The Newsletter for Apartment Owners since 1983

Issue 74 | September 2025

Goodman report:

2025 Mid-Year Metro Vancouver Rental Apartment Review

THE GOODMAN REPORT

Uncertainty, at home and abroad, was a constant theme in the first half of 2025. A snap federal election, the swearing in of a hostile and protectionist U.S. President, escalating trade tensions, and wild swings in financial markets all vied for attention.

The Bank of Canada, after cutting rates in January and March, paused its easing cycle to assess the impact of these tensions, which could cut either way: dragging down economic growth and/or pushing up inflation from higher import costs. Against that uncertainty, weakened business investment and consumer sentiment reflected a new, more cautious, outlook.

The combination of reduced immigration, a weakening economy, and a higher-than-average amount of new rental supply depressed rents and increased vacancies – and not just in the shiny new towers; the changes applied across the board, including in the 50- to 60-year-old walk-ups. Rents are still not cheap, but tenants now have some choice, and landlords are competing for tenants for what feels like the first time in a generation.

Hopes for a continued market recovery after a busy 2024 have been tempered by the numbers in the first half of 2025. Transaction and dollar volumes fell significantly, with activity more closely resembling 2023 than either half of last year. The silver lining: the downturn was concentrated in suburban markets, which, in 2024, had been riding a big wave of non-profit acquisitions.

As you will see in our always enlightening Story Behind the Stats:

- Sales volume was down 40% from the first six months of 2024, to $537.3 million.
- The number of transactions fell 46%, to 32.
- A whopping 64% of the total sales volume ($343.2 million) came in newly built apartment buildings.
- Transactions in the City of Vancouver fell only slightly from 2024, and were up from 2023, while the suburbs recorded the lowest number of transactions in over 20 years.

Ian Brackett, Megan Johal, and Mark Goodman of Goodman Commercial

All signs point to a much busier second half. We at Goodman Commercial closed five deals valued at over $54 million in the first six months of the year; we've matched that in July and August alone, and we have another five firm transactions already scheduled to close over the balance of 2025. There is more to come: we have 20 active listings totalling over $330 million, with some exciting new opportunities coming soon!

As market leaders for multi-family and development land in Metro Vancouver, Goodman Commercial has an unparalleled perspective on market activity. Harnessing that market intelligence has for decades been the cornerstone of our success. We monitor the entire landscape – from legislative changes to subtle economic shifts – to generate the clear, data-driven insights that our clients and readers have come to trust.

In the first six months of this year, our research, sales announcements, and op-eds appeared in media outlets including *The Vancouver Sun, Business in Vancouver, Western Investor, Daily Hive, Real Estate News Exchange, Storeys, Green Street News, Connect CRE,* and *The Globe and Mail*. It's a privilege to be able to assist investors, owners, and the public with real-time market analysis and commentary, while consistently providing our clients with exceptional service.

We see a stable and balanced market for the latter half of 2025. It's a complex environment where neither sellers nor buyers hold a significant advantage, and both sides can find great opportunities. To navigate this nuanced landscape, you need a representative who knows this niche better than anyone else.

We hope you enjoy the articles and data in this report. As always, please reach out if you would like a more-targeted analysis, or just to discuss your commercial real estate needs.

All the best,

Mark Goodman, Ian Brackett and Megan Johal

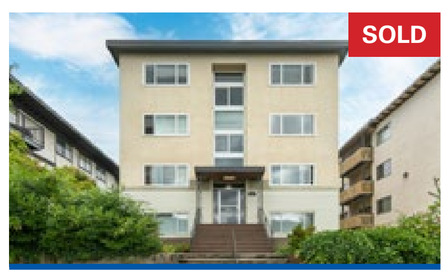
WINSTON APARTMENTS
145 East 15th Avenue, Vancouver
23-suite Mount Pleasant apartment building just half-block off Main St. 12,063 SF lot.
List $7,500,000 (326k/unit; 4% cap rate)

THE STATION AT THOMAS RD
46180 Thomas Road, Chilliwack
Two newer 5-storey buildings with 160 market rentals. Leasehold interest.
List $66,500,000 (4.5% cap rate)

LANDMARK CHATEAU
2225 Triumph Street, Vancouver
Extensively updated 42-suite townhouse complex in Cedar Cove. Water & mtn views.
List $22,300,000 (5% cap rate)

ROYAL VILLA
15158 Royal Avenue, White Rock
30-suite apartment building with unobstructed ocean views.
List $9,600,000 (4.4% cap rate)

THE STATION ON MELLARD
46060 Mellard Avenue, Chilliwack
Brand-new 40-suite apartment building with massive units (avg. 927 SF each).
List $16,750,000 (4.2% cap rate)



DIANNE APARTMENTS
162 West 4th Street, North Vancouver
10-suite apartment building in Lower Lonsdale – short walk to Shipyard District.
List $3,300,000

WHO IS REALLY STANDING IN THE WAY OF AFFORDABILITY?

