

**Goodman**  
**report:**

**Special Edition**  
30 Years of Publishing  
The Goodman Report

**IT'S  
KIND  
OF A  
BIG  
DEAL**

FROM

1983

TO

2013

**FOR 30 YEARS THE  
GOODMAN REPORT HAS  
BEEN RESEARCHING  
AND REPORTING ON  
THE MULTI-FAMILY  
RENTAL MARKET  
IT'S NO WONDER WE'RE  
PUTTING TOGETHER  
SOME OF THE BIGGEST  
INVESTMENT DEALS IN  
GREATER VANCOUVER**



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David and Mark Goodman are widely recognized as apartment experts on top of the latest industry trends, market shifts and inside information. They are sought out for their opinions on the rental apartment market by the local, provincial and national media. They are frequently quoted and their research cited in *The Vancouver Sun*, *National Post*, *The Globe and Mail*, *Business in Vancouver*, *Western Investor*, *BC Apartment Owners Magazine* and various other publications.

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**\$2B+**

SALES VOLUME

**500+**

TRANSACTIONS

**200**

MEDIA ARTICLES

**53**

YEARS OF COMBINED  
EXPERIENCE

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**OUR CURRENT  
OFFERING  
TWIN LAKES  
LUXURY RENTAL  
TOWNHOUSE COMPLEX  
NORTH VANCOUVER**

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PRICE

**\$27,950,000**

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UNITS

**57**

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NET RENTABLE AREA IN SQ. FT.

**73,050**

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LOT SIZE IN ACRES

**9.42**

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NET OPERATING INCOME

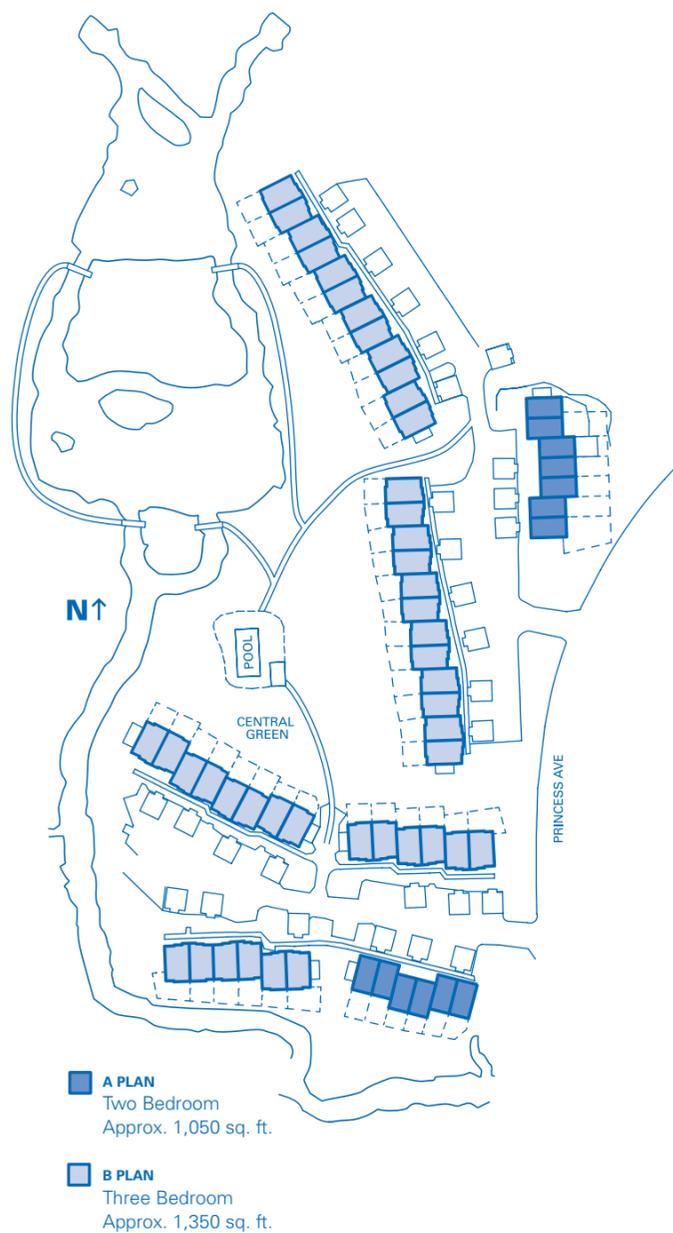
**\$1,222,606**

# TWIN LAKES

**3701 Princess Avenue  
North Vancouver  
Luxury Townhouse Complex  
57 Units  
\$27,950,000  
4.4% Cap Rate**

In a stunning West Coast setting surrounded by mature evergreens and meandering pathways, you'll find Twin Lakes—a rarely available and extensively upgraded 7-building townhouse rental complex improved on a 9.42 acre site featuring 57 units.

