



**LONDON
PACIFIC**

Commercial Real Estate Redefined

Q2 - 2025

**QUARTERLY MARKET INSIGHT &
MULTIFAMILY REPORT**

EXECUTIVE SUMMARY

CONTRIBUTED BY ARI GELMON

Ari Gelmon is an Associate Vice President and commercial real estate broker with London Pacific. His expertise lies within development land and investment properties including multifamily opportunities with latent value. Raised in Vancouver, Ari brings a unique perspective to buyers and sellers within the Vancouver core; his ability to understand the economic nuances and development direction within the context of regional planning and policy supports his approach to real estate investment and provides his clients with informed and market-sensitive advice.

If there is anything land brokers agree on right now, it's that the land market is not reviving as quickly as was projected. The slogan survive til' 25 was an optimistic reach rooted in educated guesses, but who would have thought we'd be in this somewhat unpredictable market today? As a company and community, we feel that land will come back, and in a big way, but until then we are looking at alternative asset classes that are performing better, and that offer our clients savvy ways to capitalize in the real estate market.

Multifamily: the subject of our report and the, generally, bulletproof asset class that has long delivered steady, consistent cash-flows from the ma and pa owners to the nation's largest institutional landlords.

While multifamily has been challenged by increasing operating costs, stiffer regulatory controls, broader tenant rights and increased financing costs, it remains one of the more active asset classes with some interesting deals – particularly for buyers.

What we've noticed, which is perhaps the most enticing metric for multifamily, is that the cap rates have increased. While this is relative to financing costs which have also increased, the spread between yield and debt is getting better, and as interest rates drop, as they have, we will see excellent long-term plays for multifamily assets bought during this period.

In addition, when we look at data provided by Altus Group, the average cap rate for multifamily reported in 2024 was around 3.67%, while as of 2025 the average reported is 4.1%.

It's important to also consider that some of these multifamily properties are being purchased for development, so the lower cap rates may not be reflective of the true value of multifamily purchases from an income perspective. Empirically, we see most assets needing to start with a 4% yield to even be considered, unless there is some other motive for acquisition.

Multifamily and the land that we sell have always been sister asset classes because our land deals are the prerequisite to build multifamily homes. As we move into an income-focused market with buyers looking for properties that provide a return, we see multifamily as a natural candidate for stable returns in a volatile market.

In our report, we'll highlight multifamily properties that have transacted this year and provide some noteworthy metrics for each.

As we continue to forge ahead, providing our clients with expert advice and quality listings, we will be providing more multifamily services. We have listings coming up in areas that we feel will be homeruns for our clients. Please feel free to reach out to our team to utilize us to the best of our ability and let's finish 2025 strong!



A handwritten signature in blue ink, appearing to read 'Ari Gelmon', with a long horizontal flourish extending to the right.

ARI GELMON

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MACRO SNAPSHOT

Curated expert economic commentary to review the most significant macroeconomic statistics and trends impacting the Real Estate market for end of Q2 2025

01. INTEREST RATES

The Bank of Canada has maintained its interest rate at 2.75 per cent during both its April and June announcements. This decision comes after a series of seven consecutive rate cuts beginning last summer, which collectively reduced the policy rate by 2.25 percentage points. Ongoing inflationary pressures and complex global trade tensions have prompted the Bank to reassess the speed and scale of any further rate reductions.

In lead up to the next rate announcement scheduled for July 30th, it would appear that Canada's Big Six are in disagreement. RBC is projecting a hold on rates while the others are suggesting we will see another rate cut of 25 basis points.

<https://www.theglobeandmail.com/topics/bank-of-canada/>

02. INFLATION

This quarter, economists continued to track the effects of retaliatory tariffs on consumer prices, with a focus on autos and groceries. Initial signs of rising prices emerged in April, and by May, the cost of new passenger vehicles was climbing at an even faster rate. Interestingly, inflation in grocery prices did show signs of easing while gasoline led the decline in consumer energy prices again this month, down 15.5% year over year in May after declining 18.1% in April. Gasoline prices in May remained below May 2024 levels, primarily due to the removal of the consumer carbon levy.

