



**LONDON
PACIFIC
40 YEARS**

Q1 - 2026

MARKET INSIGHT

Q&A WITH KEATH WILLIAMS

SPECIAL CONTRIBUTORS BCIT STUDENT INTERNS

EXECUTIVE SUMMARY

CONTRIBUTED BY KEATH WILLIAMS

As we move through the first quarter of 2026, the Canadian economy continues to reflect a period of measured adjustment, with inflation reading stable and interest rates holding steady while the Bank of Canada looks to fortify the economy against international market swings driven by war and political chaos. While GDP growth has remained subdued, the economy is showing resilience in key sectors, reinforcing the view that we are navigating a normalization phase rather than a downturn.

Across all real estates markets there has been a reduction in activity. In Metro Vancouver, we hear yet again, that residential sales volume remains below historical norms.

Commercial real estate markets are in a clear period of recalibration, with unique and substantial opportunities emerging for those able to take a longer-term view.

From our perspective, markets like this can present some compelling entry points, particularly when quality assets become available and competition is less aggressive. The overall fundamentals of this region remain highly attractive.

This year also marks an important milestone for London Pacific as we celebrate 40 years in business. Reflecting on that journey, one constant has been the importance of serving our client needs. We are continuously adapting to changing market conditions while maintaining a disciplined, long-term view approach to real estate investment and development advisory services.

It is especially meaningful to share this report alongside our BCIT student contributors, who represent the next generation of industry professionals. Through our conversations, we explore not only current market conditions, but also the realities of building a career in

real estate; how to navigate uncertainty, assess opportunities and think critically about long term value creation.

As we look ahead, we remain confident that Metro Vancouver will continue to offer strong long-term fundamentals, and that this period of adjustment will create opportunities for well-positioned investors to act with clear vision and conviction.



Sincerely,

KEATH WILLIAMS

Principal & Managing Broker
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MACRO SNAPSHOT

01. INTEREST RATES

The Bank of Canada overnight rate holds at 2.25% as of the last decision made on March 18, 2026. While inflation appears to be near target (~2%), the BOC remains cautious due to: weak growth, rising unemployment and global uncertainty.

Based on current Bond Yields a typical 5 Year Fixed Term mortgage is ranging from 4.2% to 4.8% and if you can handle the risk, we are seeing more competitive rates in Variable Terms being offered.

Economists anticipate that the BoC will maintain the 2.25% rate at the next scheduled announcement: April 29, 2026.

https://www.wsj.com/articles/bank-of-canada-likely-to-hold-rates-steady-in-2026-survey-finds-2ef91e5a?utm_source

02. GDP

Early indicators suggest numbers on Canada's economy for Q1 will demonstrate close to zero growth with some data suggesting even a mild contraction.

The Quarter was favourable out of the gates but momentum has faded and any rebound from Q4 2025 that was anticipated has not been realized.

There are a few bright spots in a handful of sectors. Potash was a strong driver in the mining sector while construction nationwide held steady thanks to activity and projects. The retail sector was surprisingly resilient despite cost of living pressures with general merchandise +3% and auto dealer sales up +2.4% in January.

https://www150.statcan.gc.ca/n1/daily-quotidien/260331/dq260331a-eng.htm?utm_source
<https://retail-insider.com/retail-insider/2026/03/canadian-gdp-on-the-rise-in-january-retail-sector-up-statistics-canada>

03. INFLATION

Overall Q1 has showed a slow but overall decline in inflation with early estimates indicating inflation will better the BOC 2% target at ~1.8% for March 2026.

At the onset of the new year, slowing shelter costs and energy prices (specifically low gas prices) were a major drivers of this trend. Now, with the onset of conflict in the Middle East, Canadians are experiencing rocketing gas prices and a \$10/barrel increase in oil can add roughly +0.2 percentage points to inflation.

Overall elevations for the Quarter include: groceries, restaurant prices, alcohol, clothing and discretionary goods.

https://www150.statcan.gc.ca/n1/daily-quotidien/260217/dq260217a-eng.htm?utm_source

04. LABOUR MARKET

The Canadian labour market is said to be "cooling but not collapsing" with the unemployment rate for January posted at 6.5%, February 6.7% and March looking to be holding at ~6.7%.

Negative growth in full-time job opportunity is of concern and a decline specifically in youth employment indicates that full time job opportunities for new graduates are slimming.

