The Newsletter for Apartment Building Owners since 1983

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Goodman report:

2026 Mid-Year Metro Vancouver Rental Apartment Review

Anthony Redpath, *Kits Beach*, 2026, Archival Inkjet Print Mounted on Archival Substrate

THE GOODMAN REPORT

Volatility was again the defining condition of the first half of 2026. A steady Bank of Canada rate, held at 2.25% since last fall, was supposed to bring investors certainty. Instead, conflict in the Middle East triggered a global oil shock, pushing Canadian inflation back above 3%. With inflation rising and the underlying domestic economy soft, the Bank found itself unable to move in either direction. Meanwhile, global trade and investment were in flux as U.S. trade policy shifted week to week. Businesses and investors were stuck deferring decisions rather than planning their next move.

Closer to home the picture was no steadier. A disastrous provincial budget and eroding confidence that private property rights can actually be defended added to serious, growing concern over the direction of the province under the current leadership.

Against that backdrop, the deliberate slowdown in immigration continued to work its way through the rental market. With Metro Vancouver's purpose-built vacancy rate at a multi-decade high of 3.7% by the end of 2025, new supply conceived in a once-booming market kept landing in a radically changed environment with a shrinking pool of renters. Landlords already feeling the pinch of a measly 2.3% allowable increase on existing tenancies now faced softer demand and lower rents on vacant units as well – a market unrecognizable from just a few years ago.

Completed and unsold condo units became a dominant storyline as inventory piled up and developers weighed whether the time had come to offload units in bulk to free up capital, even at a loss. Not to be left out, the province and Ottawa teamed up on one of the most poorly executed policy announcements in recent memory: a plan to acquire thousands of vacant condos and convert them into "affordable" housing. The details are still being worked out.


Ian Brackett, Megan Johal and Mark Goodman

All this uncertainty carried over into a cautious transaction environment. Sales were up in the first half of 2026 from the same period in 2025, but dollar volume dropped 35% to just $350.1 million – the lowest first-half total since 2014 and 61% below the 10-year average. The market was relatively robust for smaller legacy buildings, but pricing took a step back and large deals were non-existent.

Transactions were also heavily concentrated in a few blue-chip neighbourhoods, with 32 of the 38 transactions in Vancouver, Burnaby's Metrotown, and North Vancouver's Lonsdale corridor.

We at Goodman Commercial remained busy, and judging by the past few weeks, we are expecting a busier second half, similar to the trend in 2025. We helped our clients close six deals valued at nearly $50 million in the first six months of the year, with another six transactions valued over $100 million already in the pipeline for the balance of 2026. We currently have 28 active listings totalling over $650 million and some exciting new opportunities coming soon!

In the first six months of this year, our research, sales announcements, and op-eds appeared in media outlets including *The Financial Post, BC Business, 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*. Being a trusted voice for investors, owners, and the public on real-time market conditions – and backing that up with the service our clients count on – is something we value deeply.

We hope the articles and data ahead are useful. Don't hesitate to reach out for a deeper dive specific to your own portfolio, or simply to discuss the market in general.

All the best,

Mark Goodman, Ian Brackett and Megan Johal

We're #1 – Goodman dominates the commercial real estate market

The numbers are in – we're thrilled to announce that Goodman Commercial has once again been recognized on *Business in Vancouver*'s prestigious list of the Top 100 Biggest Real Estate Deals of 2025.

Last year, we captured 11% of the total market share among the province's top 100 commercial real estate transactions, with 11 deals that made the cut. We were also named the leading team in the province, closing more transactions than any other team across all asset classes – a remarkable achievement.

We're not taking our foot off the gas – 2026 is already presenting exciting new opportunities for our clients.

Mark Goodman Returns to the Canadian Apartment Investment Conference

Mark Goodman, Principal of Goodman Commercial Inc., is honoured to have been invited back to speak at the annual Canadian Apartment Investment Conference in the session ***Provincial Updates: How Are Major Markets Performing and How Do They Compare?***

The conference, taking place Wednesday, September 9th at the Metro Toronto Convention Centre, remains the premier gathering for multi-family real estate investment in Canada. Last year more than 1,100 industry leaders convened to share the latest trends, data, and intelligence shaping the national apartment market.

It is particularly gratifying that the organizers have once again recognized Goodman Commercial's leadership in the West Coast market and asked Mark to deliver insights on Metro Vancouver's rental apartment landscape.

In the session, Mark and his co-panelists will examine who is buying, how they are making deals work in their respective markets, and how Toronto, Vancouver, Montreal, and Calgary compare. Attendees can expect on-the-ground statistics, activity levels, and performance updates, along with discussion of expected valuations, current proformas, project viability, and how transaction pricing is evolving across each region. The panel will also address whether the recent wave of bulk condo deals signals a market bottom.

Mark will provide an overview of notable transactions across Metro Vancouver, while his colleagues will speak to developments in other major Canadian markets. Visit: https://informaconnect.com/

Goodman Commercial Honoured with 2026 Canadian Transactions of the Year Award

We're also proud to announce that Goodman Commercial has been recognized by ***Connect CRE*** Canada for successfully brokering the court-ordered sale of the Siena mixed-use condominium project in Burnaby, BC.

Appointed by Deloitte Restructuring on behalf of Desjardins, our team navigated significant challenges — including a partially excavated site, existing presale contracts, and environmental risks — to deliver a $12 million sale by way of reverse vesting order to Landa Developments.

This award further reinforces Goodman Commercial's market leadership in complex court-ordered sales, development land, investment properties, and apartment buildings across Western Canada. We continue to deliver exceptional results in complex, high-stakes transactions.