<https://www.rbc.com/en/thought-leadership/economics/featured-insights/rbc-inflation-watch/>
<https://www150.statcan.gc.ca/n1/daily-quotidien/250624/dq250624a-eng.htm>

03. BOND MARKET

In Canada, the U.S., and other advanced economies, fiscal policy is becoming a key driver of economic performance and increasingly important for bond markets. The “One, Big, Beautiful Bill Act,” passed by the U.S. House in May, is projected to add over \$2 trillion to the national deficit over the next decade. While tariff revenues may offset some costs, increased borrowing will likely push long-term treasury yields higher—especially as trade deals reduce potential tariff income. Even as the Fed reaches a neutral rate by 2026, experts anticipate only modest declines in 10- and 30-year yields. Canada's fiscal position is more stable, but the federal deficit is still expected to rise this year, with increased bond issuance as a result. Despite a policy rate 100 basis points lower, economists don't see long-term Canadian yields surpassing 3%. Bond markets are no longer ignoring government spending.

<https://www.nbc.ca/content/dam/bnc/taux-analyses/analyse-eco/mensuel/monthly-fixed-income-monitor.pdf>

04. GDP

Statistics Canada's preliminary estimate suggests a 0.1% decline in GDP for May, reflecting early reports of lower sales across retail, manufacturing, and wholesale sectors. So far, GDP growth for the second quarter appears relatively flat, following a 2.2% annualized increase in Q1—an uptick largely driven by inventory stockpiling ahead of anticipated tariffs.

<https://www.rbc.com/en/thought-leadership/economics/featured-insights/canadian-gdp/>

OPPORTUNITIES



33340 & 33348 3RD AVENUE MISSION

Gross Site Area: 13,912 SQFT

Parcel Assembled: 2

TOA: Within 300M from West Coast Express



1925 ADANAC STREET & 780 VICTORIA DRIVE, VANCOUVER

Gross Site Area: 17,152 SQFT

Parcel Assembled: 2



9480 – 9550 119A STREET DELTA

Gross Site Area: 70,948 SQFT

Parcel Assembled: 8

05. THE REAL ESTATE MARKET

METRO VANCOUVER

As of June 2025, there are 17,561 properties listed for sale on the MLS® system in Metro Vancouver, marking a 23.8% increase from June 2024 (14,182) and 43.7% above the 10-year seasonal average of 12,223. The sales-to-active listings ratio across all property types sits at 12.8%. Broken down by type, the ratio is 9.9% for detached homes, 16.9% for attached homes, and 13.9% for apartments. Historically, home prices tend to decline when this ratio remains below 12% for an extended period and rise when it stays above 20% over several months.

<https://www.gvrealtors.ca/market-watch/monthly-market-report/june-2025.html>

BC HOUSING

The Province is creating more flexible and extended payment timelines for homebuilders, so more homes can continue to be built at a time when construction costs and interest rates are high. This will improve the viability of housing projects as homebuilders can invest in new housing projects sooner. Lower carrying costs will also help unlock more housing developments that need additional capital.

The Amenity Cost Charge (Installments) Regulation will expand to include the use of on-demand surety bonds provincewide and to extend the timeline for repayment. Under the new rules, developers will pay 25 per cent of these charges at permit approval, with the remaining 75 per cent due at occupancy or within four years, whichever comes first.

"Sentiment amongst the development community suggests that this is not enough to move the needle." Ari Gelmon, Associate Vice President.

<https://news.gov.bc.ca/releases/2025HMA0056-000638>
https://dailyhive.com/vancouver/bc-government-surety-bonds-development-municipal-fee-payment-extension#google_vignette

NATIONWIDE

In April the Canadian Real Estate Association (CREA) revised its 2025 housing forecast to adjust for the uncertainty of tariffs and any economic turmoil that may come with it. Looking at the updated quarterly forecast, CREA is accounting for 50,000 less home sales in 2025 than originally forecast (totaling 482,673 residential properties—virtually unchanged from 2024) and the average price of a home to be \$30,000 less than originally forecast (hitting an average of \$687,898 in 2025).