The project comprises approximately 73,050 net leasable sq. ft. and consists of two and three bedroom townhomes located in the Upper Lonsdale neighbourhood at the District of North Vancouver. The property contains two lakes in the northwest portion of the property, which are connected by Hastings Creek.



Twin Lakes is a community with an abundance of natural and urban amenities. The shops of Lynn Valley Town Centre and Upper Lonsdale, neighbourhood cafés, grocery stores and great restaurants are within close proximity. Carisbrooke Elementary School and the sought-after Argyle Secondary School offering French immersion are within walking distance. Nestled perfectly between Grouse and Seymour Mountains and just across the street from Princess Park with easy access to the North Shore trails.

## Summary

|                   |   |
|-------------------|---|
| Price             | \$27,950,000  |
| Units             | 57  |
| Stories           | 2   |
| Net Rentable Area | 73,050 sq. ft.  |
| Price/Unit        | \$490,351   |
| Cap Rate          | 4.4%  |
| GIM               | 16.1  |
| Year Built        | 1971 (Renovated 2013)   |
| Lot Size          | 9.42 acres  |
| Zoning            | RM-5 (6 units per acre)   |
| PID               | 007-965-923   |
| Legal Description | Lot A Block A Plan 14007 DL 787, 799 and 802, NWG 1 Land District |

## Suite Mix

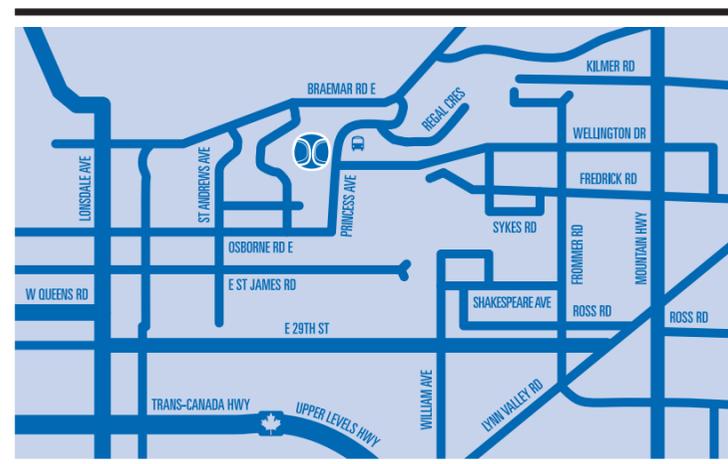
|                  | NO. UNITS | AVG. SQ. FT. | AVG. RENT |
|------------------|-----------|--------------|-----------|
| Two Bedroom TH   | 13        | 1,050        | \$2,219   |
| Three Bedroom TH | 44        | 1,350        | \$2,627   |

## Financial Summary

|            |                      |
|------------|----------------------|
| Financing  | Treat as clear title |
| Taxes 2013 | \$76,341.25          |

### 2013 PROFORMA

|                      |             |
|----------------------|-------------|
| Gross Income         | \$1,733,280 |
| Vacancy (2%)         | (34,666)    |
| Effective Gross      | \$1,698,614 |
| Operating Expenses   | (476,008)   |
| Net Operating Income | \$1,222,606 |