Clashing housing letters underscore the need for solutions, not scapegoats

Two open letters – receiving two very different reactions – have underscored the deep rift in the current debate about how to solve Canada's increasingly urgent housing crisis.

The first letter[1], signed by 27 housing observers and addressed to Prime Minister Mark Carney and Minister of Housing Gregor Robertson, was a catch-all of criticisms and contradictions, a defence of low-density zoning, and an attack on investors and market fundamentals. The fact this letter has been, for the most part, warmly received speaks volumes about the state of discourse on housing in this province.

A second letter[2], signed by 25 prominent BC-based developers called – cautiously – for modification of the foreign investor ban, which is just one of many regulatory constraints holding back an industry already in deep distress.

Even if you disagree that foreign buyers are the answer, the case made by the developers is economically coherent. Setting conditions that encourage investors (both foreign and domestic) to get back into the pre-sale condo market will lead to more projects that are able to meet financing requirements and move forward to construction, ultimately resulting in new homes that end up rented out to local tenants or sold to owner-occupiers over time.

Even so, developers recognized public concern about the potential for foreign investment to have an inflationary effect, so they proposed limiting that investment to new construction, leaving the ban in place for existing housing. It's a practical suggestion to boost the number of homes financed and built, with sensible guardrails to protect, and benefit, local residents.

Premier Eby promptly dismissed that request out of hand, and the same observers took to social media to mischaracterize the request as proof the development industry is only out to protect profits and speculators.

This divisive ideology fuels fear and targets convenient scapegoats – a classic populist tactic that betrays a deep misunderstanding of economics.

For their part, central to the critics' framework is the belief that new market supply does not create affordability and, therefore, the policies making this supply possible should be eliminated or restructured. For example, they criticize CMHC financing for market rental projects, blaming it for inflating land values and rents – a bizarre claim when these very programs have sparked a rental boom that many economists[3] say is finally starting to help drive rents down.

They repeatedly point to the "wrong kind" of housing being built, but who should decide what is right and wrong? The developers risking their capital and livelihoods; tenants and homebuyers lining up for the chance to live in one of these homes; or a self-appointed panel of "experts"?

Source:
[1] https://thetyee.ca/Opinion/2025/07/29/Memo-Carney-Robertson-Fixing-Housing/
[2] https://goodmanreport.com/app/uploads/2025/08/Open-letter-to-prime-minister-2025-07-29.pdf
[3] https://goodmanreport.com/app/uploads/2025/08/ECON_COMMENTARY_RENTWAVE.pdf

The other suggestions are similarly dubious, or simply redundant. The critics call for policies to guarantee "tenant protection and zero net loss of affordable units," even though such protections are already in place in most of Metro Vancouver. They advocate for "gentle, ground-oriented density" except in transit-rich areas where they allow that towers may be acceptable. Sounds a lot like the two-year-old provincial multi-plex and Transit-Oriented Area legislation which has been roundly condemned by most of this same group.

On one recommendation, however, all parties might agree, even if they don't arrive immediately at the same implications. The critics want to "Tie federal support to reforms that ensure new development pays its **fair share** (my emphasis) for growth-related amenities, transit and public services." A fair share would be good; the development industry has been documenting for years that municipalities have been extracting far too much in the name of growth-related costs from new construction as a way of absolving other property taxpayers (voters) from picking up their fair share. An even playing field – a truly fair distribution – would make housing more affordable for people entering the market.

Here is another point on which everyone must agree: we have a national housing crisis that will require all hands to resolve. It certainly will require a healthy development industry and a significant and stable supply of both market and affordable housing. No one is going to win if the ideologues continue to put (or maintain) insurmountable obstacles in the way of new construction and ignore the opinions of those involved in building those homes.

We need housing. It's time everyone came to the table – not with divisive criticisms or constraints, but with viable solutions that can be implemented – quickly and for everyone.

Powerhouse Broker Megan Johal joins Goodman Commercial

Goodman Commercial is proud to announce the addition of Megan Johal, a market-leading broker with a stellar reputation in the commercial real estate sector. Specializing in multi-family, development land, and investment properties, Megan brings a remarkable history of success and a wealth of expertise to our high-performing team.

With nearly a decade of experience at the forefront of a premier boutique brokerage in the Fraser Valley, Megan has consistently driven growth and expansion through her instrumental role during the company's highest-grossing years. Her unparalleled skill set spans all aspects of development land and investment transactions, including negotiating complex purchase agreements, contract assignments, and the development of innovative infrastructure such as proprietary mapping systems and comprehensive property databases.

Megan's impressive track record includes underwriting high-value sites and managing a diverse portfolio of transactions, from raw land and large-scale assemblies to entitled sites for townhouses, single-family homes, wood-frame condos, and mixed-use developments. Her fingerprints are on over $1 billion worth of development land and investment transactions, showcasing her leadership and negotiation skills in multi-million-dollar deals.

