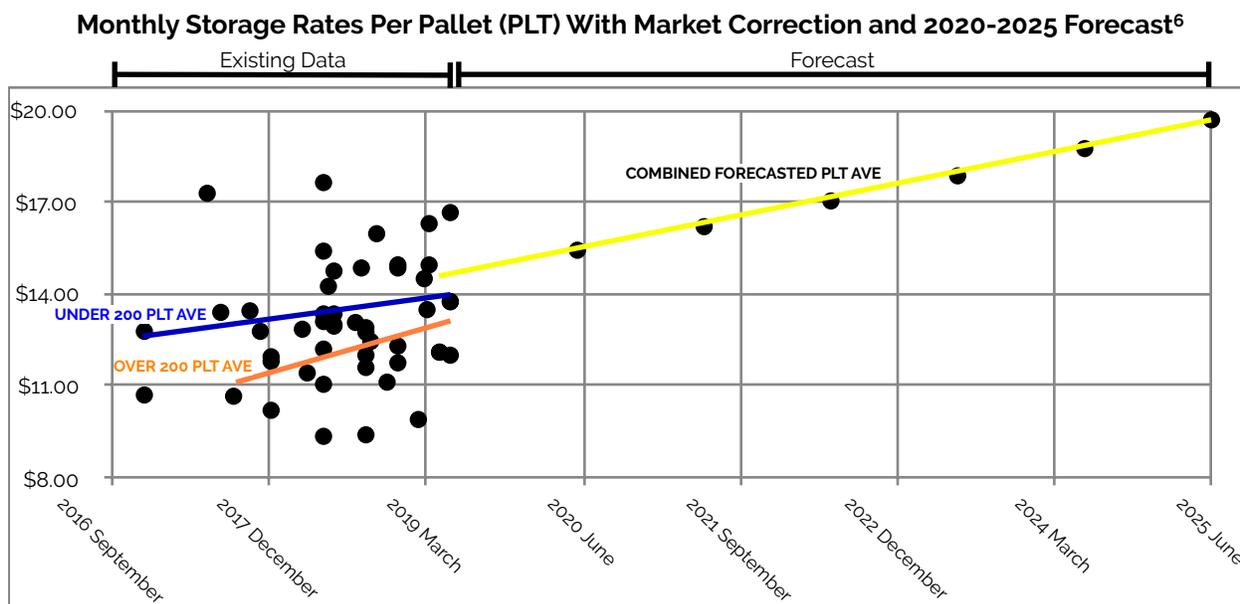


Industrial space is running out and that means the companies and businesses that choose to lock down their logistical space will be the ones to survive. Here's why.

<sup>5</sup> Industrial demand drives land prices sky-high. (2018, November 01). Retrieved from <https://biv.com/article/2018/10/industrial-demand-drives-land-prices-sky-high>

## IMPACT ON PALLET STORAGE RATES

Our findings show a correlation between the increased costs of industrial space and monthly storage rates. The rate of new supply is decreasing while demand is increasing. In a market intelligence review of 50 commercial 3PL storage facility users, their average storage costs per month per pallet were analyzed.<sup>6</sup>



Note: a pallet is defined as a space that occupies an area maximum of 48"W x 48"L x 58"H

While there exists no widely available database to quantify average costs for monthly storage, this data does provide a useful single source snapshot. The data was separated into two categories; those users who had monthly average storage requirements either up to or more than 200 pallets. Sampled users were purchasing services with a 3PL company in either "B" or "C" type buildings in Metro Vancouver.

Internal forecasting reviewed the correlation between the cost per square foot of leased space and storage costs and found that "with leasing rates increasing within a rate of 15% to 40%, it should not be unreasonable to see storage rates increase an average of 25% to a \$16.00 average."<sup>6</sup>

**UNDER 200 PALLETS:** The range of monthly storage costs for customers storing on average less than 200 pallets was as low as \$10.75 and as high as \$16.09 with an average of \$13.42 in 2019. Forecasting suggests that in 2020-2021 this average will increase to \$16.78 per pallet per month.

