

Vancouver Tech Report

2022

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Colliers

Metro Vancouver vs. US Market Stats Q3 2022

Metro Vancouver

Inventory (SF)	75.2 million
Vacancy Rate (%)	5.9%
Under Construction (SF)	6.9 million
Avg. Net Rental Rate (\$ PSF)	\$34.59
Avg. Gross Rental Rate (\$ PSF)	\$53.72

Downtown Core

Inventory (SF)	32.8 million
Vacancy Rate (%)	7.0%
Under Construction (SF)	3.7 million
Avg. Net Rental Rate (\$ PSF)	\$46.35
Avg. Gross Rental Rate (\$ PSF)	\$71.16

USA

Market	Vacancy Rate (%)	Average Gross Rental Rates (\$PSF)
Boston	16.0%	\$95.38
Manhattan	11.0%	\$108.11
San Francisco	21.6%	\$108.64
Silicon Valley	10.5%	\$77.85
Downtown Seattle	23.3%	\$78.89
Washington, D.C.	17.8%	\$80.62

*Rental rates are in CAD equivalents of USD values using an exchange rate of 1.36 CAD per USD.

Source: Colliers Market Reports Q3 2022.



Metro Vancouver vs. US Market Stats Q3 2022



Canada Major Market Statistics

Market	Vacancy Rate	Net Rent (\$PSF)	Gross Rent (\$PSF)
Vancouver	5.9%	\$34.04	\$52.30
Toronto	10.1%	\$25.71	\$45.68
Montreal	14.7%	\$19.04	\$35.90
Calgary	27.5%	\$14.21	\$30.55

Source: Colliers Market Reports Q3 2022.