RENTAL ROULETTE: YOU CAN'T OUT-PIVOT BROKEN ECONOMICS

Across Metro Vancouver, a rethink is underway in developer boardrooms. Strata condo projects conceived in a hot presale market are stalling. Buyers have balked, financing conditions have tightened, and proformas no longer pencil. So, many developers are contemplating the pivot to market rental – an option that *might* work in *some* cases. But jumping into rental as some kind of silver bullet could drag underprepared developers into a deeper hole than they are in already.

The appeal of the pivot seems obvious. Rental projects can launch without hitting pre-sale targets, and in a city with a chronic housing shortage, the demand case for rental seems straightforward. For a developer holding an approved site with sunk entitlement costs, the logic tracks: if you cannot sell the units, rent them instead.

The problem is that the rental market they are pivoting into looks nothing like the one that existed two years ago. Metro Vancouver vacancy rates, once near zero, have climbed as a wave of new supply has come online just as economic growth and immigration have stalled. Projects that operators expected to lease up in three to four months are now taking a year or more. And rents on newly listed units have softened from their peaks, forcing developers to offer significant incentives to fill units. The tenants are out there – but they have options now, and they are taking their time.

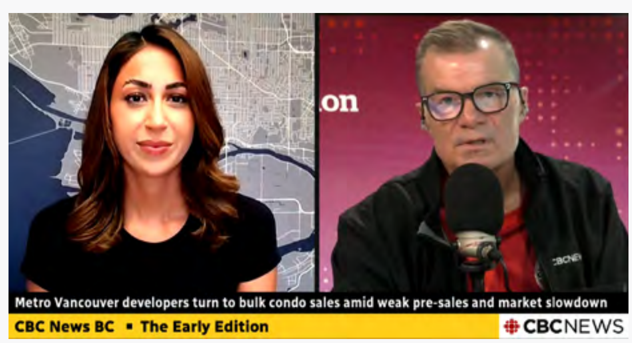
The revenue challenge is compounded by what happens at exit. Capitalization rates in the Metro Vancouver multifamily market have increased, depressing the value of completed rental buildings. In almost every submarket, the price per square foot achievable on a completed rental building is lower than for an equivalent-sized condo building sold out unit by unit. That gap has always existed – it is the inherent trade-off of building rental – but it is worth bearing in mind when you are trying to rework a project that was conceived under a different set of assumptions. If it can't withstand a reduction in presale prices, will it fare any better as a rental?

Whether condo or rental, developers need to stress-test their proformas against today's values.

Developers are turning to bulk selling unsold condos in Vancouver

Our very own Megan Johal was featured on CBC's flagship morning program, ***The Early Edition*** with Stephen Quinn, to discuss the emerging trend of bulk condo sales in Metro Vancouver.

In this live segment, she outlined how developers facing a challenging pre-sale environment are turning to bulk dispositions of remaining units, and how well-capitalized investors are stepping in to convert this inventory into much-needed rental housing.



Our team has been at the forefront of the bulk-sale conversation in Western Canada and is frequently sought out by media and industry publications to comment on how bulk condo sales are evolving and what they mean for the region's rental supply and investment landscape.

Watch the segment at: **https://www.youtube.com/goodmanreport** – just one example of how our team is helping shape the dialogue around this emerging model.

Then there is the question of capital. Unlike strata projects, where pre-sales give developers a chance to lock in pricing before starting construction, rental buildings go up entirely on spec. Rents and asset values are not solidified until the building is complete and ready for occupancy. Rental projects have always demanded patient capital – but in the current environment, with lenders tightening their criteria and investors growing more selective, that capital is harder to assemble than ever.

The capital challenge doesn't end there. Developers closing out projects today are seeing firsthand what a market shift can do – purchase offers are routinely coming in below replacement cost. Developers who can't tolerate a loss will have to hold the asset until market conditions improve. That is not necessarily a bad thing, but it requires deep pockets and a long enough horizon to see it through. A developer who pivots to rental without modelling a five-to-ten-year hold is making a bet they may not be able to back.

There is also a competitive dynamic that tends to get overlooked. Many otherwise-stranded strata buildings are not simply sitting empty; they are entering the rental market themselves, as developers look to bulk-sell unsold inventory at discounted prices to investors, who will list those units for rent. As condo prices fall, many would-be tenants are also looking to buy units themselves. Buyers and tenants in many Metro Vancouver submarkets now have genuine alternatives and the current supply glut will take time to clear out, putting further downward pressure on both the presale market and market rents for new purpose-built projects.

None of this is an argument against rental development. The region needs more rental housing, and purpose-built supply remains the most stable and enduring way to create it. But the pivot from condo to rental is not a simple reset. It is a fundamentally different business requiring different capital, more patience, and a clear-eyed view of market conditions that have shifted substantially from where they stood when many of these projects were envisioned.

Developers who navigate this moment successfully will be the ones who understand the nuances in shifting to a new business model, have the equity to weather a longer hold, and the patience to recognize and accept that this is not a quick fix.

Goodman Commercial has helped developers execute on some of Metro Vancouver's most significant rental transactions through challenging cycles. If you're interested in a conversation, or you're trying to determine whether the numbers actually work, our deep market experience is likely just what you need before committing to a path forward. We welcome a call to discuss your project.