Now, as she partners with Mark Goodman and Ian Brackett, Megan will remain active in brokering development land transactions, while also taking on a key role in the busy team's multi-family sales business. This move underscores her versatility and positions her as a cornerstone of Goodman Commercial's ongoing success.

With Megan Johal on our team, clients can expect nothing less than unparalleled expertise, strategic insight, and results-driven solutions.

FLIPPERS DIDN'T BREAK THE MARKET—POLICY DID

If the goal is more home completions, getting a project approved and into the hands of a builder who can see it through construction should be seen as a positive

The outrage machine is noisy these days with denunciations of supposedly nefarious "middlemen" who assemble properties and take them through rezoning – not because they plan to build something, but rather in hopes of flipping the land for an immediate payday.

This criticism – often ill-informed and slanderous in tone – is rooted, loosely, in truth. There are players in our industry who specialize in getting land ready for development, even if they don't plan to execute the next step. But instead of condemning these supposed bad actors, we should step back and consider if any harm is actually being done.

To understand the accusation – and to recognize its error – it's important to know a little about how development works, and where value is added along the way.

In today's complicated policy environment, you can't just buy a piece of land and build what you want. There are innumerable layers of rules and regulations, zoning restrictions and demands to pay for everything from sewers and water mains to parks, daycares, and public art installations. It can take years to get a building permit, even when a property is already appropriately zoned. And depending on the size of a project, it can cost millions or tens of millions of dollars in fees to lawyers, engineers, and architects, as well as up-front payments to the municipality – and that's not counting the carrying cost of the land itself. If a project is large and prominent, the entitlement process can take a decade and cost much more – before the first shovel breaks ground, and long before a developer begins to recoup any of their investment.

In this complicated regulatory environment, there are plenty of builders who don't have the experience, or the patience, to put an assembly together and take it through a lengthy and uncertain entitlement process. It makes perfect sense that they would want to buy land that is ready to go, leaving the approvals to those who are experts at dealing with planners, politicians, and neighbours to win support for new proposals, but who lack the financial resources and technical knowledge to see projects through construction.

The critics decry this division of labour as "speculative," and denounce any incremental profit-taking as somehow sinister – an attitude on display in the City of Vancouver recently, when council set aside a Broadway Plan rezoning amid speculation about the proponent's intent to deliver a finished product.

If the point is to see new homes built, and someone can get a site through permitting and into the hands of a builder who can deliver the work, it should be seen as a positive. Besides, if that builder is willing to pay a premium for entitled land – a big if in today's market where entitled land is selling for less than unentitled land would have fetched two years ago – the overall profit isn't increasing; it's simply being split up along the way. Rent or condo prices are no higher in a project that was acquired after rezoning compared to one that went all the way through with the same developer.

Some have erroneously pointed to the thousands of units that have been approved but not yet built as evidence that these meddling middlemen are winning entitlements and then hoarding property as a way of driving land prices up further. But these owners aren't holding land in some evil inflationary plot. They're stalled because there is no way, in this market, to finance those projects: they just don't pencil.

The City of Vancouver, in particular, has also pushed many owners to rezone defensively, ahead of when their property might naturally come up for redevelopment. Policies that limit tower allocations on a given block, or that necessitate a certain frontage size, have incentivized owners to join an assembly, or rush through the entitlement process, for fear of losing the potential to ever increase density in the future.

So, consider the bigger picture: governments at all levels have created an extremely complicated matrix of rules and regulations, obstacles, and fees. The barrier to entry is huge, and even when a project is finally approved, it takes incredibly deep pockets and an enormous appetite for risk to see it through to occupancy.

Instead of condemning those who participate and seek fair compensation for their efforts, we should focus on the main goal: getting more homes approved, built, and into the hands of tenants and homeowners. Playing favourites and micromanaging how and by whom those homes are delivered isn't going to get us to the objective any faster.

The art of getting the deal done: Mark Goodman welcomed back to the Canadian Apartment Investment Conference in Toronto

Mark Goodman, principal at Goodman Commercial Inc., is honoured to have been invited again to speak at the annual Canadian Apartment Investment Conference, in a main stage event: ***The art of getting the deal done***

The Canadian Apartment Investment Conference, at the Metro Toronto Convention Centre on Wednesday, September 11, is the premier annual conference on multi-family real estate investment in Canada. It's the place where industry leaders at every level – more than 1,100 last year – gather to catch up on the latest trends and intelligence in the national multi-family investment market.

As such, it's gratifying that conference organizers once again recognized Goodman Commercial's west coast market leadership and have tapped Mark for his insights on the Metro Vancouver rental apartment scene.

Over the first half of 2025, we witnessed a change in investment activity. This trend is followed by a surge in equity requirements alongside growing development costs. Despite private and foreign investors having stepped up their game, many regulars are sitting on the sidelines. This session will delve into real-world strategies for raising equity, forming joint ventures, assessing cashflow, and navigating complexities of getting deals across the finish line.