**OVER 200 PALLETS:** The range of monthly storage costs for customers storing on average over 200 pallets was as low as \$10.05 and as high as \$14.63 with an average of \$12.34 in 2019. Forecasting suggests that in 2020-2021 this average will increase to \$15.43 per pallet per month.

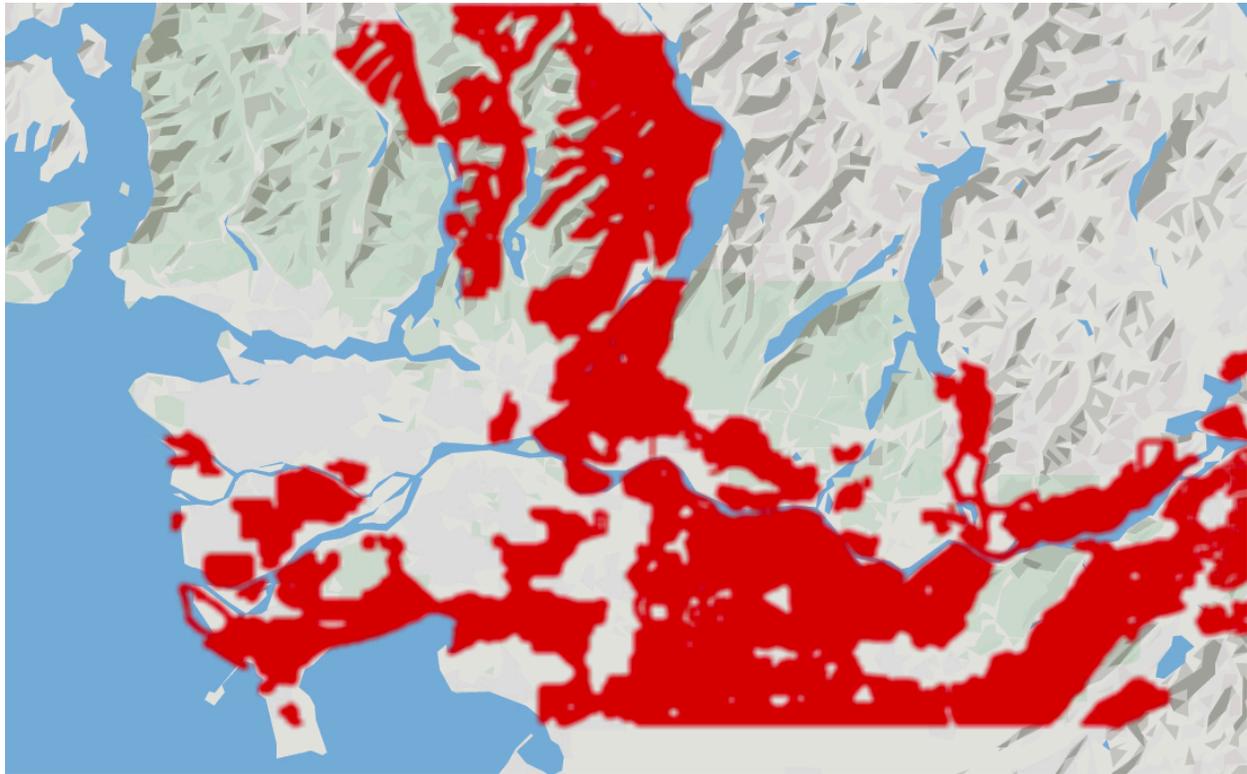
<sup>6</sup> Customer Pallet Storage Rate Analysis - Canadian Alliance Terminals Inc. (May 2019)

## GEOGRAPHIC CONSTRAINTS TO GROWTH

Vancouver and the Lower Mainland's geography isn't optimized to accommodate the industrial land shortage. Our rivers, lakes and mountains create significant impediments to industrial expansion<sup>7</sup>.

