

# BC Multifamily Market Report

MBM Quarterly: Q3 2024

Marcus & Millichap  
MCEVAY | BLAIR  
MULTIFAMILY GROUP

## Year-to-Date Highlights

|                   | 2024 YTD | 2023 YTD |
|-------------------|----------|----------|
| Transactions      | 146      | 111      |
| Investment Volume | \$1.7 B  | \$1.1 B  |

## Trailing 4 Quarters Metrics

2023 Q4 - 2024 Q3

\$264,286  
Median Price/ Unit

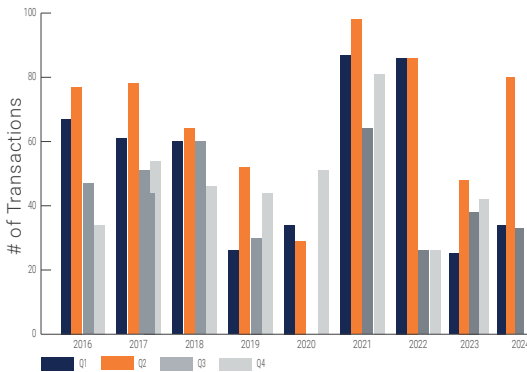
▲ 9.14%  
Quarterly Change

4.05%  
Average Cap Rate

▼ 2 bps  
Quarterly Change

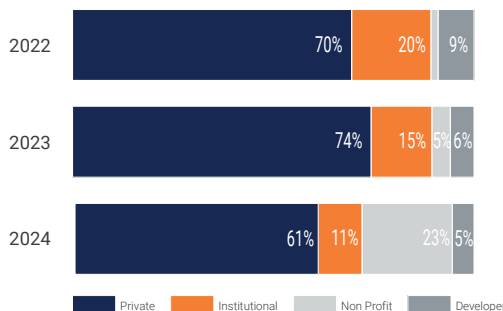
## Quarterly Sales

2016 - 2024 Q3



## Purchaser Types

2022 - 2024 Q3



## Market Outlook

### Overview

Following a significant surge of activity in June influenced by the federal government's changes to the capital gains tax, sales volume in Q3 has returned to levels more resembling of the prior four quarters with 32 transactions and \$553M in sales volume. The average cap rate in the province has remained relatively unchanged, however, each region tells a unique story with primary markets in Metro Vancouver and Greater Victoria seeing cap rate expansion, while secondary markets on the Island and Interior are experiencing cap rate compression. The median price per unit in the province has fallen 10.74% compared to this period last year, with a more notable decline of 16% occurring in the Lower Mainland.

### Key Insights

- Market Activity:** Despite the challenges, the market is starting to show signs of recovery, with activity ahead of where we were last year. Momentum is expected to continue increasing gradually as we move into 2025.
- Investor Sentiment:** Both buyers and sellers remain trepidatious on market forecasts, but there is an overwhelming sense that the market is seeing a light at the end of the tunnel.
- Impact of Bonds and Interest Rates:** Bond yields have been in flux over the last several weeks but nonetheless have dropped substantially year-over-year, with 5-year CMHC money available under 4%, making this an excellent time to be a buyer. The Bank of Canada cut its benchmark interest rate by 50 basis points on October 23, the fourth consecutive decrease since June. As of writing, the bond market has not changed dramatically but with an expectation of further cuts, it's a prime time for buyers to take advantage of relatively cheap debt options, especially with an oversupply of listings available on the market.
- Regression of the Rental Protection Fund:** Sales to non-profit organizations spurred through the Rental Protection Fund (RPF) accounted for almost 30% of all apartment building transactions through the first two quarters of 2024. With more than half of the Fund's \$500 million now having been deployed, the RPF has tapered their funding and will be taking a more sidelined approach for the remainder of the year. As a result, non-profit buyers funded by the RPF have been entirely absent in Q3, and are not expected to return in Q4. The RPF is awaiting a decision by the federal government for increased funding in April of 2025, which will be largely influenced by the impending federal election next year.