<https://www.crea.ca/cafe/canadian-homes-sales-drop-as-crea-downgrades-2025-forecast/>

METRO VANCOUVER MARKET HIGHLIGHT JUNE 2025



ATTACHED

Active Listings: 2,793

Sales: 473

Benchmark Price: \$1,103,900

Avg. Days On Market: 29

Sales to active listing ratio: 16.94%



APARTMENT

Active Listings: 7,456

Sales: 1,040

Benchmark Price: \$748,400

Avg. Days On Market: 35

Sales to active listing ratio: 13.95%



DETACHED

Active Listings: 6,650

Sales: 657

Benchmark Price: \$1,994,500

Avg. Days On Market: 36

Sales to active listing ratio: 9.88%



YTY Sales

June 2024	June 2025	
2,418	2,181	(9.8%) ↓
Sold	Sold	

MULTIFAMILY REPORT

This FIRST EDITION of the London Pacific MULTIFAMILY REPORT strives to provide timely market intelligence for this dynamic asset class and includes a review of multifamily sales for 2025, current rent rates and active rental listings, new rental product hitting the market, and a fulsome list of approved rental projects coming down the pipeline.



MULTIFAMILY SALES SUMMARY - 2025

There have been 26 Multifamily sales documented by Altus in Metro Vancouver and the Fraser Valley since the beginning of 2025. The average number of units per building is 29.5, the average price being \$14,285,704 and the average Cap Rate being 4.1%.

	Average	Low	High	Total
Sale date		Jan 09, 2025	Jun 13, 2025	
Building size (units)	29.4	5	148	764
Total price	\$14,285,704	\$1,802,000	\$109,766,880	\$371,428,296
Price / unit	\$446,140	\$166,667	\$933,333	
Capitalization rate	4.1%	2.9%	5.4%	

Transaction date	Transaction/Address	Municipality	Price	Size (# of units)	Price/unit	Cap rate (%)	Sale type
2025-01-09	Tims Ave Apartments	Abbotsford	\$3,670,000	8	\$458,750	n/a	Market
2025-01-15	749 East 16th Ave	Vancouver	\$1,802,000	5	\$360,400	5.4	Market
2025-01-21	Hollywood Theatre & Residences	Vancouver	\$45,149,998	40	\$1,128,750	n/a	Market
2025-01-28	The Beacon	Vancouver	\$18,226,400	41	\$444,546	n/a	Market
2025-01-31	Lawrence Manor	Vancouver	\$11,200,000	35	\$320,000	4.5	Market
2025-02-03	Casa Miguel	Vancouver	\$11,650,000	39	\$298,718	n/a	Market
2025-02-26	Seasons Wesbrook Village	Vancouver	\$109,766,880	148	\$741,668	n/a	Share Sale
2025-02-28	Pine Court Apartments	Chilliwack	\$6,000,000	36	\$166,667	n/a	Market
2025-03-05	Greatview Manor Apartments	Vancouver	\$27,700,000	66	\$419,697	2.9	Market
2025-03-14	La Condesa	Vancouver	\$5,265,000	8	\$658,125	n/a	Non-Arms
2025-03-18	1021 Burnaby St	Vancouver	\$15,350,000	21	\$730,952	n/a	Market
2025-03-26	33230 2nd Ave	Mission	\$33,750,000	92	\$366,848	n/a	Market
2025-03-27	522 East 43rd Ave	Vancouver	\$2,800,000	10	\$280,000	3.9	Market
2025-03-27	The Rosedale	Vancouver	\$2,950,000	6	\$491,667	3.3	Market
2025-03-31	Windsor Apartments	Vancouver	\$6,600,000	20	\$330,000	3.2	Market
2025-04-01	1926 Balsam St	Vancouver	\$7,200,000	9	\$800,000	n/a	Market
2025-04-17	1126 West 13th Ave	Vancouver	\$3,600,000	10	\$360,000	n/a	Market
2025-04-23	Findlay Garden Apartments	Vancouver	\$3,350,000	12	\$279,167	4.4	Market
2025-04-30	Scott Manor	Vancouver	\$3,400,000	11	\$309,091	n/a	Market
2025-05-08	1209 Woodland Dr	Vancouver	\$4,020,000	6	\$670,000	4.2	Market
2025-05-16	707 East 21st Ave	Vancouver	\$2,425,000	7	\$346,429	4	Market
2025-05-29	Stephen Court Apartments	Vancouver	\$14,753,018	37	\$398,730	n/a	Market
2025-05-29	8660 Westminster Hwy	Richmond	\$13,900,000	67	\$207,463	n/a	Market
2025-05-29	1645 West 12th Ave	Vancouver	\$5,850,000	13	\$450,000	n/a	Market
2025-05-30	1794 Frances St	Vancouver	\$2,650,000	8	\$331,250	5.2	Market
2025-06-13	2212 - 2220 W Broadway	Vancouver	\$8,400,000	9	\$933,333	n/a	Market