Mark will also provide an overview of notable transactions across Metro Vancouver, while his colleagues will speak to other markets across Canada. For more information and to register for this event: **https://lnkd.in/gE9VC-CU**

THE FEDS WANT TO INVEST IN HOUSING

Is there steak behind the sizzle?

The new federal government made some big promises during the recent election campaign.

With the goal of doubling the pace of housing construction, the Liberals proposed direct investment in affordable housing, low-cost financing, a push to reduce red tape, and cutting municipal development fees in half.

The latter three ideas are wholeheartedly welcomed, and, if done correctly, should help increase supply. While doubling the pace of construction is far-fetched, any improvements are appreciated.

Direct senior government investment in much-needed affordable housing is important to fill gaps in the system; the private sector can't and won't build housing that is not economically viable. But, as we have seen in B.C., government lacks the ability to deliver at the scale required, and the temptation to play politics with taxpayer dollars can overwhelm any good intentions.

Eight years after the provincial NDP committed to building 114,000 affordable homes in 10 years, BC Housing figures show that the various provincial funding programs directly resulted in only 3,178 completions during the 2023/24 fiscal year, and just 20,422 over the past five years.

At this pace, it will take 28 years to deliver the promised 114,000 homes.

The results are so far off the stated goal that the provincial government has resorted to padding their news releases with housing they had no part in building.

When someone is forced to leave the province to find work in Alberta and rents out their home in Kelowna, that is celebrated as a successful increase in rental housing under the NDP's creative accounting.

Further, as usual when politicians take up a cause, the rationale for some of their projects is questionable.

For example, the province is planning a new affordable housing project on the prime site of the former ICBC head office beside Lonsdale Quay in North Vancouver, two city blocks on the waterfront, with sweeping views over Burrard Inlet. Construction will be complex and expensive; the building is perched above the region's primary bus loop, and crosses over a road and railway tunnel. Perfect location for affordable, government-funded housing, right?

As part of its BC Builds program, the province recently announced that it had selected a partner to construct 110 affordable rental units at Sun Peaks Mountain Resort.

The homeless population in the City of Vancouver alone (2,400) is larger than the entire population of Sun Peaks (1,400), and yet the province is focused on building expensive waterfront projects, and employee housing at private mountain resorts.

The provincial Rental Protection Fund provides another example of what happens when politics and the love of a good press conference trump results-based decision-making.

The fund has “protected” 125 homes in Port Hardy, population 3,900, where one-bedroom suites rent for $900 per month and redevelopment pressure is non-existent. Another 153 units have been “protected” in nearby Campbell River. In Vancouver, home to the highest rents in the country, the fund has supported only 57 units so far.

Is the goal to deliver affordable housing where it will have the greatest impact, or to fly politicians to NDP ridings where they can tout their good work in front of a flashy podium?

We need efficient solutions to deliver significantly more homes in a cost-effective way. Whatever the plan, the government will need to include the private sector to achieve any kind of scale.

One idea getting no noticeable attention would be to subsidize the mandated inclusionary zoning units that have become ubiquitous across Metro Vancouver. In the Broadway Plan area alone, there are 3,500 proposed below-market affordable rental units in 110 projects currently in the pipeline that are at risk of never seeing the light of day.

At a conservative estimate of current construction rates, these units will cost about double their value on completion, resulting in a $250,000 to $300,000 loss to the developer, per unit. Because market rents have softened, developers can’t recover this shortfall from other tenants, so most of these 110 projects will sit on the shelf, unable to get financing.

Waiting for rents to increase to fund these projects is a bad option. If cities continue to insist on weighing down projects with unprofitable units, developers are going to need some help, or nothing will get built. Here, then, is an opportunity for government to deliver a significant amount of below-market housing in partnership with the private sector.

As the federal government tackles the housing file, let’s hope they focus on creating results, rather than just selling the sizzle.

BC'S APARTMENT BUILDING TARIFF

For the past decade, BC has imposed its own punitive, politically motivated tax on foreign residents buying local apartment buildings and land

Whether you think it is "the most beautiful word in the dictionary" or a punitive obstacle to free enterprise, tariffs have become all anyone wants to talk about. But now that we're paying attention, it's worth considering whether we are setting a double standard and glossing over the impacts of our own bad tariff policies.

In simple terms, a tariff is a sales tax on foreign goods. Long before they became a tool to punish or gain leverage over another country, tariffs were primarily used to raise government revenue and to protect domestic businesses from foreign competition – it was always politics, not economics.

After World War II, tariffs fell out of favour because, more often than not, the negative impacts on business and consumers in the country imposing the tariff outweigh the benefits. Governments generally don't last long when their policies reduce choice and raise prices for their own voters.

So, no surprise, when faced with additional taxes on Canadian exports to America, that NDP Premier David Eby was among those proclaiming that he would fight them at all cost. Canadian companies, he said, should be able to sell products to US consumers without facing unfair taxes.