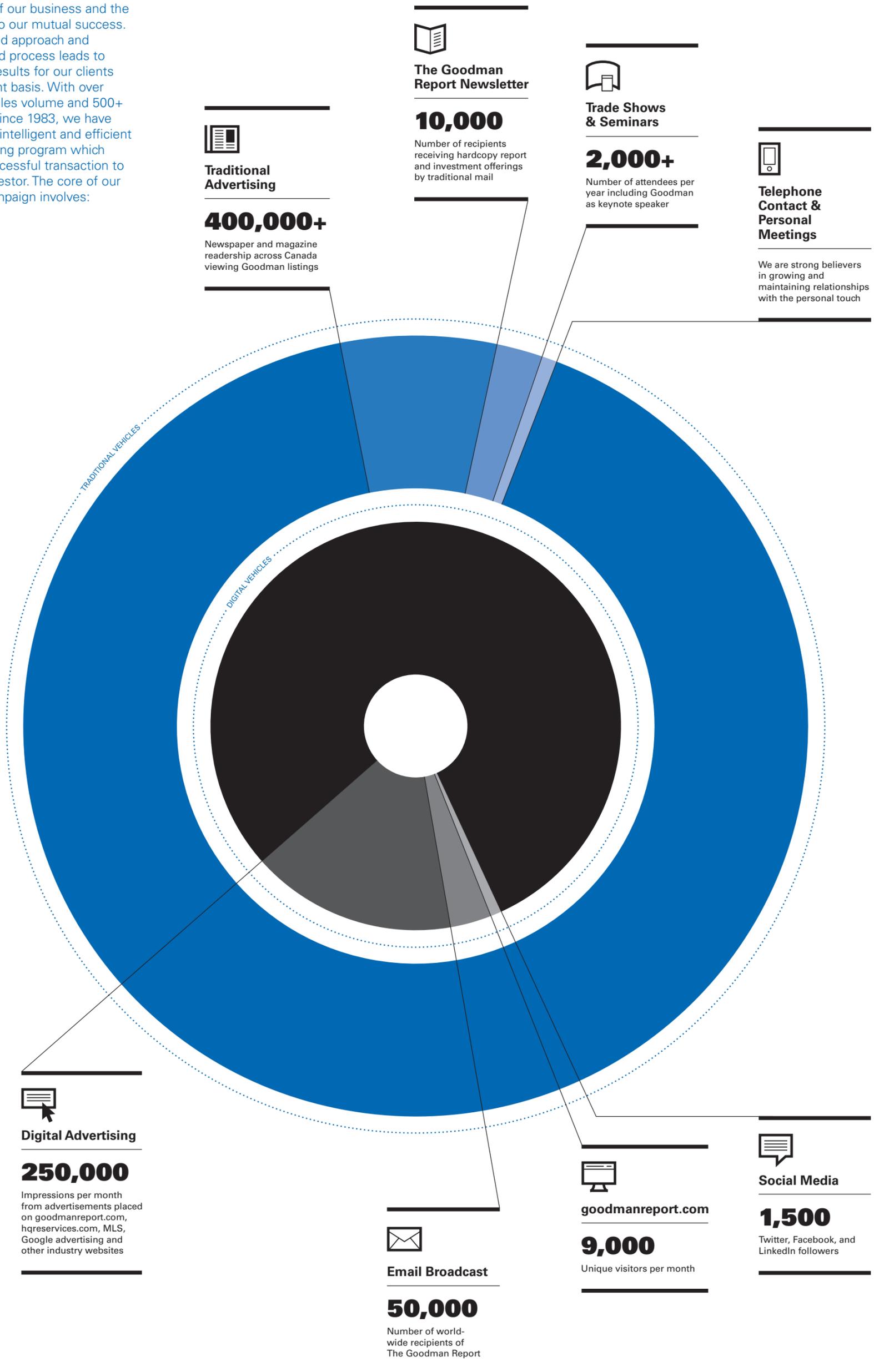
View a detailed information package online at [www.goodmanreport.com](http://www.goodmanreport.com)



# HOW WE DO IT

The Goodman team aggressively seeks new ways of marketing properties, publishing information through new channels and perfecting the process of buying and selling real estate.

Marketing your property is the cornerstone of our business and the key element to our mutual success. Our considered approach and well-developed process leads to outstanding results for our clients on a consistent basis. With over \$2 billion in sales volume and 500+ transactions since 1983, we have developed an intelligent and efficient global marketing program which ensures a successful transaction to a qualified investor. The core of our marketing campaign involves:



### Traditional Advertising

**400,000+**

Newspaper and magazine readership across Canada viewing Goodman listings



### The Goodman Report Newsletter

**10,000**

Number of recipients receiving hardcopy report and investment offerings by traditional mail



### Trade Shows & Seminars

**2,000+**

Number of attendees per year including Goodman as keynote speaker



### Telephone Contact & Personal Meetings

We are strong believers in growing and maintaining relationships with the personal touch

TRADITIONAL VEHICLES

DIGITAL VEHICLES



### Digital Advertising

**250,000**

Impressions per month from advertisements placed on goodmanreport.com, hqreservices.com, MLS, Google advertising and other industry websites



### Email Broadcast

**50,000**

Number of world-wide recipients of The Goodman Report



### goodmanreport.com

**9,000**

Unique visitors per month



### Social Media

**1,500**

Twitter, Facebook, and LinkedIn followers

## BIG RESULTS

The Goodmans have specialized in the marketing and sale of over 500 apartment buildings and development sites. Clients include local owners, off-shore families and institutional investors. Additionally, they've sold a number of prominent multi-family development sites and commercial properties.