### Looking Forward

With one jumbo rate cut in the books, the Bank of Canada has forecasted another cut before the end of the year at their December meeting. As we move through 2024 and into 2025 we anticipate listing and sales activity to rise, returning to levels not seen since early 2022. In the meantime, attractive deals are available, but they require buyers to be proactive in creating opportunities.

### Political Outlook

The 2024 B.C. election has come and gone but not without its fair share of drama and a razor thin majority for the incumbent B.C. NDP. While not an overly surprising result, the path to get there was. While hardly being relevant in the past, the B.C. Conservatives made a huge impact on this election and have established themselves as the official opposition. We expect much the same when it comes to housing policy with the NDP as that, along with healthcare and safety will be the cornerstones of policy announcements in the coming months.

### Advice to Buyers

Our key message to potential buyers is simple: don't be a spectator. Many investors are inquiring about properties only after they've sold, saying they would have purchased had they acted sooner. There are still numerous opportunities available, but it requires effort and initiative. Take the time to tour properties, make offers, and don't hesitate to reach out to us—ideally before the listing sells.

The market is ripe for those willing to roll up their sleeves and make deals happen. Fortune favours the bold.

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## 5 Year Multifamily Sales Summary

| Year                                       | # of Sales | Sale Volume            | Median PPU       | Avg. Cap Rate |
|--|------------|------------------------|------------------|---------------|
| <b>Lower Mainland</b>                      |            |                        |                  |               |
| 2020                                       | 91         | \$1,018,933,877        | \$312,500        | 3.29%         |
| 2021                                       | 183        | \$2,481,633,482        | \$396,875        | 2.98%         |
| 2022                                       | 126        | \$1,727,393,426        | \$403,915        | 2.93%         |
| 2023                                       | 73         | \$903,357,392          | \$350,000        | 3.34%         |
| <b>2024 Year-to-Date</b>                   | <b>85</b>  | <b>\$1,354,241,715</b> | <b>\$332,979</b> | <b>3.65%</b>  |
| <b>Vancouver Island</b>                    |            |                        |                  |               |
| 2020                                       | 23         | \$210,325,900          | \$220,833        | 4.66%         |
| 2021                                       | 76         | \$781,956,766          | \$256,140        | 4.23%         |
| 2022                                       | 49         | \$819,044,757          | \$279,398        | 3.76%         |
| 2023                                       | 24         | \$221,481,875          | \$266,000        | 4.24%         |
| <b>2024 Year-to-Date</b>                   | <b>41</b>  | <b>\$310,829,951</b>   | <b>\$196,429</b> | <b>4.32%</b>  |
| <b>Interior, Central &amp; Northern BC</b> |            |                        |                  |               |
| 2020                                       | 23         | \$182,755,000          | \$124,514        | 6.96%         |
| 2021                                       | 40         | \$158,601,136          | \$125,000        | 6.39%         |
| 2022                                       | 41         | \$138,075,021          | \$144,209        | 4.87%         |
| 2023                                       | 33         | \$164,500,197          | \$114,999        | 5.90%         |
| <b>2024 Year-to-Date</b>                   | <b>20</b>  | <b>\$71,578,511</b>    | <b>\$176,000</b> | <b>4.76%</b>  |

