

# Campbell Heights Industrial

## Surrey Board of Trade Industry Tour

August 2021



Prepared for:



Prepared by:

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# Overview

## Location

### Campbell Heights

One of Metro  
Vancouver's  
fastest growing  
industrial areas

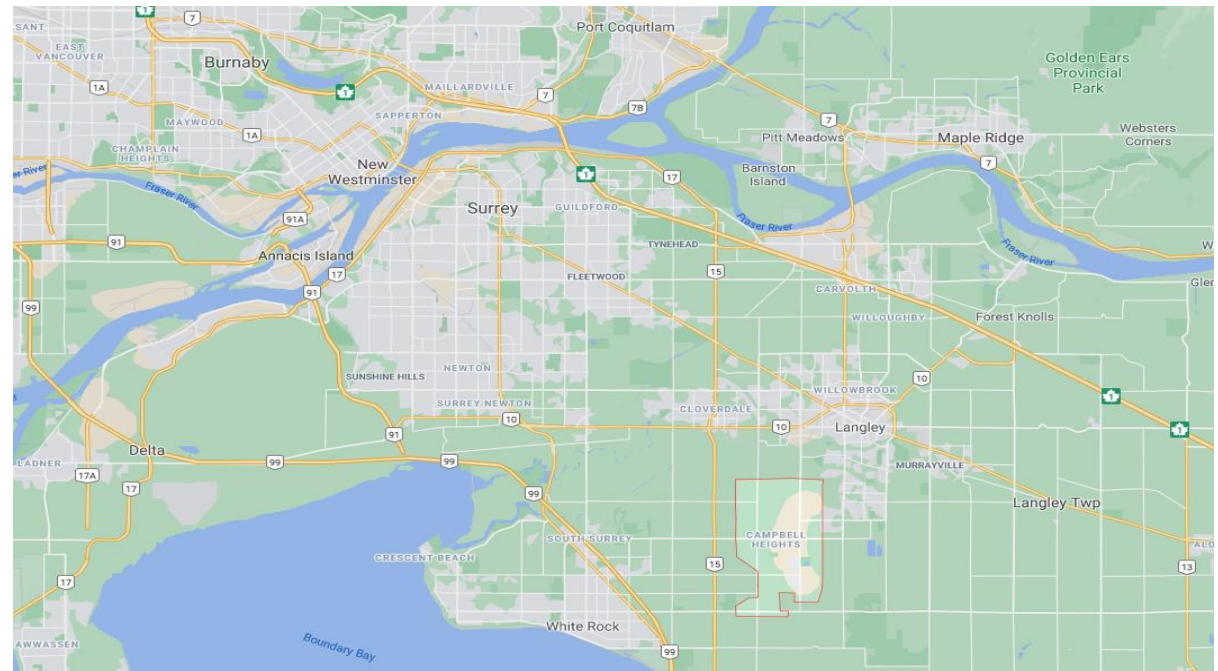
Covers a  
total of  
1,900 acres



Surrey is Metro  
Vancouver's  
fastest growing  
city by  
habitants

Population  
expected to  
surpass  
Vancouver by  
2030 to become  
the largest city in  
BC

Excellent  
proximity to  
major  
thoroughfares  
and the US  
Border



Source: City of Surrey Official Community Plan

# Overview

## Campbell Heights South

### South Campbell Heights – Revised Land Use Concept

The City of Surrey is proposing approximately one-third of the land to remain as dedicated “conservation and recreation”. The balance being two-thirds will be zoned as “mixed employment”, from its current “rural” designation. It is confirmed that none of this land is Agricultural Land Reserve.