But drive down the highways leading to the suburbs and you'll see plenty of land that's reserved for agriculture. This land belongs to BC's Agricultural Land Reserve that consists of 4.6 million hectares<sup>8</sup>.

**The ALR maintains rural character, safeguards the local food capacity, limits urban water runoff, protects wildlife and more.**



Restricted Land in the Lower Mainland – Agricultural Land Reserve Protected Region

Created in 2018, the Agricultural Land Commission (ALC) advocates against the use of farmland as industrial space. Its voting members include representatives of Metro Vancouver's municipal councils<sup>9</sup>.

<sup>7</sup> Thanks To E-commerce, Vancouver Is the World's Hottest Warehouse Market. Natalie Pearson - <https://www.thestar.com/business/2018/08/17/thanks-to-e-commerce-vancouver-is-the-worlds-hottest-warehouse-market.html>

<sup>8</sup> Shortage Of Industrial Real Estate Is Pushing Companies Out Of Vancouver. Naomi Powell - <https://business.financialpost.com/real-estate/property-post/shortage-of-industrial-real-estate-is-pushing-companies-out-of-vancouver>

<sup>9</sup> Supply Squeeze Driving Metro's Hot Industrial Land Market. Peter Mitham - <https://biv.com/article/2018/08/supply-squeeze-driving-metros-hot-industrial-land-market>

The Agricultural Land Reserve (ALR) came into effect between 1974 and 1976 and protects this land for the production of food, limiting access for industrial use<sup>10</sup>. Last year the ALC denied Abbotsford the exclusion of 497 acres from the ALR. In 2018, former Maple Ridge Councilor Tyler Shymkiw, said the ALC is not interested in Metro Vancouver's industrial land shortage.

"Everything we've seen from the ALC, including the recent Abbotsford decision, just shows that they're really not open to anything," said Shymkiw<sup>4</sup>.

According to the ALC's chair, Jennifer Dyson, agriculture must always come first.

"The big things we're hearing throughout the province is that (the changes) need to be something good for agriculture ... There's growing pressure on agricultural land, and we must support farm and ranch businesses," said Dyson in Pique, a newsmagazine<sup>11</sup>.

"Everything that happens on the land should be ancillary to agriculture ... If the brewery is the business and you've only got an acre of barley, tell me what's good for agriculture?"

Kyle Dodman is a Frontline Real Estate Services commercial broker who specializes in industrial sales and leasing in the Fraser Valley. He says the ALC's rejection of Abbotsford's request means companies will "...have to get creative"<sup>12</sup>.

"There's a common misconception that Abbotsford has these large parcels of available land when there's really only a handful left," Dodman explained to the Vancouver Sun. "It would have been nice to see the application (to the ALC) go through"<sup>7</sup>.

This land can represent various community benefits. For example, maintaining rural character, safeguarding the local food capacity, limiting urban water runoff, protecting wildlife and more.

The province could convert some of this land for industrial use, but this idea has been resisted by successive provincial governments. "That would be the big provincial tool that's available, but I haven't heard much rumbling about that as an option," said Tom Davidoff, a UBC real estate economist<sup>15</sup>.

The industrial land shortage is not simply a matter of investors negotiating with the ALC. Take TransLink for example. For decades, TransLink has worked to provide support for the movement of goods in Metro Vancouver. As part of this, it created its Regional Goods Movement Strategy (RGMS) which was approved in 2017<sup>13</sup>.

This strategy is designed to improve the movement of goods throughout Metro Vancouver from industrial land which can be far away from connected supply chain operations. This could assist warehouses with a shortage of space by getting their product from point A to B faster. It would also give TransLink an opportunity for added earning potential.