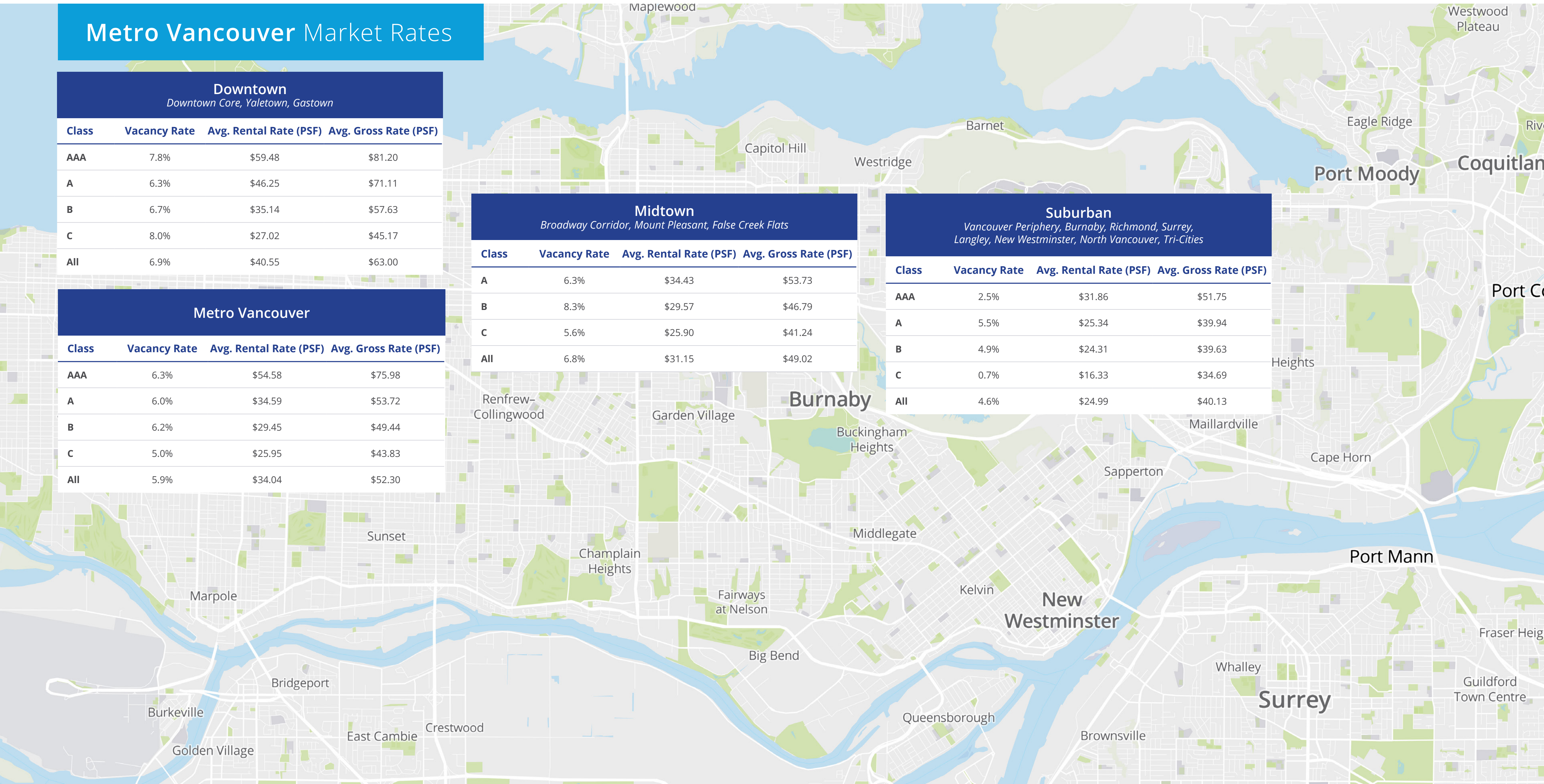
Metro Vancouver Market Rates

Downtown <i>Downtown Core, Yaletown, Gastown</i>			
Class	Vacancy Rate	Avg. Rental Rate (PSF)	Avg. Gross Rate (PSF)
AAA	7.8%	\$59.48	\$81.20
A	6.3%	\$46.25	\$71.11
B	6.7%	\$35.14	\$57.63
C	8.0%	\$27.02	\$45.17
All	6.9%	\$40.55	\$63.00

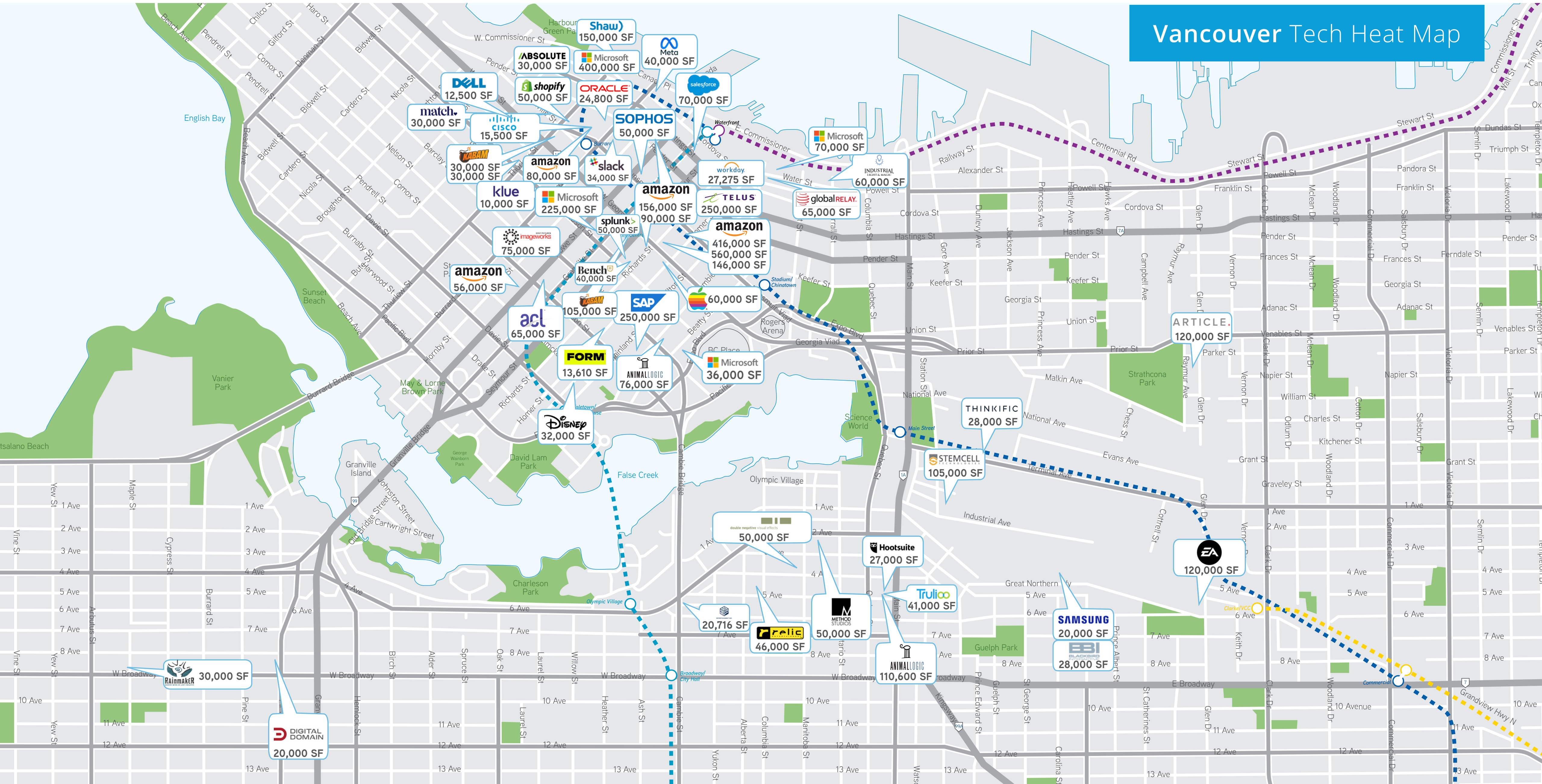
Metro Vancouver			
Class	Vacancy Rate	Avg. Rental Rate (PSF)	Avg. Gross Rate (PSF)
AAA	6.3%	\$54.58	\$75.98
A	6.0%	\$34.59	\$53.72
B	6.2%	\$29.45	\$49.44
C	5.0%	\$25.95	\$43.83
All	5.9%	\$34.04	\$52.30