MULTI-FAMILY RENT RATES

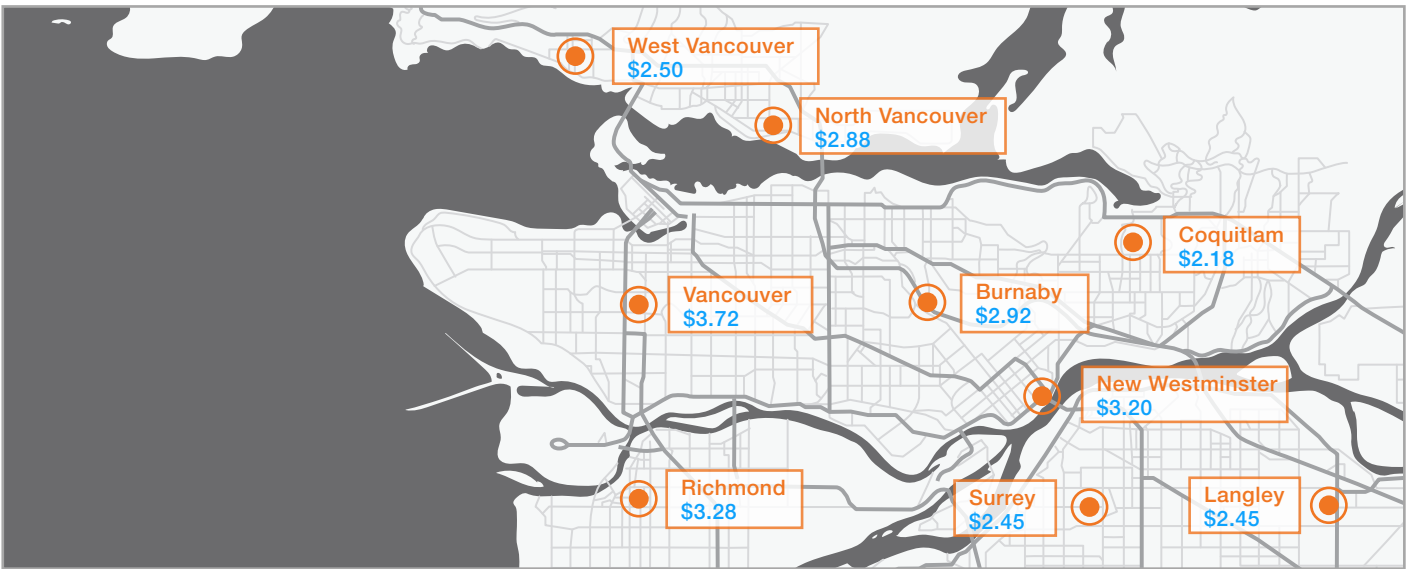
Rents for unfurnished one-bedrooms in Metro Vancouver continue to decline, with the average price falling by \$52 in June alone. Compared to the same time last year, that's a total drop of \$114/month, bringing the current average down to \$2,223/month across the region.

Several cities saw notable changes in average rent prices this month. Looking at one-bedroom furnished units, West Vancouver (+1.51%) saw the biggest month-to-month increases, while Langley (-6.05%) had the most notable month-to-month decrease.

Looking now at unfurnished one-bedroom units, Vancouver (+1.17%) experienced the highest month-to-month increase, while Coquitlam saw the biggest decrease with a drop of (-8.27%).