ESQUIRE APARTMENTS

2424 West Broadway, Vancouver
10-suite apartment building in Kitsilano – steps from Kits Secondary.
List $4,150,000 (4.3% cap rate)

LE WARDE & GAUNTLETT MANOR

1330 & 1336 W 14th Avenue, Vancouver
2 side-by-side buildings in Fairview, totaling 22 suites. Available together or separately.
List $8,990,000 (4.1% cap rate; $409k/unit)

LANDMARK CHATEAU

2225 Triumph Street, Vancouver
42-suite updated townhouse complex in Cedar Cove. Ocean, mountain & city views.
List $20,965,000 (5.6% cap rate)

TWIN HOLLIES & ST. ANDREWS MANOR

1010 & 1025 St. Andrews St, NW
Two apartment buildings totaling 91 suites. Available together or separately.
List $21,200,000 (4.5% cap rate; $233k/unit)

CLARK PARK

1408 East 15th Avenue, Vancouver
51-unit, newer condo-quality apartment building in Cedar Cottage.
List $24,500,000 (4.4% cap rate; $785/SF)

SANTA MONICA APARTMENTS

1546 West 12th Avenue, Vancouver
13-suite apartment building in Fairview. Steps from South Granville commercial corridor.
Sold $4,588,000 ($353k/unit)

BITING THE HAND THAT BUILDS

Rather than using the buildup of unsold condos as a learning opportunity, politicians and pundits have again looked for a scapegoat

Nobody eats their own quite like Canadian politicians, and no constituency takes more abuse than the real estate development industry.

In other sectors, politicians line up to celebrate business success or to offer sympathy and support when times get tough. In the development and construction industry, which employs more British Columbians than forestry and mining combined, success is met with stricter regulation and higher taxes; then, when the market shifts unexpectedly, the industry itself takes the blame.

We were just handed a textbook example. Following the federal and provincial governments' botched announcement of a plan to purchase 2,200 unsold condo units, politicians across the spectrum lined up to take their shots – not at the policy, but at the developers who built the units in the first place.

Premier David Eby was careful to explain his policy would not assist developers who "made a bad bet." Federal Conservative leader Pierre Poilievre criticized the developers who, he said, "wanted to build those condos at a time when we were in a housing bubble." Former BC Conservative leader John Rustad called the whole idea "subsidizing incompetence."

The same politicians who have spent the better part of a decade demanding more housing, imposing targets on municipalities, and spending tax dollars to try to speed up production, now line up to deliver a unified message: the companies that answered the call made bad decisions, built at the wrong time, and deserve the misfortune they're now experiencing.

The so-called condo bailout is misguided policy worthy of criticism. But punching down on companies that have been doing their best to keep staff employed – at a time when government miscues are already crushing the industry – is a profound failure of leadership. When we talk about creating an anti-business environment, this is it.

The buildup

Consider the conditions that brought us to this moment. Coming out of the pandemic, interest rates were at rock bottom, and federal immigration policies were driving the largest population increase in BC history. There was a massive appetite for condo units, with all signs pointing to a structural shift in demand.

But in BC – notorious for its high costs and painfully slow approval processes – it can take years to break ground on a single project, even when the numbers do work. Against such constraints, the sudden escalation in demand created predictable results. Rents rose sharply. Home prices rose sharply. Presale units were being absorbed within days or weeks. Every indicator that developers rely on pointed in the same direction: build more housing.

The rug pull

Then everything abruptly changed.

Interest rates were hiked higher and faster than anyone expected, driving up mortgage costs and choking off demand from homebuyers and investors alike. Then, under political pressure over housing costs, the feds slammed immigration into reverse – triggering BC's first population decline in 150 years. The BC NDP, meanwhile, continued its ideological campaign against the small-scale investor, piling on new taxes and restrictions designed to crush the market responsible for the very supply they would later seek to take credit for. Global trade disruptions and geopolitical tensions then piled on, further rattling markets and dragging on growth. All the supply that politicians were begging for during the boom landed in a completely different market.

We now have 4,000 and counting completed and unsold condos in Metro Vancouver. These weren't inherently flawed units that were never going to find a buyer; many were already sold once – to buyers who defaulted when they could no longer get financing or close. As unsold units pile up, prices have come down, but buyers remain cautious, waiting for the market – and the policies shaping it – to stabilize.

This is not the portrait of an industry that went rogue, made bad bets, or speculated on a market that never existed. This is an industry that responded rationally to market signals and got caught when everything was abruptly flipped on them.

The lesson

Politicians and housing observers are hunting for someone to blame, and for a narrative that gets them attention. But neither will fix what actually went wrong.

At some point, those unsold units were exactly what the market was asking for. The claim that developers misjudged demand or built the wrong product – the dog-crate condo argument – is a tidy story for anyone looking for a villain. It's also lazy. When these same projects were selling out within days and "unlivable" units were renting for record highs, nobody claimed they were not serving a genuine market.

The lesson here isn't that developers built too much or misjudged the market. It's that an industry layered with costs and red tape is unable to respond quickly to shifts in demand. This lag between supply and demand produces the shortages and price spikes we've spent decades fretting about.

Blaming the developers now makes no sense – and it won't fix the problem. What will is finally addressing the glaring issues that make it impossible for them to respond quickly, at prices the market can actually bear. Otherwise, we're doomed to repeat the cycle – with fewer developers left standing who can – or are willing to – stomach the risk.

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

I am deeply honoured to once again be named to *Business in Vancouver*'s prestigious BC500 list for 2026, which recognises the leaders who shape our communities, industries, and economy.

Business in Vancouver describes BC500 honourees as "visionaries, innovators, and trailblazers." I remain humbled to be counted among them for a second consecutive year. For more than four decades, the powerhouse Goodman name has been synonymous with expertise in multifamily apartment sales, commercial properties, and development land.

We are proud to have pioneered the Goodman Report – the definitive, freely shared source of market intelligence that supports our entire community. I extend my heartfelt thanks to *Business in Vancouver* for this recognition and congratulate my fellow BC500 honourees. We continue to serve Vancouver and the region with the same expertise and dedication that have defined our firm, while fiercely advocating for our clients and for sensible housing policy.