Midtown <i>Broadway Corridor, Mount Pleasant, False Creek Flats</i>			
Class	Vacancy Rate	Avg. Rental Rate (PSF)	Avg. Gross Rate (PSF)
A	6.3%	\$34.43	\$53.73
B	8.3%	\$29.57	\$46.79
C	5.6%	\$25.90	\$41.24
All	6.8%	\$31.15	\$49.02

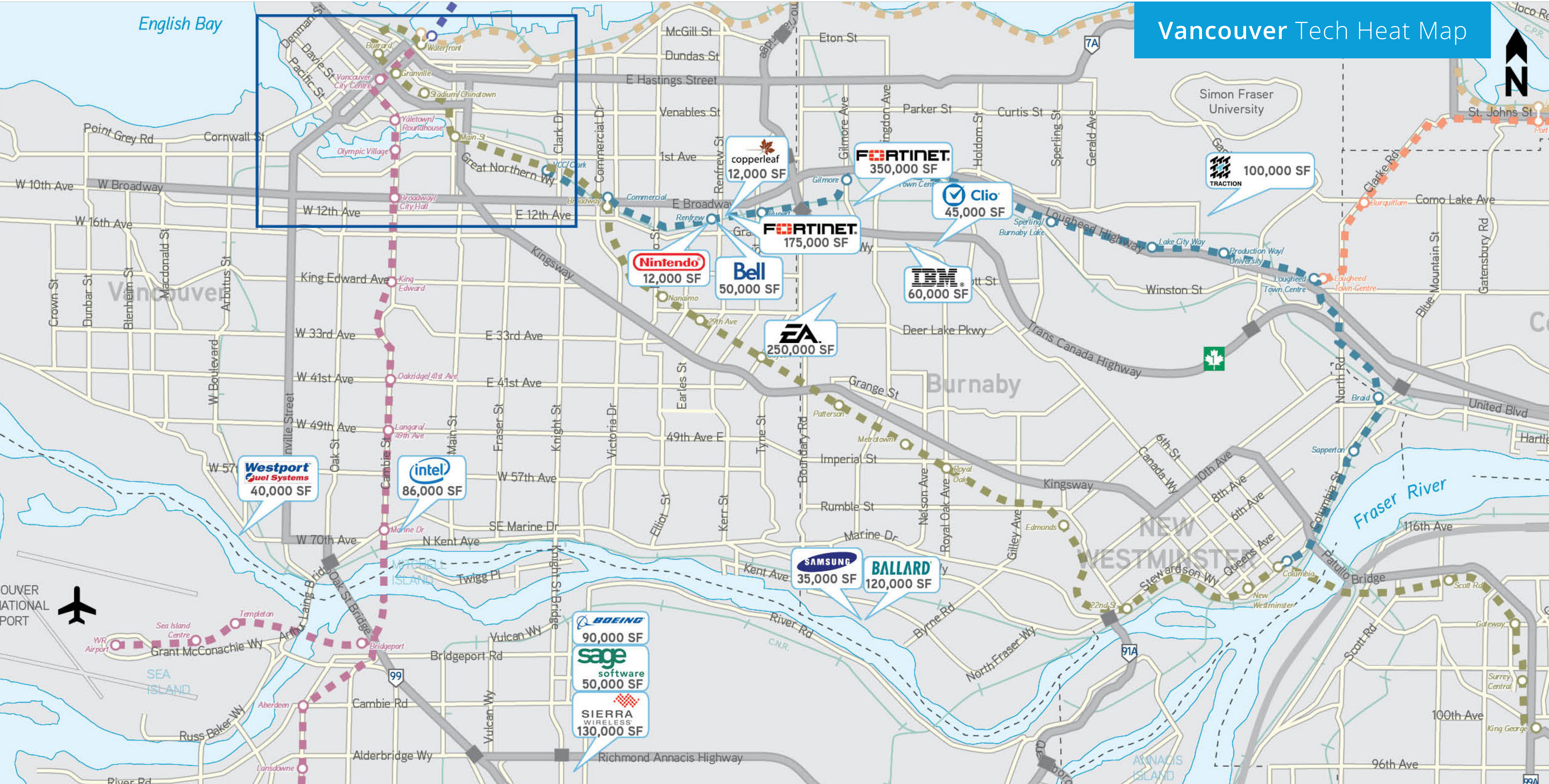
Suburban <i>Vancouver Periphery, Burnaby, Richmond, Surrey, Langley, New Westminister, North Vancouver, Tri-Cities</i>			
Class	Vacancy Rate	Avg. Rental Rate (PSF)	Avg. Gross Rate (PSF)
AAA	2.5%	\$31.86	\$51.75
A	5.5%	\$25.34	\$39.94
B	4.9%	\$24.31	\$39.63
C	0.7%	\$16.33	\$34.69
All	4.6%	\$24.99	\$40.13