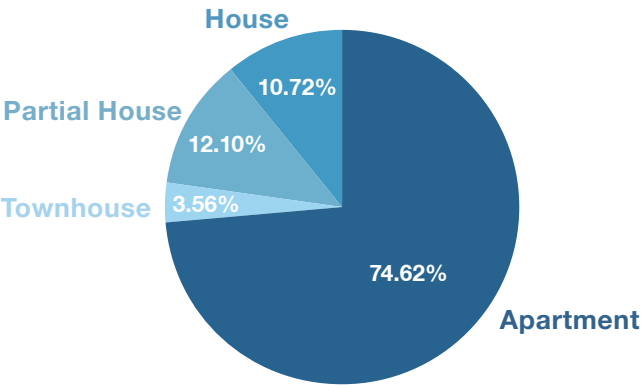
Municipality/City	Unfurnished		
	1br.	2br.	3br.
Burnaby	\$2,249 ▼	\$2,782 ▼	\$3,632 ▼
Coquitlam	\$1,995 ▼	\$2,505 ▲	\$3,475 ▲
Langley	\$1,898 ▲	\$2,431 ▼	\$3,237 ▲
New Westminister	\$2,108 ▼	\$2,683 ▲	\$3,704 ▲
North Vancouver	\$2,473 ▼	\$3,460 ▲	\$4,249 ▲
Richmond	\$2,384 ▼	\$3,003 ▲	\$3,624 ▲
Surrey	\$1,865 ▲	\$2,307 ▼	\$3,070 ▼
Vancouver	\$2,436 ▲	\$3,043 ▲	\$3,682 ▼
West Vancouver	\$2,598 ▼	\$3,578 ▲	\$5,011 ▲

As of June 2025, the least expensive cities for square footage are Coquitlam (\$2.18/sq. ft.) Surrey (\$2.45/sq. ft.) and Langley (\$2.45/sq. ft.), while the most expensive cities for square footage are Vancouver (\$3.72/sq. ft.) and Richmond (\$3.28/sq. ft.).



ACTIVE RENTAL LISTING BY PROPERTY TYPE

As of June 2025, apartments were the most common rental property type, representing 73.62% of active listings on the market. Partial houses (e.g., basement suites) were the second-most rented unit type this month, at 10.72% of active listings currently available to rent.



<https://liv.rent/blog/rent-reports/may-2025-metro-vancouver-rent-report/>
<https://liv.rent/rental-listings/>

NEW RENTAL PRODUCT HITTING THE MARKET

There are 20 new rental complexes that have commenced leasing since January 2025. This equates to 3100 new rental units with an average size of 638.8 SQFT and an average gross rent of \$2948.56 which is \$4.66/SQFT.

Project	Developerw	Type	Storey	Address	City	Total Units	Avg Size	Gross Rent	Gross \$PSF
Cedar Lane	Inception Capital	Mixed-Use Apartment	6	3780 Clark Drive	Vancouver	54	693	\$3,202	4.62
Comma King George	Rize Alliance Properties	Apartment	31	9651 136A Street	Surrey	392	600	\$2,106	3.51
Broadview	Bosa Properties	Apartment	34	5980 Kathleen Avenue	Burnaby	184	645	\$3,328	5.16
Jinju Tower Collection	Anthem Properties	Apartment	42	537 Cottonwood	Coquitlam	55	720	\$2,930	4.07
The Capstone	Pennyfarthing Properties	Apartment	6	20230 56 Avenue	Langley (City)	213	690	\$2,484	3.6
19 on the Greenway (South)	PCI Group	Apartment	6	3609 Arbutus Street	Vancouver	60	620	\$3,298	5.32
The Beaumont	Domus Homes	Apartment	4	1490 W 32nd Ave	Vancouver	86	739	\$3,732	5.05
The Stories at Granville Station	PCI Developments	Mixed-Use Apartment	40	2488 Granville St	Vancouver	182	585	\$3,358	5.74
West 42 West (Mera)	Marcon Development	Apartment	19	5780 Alberta St	Vancouver	215	526	N/A	N/A
Red Sol	Duet Adera Projects	Apartment	6	750 Robinson Street	Coquitlam	109	672	\$2,856	4.25
The Layla	Strand	Apartment	6	618 Claremont Street	Coquitlam	89	642	\$2,690	4.19
One Fifty Braid	Wesgroup Properties	Mixed-Use Apartment	34	100 Braid Street	New Westminster	327	643	\$2,720	4.23
Arlo	Strand	Mixed-Use Apartment	6	4408 Fraser Street	Vancouver	100	690	\$3,271	4.74
Highpoint	Ledingham McAllister	Mixed-Use Apartment	50	508 clarke road	Coquitlam	105	595	\$2,493	4.19
Smith & Farrow (Building 2)	Boffo Development	Mixed-Use Apartment	20	705 North Road	Coquitlam	113	857	N/A	N/A
Signal at Marine Gateway (Ash)	Intracorp Homes	Mixed-Use Apartment	27	8460 Ash Street	Vancouver	252	600	\$3,162	5.27
Chroma	Wave Developments	Mixed-Use Apartment	9	1888 Scotia Street	Vancouver	133	476	\$2,689	5.65
Fynn	Wesgroup Properties	Apartment	6	3571 Sawmill Crescent	Vancouver	178	695	\$2,467	3.55
Eastward	Intracorp Homes	Apartment	6	1857 E 11th Avenue	Vancouver	136	543	\$2,921	5.38
19 on the Greenway (North)	PCI Developments	Apartment	6	3687 Arbutus Street	Vancouver	57	620	\$3,367	5.43