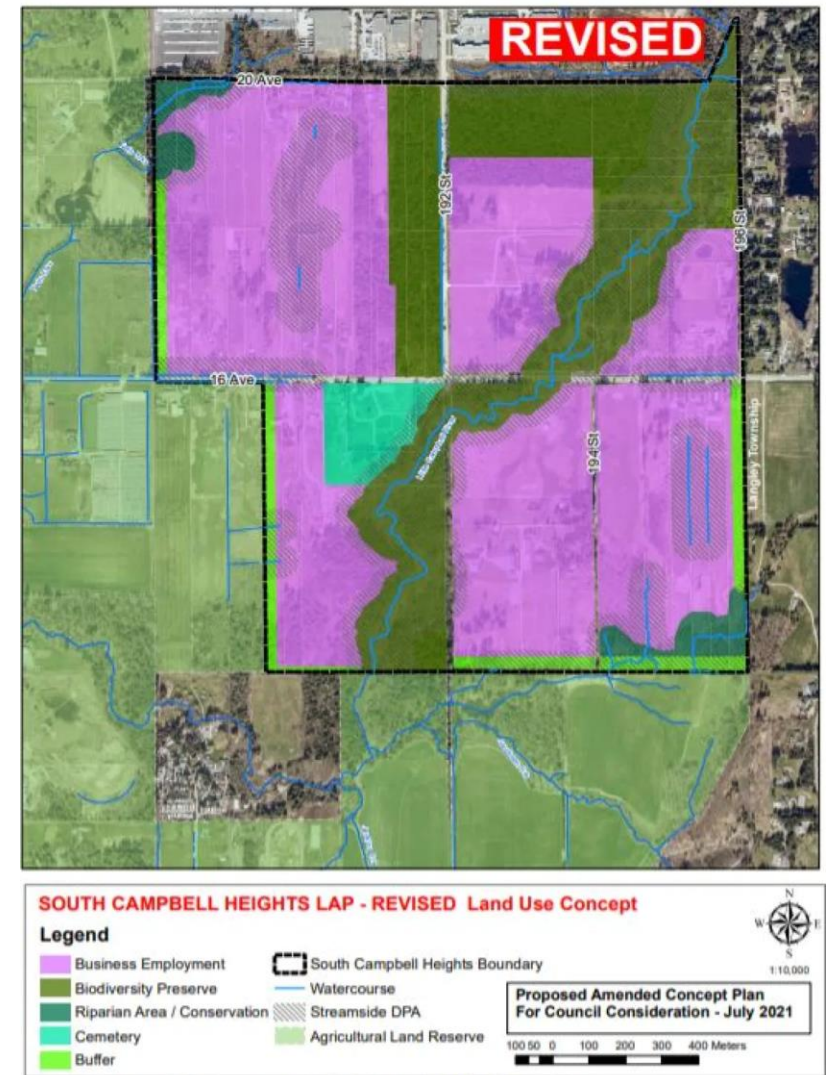
South Campbell Heights proposed plan will assist in addressing the dwindling supply of industrial land within Metro Vancouver. The said plan will provide opportunities to support businesses seeking to expand their operations while also accommodating new industrial businesses.

**July 2021**  
City of Surrey  
proposal to  
convert 605 acres  
of AG and rural  
land to light  
industrial

**Record Low**  
Metro Vancouver  
Industrial Vacancy  
Rate @ 0.7%

**39.4 million**  
square feet of  
Industrial space  
in Surrey

**0.2% is**  
vacant





# Overview

## Zoning & Land Use

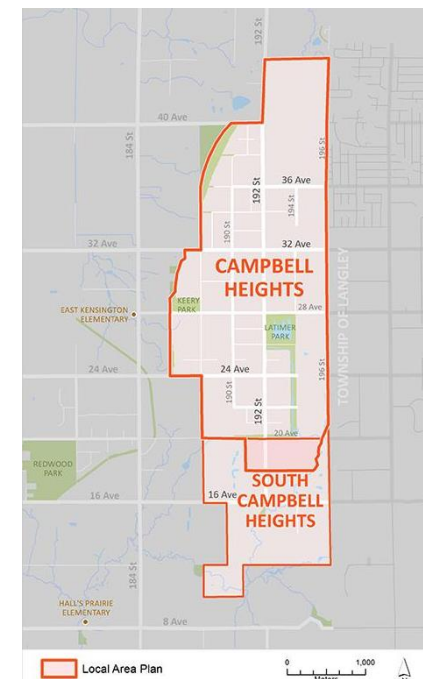
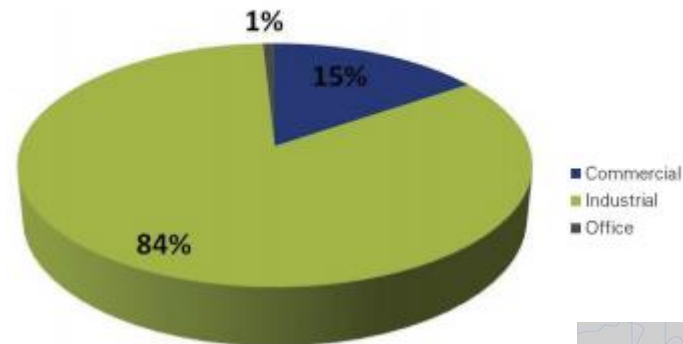
### Zoning and Land Use