It was an ironic bit of theatre.

For the past decade, BC has imposed a punitive, politically motivated sales tax on foreign residents buying local residential real estate.

Implemented as a 15% tax in Metro Vancouver by the BC Liberals, the NDP increased the tax to 20% and expanded it to the Fraser Valley, Vancouver Island and the Central Okanagan.

It's proven to be good politics. The polls show that BC residents support using tax policy to make it harder for foreigners to buy residential properties.

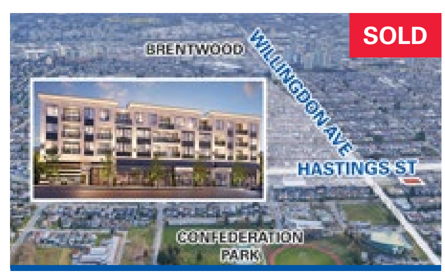
But many don't know that the tax applies to all BC Assessment-designated Class 1 properties – which, in addition to single-family homes, townhouses and condo units, also includes apartment buildings, nursing homes, daycares and residentially zoned development sites.

SOUTH GRANVILLE COMMERCIAL BUILDING

1480 West 11th Avenue, Vancouver
South Granville commercial building – four fully-leased retail units. 6,483 SF corner lot.
List $9,995,000

OAKRIDGE DEVELOPMENT SITE BY COURT ORDER

715 W 41st Ave & 5693 Heather St, Van
13,680 SF corner lot. Directly across from Oakridge Park redevelopment.
List $7,800,000



COURT ORDERED MIXED-USE DEVELOPMENT SITE

4451 Hastings Street, Burnaby
17,222 SF site in Burnaby Heights, 34 of 44 strata units pre-sold.
List $16,000,000

When applied to single family homes, the 20% tax on foreign buyers has understandable, if protectionist, rationale. When it prevents foreign individuals and companies from investing in multi-family housing and development sites, it is no different than the hated tariffs.

Let's call it what it is: a tariff on apartment buildings.

As with any tariff, the inevitable result of a foreign buyer tax on apartment buildings and development land is negative. In this case, it reduces capital flowing into the local rental housing industry. Regardless of its place of origin, that capital investment is needed to build new homes and finance upgrades to existing stock. Without a deep enough pool of well-capitalized investors to buy completed buildings and finance new construction, local developers are more likely to hold off on projects, driving up rents and worsening affordability.

Whether you agree with him or not, Donald Trump has done the political calculus that stifling trade and making new enemies is a worthwhile trade-off if he can secure more favourable trading terms or force manufacturers to move production to America. Perhaps naively, he has been less willing to acknowledge that a punitive tax on imports is likely going to raise domestic prices and hurt the U.S. economy, as well.

In British Columbia, long before tariffs were threatened on Canada, our government did the same political calculus, deciding that blaming foreign buyers for the affordability crisis was a winner. Despite affordability being worse by all measures a decade after the foreign buyer tax was first implemented, our leaders have yet to admit the tax hasn't helped. The fact that the tax reduces much-needed investment in rental properties and seniors' homes, making affordability worse for those most in need of help, is more nuanced and unlikely to win votes, therefore easy for politicians to cast aside.

To be clear, we don't support tariffs. We believe in free-trade and reduced red-tape. The proposed tariffs are needlessly destructive and, if implemented, will cause real pain.

The same is true for the foreign buyer tax on apartment buildings and development land.

If this government really wants to show leadership, instead of largely symbolic finger-wagging, it could start by removing its own destructive tax, clearing the way for investors and actually helping the rental housing industry.

Mark Goodman recognized as one of the most influential business leaders in British Columbia

I am deeply honored to be named to ***Business in Vancouver*'s prestigious BC500 list for 2025**, recognizing leaders who significantly shape our communities, industries, and economy.

Business in Vancouver has described BC500 honorees as "visionaries, innovators, and trailblazers." I'm humbled to be thought deserving of such praise. For over four decades, Goodman Commercial has been a leader in commercial real estate, with my personal transactions totalling over $4 billion, reflecting our deep expertise and impact. We also pioneered the *Goodman Report*, now the definitive source for commercial real estate market intelligence, shared freely to support our community.

This achievement is a true team effort. My colleague, Ian Brackett, brings unmatched insight, navigating the complexities of today's real estate market with brilliance. Our newest team member, Megan Johal, is a dynamic broker with a decade of industry experience who consistently delivers exceptional results.

I extend my heartfelt thanks to *Business in Vancouver* for this recognition and congratulate my fellow BC500 honorees. Whether you're in Vancouver or across the region, Goodman Commercial is here to meet all your commercial real estate needs with expertise and dedication.