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<sup>10</sup> Industrial Land Shortage Threatens Port Metro Vancouver. Leo Quigley - [https://www.joc.com/port-news/international-ports/port-metro-vancouver/industrial-land-shortage-threatens-port-metro-vancouver\\_20160417.html](https://www.joc.com/port-news/international-ports/port-metro-vancouver/industrial-land-shortage-threatens-port-metro-vancouver_20160417.html)

<sup>11</sup> Pemberton Farmers Look To Province For Stricter Rules and Regulations on Farmland. Joel Barde - <https://www.piquenewsmagazine.com/whistler/pemberton-farmers-look-to-province-for-stricter-rules-and-regulations-on-farmland>

<sup>12</sup> Industrial Land Shortage Looms As Abbotsford's Farmland Exclusion Request Denied. Gerry Kahrmann - <https://vancouversun.com/business/commercial-real-estate/industrial-land-shortage-looms-as-abbotsfords-farmland-exclusion-request-denied>

<sup>13</sup> Bulletin. <https://www.bctrucking.com/bulletin/2017/07/31/translink-regional-goods-movement-strategy-now-public>

"(The RGMS) draws together actions for governments and agencies at all levels, the private sector, and other organizations. It also represents a major step forward for TransLink to fulfill its mandate of providing a regional transportation system that moves both people and goods," says TransLink<sup>14</sup>.

Bluntly, CBRE's Senior VP Chris MacCauley thinks Vancouver's lack of industrial land due to geographical constraints is forcing businesses to other provinces in order to survive.

"You can still go an hour outside Toronto and find options, whereas here, because of the geographical constraints, once you hit 45 minutes outside the city, that's it, you might as well go to Calgary," said MacCauley<sup>15</sup>.

"We are at a critical stage and we need to find industrial areas for these companies. It used to be that when companies couldn't find space in Vancouver, they moved to the Valley. But now the Valley doesn't have much inventory left either."<sup>16</sup>

## INCREASING ECONOMIC NEEDS

The long-term consequences of Metro Vancouver's industrial land shortage are significant. In short, they could mean the derailment of BC's economy. Businesses that can lock down their physical logistics to move their products along the supply chain will likely fare better.

According to the BC Chamber of Commerce,

"...without an economic land use strategy for the future, the province will be at risk of losing critical gateways to global markets and land parcels in viable locations needed for industry growth"<sup>16</sup>.

A 2015 Site Economics Ltd. study states that, "The total direct and indirect economic impact of every 100 acres of logistics development is equal to approximately \$1.9 billion of economic value"<sup>17</sup>.

One can only imagine how devastating the loss of this land could be to the economy and businesses trying to survive. According to the study, a shortage of industrial land "reduces the wide range of needed services if the gateway is to grow and evolve"<sup>18</sup>. Today, much of the economy operates online and when it comes to e-commerce orders, Canadians want more. Purchasing behaviour differs between provinces, but BC has the highest online share out of all of them<sup>18</sup>.

During the course of one year, 49,667 new products were launched in Canada. This means Canadians have more choices when browsing products online, increasing competition between pre-existing brands and companies<sup>19</sup>.

**The industrial land shortage is prompting business owners to prioritize warehouse space and services decisions.**

<sup>14</sup> Goods Movement Initiatives, (n.d.) Retrieved from <https://www.translink.ca/Plans-and-Projects/Roads-Bridges-and-Goods-Movement-Projects/Goods-Movement-Initiatives.aspx>

<sup>15</sup> Metro Vancouver Industrial Availability Rates Plummet: Report. Kevin Hinton-Ryan Mckenzie - <https://www.bcbusiness.ca/Metro-Vancouver-industrial-availability-rates-plummet-report>

<sup>16</sup> Protection Of Industrial Lands For Future Prosperity. <http://www.bcchamber.org/policies/protection-industrial-lands-future-prosperity>