**Zoning within Campbell Heights is primarily IB-1 (Business Park 1 Zone) and IB-2 (Business Park 2 Zone)**

#### **Permitted Principal Uses:**

- 1) Light impact industry
  - I. Means an industrial use which is enclosed within a building and is not offensive by reason of smoke, vibration, smell, toxic fumes, electrical or electronic interference and produces no significant noise which in any way interferes with the use of any contiguous lot, but excludes salvage industry
  - II. Industrial use meaning the manufacturing, processing, assembling, fabricating, testing, servicing or repairing of goods or materials including wholesale of products manufactured or processed on the lot.
- 2) Warehouse uses
- 3) Distribution centres
- 4) Limited office uses excluding:
  - I. Offices of professionals including without limitation, accountants, lawyers, doctors, dentists, chiropractors, physiotherapists, massage therapists and related health care practitioners and notary publics and the offices of real estate, advertising and insurance.
- 5) Accessory uses including the following:
  - I. General service uses excluding drive-through banks;
  - II. Community services;
  - III. Child care centre;

### CAMPBELL HEIGHTS EMPLOYMENT TYPE



# Key Players

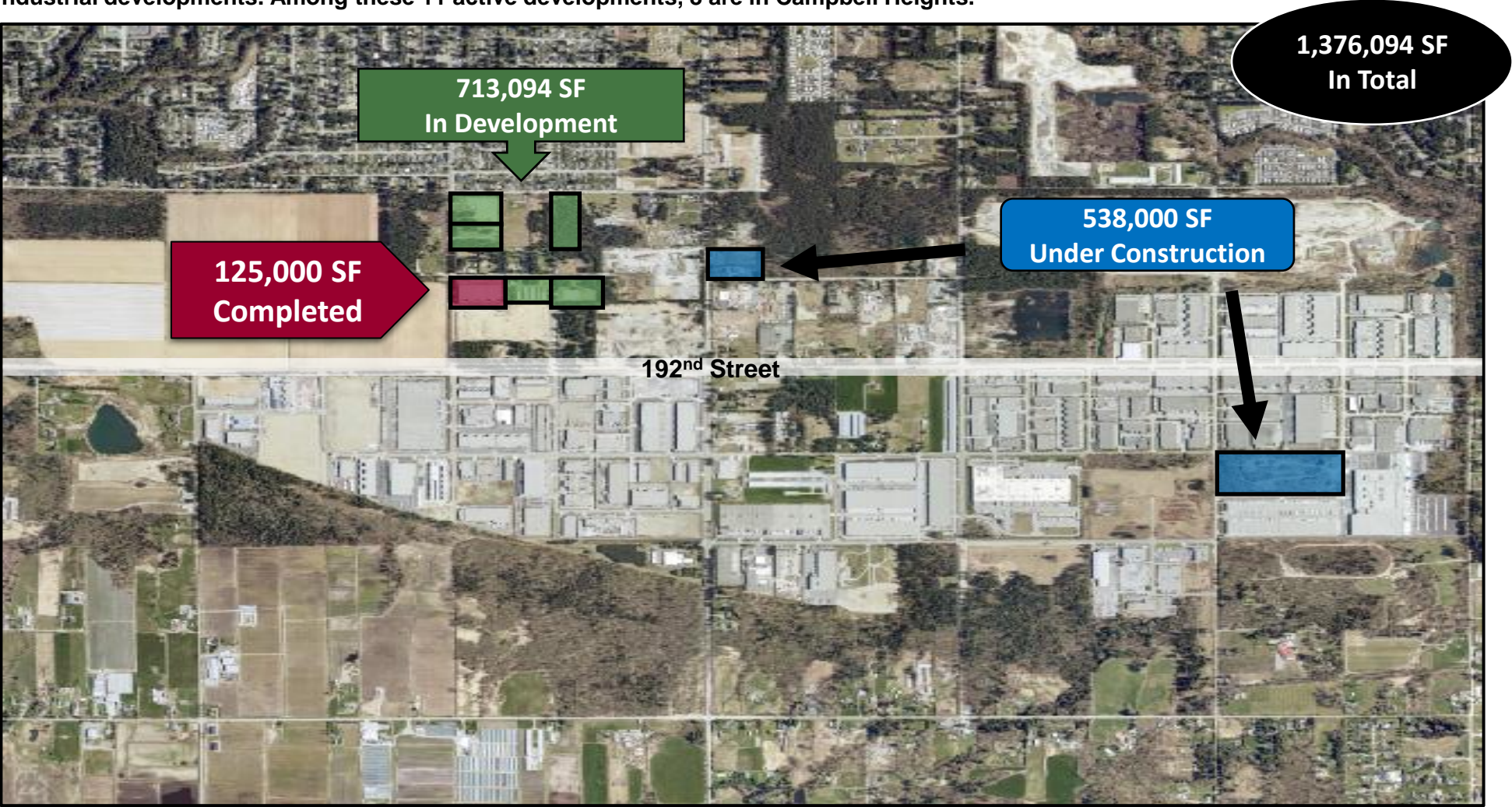




# Key Developer

Cedar Coast

Cedar Coast is among one of the largest industrial developers in Metro Vancouver with up to 2.5M square feet of industrial space and 11 active industrial developments. Among these 11 active developments, 8 are in Campbell Heights.





# Market Overview

## Cedar Coast Projects

### Completed

Address	Building Area (Square Feet)	Timing	Project Name
3577 194 Street	125,000	2020	Cedar Coast South Surrey