Vancouver Tech Heat Map



Vancouver Tech Heat Map



copperleaf
12,000 SF

FORTINET.
350,000 SF

TRACTION
100,000 SF

Clio
45,000 SF

Nintendo
12,000 SF

Bell
50,000 SF

IBM
60,000 SF

EA
250,000 SF

Westport Fuel Systems
40,000 SF

intel
86,000 SF

SAMSUNG
35,000 SF












BALLARD
120,000 SF

BOEING
90,000 SF

sage software
50,000 SF

SIERRA WIRELESS
130,000 SF

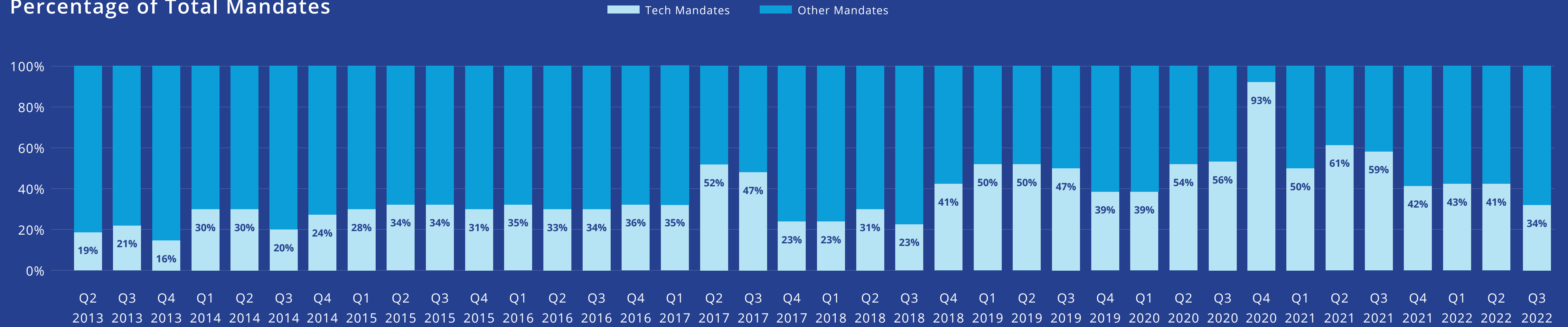
Metro Vancouver Notable Tech Deals

Tenant	Address	Market	Size (SF)
 Microsoft	1090 West Pender Street	Downtown	400,000
 Fortinet Technologies (Canada) ULC	2910 Virtual Way	Vancouver	175,546
 Animal Logic	110 East 5th Avenue	Mount Pleasant	110,600
 Kabam	733 Seymour Street	Downtown	105,000
 Phoenix Labs	4321 Still Creek Drive	Burnaby	56,834
 Trulioo	114 East 4th Avenue	Mount Pleasant	41,000
 Match	1133 Melville Street	Downtown	30,000
 Workday	601 West Hastings Street	Downtown	27,275
 Bardel Entertainment	425 West 6th Avenue	Mount Pleasant	20,716
 Form Athletica	1090 Homer Street	Yaletown	13,610
 Faronics Corporation	609 Granville Street	Downtown	9,391