Wages were still increasing steadily with above inflation wage growth of 3.9% year over year documented in February by STATS Canada.

https://moving2canada.com/work/finding-jobs/labour-market-report/?utm_source

NEW OPPORTUNITIES



8 UNIT MULTIFAMILY MT PLEASANT

- 227 East 15th Avenue
- 1 x 2 Bdrm | 7 x 1 Bdrm
- MSAB | 6.5 FSR | 24 Storeys



INSTITUTIONAL ENERGY PORTFOLIO

- 100 Avenue & Kirk Street Peace River, BC
- 5 Buildings | 8 Lots | 141.54 Acres
- Total Cap Rate: 7.13%



THOMPSON & BOUNDARY ROAD

- Townhouse Development Site
- 4 Lot Assembly
- Gross Site Area ± 132,846 SQFT

REAL ESTATE MARKET UPDATE

METRO VANCOUVER

GVR reports that residential sales in the region totalled 2,032 in March 2026. This is a 2.8% decrease from 2025 and is 31.8% below the 10 year seasonal average.

"While the multifamily segment continues to see slower sales, the detached segment may be awakening with sales up, and new listings down from last year." - Andrew Lis, GVR Chief Economist.



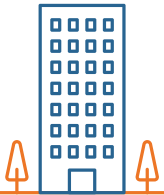
DETACHED

Active Listings:	5,212
Sales:	571
Benchmark Price:	\$1,854,800
Avg. Days on Market:	46



TOWNHOUSE

Active Listings:	2,594
Sales:	446
Benchmark Price:	\$1,047,100
Avg. Days on Market:	34



APARTMENT

Active Listings:	6,354
Sales:	999
Benchmark Price:	\$706,700
Avg. Days on Market:	38

<https://www.gvrealtors.ca/market-watch/monthly-market-report/march-2026.html>

BC HOUSING MARKET

BC housing market activity remained weak through early 2026, with sales well below historical norms and declining across all regions. February sales were down roughly 10% year-over-year and were down over 30% below the 10-year average.

With this subdued demand, home prices are also softening down 2-3% year-over-year. Overall sales dollar volume declined, reflecting this lower activity and pricing.

Initiatives aimed at improving affordability and stimulating market activity include provincial first-time buyer incentives, such as the Property Transfer Tax (PTT) exemption (full up to \$500k and partial up to \$860k), as well as additional PTT relief on newly constructed homes. At the federal level, measures such as the GST rebate for first-time buyers on new housing are also intended to support entry into the market.

<https://www.bcrea.bc.ca/economics/housing-market-update/>

COMMERCIAL SALES

Altus Group recently published (March 10, 2026) their Vancouver commercial real estate market update for Q4 2025 and "while select sectors showed resilience, overall activity remained constrained amid a broader market adjustment.

The **retail sector** showed moderate strength with retail investment up ~31% year over year demonstrating a continued demand for income-generating, stable assets.

The **multifamily investment sector** experienced some weakening down ~20% year over year with significant declines in key regions such as Vancouver and the Fraser Valley.

The **industrial sector** has shifted away from peak demand with volume down ~24% year over year.

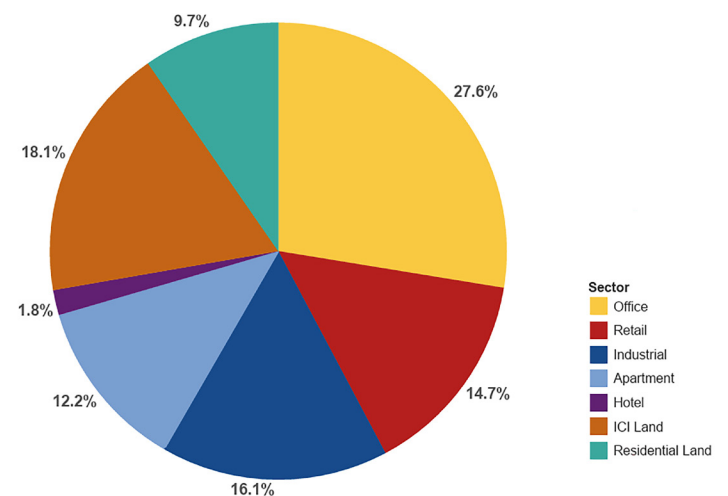
Office investment rose sharply year-over-year (+92%), largely reflecting a rebound from a weak prior year and a small number of select / large transactions.

The **land sector** was still under significant pressure at the end of 2025 underlining developer caution, financing constraints and uncertain project economics.

The Metro Vancouver commercial real estate market is in a period of recalibration. Make no mistake, the region still boasts the healthy fundamentals to generate positive momentum into Q2. Great value and investment opportunities are providing one of a kind opportunities for private buyers to enter the market and make a play on longer term real estate investment objectives.