# Market Overview

## Cedar Coast Projects

### Under Construction

Address	Building Area (Square Feet)	Timing	Project Name
3170 194 Street	109,000 - 111,000	Q1 2022	Cedar Heights Business Centre
2325 190 Street	427,000	Spring 2023	Coastal Heights Distribution Centre



**Cedar Heights  
Business  
Centre**

Surrey, BC



# Market Overview

## Cedar Coast Projects

### In Development

Address	Building Area (Square Feet)	Timing	Project Name
3373 194 Street	95,000	2023	TBD
19550 36 Avenue	218,557	Q3 2023	Pacific Corporate Centre – Building A
19543 34A Avenue	240,038	Q3 2023	Pacific Corporate Centre – Building B
3409 196 Street	71,450	TBD	TBD
3505 194 Street	88,049	TBD	TBD



# Market Overview





# Market Overview

## Projects

### Upcoming Projects (Next 12 Months)

Address	Building Area (Square Feet)	Timing	Developer	Project Name
3570 194 Street	50,609*	Q1 2022	Private Investor	N/A
19178 34A Avenue	24,824	Sep/Oct 2021	Van Gogh Designs	N/A
2929 & 2965 188 Street	343,000*	Spring 2022	Sunlife/Bentall	188 <sup>th</sup> Industrial Centre
19165 39 Avenue	79,512	Q3 2021	N/A	N/A
19228 & 19332 34A Avenue	68,673	Q1/Q2 2022	N/A	N/a
19363 32 Avenue	80,614	April 2022	N/A	N/A
3170 194 Street**	111,000*	Q1 2022	Cedar Coast	Cedar Heights Business Centre
3733 192 Street	371,123	September 2021	N/A	N/A
19070 39 Avenue	48,759	April 2022	N/A	Clutch 39 Avenue

**There is a total of 1,178,114 SF of industrial projects coming in the next 12 months, of which 442,609 SF has been pre-leased/sold**

### Existing Buildings (Next 12 Months)

Address	Building Area (Square Feet)	Timing	Developer	Project Name
(#105) 19110 24 Avenue	3,393	December 2021	Onni Group	Campbell Heights Corporate Centre
(#102) 18998 32 Avenue	18,722	Immediate	N/A	N/A