THE GREAT BAILOUT NOBODY CAN DEFINE

British Columbians are outraged about a program that is so far little more than a headline

The pitchforks are out in British Columbia over an attention-grabbing announcement that seems to have caught everyone by surprise. Taking a break from watching the World Cup, Prime Minister Mark Carney and Premier David Eby took to the podium to announce they are teaming up to convert 2,200 newly built but unsold condo units into affordable housing.

The program, quickly branded as a bailout, has done the impossible task of uniting the left and the right in this increasingly divided province. It also managed to overshadow significant moves many have been calling for – namely a 50% reduction in DCCs, along with new funding for transit and hospitals.

Even worse: when it was announced, no one in government seemed to know what this bold intervention might actually be. Rather, our leaders led with a headline-grabbing promise, apparently without defining the program first.

The bailout that (maybe) wasn't

Despite the definitive headlines and widespread condemnation from social media pundits, the official announcement[1] only committed to leveraging "innovative financing tools to convert more than 2,200 vacant condo units in priority growth areas into affordable homes."

Carney spoke of using "the right financing mechanisms" to make the homes more affordable, while simultaneously taking a large block of unsold inventory off the market. "It is a way to clear off on the books this overhang."

Postmedia quoted[2] a BC Housing Ministry spokesperson saying "discussions are underway between the province, the federal government, and stakeholders on how we can best leverage innovative funding mechanisms to create a pathway to home ownership for people facing barriers today."

Financing. Funding. Pathway to home ownership. When it comes to the condos actually changing hands, no one knows who will be buying, where, at what price, or the timeline involved. The talk of a bailout was premature; even now, whether the program will be implemented in a way that moves any inventory at all remains unclear.

Some clarity (sort of)

A full week later, Carney and Eby finally stepped in to clarify: this will be a rent-to-own scheme, with the government of BC (with minor funding from Canada) acquiring distressed condos and getting them into the hands of buyers who don't have the savings for a down payment and would otherwise be shut out of the market. Both went to great lengths to distance the program from the bailout label, suggesting that by buying at scale they will be able to secure units below replacement cost.

On that point, they may not be wrong. Major investors have already identified the same opportunity and have been scouting for blocks of unsold units. At today's pricing, with discounts for buying in bulk, it would cost the government more to build these units than acquire them from a developer eager to move on and put their capital to work elsewhere. Curiously though, the developers – the supposed sellers of these condo units – say they were not consulted about the program, and some have gone on the record to say this is not help they asked for or wanted. They would have preferred more effective solutions to clear the housing logjam – such as expanded GST relief for new home buyers.

That offer was apparently on the table from the feds, who wanted to give BC the same deal Ontario got months earlier. Eby declined: BC already exempts first-time buyers from GST. In his mind, a young family moving up the property ladder as needs change is buying "a second home" – language typically referring to vacation homes – and is not deserving of GST relief. Par for the course from a premier who has never let policy get in the way of ideology.

Here's the deeper issue: a government acquisition program lives or dies on its terms. If executed well, it might successfully move inventory, house people, and clear an overhang that is creating havoc not just for developers and their lenders who are on the hook for unsold units, but also for anyone who owns a condo. If the intervenor bungles – buying at the wrong price, moving too slowly, or launching a program too poorly designed to deliver – they don't just fail to solve the problem, they make it worse. Developers who might otherwise have cut prices and sold low instead sit on their inventory waiting for the government offer.

We've seen this movie before in BC

We saw just such a failed intervention a few years ago with the BC Rental Protection Fund. The Fund was designed to give non-profits capital to purchase existing apartment buildings and to operate them as below-market housing. During its peak, when funding was available and splashy announcements were being made, we heard from countless sellers who wanted to sell their building to these cashed-up non-profit buyers. A cursory analysis of some of the transactions shows why. During a falling market, the government-backed buyers were paying top dollar – or more – for dated buildings with low rents that investors in a normal market would discount, not overpay for.

But not all buildings fit their criteria, and many of the non-profit buyers moved extremely slowly or offered terms that made no business sense. And soon enough, as with any government program of this type, the cash ran out. Many apartment owners who passed up good offers from the private market while attempting to catch this wave of funding were left on the sidelines, watching as the value of their building plunged.

Similarly, now, the mere suggestion of government parachuting in to buy up units is bound to give some developers sitting on unsold inventory the temptation to hold prices, to wait for better terms, to avoid the market reckoning that would otherwise clear inventory.

Markets clear, one way or another. The question for any developer holding unsold inventory today is a simple one: how long are you willing to wait to find out if Ottawa and Victoria have designed something worth holding out for?

To some, "innovative financing" may sound better than another price cut. It may also turn out to be another innovative way to generate headlines for a program that delivers far less than advertised.

The bailout may be coming. But it hasn't arrived yet, and the terms, when they do, may surprise everyone who spent the last week arguing about how generous they were.

Sources:

1. Prime Minister of Canada — https://www.pm.gc.ca/en/news/news-releases/2026/06/18/canada-and-british-columbia-forge-new-partnership-accelerate
2. Vancouver Sun — https://vancouversun.com/news/bc-ottawa-plan-buy-vacant-condos-feasible-path-to-affordable-housing-or-bailout-for-developers

LONG-NOSED LEADERSHIP: THE NDP'S HOUSING MIRAGE

Falling rents and good housing policy are not the same thing; British Columbians deserve a government that knows the difference.