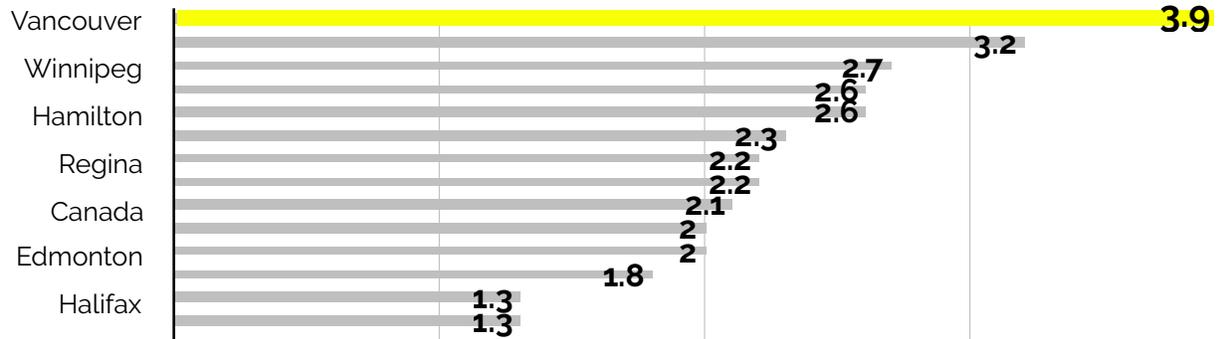
<sup>17</sup> Moving the Economy: A Regional Goods Movement Strategy for Metro Vancouver. (n.d.). Retrieved from [https://www.translink.ca/-/media/Documents/plans\\_and\\_projects/roads\\_bridges/2016\\_06\\_rgms\\_draft\\_strategy\\_for\\_consultation.pdf](https://www.translink.ca/-/media/Documents/plans_and_projects/roads_bridges/2016_06_rgms_draft_strategy_for_consultation.pdf)

<sup>18</sup> Purchasing Behaviour Characteristics Across Canada. <https://www.nielsen.com/ca/en/insights/news/2018/purchasing-behaviour-characteristics-across-canada.html>

This demand for online items can also be known as digital disruption, which refers to the increased expectations that consumers have when a new digital service, such as e-commerce, is offered to them. It creates a window of opportunity for businesses that are ready to reach a wider audience, build more loyalty, increase their ROI and more<sup>19</sup>.

The industrial land shortage is prompting business owners to prioritize warehouse space and service decisions. With mounting evidence of an industrial space crisis, contracting warehouse space at current price levels is top of mind.

Real GDP Growth by CMA: 2013-2017 (The Conference Board of Canada)



### UNIQUE CONSTRUCTION SOLUTIONS

Multistorey warehouses have been suggested as a solution for logistics companies that can't access additional land. They allow for more storage space, but can entail prohibitive architectural and engineering costs.



Prologis Georgetown Crossroads warehouse by Prologis

Source: <https://www.prologis.com/industrial-logistics-warehouse-space/united-states/seattle/prologis-georgetown-crossroads>

The Asian market is home to several of these multistorey warehouses. For example, a large company called Goodman built a three-story warehouse in Shanghai's Qingpu district for

<sup>19</sup> Digital Disruption: E-commerce changing the urban-industrial landscape, [http://www.cbre.ca/AssetLibrary/Canada\\_ViewPoint\\_Digital\\_Disruption\\_E\\_Commerce\\_Changing\\_the\\_Urban\\_Industrial\\_Landscape\\_April\\_2016.pdf](http://www.cbre.ca/AssetLibrary/Canada_ViewPoint_Digital_Disruption_E_Commerce_Changing_the_Urban_Industrial_Landscape_April_2016.pdf)

\$112.6 million<sup>20</sup>. The Shanghai building runs smoothly and serves the e-commerce sector (22).

According to Bisnow real estate news, multistorey warehouses are ideal for building in Asia and Europe.

“Not all multistorey warehouses are alike. Shorter trucks that are common in Europe and Asia are conducive with tighter ramps found in those regions’ multistorey warehouses. Developers are likely to run into challenges when dealing with 53-foot semi-trucks often used for shipping in the United States”<sup>21</sup>.