**There is a total of 22,115 SF of existing industrial space available for lease**

*\*\*Sale Project    \*Project has been sold or leased*

# Market Overview

## Projects

### Upcoming Projects (12+ Months)

Address	Building Area (Square Feet)	Timing	Developer	Project Name
2940 190 Street	102,300	Q4 2022	Private Investor- 1151430 B.C. LTD.	TBD
18917 24 Avenue	360,000	24 Months	Choice Properties	TBD
2874 194 Street	109,000	Q1 2023	Farrell Estates	TBD
19283 28 Avenue	103,571	2023	TBD	TBD
19225 32 Avenue	192,016	Q4 2022	Beedie Group	Parallel 32
2325 190 Street	427,969	Spring 2023	Cedar Coast	Coastal Heights Distribution Centre
19550 36 Avenue	218,557	Q3 2023	Cedar Coast	Pacific Corporate Centre – Building A
19543 34A Avenue	240,038	Q3 2023	Cedar Coast	Pacific Corporate Centre – Building B
3373 194 Street	95,000	2023	Cedar Coast	TBD
3409 196 Street	71,450	TBD	Cedar Coast	TBD
3505 194 Street	88,049	TBD	Cedar Coast	TBD

There is a total of 2,007,950 SF of industrial projects coming available in the next 12+ months

### Existing Buildings (12+ Months)

Address	Building Area (Square Feet)	Timing	Developer	Project Name
(#102-108) 2365 192 Street	99,006	Q4 2022	Beedie Group	N/A



# Market Overview

## Notable Projects - 2929 & 2965 188<sup>th</sup> Street



<b>Site Size</b>	16.07 Acres
<b>Building Area (Approximately)</b>	165,000 SF (Building A) 178,000 SF (Building B) 343,000 SF (Total)
<b>Zoning</b>	IB-2 (Business Park 2 Zone)
<b>Building Construction</b>	Concrete tilt up
<b>Features</b>	<ul style="list-style-type: none"><li>• Seventy-nine (79) dock loading doors</li><li>• Ten (10) grade loading doors</li><li>• 32' clear ceilings</li><li>• Ample maneuverability (180' truck court)</li><li>• 1600 AMP / 600 Volts</li><li>• ESFR sprinklers</li></ul>
<b>Comments</b>	<ul style="list-style-type: none"><li>• Expected Delivery - Spring 2022</li><li>• Sun Life &amp; Bentall Green Oak Project</li><li>• Constructed by Wales McLelland</li><li>• Owned by Sunlife managed by Bentall</li></ul>



# Market Overview

## Notable Projects - 19225 32 Avenue

### Para/el 32

<b>Site Size</b>	8.07 Acres
<b>Building Area (Approximately)</b>	169,818 SF (Footprint) <u>22,198 SF (Mezzanine)</u> 192,016 SF (Total)
<b>Zoning</b>	IB-1 (Business Park 1 Zone)
<b>Building Construction</b>	Concrete tilt up
<b>Features</b>	<ul style="list-style-type: none"><li>• Two (2) dock doors per unit</li><li>• One (1) grade door per unit</li><li>• 32' clear ceilings</li><li>• Gas-fired unit heaters</li><li>• 200 AMP per bay</li><li>• ESFR sprinklers</li></ul>
<b>Comments</b>	<ul style="list-style-type: none"><li>• Expected Delivery – Q4 2022</li><li>• Developed &amp; Owned by Beedie group</li></ul>





# Market Overview

## Notable Projects - 2325 190 Street



### COASTAL HEIGHTS DISTRIBUTION CENTRE

<b>Site Size</b>	16.82 Acres
<b>Building Area (Approximately)</b>	425,869 SF (Footprint) <u>2,100 SF (Mezzanine)</u> 427,969 SF (Total)
<b>Zoning</b>	IB-1 (Business Park 1 Zone)
<b>Building Construction</b>	Concrete tilt up
<b>Features</b>	<ul style="list-style-type: none"><li>• Forty-Nine (49) dock doors</li><li>• Two (2) grade door</li><li>• 36' clear ceilings</li><li>• Gas-fired unit heaters</li><li>• 1,600 AMP</li><li>• ESFR sprinklers</li></ul>
<b>Comments</b>	<ul style="list-style-type: none"><li>• Expected Delivery – Spring 2023</li><li>• Developed &amp; Ownerd by Cedar Coast &amp; Pure Industrial</li></ul>



# Campbell Heights Industrial Stats

Q2 2021

Net Absorption (SF)