## BC Multifamily Sales

2024 Q3 [Click here to view: Q1 Sales](#) [Q2 Sales](#)

| Address  | Sale Date | Sale Price    | Price/Unit | Units | Year Built | Cap Rate |
|--|-----------|---------------|------------|-------|------------|----------|
| <b>Lower Mainland</b>  |           |               |            |       |            |          |
| <b>New Westminister</b>  |           |               |            |       |            |          |
| 815 Fifth Avenue, New Westminister <span>OM</span>                             | Jul-24    | \$17,000,000  | \$278,689  | 61    | 1968       | -        |
| 608 Tenth Street, New Westminister   | Sep-24    | \$3,300,000   | \$300,000  | 11    | 1953       | 5.33%    |
| 610 Blackford Street, New Westminister <span>SP</span>                         | Aug-24    | \$7,770,000   | \$267,931  | 29    | 1968       | 3.86%    |
| <b>North Shore</b>   |           |               |            |       |            |          |
| 2590 Lonsdale Avenue, North Vancouver <span>OM</span>                          | Aug-24    | \$42,200,000  | \$659,375  | 64    | 2023       | -        |
| <b>Fraser Valley</b>   |           |               |            |       |            |          |
| 9197 Mary Street, Chilliwack <span>HR</span>                                   | Jul-24    | \$18,000,000  | \$211,765  | 85    | 1972       | 3.71%    |
| 32995 1st Avenue, Mission  | Jul-24    | \$1,185,000   | \$79,000   | 15    | 1948       | -        |
| 5440 201A Street, Langley <span>TH</span>                                      | Jul-24    | \$15,000,000  | \$555,556  | 27    | 1998       | -        |
| 626 Wallace Street, Hope   | Sep-24    | \$1,420,000   | \$236,667  | 6     | 1997       | 4.33%    |
| <b>Vancouver</b>   |           |               |            |       |            |          |
| 1987 Cornwall Avenue, Vancouver  | Jul-24    | \$4,300,000   | \$614,286  | 7     | 1955       | 2.52%    |
| 1068 Burnaby Street, Vancouver <span>DS</span> <span>OM</span> <span>SP</span> | Jul-24    | -             | -          | 42    | 1905       | -        |
| 1754 Pendrell Street, Vancouver <span>HR</span> <span>OM</span>                | Aug-24    | \$137,000,000 | \$791,908  | 173   | 2019       | 3.60%    |

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| Address  | Sale Date | Sale Price   | Price/Unit  | Units | Year Built | Cap Rate |
|--|-----------|--------------|-------------|-------|------------|----------|
| 388 Slocan Street, Vancouver <span>OM</span> <span>MU</span> | Aug-24    | \$54,600,000 | \$780,000   | 70    | 2024       | -        |
| 3588 Hull Street, Vancouver <span>OM</span> <span>SP</span>  | Aug-24    | \$68,000,000 | \$1,000,000 | 68    | 2022       | 4.00%    |
| 1055 West 10th Avenue, Vancouver <span>MF</span>             | Aug-24    | \$4,500,000  | \$375,000   | 12    | 1912       | 2.56%    |
| 1919 West 8th Avenue, Vancouver                              | Sep-24    | \$7,500,000  | \$375,000   | 20    | 1966       | 3.64%    |
| 2070 Cornwall Avenue, Vancouver                              | Sep-24    | \$14,000,000 | \$400,000   | 35    | 1968       | 3.75%    |
| 2664 Birch Street, Vancouver <span>OM</span>                 | Sep-24    | \$4,125,000  | \$515,625   | 8     | 1956       | -        |

## Vancouver Island

### Mid-North Island

|   |        |              |           |     |      |   |
|---|--------|--------------|-----------|-----|------|---|
| 377 Moilliet Street, Parksville <span>OM</span> <span>SP</span>                 | Aug-24 | \$48,800,000 | \$375,385 | 130 | 2024 | - |
| 20 Baden Powell Street, Ladysmith   | Sep-24 | \$2,900,000  | \$263,636 | 11  | 1965 | - |
| 1651 Dufferin Crescent, Nanaimo <span>ST</span> <span>OM</span> <span>SP</span> | Sep-24 | -            | -         | 63  | 1991 | - |