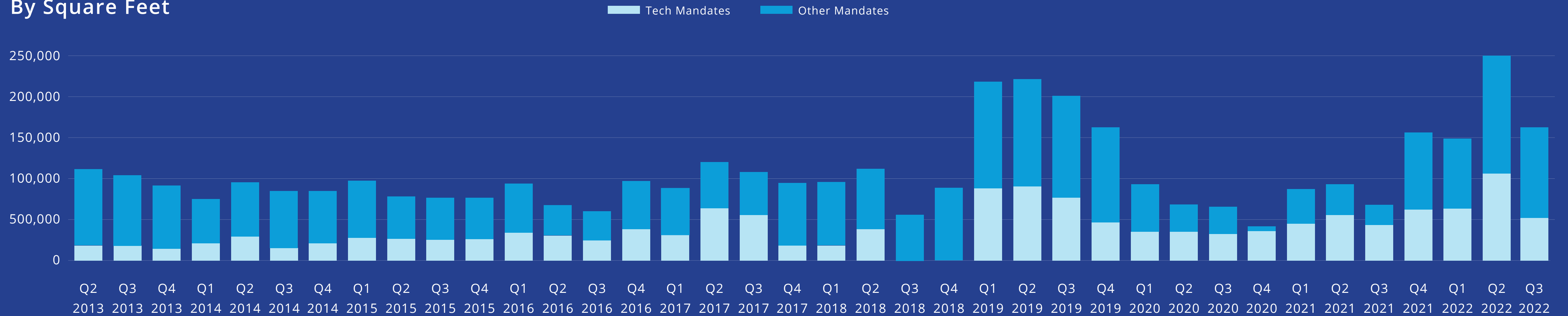


Tech Demand vs. Non-Tech Demand

Percentage of Total Mandates



By Square Feet

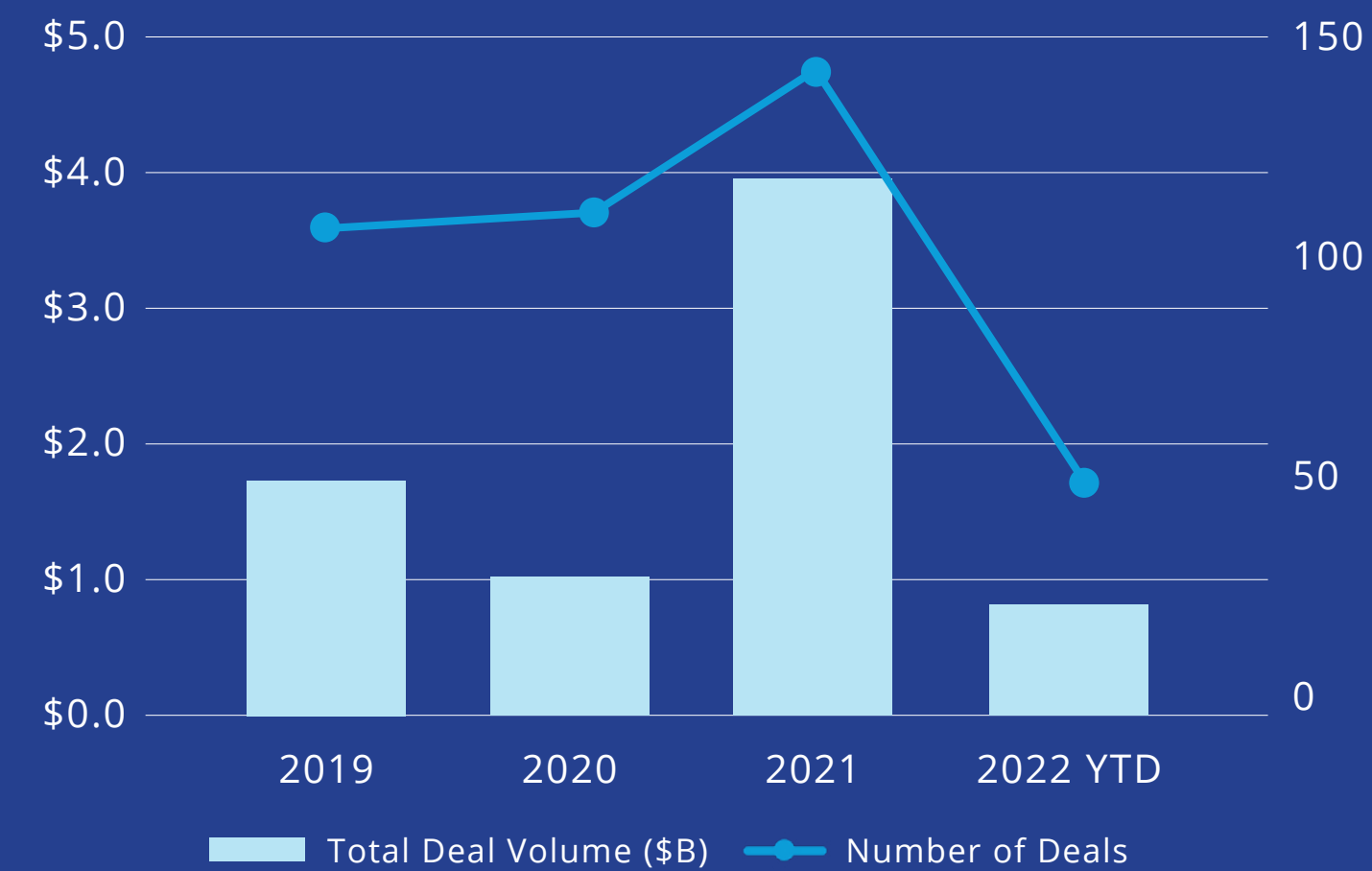


Investment Trends

British Columbia

Year	Deal Volume (\$B)	Number of Deals
2019	\$1.60	107
2020	\$0.96	111
2021	\$4.00	140
2022 YTD	\$0.80	54