176K  
↑

Increased by  
34K SF since  
Q1 2021

Total Inventory

11M

Increased by  
72K SF since  
Q1 2021

Under Construction  
(SF)



1,365,994 SF increased by  
260,633 SF since Q1 2021

Vacancy Rate

↑  
1.36%

Increased by 0.04%  
since Q1 2021

Average  
Asking Rent/SF

\$13.91

Increased by \$0.41/SF  
since Q1 2021



# Key Businesses





# Key Businesses





# Key Businesses





# Key Businesses



# Key Businesses





Local Industrial Experts

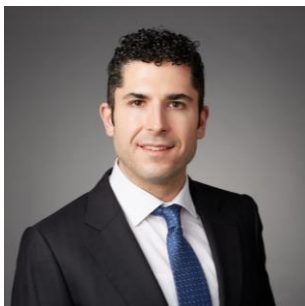




# Sebastian Espinosa

Personal Real Estate Corporation

Partner | Vice President | Industrial



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Lee & Associates Vancouver  
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## PROFESSIONAL SUMMARY

Sebastian joined Lee & Associates Vancouver shortly after graduating from Royal Roads in 2010. Prior to transitioning into brokerage, Sebastian was a research analyst for industrial markets.

Sebastian has been directly involved in over 500 transactions since beginning his career at Lee & Associates, brokering over \$300,000,000 in aggregate real estate sales & leasing transaction volume, selling over 5,500,000 square feet of real estate, representing landlords, tenants, buyers and sellers.

## BUSINESS CREDENTIALS

- ▶ Lee & Associates Vancouver 2011 – Present

## ACADEMIC CREDENTIALS

- ▶ Bachelor of Commerce in Entrepreneurial Management, Royal Roads University
- ▶ Marketing Management, Professional Real Estate Diploma, BCIT
- ▶ Directed Studies Program, Honours, British Columbia Institute of Technology
- ▶ Trading Services Licensing, Sauder School of Business, University of British Columbia
- ▶ CCIM (Certified Commercial Investment Member) Certificate #21754
- ▶ Real Estate Institute of BC - Designee, Certificate #12537
- ▶ Real Estate Board of Greater Vancouver, Commercial Division, Certificate #1121
- ▶ SIOR (Society of Industrial and Office Realtors), Certificate #71795

## ASSOCIATIONS & PROFESSIONAL DESIGNATIONS

- ▶ National Association of Industrial and Office Properties (NAIOP)
- ▶ Urban Development Institute (UDI)
- ▶ Surrey Board of Trade (member since 2013)
- ▶ Greater Langley Chamber of Commerce (member since 2016)
- ▶ Development & Land Use Committee, Surrey Board of Trade (SBOT)
- ▶ Tri-Cities Chamber of Commerce (member since 2020)

## NOTABLE ASSIGNMENTS:

- ▶ Lease of 122,698 SF on 5.65 Acres to Save-On-Foods – value of \$8,900,000
- ▶ Lease of 123,500 SF on 5.0 Acres to Thomson Technology – value of \$18,450,900
- ▶ Lease of 84,083 SF on behalf of Pinnacle Development
- ▶ Sale of 4.51 Acre Industrial Development Site North Surrey - \$12,800,000
- ▶ Sale of 5.0 Acre Industrial Development Site in South Surrey - \$10,000,000
- ▶ Sale of 60,158 SF facility on 2.958 Acres - \$11,000,000

## PARTIAL CLIENT LIST:



# Grant Basran

## Associate | Industrial



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### CAREER SUMMARY

In 2016, Grant completed the Professional Real Estate Program at BCIT. Following graduation, he joined Lee & Associates as an Industrial Research Analyst. During this role he analyzed and interpreted industrial market data and activity. This market knowledge was then utilized in market reports and business proposals.

Following the position of Research Analyst Grant transitioned to the Industrial broker role specializing in tenant/buyer representation and property listings. Being raised in Surrey, he brings an in-depth understanding of the Surrey, Langley and Fraser Valley markets. His goal is to create long-term clients and develop relationships based on his passion for service, strong work-ethic, and core integrity which he brings to every business engagement.