2025 APARTMENT BUILDING SALES: METRO VANCOUVER

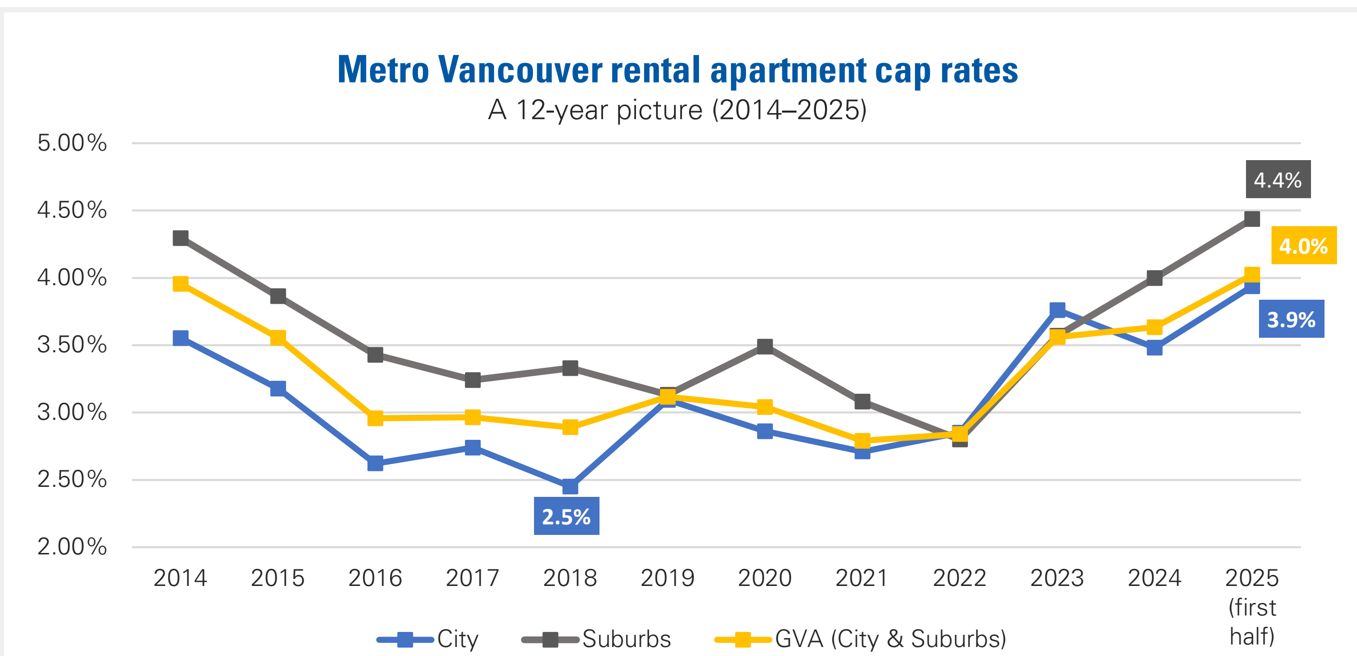
First six months | January 1 to June 30, 2025

ADDRESS	SUITES	PRICE ($)	AVG $/UNIT
Vancouver (Eastside)			
2254 McGill St	35	$11,200,000	$320,000
4320-4330 Slocan St (MU,SP)	43	18,200,000	423,256
522 E 43rd Ave	10	2,800,000	280,000
* 2575 Windsor St	20	6,600,000	330,000
* 3223 Findlay St	12	3,350,000	279,167
707 East 21st Ave	7	2,425,000	346,429
* 1794 Frances St	8	2,650,000	331,250
* 1209 Woodland St	6	4,020,000	670,000
* 1909 Charles St (NC)	9	3,800,000	422,222
444 Kootenay St (NC, MU, HR, SP)	97	58,000,000	597,938
435 Boundary Rd (NC, MU, HR, SP)	121	74,250,000	613,636
388 Kaslo St (EST, NC, MU, SP)	99	60,000,000	606,061
	467	**$247,295,000**	**$529,540**
Vancouver (Kitsilano)			
2526 W 4th Ave	6	$2,950,000	$491,667
3123 & 3137 W Broadway (MU, ST, NC)	44	45,149,998	1,026,136
1926 Balsam St (DS)	9	7,200,000	800,000
2212-2220 West Broadway (MU, ST)	9	8,400,000	933,333
2158 W 1st Ave (DS)	7	6,000,000	857,143
2425 W Broadway	9	3,500,000	388,889
2023-2029 W 4th Ave (MU, ST)	11	6,100,000	554,545
	95	**$79,299,998**	**$834,737**

* Sold by Goodman Commercial Inc.