Q4 2025 YTD PROPERTY TRANSACTIONS

TOTAL \$ VOLUME / SECTOR



<https://www.altusdatastudio.com/client/reports/commercial/market>

Q&A INTERVIEW WITH MANAGING BROKER KEATH WILLIAMS



BCIT Student Interns
Special Contributors

Q&A KEATH WILLIAMS

Circa 1986, London Pacific was created out of a vision for a different kind of brokerage offering a specialized approach to land acquisitions and dispositions for new multifamily development.

Now, celebrating **40 YEARS** and an expanded suite of core commercial real estate services - Managing Broker Keath Williams sits down with 2026 BCIT Professional Real Estate Students and London Pacific Interns: **Evan Bawa, Teresa Cheng, Mitchell Rahman and Minnie Wong** for a candid Q&A.

Q TERESA

What was your founding vision for London Pacific, and how has that vision evolved as the market and industry have changed over the years?

A KEATH

I started my career in commercial real estate focusing on land. Early on, I knew I wanted to work with builders and developers—helping them acquire sites and bring projects to life. I've always been drawn to the creative side of it: looking at a property and imagining what it could become. But that vision only works if you understand the full process—from approvals and financing through to construction and marketing. That's really where London Pacific began.

Over time, we've expanded beyond land into a broader range of commercial services, including multifamily, industrial, investment properties, and institutional assets.

Through the ups and downs of the market, one thing hasn't changed—our focus on building the right team, and doing it thoughtfully. Interestingly, a large part of that team has come from BCIT, which has been a great fit for us.

Q MITCHELL

Looking back, what were some of the biggest challenges you faced early in your career, and how did those experiences shape your approach today?

A KEATH

Challenges never really go away—they just change. And honestly, they're what make you better over time. Early in my career, you'd see economic cycles shift every four or five years, so you learned to adapt. What's interesting now is that many on our team haven't experienced a slowdown quite like the one we're in today. It's a bit of a perfect storm

— homegrown policies, broader economic pressures, and international events all hitting at once.

That's what's made this cycle particularly challenging. But these moments also shape how you think and how you lead. You stay steady, you focus on the fundamentals, and you keep perspective.

At the end of the day, Vancouver is still one of the most desirable places to live in the world — and that gives you confidence that we'll come through it.

Q EVAN

How has the change of technology shaped your brokerage and its processes?

A KEATH

When I first moved back to Vancouver from Edmonton, my office was at 777 Hornby Street—right where the Land Title Office used to be. I'd literally go downstairs to do a title search. You'd walk up to the counter, give them an address or PID, and someone would head off into rows of binders and come back with this massive 2-by-2-foot book. You'd stand there flipping through pages to find what you needed, then pay for a photocopy. That was the process.

Fast forward to today, and it's a completely different world. We now have access to powerful tools for marketing, CRM, and analytics—all at our fingertips. The depth of data and the speed at which you can do research is incredible compared to what it used to be.

The next shift we're already starting to embrace is AI. It's important for us to stay ahead of that curve. There's no question it's going to enhance and streamline how we work—and it's actually a pretty exciting time to be in the business.



Q MINNIE

From your perspective, what are the current challenges developers face? With development costs and regulations constantly evolving, how do you assess whether a potential project or investment opportunity is feasible?

A KEATH

Developers are facing more challenges today than I've seen in a long time. At a basic level, a lot of projects just aren't proving feasible. There's a whole list of pressures. In most cases, land was acquired at prices that are hard to justify in today's market. Construction costs remain high, sales velocity is slow, and presales just aren't there.

All of this creates a significant amount of uncertainty for developers and the capital markets that partner with developers. Ultimately, this has broader implications—there's a real economic cost when development slows, particularly in terms of its contribution to the provincial economy.

Q MITCHELL

How would you characterize the current point in the Metro Vancouver market cycle, and what specific indicators suggest whether we are moving toward recovery or still working through excess supply?

A KEATH

Across the board, benchmark prices are down—whether you're looking at townhomes, condos, or single-family homes. The overall trend is still pointing downward, so it may be a bit early to say definitively whether we've hit the bottom.

That said, my sense is that if we're not there yet, we're getting close.

We're also seeing a high volume of listings. Properties are coming to market, but they're not moving unless they're priced appropriately. When sellers align with current market conditions, transactions are still happening—but pricing discipline is key.

A lot will come down to interest rates. There are some government incentives aimed at first-time buyers, which could help stimulate activity, but ultimately, the direction of rates over the next couple of quarters will play a major role in how quickly the market recovers.

Q EVAN

How have you adjusted through continuous changes in market conditions over time?

A KEATH

From a corporate standpoint, it comes down to making smart decisions and staying disciplined. We're constantly revisiting our strategy—looking for ways to reduce overhead while also positioning ourselves to capture new opportunities.