### Notable Development Site Transactions

#### South Granville Development Site

1300 Block West 11th Avenue, Vancouver  
 Lot size: 300' x 125' (37,500 sq. ft.)  
 Zoning: RM-3  
 Sale Price: \$12,000,000  
 Year: 2005

#### South Granville Development Site

1400 Block West 14th Avenue, Vancouver  
 Lot size: 225' x 125' (27,000 sq. ft.)  
 Zoning: RM-3  
 Sale Price: \$7,800,000  
 Year: 2006

#### Metrotown Multi-Family Development Site

5977-5979 Wilson Avenue, Burnaby  
 Lot size: 53,844 sq. ft.  
 Zoning: RM-3  
 Sale Price: \$8,200,000  
 Year: 2010

#### Richmond Development Site

3013 No. 3 Road, Richmond  
 Lot size: 4.5 acres  
 Zoning: High Density Commercial  
 Sale Price: \$11,000,000  
 Year: 2001

#### Highgate Development Site (Originally Middlegate Mall)

7155 Kingsway, Burnaby  
 Lot size: 9.9 acres  
 Zoning: High Density Commercial / Residential  
 Sale Price: \$18,500,000  
 Year: 2001

### Developers we work with

BlueSky Properties  
 Bosa Properties  
 Solterra Development  
 Pacific Arbour Retirement Communities  
 Millenium Development  
 Concord Pacific  
 Mosaic Homes  
 Intracorp  
 Polygon Homes  
 Mayfair Properties  
 Wall Financial  
 Intergulf Development Group  
 South Street Development  
 Wedgwood Ventures

### Notable Apartment Building Transactions

#### Fortune House

1010 Howe Street, Vancouver  
 130 Residential & 8 Commercial Units  
 Sale Price: \$30,000,000  
 Sale Date: 2006  
 Buyer: Wall Financial

#### Intracorp's MC<sup>2</sup>

Marine & Cambie, Vancouver  
 110 Units  
 Sale Price: \$27,000,000  
 Sale Date: 2013  
 Buyer: Mayfair Properties

#### The Monterey

603 West 8th Avenue, Vancouver  
 134 Units  
 Sale Price: \$23,400,000  
 Sale Date: 2003

#### Dolphin Square

6880 Buswell Street, Richmond  
 174 Units  
 Sale Price: \$23,000,000  
 Sale Date: 2008  
 Buyer: CAP REIT

## 01 Forward Sales

### Intracorp's MC<sup>2</sup>

Marine & Cambie, Vancouver  
 Rental Project  
 110 Suites  
 Ask \$30,000,000

|                   |                  |
|-------------------|------------------|
| Units             | 110              |
| Stories           | 4 & 6            |
| Net Rentable Area | 59,022 sq. ft.   |
| Year Built        | New Construction |
| Sale Price        | \$27,000,000     |
| Sale Date         | 2013             |



## 02 Development Sites

### Lynn Valley Multi-Family Development Site

2517-2691 Mountain Highway, North Vancouver

|            |                              |
|------------|------------------------------|
| Lot size   | 554' x 134' (74,578 sq. ft.) |
| Zoning     | Residential Medium Density   |
| Sale Price | \$12,480,000                 |
| Developer  | Polygon Homes                |
| Sale Date  | 2013                         |



## 03 Apartment Buildings

### Lougheed Village

9500 Erickson Drive, Burnaby  
 4-Tower Rental Project  
 528 Rental Units / 21 Commercial  
 Ask \$100,000,000

|                   |                                |
|-------------------|--------------------------------|
| Units             | 525 + 21 commercial            |
| Stories           | 64 Total                       |
| Net Rentable Area | 539,709 sq. ft.                |
| Lot Size          | 7.5 acres                      |
| Zoning            | CD (Comprehensive Development) |
| Year Built        | 1973                           |
| Sale Date         | 2012                           |



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This communication is not intended to cause or induce breach of an existing listing agreement.

**CELEBRATING 30 YEARS**

Ready to work with the best in class?  
We focus on the one thing that  
matters most: *getting you results.*

Call us today. Subscribe to the report  
at [www.goodmanreport.com](http://www.goodmanreport.com).

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