**Vancouver is beginning to follow this trend as well.** According to the IntraUrban Evolution project, the answer is stacked industrial. Artistic renderings have already been released for the proposed development in the False Creek Flats. It will be a four-storey, 104,000-sq-ft building featuring customizable warehouse space ranging from 1,000 to 29,000-sq-ft.<sup>22</sup>



IntraUrban Development Rendering, False Creek Flats, Vancouver

It's beneficial to study examples in Asia and Europe, using them to make adjustments and adapt warehouses to challenges we may face. This push for new technology means we'll learn how to find creative solutions when it comes to municipal bylaws that can discourage multilevel solutions. As an example, in 2008 the City of Richmond introduced its "green roof bylaw", according to a Metro Vancouver report<sup>23</sup>.

The Green Roof Bylaw requires that all new industrial buildings greater than 20,000 sq. ft. install a vegetated roof on 80% of the roof area or, as an alternative, the developer must include a suite of upgrades to stormwater management, and landscaping intensification<sup>24</sup>.

A direct result of this bylaw has been a sharp drop in new industrial buildings being developed<sup>24</sup>. While multistorey can be a cost-effective solution to warehouses that see a

<sup>20</sup> Goodman. 2016. Shanghai. <http://2016ar.goodman.com/industrial-evolution/shanghai/#content>

<sup>21</sup> Metro Vancouver. 2013. Multistory Warehouses Come With High Cost, Operational Burdens Cameron Spence - <https://www.bisnow.com/national/news/industrial/multistory-warehouses-come-with-towering-costs-logistical-hurdles-96129>

<sup>22</sup> Plana, V. (2019, April 17). Design revealed for first stacked industrial development in False Creek. Retrieved from <https://dailyhive.com/vancouver/intraurban-evolution-stacked-development-false-creek-2019>

<sup>23</sup> Higher Density Multi-Level Industrial Building Feasibility Study [PDF File] <http://www.metrovancouver.org/services/regional-planning/PlanningPublications/MultiLevelIndustrialBuildingFeasibilityStudyforMetroVancouverMarch2013.pdf>

<sup>24</sup> City of Richmond: Green Roofs and Other Options [PDF File] [https://www.richmond.ca/\\_shared/assets/Bylaw\\_838521490.pdf](https://www.richmond.ca/_shared/assets/Bylaw_838521490.pdf)

need for additional space, they may require additional workers, parking spots and other amenities, according to Metro Vancouver.

When considering solutions that improved space and labour efficiency, it's important to consider the costs and risks of more sophisticated space and cost-savings. Doing so can help industry professionals determine which solution is the best.

## CONSTRUCTION OBSTACLES

Construction costs have skyrocketed in Vancouver, adding to the already burgeoning costs of industrial land. Cushman & Wakefield estimated a 40% increase in industrial construction costs over the last two years<sup>25</sup>.

According to Turner & Townsend's 2019 Canadian Market Intelligence Report released on February 28, BC Premier John Horgan's Community Benefits Agreement (CBA), designed to address current labour shortages, would complicate financial challenges.

"This is further exacerbated by the (B.C.) premier's proposal to implement Community Benefits Agreements, which will require labour on key infrastructure projects to be unionized and managed through a Crown corporation," said the report<sup>12</sup>.

Speculation that the CBA will cause an increase in construction costs could mean yet another financial obstacle to completing industrial projects, further limiting warehouse space needed by businesses looking to survive and grow<sup>26</sup>.

Vancouver Regional Construction Association president, Fiona Famulak, says there's an irony in this reality that cheats British Columbians of their hard work.

"The overall cost of construction of our public-sector infrastructure will increase. It will not represent best value for taxpayers' dollars yet will be funded by hard-working British Columbians," said Famulak<sup>26</sup>.

**Cushman & Wakefield estimated a 40% increase in industrial construction costs over the last two years<sup>25</sup>**

## INDUSTRIAL DEVELOPER SCAN

Wesgroup is a real estate developer that owns and manages over 1.7 million square feet of industrial properties throughout the Lower Mainland<sup>27</sup>. It has developed several industrial sites in Vancouver, including 83 acres in Surrey's PacificLink Industrial Park conveniently located by Metro Vancouver's major highways. One of its properties was sold to Frito Lay, but the rest of the land was intended for leasing only, according to Renx.ca.