Land, in particular, is complex—even in strong markets. The timeline from identifying a site to determining feasibility and ultimately completing a project can be long. In today's environment, it's more important than ever to keep your pipeline active. You need multiple opportunities on the go and the ability to pivot when needed.

That also means diversifying—both in terms of deal flow and building expertise across different commercial asset classes. In many ways, it's a time that challenges you, but those are often the periods where you grow the most.

Q MINNIE

For students who want to enter the real estate industry, what things would you recommend they do to position themselves better?

A KEATH

To really understand where you want to focus your career, you need to spend time identifying which sector of the real estate market interests you most. Then talk to people in the industry, learn how things actually work, and build that broader context before you commit to a path.

Programs like your BCIT internship give you that initial exposure. Through your time with London Pacific, you're gaining insight into the land side of brokerage, which can act as a springboard to understanding the broader real estate landscape.

From there, it's about being intentional. Build your network in the areas that interest you, stay curious, and lean into what engages you—that's usually a good indicator of where you should be heading.

Q TERESA

What do most people, including real estate students, fundamentally misunderstand about what it actually takes to succeed as a broker?

A KEATH

Everyone brings something different to the table, but at the end of the day, the most important qualities are perseverance and hard work. It might sound a bit old-fashioned, but it's true.

If the perception is that commercial real estate is a quick way to make a lot of money, that's simply not the reality. It takes long hours, consistent effort, and a genuine drive and curiosity about the business to succeed.

You also have to earn trust over time. That means staying on top of your niche, understanding the broader industry, and keeping a close eye on the economic landscape. Your ability to communicate clearly, add value, and give sound advice has to keep evolving.

From a business development standpoint, you need to be entrepreneurial—you're building something of your own.

But at the same time, you have to be strategic, especially when it comes to managing cash flow through tougher market conditions.

At the end of the day, you're responsible for your own success or failure—and that level of accountability isn't for everyone.

NEW OPPORTUNITIES



721 & 727 SMITH AVE | COQUITLAM

- 28,428 SQFT of Gross Site Area
- 3.0 FSR (8 - Storey)
- Transit Orientated Area (TOA - 800M)



HIGH DENSITY TOWER SITE

- 2175 – 2197 West 13th Ave, Vancouver
- Gross Site Area ± 18,750 SQFT / 0.43 ACRE
- Proposed Density 6.1 FSR



WATERFRONT DEVELOPMENT SITE

- 13005 Crescent Road, Surrey
- Lot Size ± 82,069 SQFT / 1.88 Acres
- Water Frontage ±240 FT

BCIT CONTRIBUTORS



Evan Bawa
BCIT Professional Real Estate Student
Mentor Ben Williams | Joe Hawboldt

Upon graduation, Evan plans to combine his background in municipal operations with his education to explore opportunities in commercial real estate. With over four years of experience in municipal operations, Evan has developed a practical understanding of infrastructure and working within structured systems. He is currently focused on gaining industry experience and working toward securing an entry point into the real estate sector.



Teresa Cheng
BCIT Professional Real Estate Student
Pratt BFA Alumni Interior Design
Mentor Isaac Foord | Lucas Chavez

Teresa holds an undergraduate degree in interior design and plans to combine her design foundation and creative expertise with her BCIT education to pursue a career in commercial real estate, development, or marketing upon graduation.



Mitchell Rahman
BCIT Professional Real Estate Student
Mentor Ben Williams | Joe Hawboldt

Mitchell is currently studying real estate at BCIT and is focused on building a career in development, general contracting, project management, or residential real estate. He is interested in the full lifecycle of real estate projects, from planning and acquisition to construction and sales, and is working toward gaining hands-on experience in the industry.



Minnie Wong
BCIT Professional Real Estate Student
CUHK BSSC in Journalism and Communications
Mentor Daniel Link

Minnie holds an undergraduate degree in journalism and is completing the real estate diploma at BCIT. She has over five years of experience in residential investment and asset management, and plans to pursue a career in land assembly or development upon graduation.

LONDON PACIFIC

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The information in this report is based on data available as of July 31, 2023, obtained from sources deemed reliable. While efforts were made to ensure accuracy and completeness, we cannot guarantee its current accuracy or reliability. Circumstances may have changed since the data was last updated. This information is for reference and general purposes only. The term "newly built" refers to units that are no older than 5 years. This is not intended to be a forecast of future events, and this is not a guaranty regarding a future event. This is not intended to provide specific investment advice and should not be considered as investment advice.

Sources: Altus Data Solutions; Bank of Canada; Paragon; Zonda Urban; RBC; CPA Canada, Real Estate Magazine, Impact Commercial

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