** 50% interest sale. Price reflects actual transaction value.

ADDRESS	SUITES	PRICE ($)	AVG $/UNIT
Vancouver (South Granville)			
3263 Oak St	11	$3,400,000	$309,091
1126 W 13th Ave	10	3,600,000	360,000
1645 W 12th Ave	13	5,850,000	450,000
	34	**$12,850,000**	**$377,941**
Vancouver (Marpole)			
8787 Fremlin St	**39**	**$11,650,000**	**$298,718**
Vancouver (West End)			
1280 Haro St (HR)	66	$27,700,000	$419,697
1021 Burnaby St (ST, NC)	21	15,350,000	730,952
1315 Broughton St	37	14,753,018	398,730
	124	**$57,803,018**	**$466,153**
Burnaby			
7448 14th Ave 7466 14th Ave	**68**	**$15,750,000**	**$231,618**
Mission			
33230 2nd Avenue (NC, HR)	**92**	**33,750,000**	**366,848**
North Vancouver			
** 126 E 21st St (SP, NC, MU)	**116**	**$52,960,000**	**$913,103**
Richmond			
8660 Westminster Hwy	45	$13,900,000	$308,889
6451 Minoru Blvd (EST, DS, SP)	42	12,000,000	285,714
	87	**$25,900,000**	**$297,701**



Source: Goodman Report

THE STORY BEHIND THE STATS

Amid wild swings in global financial markets and political turmoil domestically and abroad, it's no surprise that the Metro Vancouver rental apartment investment market fell back in the first half of 2025. But there is more to it than the numbers suggest.

After an active 2024, there were just 32 multi-family transactions in the first half of 2025, a 46% decline from the same period in 2024. Total dollar volume, at $537.3 million, was off by 40%. But the first half of 2024 was somewhat of an outlier, buoyed by transactions spurred by the (later-cancelled) change to capital gains taxes. In the broader context, the 32 transactions in the first half of 2025 were close to the 38 sales recorded in the second half of 2024, and not much below sales of 37 and 36 in the first and second halves of 2023, respectively.

Still, transactions in the first half of 2025 were 53% below the 10-year average, while dollar volume was off by 45%. In the past 20 years, only twice has the number of transactions been lower: the first half of 2020 (27 sales) and the second half of 2008 (17 sales) – both periods of significant global disruption to investment markets.

While this sounds pessimistic, the drop-off in activity was almost entirely concentrated in the suburbs, where just six properties totalling $128.4 million traded hands, down 81% and 72%, respectively, from the same time period in 2024. The suburban transaction level was the lowest in over 20 years; even during the height of the COVID pandemic and 2008 global financial crisis, there were more than twice as many sales.

The City of Vancouver, however, remained active: with 26 transactions it dropped just 7% from the first half of 2024, while increasing from both the same time period in 2023 and from the second half of 2024. Dollar volume of $408.9 million was down 5% from the first half of 2024 but is more than double the dollar volume in the first half of 2023.

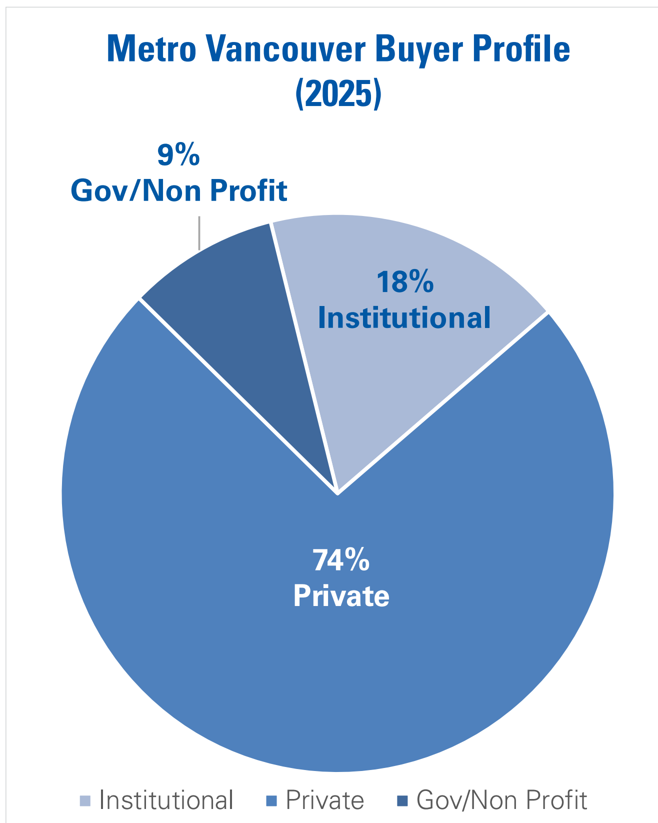
Historical maximum allowable rental increases in BC

Year	Date announced	Rent increase rate
2026	August 26, 2025	2.3%
2025	August 26, 2024	3.0%
2024	August 30, 2023	3.5%

New construction continued to play an outsized role in the first half of 2025, with new buildings trading at higher valuations and offering much larger scale than legacy rental housing stock: eight new buildings sold for a whopping $343.3 million, comprising 64% of the total dollar volume in the first half of 2025. The average deal size for new construction was $42.9 million, compared to $8.1 million for legacy buildings.