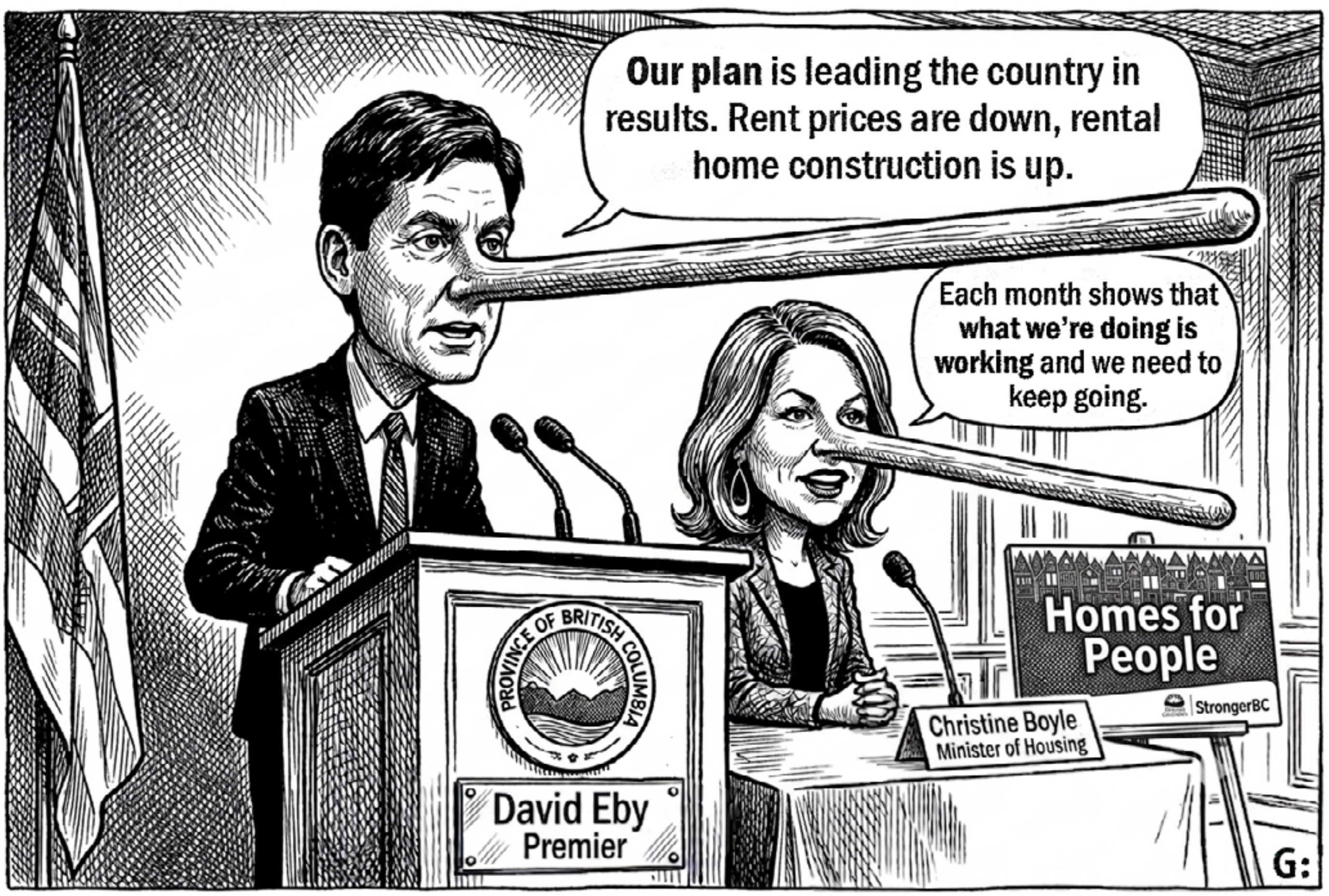
"B.C. leads the country in rent decreases," Minister of Housing Christine Boyle's office declared once again. "We continue to see the effects of our efforts to build a historic amount of affordable housing." The trends are real, but the lessons being drawn from them are dangerously wrong.

According to CMHC, Metro Vancouver's vacancy rate climbed to 3.7% in 2025, the highest level since 1988. Rentals.ca data suggests rents in Vancouver have fallen on a year-over-year basis for 30 consecutive months; asking rents are now roughly 20% below their 2023 peak. Minister Boyle would have you believe this is the product of nine years of NDP vision and determination.

CMHC's mid-year rental market update tells a very different story about why rents are falling in British Columbia – and it has nothing to do with NDP housing policy. The data is unambiguous: reduced demand from a sputtering economy and dramatically slower population growth has smacked into a wave of new supply.

Population growth – arguably the single most powerful engine of rental demand – collapsed after the federal government sharply curtailed the arrival of new immigrants. The young adult cohort – those most likely to form new rental households – declined most as international students and temporary workers left the country. So, the demand suppression that is making rents more affordable is a federal policy effect, not a provincial one.

On the supply side, the completions hitting the market today were conceived in 2020 to 2022 when rents were growing, vacancy and interest rates were both at historic lows, and investment demand for rental properties was through the roof. The current government inherited that



Quotes: Minister's statement about June 2026 rental report & Rental prices down, rental housing construction up in B.C.

pipeline, which was built up under entirely different market conditions. And now, while taking credit for its dividends, they have done everything possible to shut off the tap.

There are two areas where the NDP has had a measurable effect on the market, neither of them positive. Their anti-growth policy environment and hostile rhetoric toward investors have accelerated an exodus of mostly young, working-age residents to other provinces, particularly Alberta, shrinking the renter population the government claims to be serving.