"There was an openness to sell if it meant we were bringing good brands here, and that helped us absorb some land, but moving forward we're lease-only," said David Wesik, Wesgroup's vice-president of corporate development<sup>28</sup>.

<sup>25</sup> O'Brien, F. Western Investor: Metro Vancouver's high-flying industrial real estate faces turbulence - Retrieved from <https://www.westerninvestor.com/news/british-columbia/metro-vancouver-s-high-flying-industrial-real-estate-faces-turbulence-1.23654950>

<sup>26</sup> Opposition to B.C. Benefits Agreement grows - REMI Network. Retrieved from <https://www.reminetwork.com/articles/opposition-to-b-c-benefits-agreement-grows/>

<sup>27</sup> Commercial and Industrial Real Estate. (n.d.). Retrieved from <https://wesgroup.ca/commercial-real-estate/industrial>

<sup>28</sup> PacificLink Industrial Park welcomes its largest tenant . Steve McLean - <https://renx.ca/pacificlink-industrial-park-welcomes-largest-tenant/>

But according to Wesgroup's Properties president, Peeter Wesik, the developer's industrial land looks to face the same fate as its single-family land.

"Fundamentally, we've run out of single-family land," said Wesik at the Urban Development Institute's (UDI) annual market forecast luncheon in 2016. "(And) we're running out of industrial land"<sup>29</sup>.

In 2016, David Wesik, Wesgroup's vice-president of corporate development, said that some industrial land isn't of the right calibre.

"We're so land-constrained here, particularly for industrial land, so a lot of industrial areas exist not necessarily because they're the best locations for industrial, but just because there's available land there," he said<sup>29</sup>.

Yuen believes 2018's record-level industrial land prices will eventually level off because buyers will reach their spending limit, but change is only possible if the government changes its policies, including "the agricultural reserve"<sup>30</sup>.

**Todd Yuen is the president of industrial development for Beedie and says the developer can't imagine a solution for the land shortage appearing anywhere in the near future.**

**"We are forecasting this trend to continue because the reality is there is no material solution coming down our pipeline anytime soon," said Yuen in The Province.**

"2019 is going to be another strong year and while common sense may tell you, given the economic headwinds that we're seeing nationally, North America-wide and throughout the world, that perhaps we could be heading for a bit of a slowdown or a pause in the Metro Vancouver industrial market ... we do not believe that 2019 will be that year," said Yuen<sup>30</sup>.

## SUMMARY

Regardless of one's perspective the industrial landscape within Metro Vancouver will rapidly change over the next five years. Vancouver is moving to market rate levels similar to other large global port cities<sup>31</sup>. The challenge will be for 3PL suppliers and users to come up with space optimization solutions to truly determine what needs to be stocked and or stored in Metro Vancouver to meet the demands of businesses and consumers.

<sup>29</sup> Wesgroup: Government Access Needed on Land Shortage File [PDF FILE] [https://wesgroup.ca/wp-content/uploads/2016/02/Government-action-needed-on-land-shortage-crisis\\_-developers\\_-\\_Real-Estate\\_-\\_Business-in-Vancouver.pdf](https://wesgroup.ca/wp-content/uploads/2016/02/Government-action-needed-on-land-shortage-crisis_-developers_-_Real-Estate_-_Business-in-Vancouver.pdf)

<sup>30</sup> Yuen, Todd, Vancouver Sun, January 18, 2019 <https://vancouversun.com/news/local-news/burst-housing-bubble-in-2019-dont-bet-on-it-developers-predict>

<sup>31</sup> CBRE, 2018 Global Industrial & Logistics Prime Rents [PDF File] "Flight to quality and tightening market fundamentals fuel prime rent growth across all regions"

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