Meanwhile, the inflated government and non-profit buyer impact in 2024 returned to historical norms. After doing 14 transactions in the first half of 2024, this buyer group did four deals in the second half of last year, and only three in the first six months of 2025. With a fresh round of provincial taxpayer funding, these groups are back in the market and we anticipate more sales closing in the second half of the year.

In the first half of 2025, government/non-profit buyers accounted for 9% of transactions in Metro Vancouver; institutional buyers made up 18% of trades; while private buyers were responsible for 74% of deals. Over the past two years, institutional buyers have been responsible for 7 – 8 transactions per year, and have done 6 already in the first half of 2025.



ACTIVITY HIGHLIGHTS: 2025 COMPARED TO 2024

First six months | January 1 to June 30, 2025

Building transactions	2025	2024	% change
Vancouver	26	28	-7%
Suburbs	6	31	-81%
	32	**59**	-46%

Number of suites sold	2025	2024	% change
Vancouver	759	777	-2%
Suburbs	363	1,419	-74%
	1,122	**2,196**	-49%

Dollar volume	2025	2024	% change
Vancouver	$408,898,016	$428,622,750	-5%
Suburbs	$128,360,000	$461,712,975	-72%
	$537,258,016	**$890,335,725**	-40%

Avg $/suite	2025	2024	% change
Vancouver	$538,733	$551,638	-2%
Suburbs	$353,609	$325,379	+9%
	$478,840	**$405,435**	+18%

Building transactions			Average price		
City	2025	2024	2025 $/suite	2024 $/suite	% change
Vancouver					
Eastside	12	8	$529,540	$490,652	+8%
Kerrisdale	0	0	n/a	n/a	n/a
Kitsilano	7	6	$834,737	$742,759	+12%
South Granville	3	3	$377,941	$579,203	-35%
Marpole	1	7	$298,718	$315,228	-5%
West End	3	4	$466,153	$585,565	-20%
Suburbs					
Burnaby	2	10	$231,618	$397,948	-42%
New Westminster	0	5	n/a	$331,128	-100%
North Vancouver	1	4	$913,103	$428,187	+113%
Surrey	0	1	n/a	$264,375	-100%

Goodman:

BEACONSFIELD

884 Bute Street, Vancouver
5-storey heritage rental apartment building. 38 suites in West End – 8,646 SF corner lot.
List $23,000,000

VACANT BROADWAY PLAN SITE

414 E 10th Avenue, Vancouver
18,284 SF development site with with 150 feet of frontage. $133/SF buildable.
List $15,800,000

PRINCE RUPERT VILLA

727 East 7th Avenue, Vancouver
38-suite Mount Pleasant apartment building. 145.5′ × 122′ Broadway Plan site.
List$13,500,000

REVENUE PROPERTY

423 Sixth Street, New Westminster
5-plex in a C-2 zoned lot in Uptown neighbourhood.
List $2,695,000 (6.3% cap rate)

SPRINGER MANOR

8770 Granville Street, Vancouver
13-suite apartment building in the Capitol Hill neighbourhood on a large 12,768 SF lot.
List $3,700,000

GRANVILLE TOWERS

8770 Granville Street, Vancouver
48-suite Marpole apartment building on a massive 26,692 SF corner lot.
Sold $12,200,000

THE COPPER LION

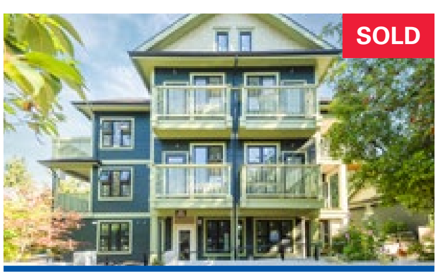
8747 Granville Street, Vancouver
17 suites in Marpole. Just off West 71st Avenue on Granville Street.
List $7,650,000

THE INVERNESS

1325 Pendrell Street, Vancouver
20-suite apartment building in the West End, just one block north of Davie Street.
Sold $4,900,000

STRATIFIED PROPERTY

2928 Commercial Drive, Vancouver
30 large strata units (580 SF avg) in Kensington-Cedar Cottage neighborhood.
Sold $11,900,000

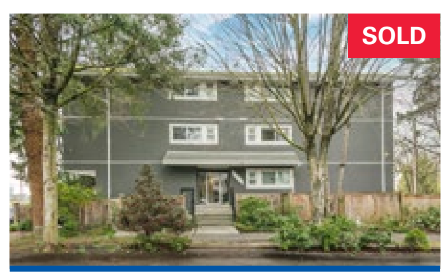


WILBY RESIDENCES

1909 Charles Street, Vancouver
Completely rebuilt 9-unit 4-storey building. Seniors housing investment opportunity.
Sold $3,800,000

1794 FRANCES STREET

Vancouver
8-suite apartment building in East Vancouver one block off Commercial Drive.
Sold $2,650,000



1209 WOODLAND DRIVE

Vancouver
Total rebuilt 6-suite apartment building with massive two-bedroom units.
Sold $4,020,000

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