### Greater Victoria

|  |        |              |           |     |      |       |
|--|--------|--------------|-----------|-----|------|-------|
| 575 Vancouver Street, Victoria <span>OM</span> <span>SP</span> | Aug-24 | -            | -         | 16  | 1963 | -     |
| 1009 Fairfield Road, Victoria <span>OM</span>                  | Aug-24 | -            | -         | 18  | 1960 | -     |
| 920 Reunion Avenue, Langford                                   | Aug-24 | \$59,000,000 | \$487,603 | 121 | 2023 | 5.25% |
| 1471 Fort Street, Victoria                                     | Sep-24 | \$8,200,000  | \$282,759 | 29  | 1953 | -     |
| 908 Cook Street, Victoria                                      | Sep-24 | \$5,600,000  | \$224,000 | 25  | 1962 | 2.98% |
| 565 Manchester Road, Victoria <span>SP</span>                  | Sep-24 | \$8,550,000  | \$231,081 | 37  | 1976 | 4.01% |
| 2664 Blackwood Street, Victoria                                | Sep-24 | \$3,625,000  | \$226,563 | 16  | 1976 | -     |
| 1012 Oliphant Avenue, Victoria <span>MF</span>                 | Sep-24 | \$1,735,000  | \$347,000 | 5   | 1911 | -     |

## Interior, Central & Northern BC

### Thompson Okanagan

|                                   |        |             |           |    |      |       |
|-----------------------------------|--------|-------------|-----------|----|------|-------|
| 3305 Pleasant Valley Road, Vernon | Jul-24 | \$1,485,000 | \$185,625 | 8  | 1964 | -     |
| 41 3 Street SE, Salmon Arm        | Aug-24 | \$1,012,500 | \$144,643 | 7  | 1950 | -     |
| 790 Winnipeg Street, Penticton    | Sep-24 | \$3,000,000 | \$166,667 | 18 | 1991 | 4.28% |
| 1491 Government Street, Penticton | Sep-24 | \$1,750,000 | \$159,091 | 11 | 1964 | 5.42% |

[HR] - High Rise | [MU] - Mixed Use | [DS] - Development Site | [OM] - Off Market | [SP] - Share Purchase | [MF] - Multifamily Conversion | [ST] - Strata | [PT] - Portfolio Sale | [TH] - Townhomes



### James Blair

Senior Vice President  
Personal Real Estate Corporation  
(604) 790-7089  
James.Blair@MarcusMillichap.com



### Patrick McEvay

Senior Vice President  
Personal Real Estate Corporation  
(604) 789-0720  
Patrick.McEvay@MarcusMillichap.com



### Adam Herman

Senior Associate  
Personal Real Estate Corporation  
(604) 652-3016  
Adam.Herman@MarcusMillichap.com



### Sunil Suvarna

Senior Associate  
(778) 772-5133  
Sunil.Suvarna@marcusmillichap.com

Marcus & Millichap

mbmultifamily.com

1111 West Georgia Street, Suite 1100  
Vancouver, BC V6E 4M3

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# Our 2024 Activity

22 Properties Listed/Under Contract | \$166M Transacted in 2024 | 23 Closed/Firm Deals in 2024

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**For Sale**  
**Merklin Manor**  
1351 Merklin St, White Rock  
List Price: \$6,000,000  
20 Units | Cap Rate 3.04%



**For Sale**  
**450 Montgomery Road**  
Kelowna  
List Price: \$1,690,000  
Site Size: 11,761 sf



**For Sale**  
**Wagon Wheel Place**  
35 East 16th Avenue, Vancouver  
List Price: \$8,700,000  
20 Units | Lot Size: 12,078 sf



**For Sale**  
**Waldorf Manor**  
7448 & 7466 14th Street, Burnaby  
List Price: \$19,750,000  
68 Units | Cap Rate: 4.15%



**For Sale**  
**Tiffany Court**  
1225 West 72nd Ave, Vancouver  
List Price: \$3,900,000  
11 Units | Cap Rate: 3.89%



**New Price**  
**Cypress Steps**  
425 Twelfth St, New Westminster  
List Price: \$11,000,000  
34 Units | Cap Rate: 3.55%