### EXPERIENCE

- ▶ Lee & Associates Vancouver 2017 – Present

### EDUCATION

- ▶ BCIT Marketing Management, Professional Real Estate Diploma
- ▶ UBC Sauder School of Business, Trading Services Licensing

### ASSOCIATIONS & PROFESSIONAL DESIGNATIONS

- ▶ Surrey Board of Trade
- ▶ Real Estate Board of Greater Vancouver, Commercial Division



# Corporate Overview

Lee & Associates





# Corporate Overview

## The Lee & Associates Network

**91%**

**INCREASE** in  
Transaction Volume  
Over 5 years

**\$15+**

**BILLION**  
Transaction Volume  
(2018)

**1,000+**

**PROFESSIONALS**  
and Growing  
Nationwide

**60+**

**OFFICES**  
Nationwide and  
Growing

### LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.

At Lee & Associates® our reach is international but our expertise is local market implementation. This translates into seamless, consistent execution and value driven market-to-market services.

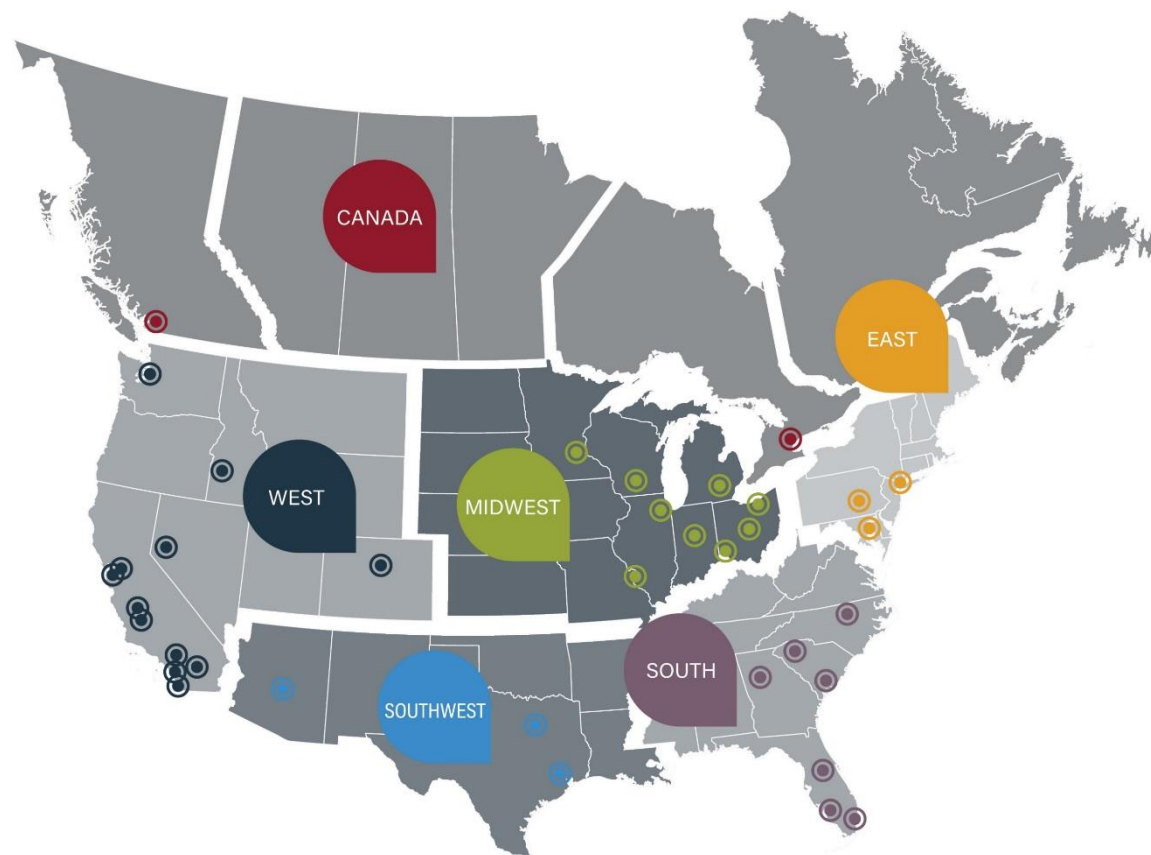
Our agents understand real estate and accountability. They provide an integrated approach to leasing, operational efficiencies, capital markets, property management, valuation, disposition, development, research and consulting.