At the same time, small-scale rental condominium investors – who, until recently, have accounted for roughly 40% of rental units in Metro Vancouver – have been exiting the market – spooked by rent controls, regulatory uncertainty, and returns that no longer make business sense. In the short term, reduced demand from those investors has led to a glut of unsold strata units, lower prices, and attractive incentives for buyers. But the more consequential impact is on the longer-term pipeline: pre-sale purchases from small investors are what make construction financing possible, and without them, the next generation of projects simply won't get built.

CMHC's 2026 housing market outlook makes this risk explicit: the lack of presales and slower rent growth has stalled many projects, with a continuous slowdown in construction of both condominiums and purpose-built rental projects anticipated through 2028.

The NDP government has not made rents more affordable. Rents fell because of a federal immigration cap and a flood of supply that happened in spite of the NDP policy agenda. That same agenda has all but guaranteed future shortages and a return to untenable rental market conditions: tight supply / rising prices. Investors and developers aren't ideological actors – they respond to incentives – and right now every signal in B.C. is telling them to look elsewhere.

This is the central problem with the NDP's celebration of falling rents. Misreading cause and effect in housing policy doesn't just produce bad press releases – it sets the stage for the next shortage.

Once the current pipeline empties and immigration levels normalize – as they inevitably will – B.C. will find itself in an even tighter position, because the government has systematically dismantled the investment environment needed to build the next generation of rental housing.

There is a more fundamental problem here, one that goes beyond any single policy decision. The province is currently led by elected officials whose ideological agenda is matched only by a fundamental lack of understanding of economics. And no good can come from handing complex files to people who don't – or won't – understand the underlying issues.

The developers, investors, and economists who operate in this market every day have been consistent in what they're telling government. The question is not whether that expertise exists; the question is whether anyone in Victoria is willing to listen.

The NDP will continue publishing monthly press releases as long as rents are falling, claiming credit for a trend they did not create and whose reversal their own policies have already set in motion. The real story – the one the data, the market, and anyone outside the minister's office is telling – is that the supply pipeline is thinning, investor confidence is shattered, and the conditions that produced today's apparent affordability are already unwinding.

Falling rents are welcome. But affordability built on a temporary population decline and a depleting supply pipeline is not a policy achievement – it is a countdown to the next crisis.

2026 APARTMENT BUILDING SALES: METRO VANCOUVER

First six months | January 1 to June 30, 2026

ADDRESS	SUITES	PRICE ($)	AVG $/UNIT
Vancouver (Eastside)			
2280 McGill St	20	$5,600,000	$280,000
2420-2404 Guelph St	20	4,550,000	227,500
2381 Trinity St	12	3,300,000	275,000
1603 East Broadway (ST)	22	6,300,000	286,364
727 E 17th Ave (SP)	31	21,500,000	693,548
2139-49 Kingsway (MU, ST)	18	7,500,000	416,667
* 727 E 7th Ave	38	10,640,000	280,000
677 E 7th Ave	42	13,300,000	316,667
11 E 11th Ave	41	12,300,000	300,000
95 E 14th Ave (SP)	26	9,200,000	353,846
	270	**$94,190,000**	**$348,852**
Vancouver (Kitsilano)			
2250 York Ave	14	$5,995,000	$428,214
2464 W 1st Ave	11	4,600,000	418,182
2425 Alma St	8	3,280,000	410,000
	33	**$13,875,000**	**$420,455**
Vancouver (South Granville)			
1035 W 12th Ave	10	$2,895,000	$289,500
875 W 14th Ave	5	3,265,000	653,000
1255 W 14th Ave (HR, SP)	61	26,675,000	437,295
	76	**$32,835,000**	**$432,039**
Vancouver (Marpole)			
1400 W 70th Ave (MU)	6	$2,275,000	$379,167
8665 Osler St (SP)	21	5,439,000	259,000
	27	**$7,714,000**	**$285,704**
Vancouver (West End)			
1826 Barclay St (ST)	27	$13,300,000	$492,593
* 1393 Robson St (DS)	32	15,150,000	473,438
* 1134 Burnaby St	21	6,100,000	290,476
1176 & 1188 Burnaby St (HR, IF)	52	20,350,000	391,346
1025 Chilco St	30	10,650,000	355,000
1030 Harwood St (EST, SP)	30	12,800,000	426,667
	192	**$78,350,000**	**$408,073**

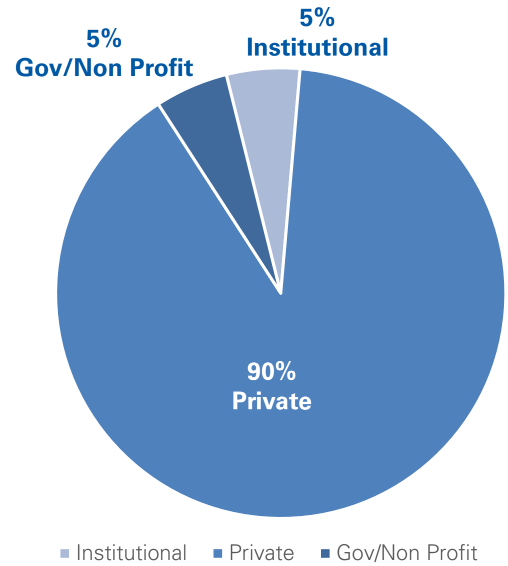
* Sold by Goodman Commercial Inc.