**For Sale**  
**Maple Manor**  
304 Third St, New Westminster  
List Price: \$6,700,000  
17 Units | Cap Rate: 4.28%



**For Sale**  
**Noraleen Apartments**  
1676 West 10th Ave, Vancouver  
List Price: \$6,100,000  
11 Units | Cap Rate: 4.24%



**For Sale**  
**12340 & 12360 Trites Road**  
Richmond  
List Price: \$17,000,000  
Site Size: 2 Acres



**For Sale**  
**The Mayflower**  
323 Seventh St, New Westminster  
List Price: \$3,950,000  
14 Units | Cap Rate: 3.34%



**For Sale**  
**Homeview Apartments**  
33654 Homeview St, Abbotsford  
List Price: \$3,900,000  
11 Units | Major Renovations



**For Sale**  
**The Aspen**  
1455 West 71st Ave, Vancouver  
List Price: \$7,680,000  
21 Units | Cap Rate: 3.33%



**For Sale**  
**Valley View Mobile Home Park**  
446 Lumby Mabel Lake Rd, Lumby  
List Price: \$4,999,000  
83 Pads | Cap Rate: 5.48%



**For Sale**  
**6721, 6735, 6749 Dow Ave**  
Burnaby  
List Price: \$39,900,000  
Site Size: 54,555 sf



**Under Contract**  
**Carlton Manor**  
782 Winnipeg St, Penticton  
List Price: \$1,950,000  
10 Units | Cap Rate 5.24%



**Firm**  
**8690 Montcalm Street**  
Vancouver  
List Price: \$4,000,000  
12 Units | Price/Unit: \$333,333



**Firm**  
**495 Douglal Road North**  
Kelowna  
List Price: Contact Agents  
Site Size: 34,475 sf



**Firm**  
**Greatview Manor**  
1280 Haro Street, Vancouver  
List Price: \$29,000,000  
66 Units | Price/Unit: \$439,394



**Firm**  
**Valencia Apartments**  
2230 West 3rd Ave, Vancouver  
Sale Price: Contact Agents  
14 Units | Built in 1925



**Sold**  
**Willow Court**  
790 Winnipeg St, Penticton  
Sale Price: \$3,000,000  
18 Units | Built in 1991



**Sold**  
**Futurama Apartments**  
2664 Birch St, Vancouver  
Sale Price: \$4,125,000  
8 Units | Built in 1956



**Sold**  
**Copperview Suites**  
941 7th St, Kamloops  
Sale Price: \$13,250,000  
54 Units | Built in 2021



**Sold**  
**Chilliwack Portfolio**  
Chilliwack  
Sale Price: Contact Agents  
5 Buildings | 124 Units



**Sold**  
**Bayside Towers**  
1846 Nelson St Vancouver  
Sale Price: \$20,450,000  
43 Units | Cap Rate: 3.38%



**Sold**  
**3333 Commercial Drive**  
Vancouver  
Sale Price: \$7,375,000  
20 Units | Cap Rate: 2.91%



**Sold**  
**Pelican Place**  
629 Twelfth St, New Westminster  
Sale Price: \$2,650,000  
14 Units | Price/Unit: \$189,286



**Sold**  
**1165 Meares Street**  
Victoria  
Sale Price: \$3,500,000  
11 Units | Cap Rate: 4.90%



**Sold**  
**Strata Place**  
10012 3 St, Dawson Creek  
Sale Price: \$2,800,000  
36 Units | Cap Rate: 5.85%



**Sold**  
**2164 Wall Street**  
Vancouver  
Sale Price: \$2,800,000  
8 Units | Cap Rate: 4.15%



**Sold**  
**952 Dynes Avenue**  
Penticton  
Sale Price: \$2,670,000  
17 Units | Cap Rate: 4.68%