COURTESY OF REAL PROPERTY DATA

NEW RENTAL PRODUCT IN PLANNING PHASE

As of January, 2025 there are 222 new approved Rental Development Applications North and South of the Fraser River representing 17,803 units. 150 of those developments are in Vancouver, 24 are in Surrey, 20 are in Burnaby, 8 are in Coquitlam, 5 North Vancouver, 4 Langley, 4 Richmond, 3 Port Moody, and 1 in New Westminster. Here are some highlights of activity in Vancouver, Surrey, and Burnaby by neighbourhood.

VANCOUVER APPROVED RENTAL DEVELOPMENTS

Neighbourhood	Number of Developments	Number of Units
Vancouver Downtown	2	260
Downtown West End	10	1867
Grandview Woodland	3	141
Hastings Sunrise	5	241
Kensington	13	1416
Kilarney	4	247
Mount Pleasant	11	715
Renfrew Collingwood	11	1319
Riley Park	10	947
Strathcona	2	303
Sunset	5	159
Victoria / Fraserview	2	202
Arbutus Ridge	6	448
Dunbar / Southlands	5	292
Fairview	9	930
Kerrisdale	5	308
Kitsilano	6	633
Marpole	12	138
Oakridge	8	353
Shaughnessey	5	58
South Cambie	11	562
West Point Grey	5	129
Total	150	11668

SURREY APPROVED RENTAL DEVELOPMENTS

Neighbourhood	Number of Developments	Number of Units
Guildford	6	850
Newton	2	61
South Surrey	5	365
Whalley	11	1866
Total	24	3142

BURNABY APPROVED RENTAL DEVELOPMENTS

Neighbourhood	Number of Developments	Number of Units
Brentwood	5	312
Broadview	1	60
Edmonds	4	249
Hastings	1	35
Metrotown	6	548
Royal Oak	3	45
Total	20	1249

MULTIFAMILY A CORE SERVICE

Our multifamily investment strategies reveal hidden value in a constantly changing and time sensitive marketplace to create success for our clients.

LONDON PACIFIC FORMULA FOR SUCCESS

Connecting buyers and sellers in a dynamic asset class, London Pacific's multifamily brokers focus on achieving your real estate investment objectives.

- 01 Experienced Multi-Family Brokers
- 02 Extensive research on your target market(s), detailed valuations and income projections
- 03 Redevelopment potential summary
- 04 Land appraisals at highest and best use
- 05 Well-connected pool of multi-family Sellers and Investors
- 06 Access to off market opportunities
- 07 Goal driven negotiations

UNDERSTANDING VALUE

One of the most coveted types of commercial real estate in Metro Vancouver today is the Multifamily property. Our valuation is critical to your initial investment and/or repositioning of your multifamily asset. Our baseline includes a meticulous financial analysis, income projection and cost forecasting.

And, with our backbone in Land – we can assess and forecast the underlying redevelopment potential in your multi-family investment.

TIMING AND EXPERT ADVICE

Our strategy succeeds due to our ability to reveal hidden value in a changing and time sensitive marketplace. We can help you tap into “off the market” opportunities, neighbourhood plans, land use changes and regional housing policies. We create a funnel of intelligence to present you the right opportunity at the right time.

Looking to divest or invest in a multifamily opportunity? Our experts have the knowledge and resources to achieve your objectives.

MULTIFAMILY SUCCESS



1612 ST. GEORGES AVE, NORTH VANCOUVER

OCP allows FSR up to 2.6
46,956 Buildable SQFT
Current Zoning RM-1



4552, EVERGREEN LANE, DELTA

45 Unit Portfolio
Total Net Income \$290,000
Future Redevelopment Potential



127, 129 E12TH ST, NORTH VANCOUVER

Gross Site Area 17,640 SQFT
“Victoria” 100% Rental Apartments
Multifamily Redevelopment

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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