ADDRESS	SUITES	PRICE ($)	AVG $/UNIT
Burnaby			
6692 Sussex Ave	11	$2,695,000	$245,000
6677 Sussex Ave	19	4,850,000	255,263
4465 Imperial St	20	4,700,000	235,000
5087 Irving St	32	10,500,000	328,125
	82	**$22,745,000**	**$277,378**
Delta			
8507 120th St	**70**	**$18,300,000**	**$261,429**
Maple Ridge			
11300 Pazarena Pl (NC, MU)	**25**	**$17,250,000**	**$690,000**
Mission			
7440 Columbia St	**39**	**$6,000,000**	**$153,846**
New Westminster			
65 First St (ST, DS, SP)	61	$25,000,000	$409,836
325 Ash St	27	5,620,000	208,148
214 Agnes St (SP, ST)	19	4,950,000	260,526
	107	**$35,570,000**	**$332,430**
North Vancouver			
* 644 East Victoria Park Ave	10	$3,000,000	$300,000
* 115 East 6th St	14	8,000,000	307,692
* 2357 Lonsdale Ave	12		
1240 St. Georges Ave	32	12,250,000	382,813
	68	**$23,250,000**	**$341,912**

Historical maximum allowable rental increases in BC

Year	Date announced	Rent increase rate
2027	August 27, 2025	2.2%
2026	August 26, 2025	2.3%
2025	August 26, 2024	3.0%
2024	August 30, 2023	3.5%

Metro Vancouver Buyer Profile (2026 first half)



THE STORY BEHIND THE STATS

The Metro Vancouver rental apartment investment market was stuck in reverse through the first half of 2026. After four years of macro instability, government intervention, and headline whiplash, the market has absorbed about as much noise as it can process. While there's still an active market, the conviction required for buyers and sellers to come together on significant transactions was lacking.

The number of transactions was surprisingly robust – 38 sales, up 19% from 32 in the same period last year. Dollar volume, by contrast, fell off a cliff: $350.1 million, down 35% from $537.3 million a year earlier, and the lowest half-year total since 2014. Total volume in the first half of 2026 was 61% below the 10-year average for the same time period, and 46% below the 20-year average.

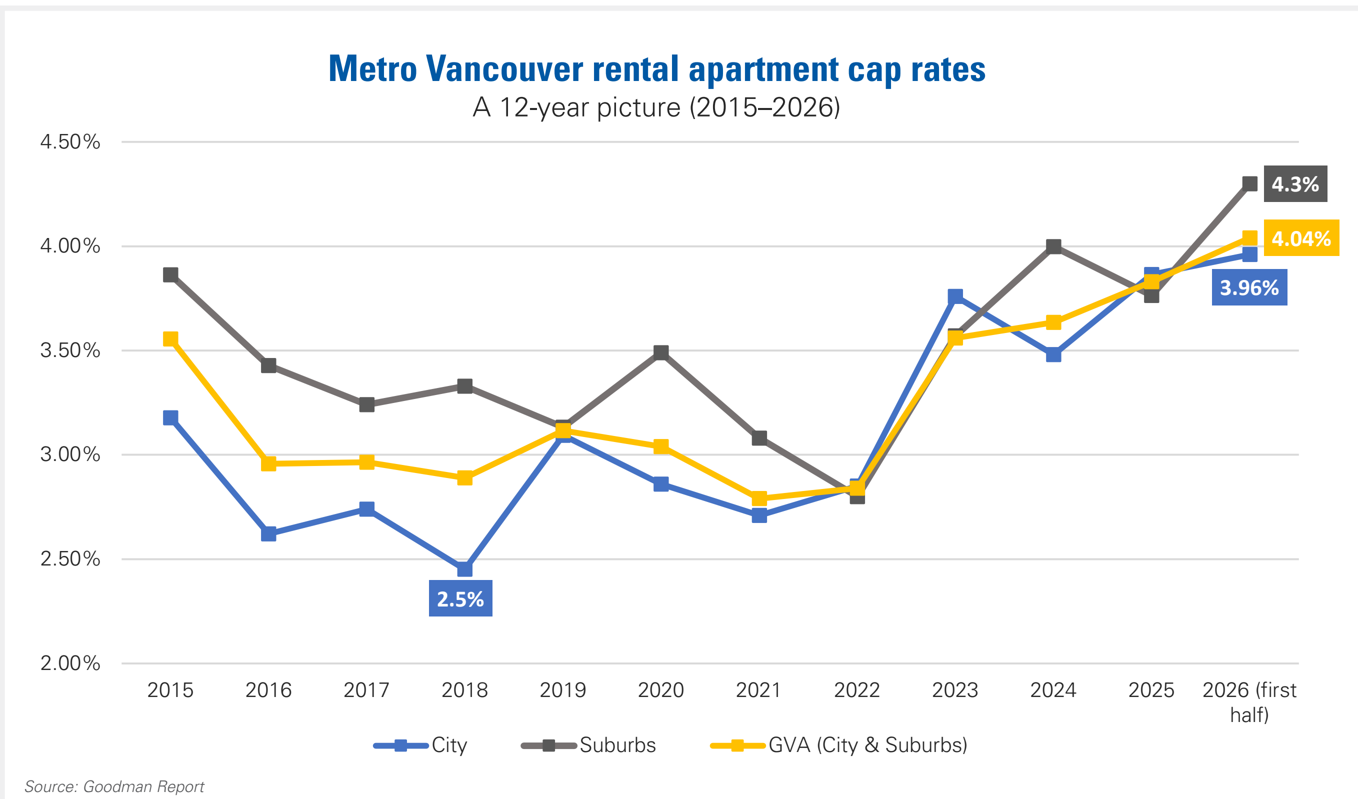
This was a market of singles and doubles, not home runs. Prices stepped back again, and the major transactions that historically land a few times a quarter didn't materialize. Average deal size fell below $10 million for the first time since 2016, and only two deals topped $25 million, neither of which reached the $30 million mark.

It's often said Metro Vancouver is characterized by smaller buildings, with scale hard to come by compared to other major Canadian markets. This was more evident than ever in the first half of 2026. The average building size dropped to 26 suites, and only four deals involved buildings with 50 suites or more in the first six months of the year.