We are creative strategists who provide value and custom solutions, enabling our clients to make profitable decisions.

...  
**OFFICE**  
**INDUSTRIAL**  
**RETAIL**  
**INVESTMENT**  
**APPRAISAL**  
**MULTI-FAMILY**  
**LAND**  
**PROPERTY MANAGEMENT**  
...  
**VALUATION & CONSULTING**

# Corporate Overview

## Lee & Associates North America Locations



### POWER OF THE LEE NETWORK

Vancouver, BC  
Toronto, ON  
Irvine, CA  
Orange, CA  
Newport Beach, CA  
Ontario, CA  
Riverside, CA  
Los Angeles, CA  
Industry, CA  
Carlsbad, CA  
Stockton, CA  
Pleasanton, CA  
West LA, CA  
Sherman Oaks, CA  
Central LA, CA  
Temecula Valley, CA  
Victorville, CA  
Calabasas, CA  
Los Olivos, CA  
San Luis Obispo, CA  
Ventura, CA  
San Diego, CA  
Reno, NV  
Oakland, CA  
Antelope Valley, CA  
Santa Barbara, CA  
Palm Desert, CA  
ISG- LA, CA  
Boise, ID

Long Beach, CA  
Denver, CO  
Pasadena, CA  
Walnut Creek, CA  
Seattle, WA  
Phoenix, AZ  
Dallas/Ft Worth, TX  
Houston, TX  
Chicago, IL  
St. Louis, MO  
Southfield, MI  
Madison, WI  
Indianapolis, IN  
Greenwood, IN  
Cleveland, OH  
Columbus, OH  
Twin Cities, MN  
Atlanta, GA  
Greenville, SC  
Fort Myers, FL  
Orlando, FL  
Charleston, SC  
Valuation, Atlanta  
Elwood, NJ  
Manhattan, NY  
Edison, NJ  
Chesapeake Region  
LI/Queens, NY  
Eastern Pennsylvania

# Corporate Overview

## The Lee & Associates Advantage

## THE LEE ADVANTAGE

*LEE & ASSOCIATES IS THE LARGEST BROKER-OWNED  
COMMERCIAL REAL ESTATE FIRM IN NORTH AMERICA,  
AND ONE OF THE FASTEST GROWING!*

Every Lee & Associates office delivers world class service to an array of regional, national and international clients - from small businesses and local investors to major corporate users and institutional investors. Our professionals combine the latest technology, resources and market intelligence with their experience, expertise and commitment to superior service to optimize your results.

**BROKERAGE | MANAGEMENT | APPRAISAL SERVICES**

**INDUSTRY  
SPONSORSHIPS &  
ORGANIZATIONS**



**Lee & Associates** is the largest firm of its kind in North America. The company's reach extends across the US, Canada and, most recently, to Europe through a strategic alliance with Gerald Eve

### OFFICES LOCATED ACROSS NORTH AMERICA

ARIZONA  
BRITISH COLUMBIA  
CALIFORNIA  
COLORADO  
FLORIDA  
GEORGIA  
IDAHO  
ILLINOIS  
INDIANA  
MARYLAND  
MICHIGAN  
MINNESOTA  
MISSOURI  
NEVADA  
NEW JERSEY  
NEW YORK  
NORTH CAROLINA  
OHIO  
ONTARIO  
PENNSYLVANIA  
SOUTH CAROLINA  
TEXAS  
WASHINGTON  
WISCONSIN



**Gerald Eve** is a real estate advisory business headquartered in London, United Kingdom

**AFFILIATE  
INTERNATIONAL  
RELATIONSHIP**



**GERALDEVE**

- |                  |                    |
|------------------|--------------------|
| ▶ AUSTRIA        | ▶ NETHERLANDS      |
| ▶ BELGIUM        | ▶ NORTHERN IRELAND |
| ▶ CZECH REPUBLIC | ▶ NORWAY           |
| ▶ DENMARK        | ▶ POLAND           |
| ▶ FRANCE         | ▶ PORTUGAL         |
| ▶ GERMANY        | ▶ SLOVAKIA         |
| ▶ INDIA          | ▶ SPAIN            |
| ▶ IRELAND        | ▶ TURKEY           |
| ▶ LUXEMBOURG     | ▶ UNITED KINGDOM   |



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