British Columbia Deal Volume - Yearly



Top Investors in BC Tech Companies

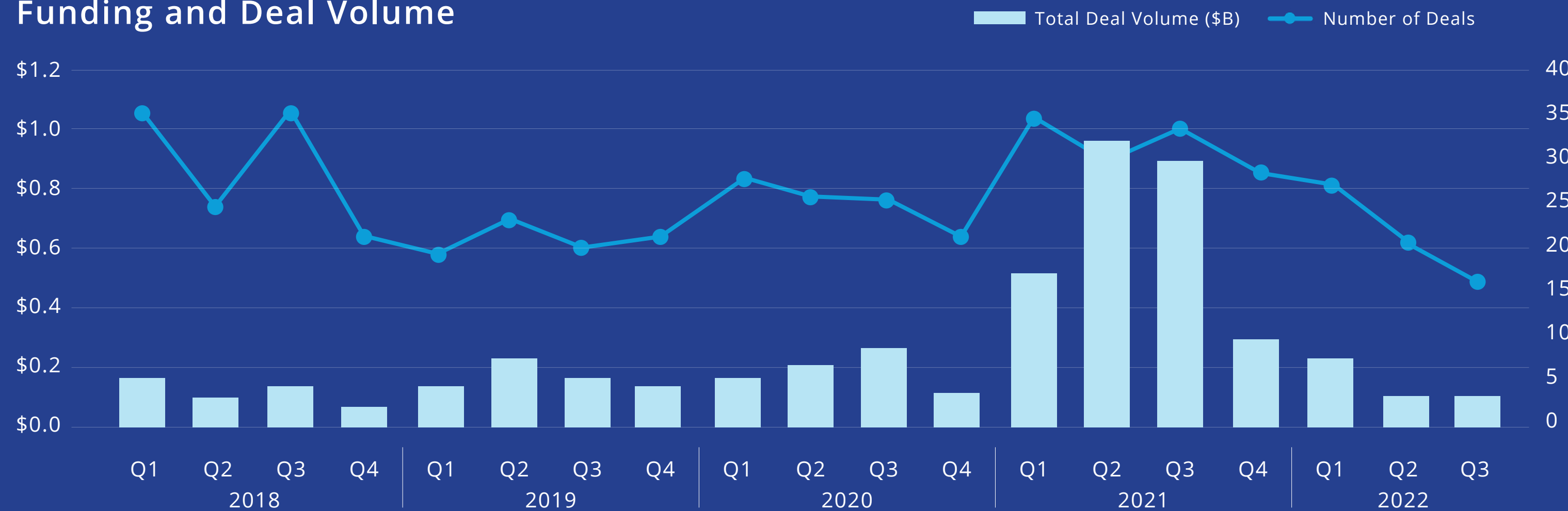
Investor	Country	Number of Deals
BDC Capital	Canada	11
Panache Ventures	Canada	10
Y Combinator	USA	10
Andreessen Horowitz	USA	5
Inovia Capital	Canada	5
N49P	Canada	5
Sustainable Development Technology Canada	Canada	5
Yaletown Partners	Canada	5
Garage Capital	Canada	4
Impression Ventures	Canada	4