A decade of gains has come off the table in select submarkets, creating an opening attentive buyers have been waiting for. Those buyers gravitated to blue-chip neighbourhoods with room to grow: 32 of the 38 transactions were in Vancouver, Burnaby's Metrotown, and North Vancouver's Lonsdale corridor. The City of Vancouver continued to outpace the suburbs by a wide margin, with 24 sales in the city compared to 14 in the entire suburbs in the first half of 2026.

On average, capitalization rates have increased only modestly, but the average is misleading. For most transactions, yields are up meaningfully from a year ago. 4.5% to 5.0% cap rates are no longer a rarity in this market.

Non-profit and institutional buyers were scarce in the first six months of 2026, with only two transactions each, accounting for a combined 10% of total transactions. In the first half of 2025, these groups represented 26% of total transactions, and in 2024 they comprised an even larger 29% of the activity.



ACTIVITY HIGHLIGHTS: 2026 COMPARED TO 2025

First six months | January 1 to June 30, 2026

Building transactions	2026	2025	% change
Vancouver	24	26	-8%
Suburbs	14	6	+133%
	38	**32**	+19%

Number of suites sold	2026	2025	% change
Vancouver	598	759	-21%
Suburbs	391	363	+8%
	989	**1,122**	-12%

Dollar volume	2026	2025	% change
Vancouver	$226,964,000	$408,898,016	-44%
Suburbs	$123,115,000	$128,360,000	-4%
	$350,079,000	**$537,258,016**	-35%

Avg $/suite	2026	2025	% change
Vancouver	$379,538	$538,733	-30%
Suburbs	$314,872	$353,609	-11%
	$353,973	**$478,840**	-26%

Building transactions / Average price

City	2026	2025	2026 $/suite	2025 $/suite	% change
Vancouver					
Eastside	10	12	$348,852	$529,540	-34%
Kerrisdale	0	0	n/a	n/a	n/a
Kitsilano	3	7	$420,455	$834,737	-50%
South Granville	3	3	$432,039	$377,941	+14%
Marpole	2	1	$285,704	$298,718	-4%
West End	6	3	$408,073	$466,153	-12%
Suburbs					
Burnaby	4	2	$277,378	$231,618	+20%
New Westminster	3	0	$332,430	n/a	n/a
North Vancouver	4	1	$341,912	$913,103	-63%
Surrey	0	0	n/a	n/a	n/a

BC Premier David Eby: The Radical Reformer turned Reformed Radical shares a surprising change in direction

I have to admit that I was surprised when David Eby's office accepted our shot-in-the-dark invitation for the NDP Premier of British Columbia to join me on the Goodman Report podcast. Even then, I wasn't ready for how open, funny, self-critical and transformed the premier seemed in our hour together.

The surprises started with my first question, when I asked him about the recent budget and, especially, the deficit. The premier dropped his head, slouched in the chair and said, "Talk about a dumpster fire. I mean $13.3 billion. It's just brutal."

The worst part, Eby said, is that the next "really urgent" policy shift will be to cut revenue, because, "we have to get rid of the foreign buyer and speculation taxes." He went on, "This is hard, because the (NDP) base loves those taxes. But people don't realize how badly they have kneecapped the development industry. And, seriously, construction is the third or fourth biggest employer in B.C. Those taxes are killing jobs."

Talking about the housing crisis in general, Eby also said he's aware that you can't help renters without helping – or at least not hurting – the people who build and own rental housing, which also requires a change in direction. "I get it," he said. "Capping rent increases below the rate of inflation – that was just a dumb idea."

When I asked the premier about other things he might admit as mistakes, he said, "Well, it's politics. It's hard. Like reconciliation: that's a great idea. It's really important. But UNDRIP? We're really climbing down on that."

On climate change. Eby said, "If you remember, the NDP campaigned against the carbon tax right from the start. The only reason we kept it was because (Green Party leader Andrew) Weaver and (then-Premier John) Horgan were, like, rugby buddies and we needed the Greens to take power." Now, Eby has killed the carbon tax and, recently, reassigned staff from the Climate Action Secretariat to work on expanding fossil fuel infrastructure. "It's like (former NDP cabinet minister and LNG lobbyist Moe) Sihota always says: the NDP's best budget surpluses were floating on gas royalties from the northeast. We need more of that."

When I noted that the NDP is still warring with Alberta over pipelines – quoting then-Premier Horgan's promise to use "every tool in the toolbox" to stop the Trans Mountain pipeline – Eby said, "C'mon, I saw that toolbox; there was nothing in it but a dull pencil and a stale donut. Seriously, if the feds are still buying, we'll get the next pipeline through even faster than the Trans Mountain."

Finally, I asked how Eby expects to keep his job if he abandons so many policies the left holds sacred. And what came next was the biggest shock of the podcast. He said, "Well, the BC Conservative Party leadership vacancy opens a real opportunity. I mean, do the math. It would only take four NDP MLAs crossing the floor with me to give the Conservatives a majority."

"We have a team in place and negotiations underway. And as one of my advisors said, I can switch parties and I won't even have to change offices."

We both laughed. After all: it's April 1.

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Goodman report:

Mark Goodman
Personal Real Estate Corporation
Direct 604 714 4790
mark@goodmanreport.com

Ian Brackett
Direct 604 714 4778
ian@goodmanreport.com

Megan Johal
Personal Real Estate Corporation
megan@goodmanreport.com
Direct 604 537 8082

Goodman Commercial Inc.
560–2608 Granville St
Vancouver, BC V6H 3V3

www.goodmanreport.com