Source: briefed.in

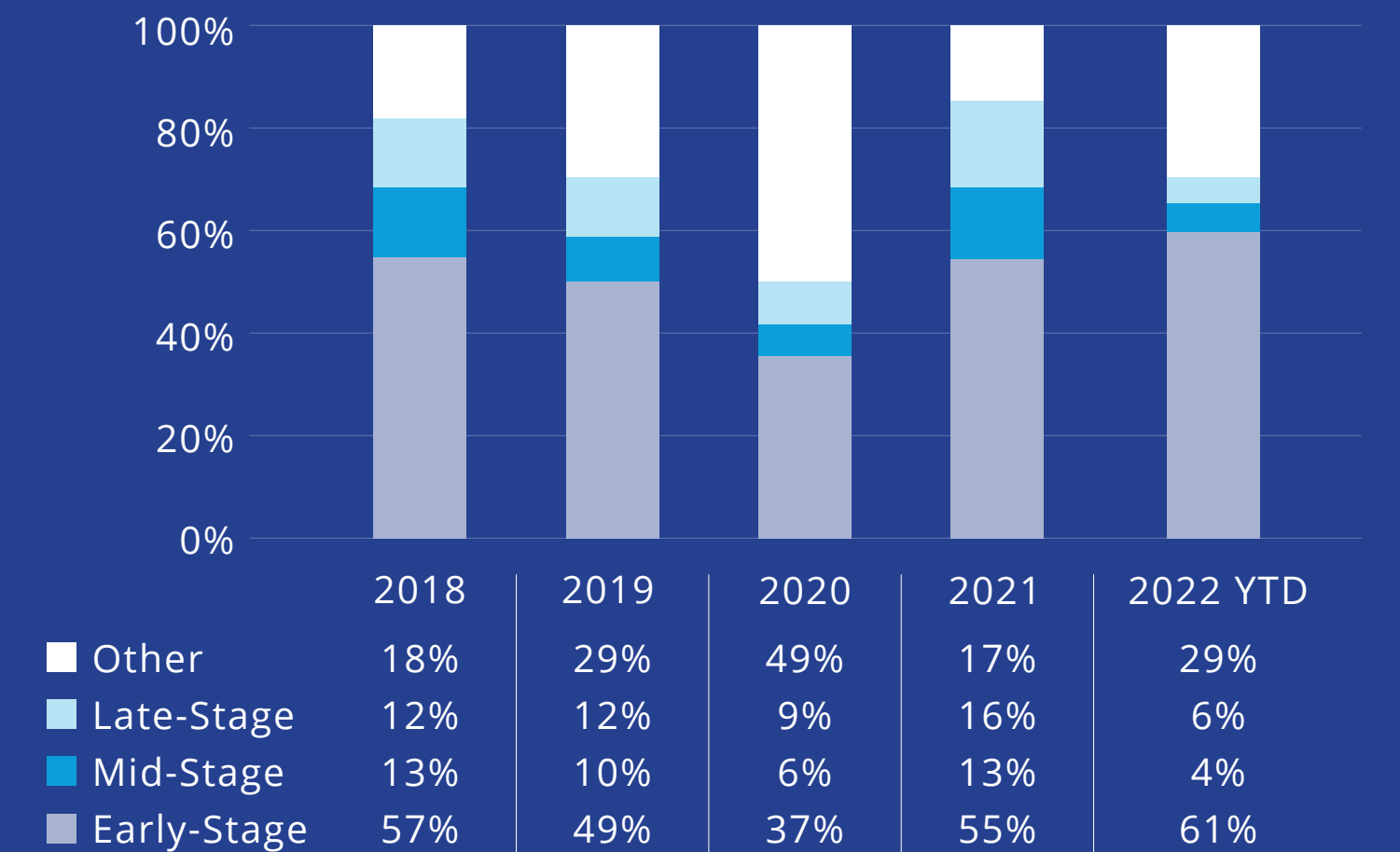


Metro Vancouver Quarterly Funding

Funding and Deal Volume



Annual Percentage of Deals by Deal Stage



Current Quarter Top Equity Deals

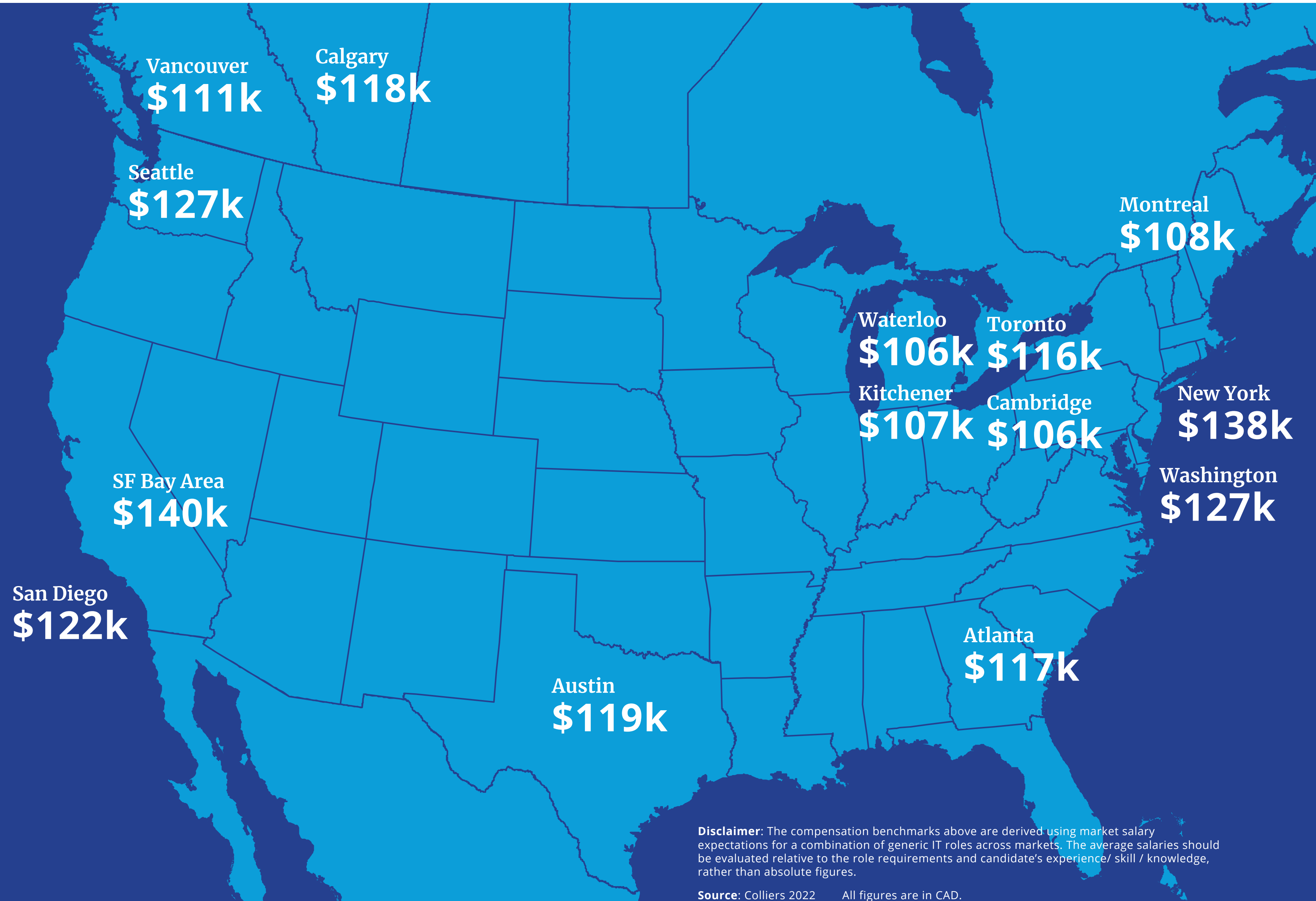
Company	Round Amount	Round Date	Select Investors	Sector	Industry Subindustry	% of Total Funding
Doodles	\$54M	2022-09-13	Seven Seven Six, 1 OT Fund, Acrew Capital, FTX Ventures	Internet	Internet Software & Services Multimedia & Graphics	45.3%
Monos	\$30M	2022-09-21	Venn Growth Partners, Strand Equity Partners, Michele Romanow	Internet	E-commerce Apparel & Accessories	25.2%
SaNOtize	\$18M	2022-08-08	Horizon Ventures, OurCrowd, Agricultural Bank of China	Healthcare	Biotechnology	15.3%
Fable	\$7M	2022-07-28	Listen Ventures, Sandpiper Ventures, True	Consumer Products & Services	Home Furnishings & Accessories	5.5%
Lynk	\$3M	2022-09-20	N49P Ventures, Plug and Play Ventures, Samsung, NEXT, Simplex Trading, Tribe Capital	Internet	Internet Software & Services Payments	2.5%
cognitive3D	\$3M	2022-09-13	Konvoy Ventures, Space Capital, Boost VC	Software (non-internet/mobile)	Business Intelligence, Analytics & Performance Mgmt Software	2.1%

Median Tech Salaries

Canada	
Vancouver	\$111,797
Toronto	\$116,056
Kitchener	\$107,538
Waterloo	\$106,473
Cambridge	\$106,473
Calgary	\$118,185
Montreal	\$108,603
USA	
Seattle	\$127,284
SF Bay Area	\$140,801
San Diego	\$122,779
Austin	\$119,400
Atlanta	\$117,147
Washington, D.C.	\$127,284
New York	\$138,549

Canada Average
\$111k CAD

US Average
\$128k CAD



Disclaimer: The compensation benchmarks above are derived using market salary expectations for a combination of generic IT roles across markets. The average salaries should be evaluated relative to the role requirements and candidate's experience/ skill / knowledge, rather than absolute figures.

Source: Colliers 2022 All figures are in CAD.

Key Takeaways

- 1 Vancouver boasts the **lowest vacancy in all of North America**, sitting at **5.9% in Q3 2022**, significantly lower than Downtown Seattle and Silicon Valley.
- 2 Demand from Tech companies is **strong** and we anticipate it becoming **stronger** given Vancouver's fundamentals.
- 3 Rental rates and tech salaries are lower in Vancouver than its USA counterparts, **making Vancouver an attractive option** for tech companies in terms of affordable space and highly skilled workforce.
- 4 Vancouver continues to receive **high level of Venture Capital funding** with a record-breaking year in 2021 and continued momentum in 2022.
- 5 Leading tech companies like **Microsoft** and **Fortinet** already call Vancouver home.





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