

MULTI FAMILY
INVESTMENTS
2021 YEAR TO DATE

LANDLORD REPORT

WATERLOO REGION

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PRINCIPAL INTEREST
MULTI FAMILY INVESTMENTS

 **ROYAL LePAGE**
COMMERCIAL

2021 TRANSACTIONS BY PRINCIPAL INTEREST



Cambridge
42 Unit Apartment Building
Sale Price \$6,720,000



Cambridge
10 Unit Townhomes
Sale Price \$4,000,000



Kitchener
16 Unit Apartment Building
Sale Price \$2,850,000



Kitchener
22 Unit Apartment Building
Sale Price \$3,520,000



Kitchener
15 Unit Apartment Building
Sale Price \$2,100,000



Kitchener
12 Unit Apartment Building
Sale Price \$1,935,000



Waterloo
11 Unit Apartment Building
Sale Price \$2,400,000



Waterloo
9 Unit Apartment Building
Sale Price \$1,500,000



Waterloo
8 Unit Apartment Building
Sale Price \$1,600,000



Waterloo
8 Unit Apartment Building
Sale Price \$1,600,000



Palmerston
6 Unit Townhomes
Sale Price \$855,000



Etobicoke
13 Unit Apartment Building
Pending



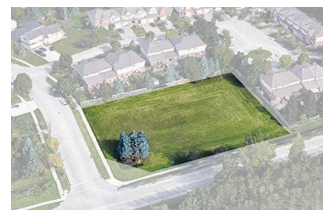
Waterloo
9 Unit Apartment Building
Pending



Kitchener
29 Unit Townhouse Complex
Under Contract



Kitchener
42 Unit Apartment Building
Pending



Waterloo
Development Land
Pending



Paris
11 Unit Apartment Building
Pending

Trusted Advisors of Multi Family Transactions

900+
Units Sold

150M+
Sold

45M+
Sold in 2021

2021 MARKET COMMENTARY

As we reach the midway point of 2021 - it is incredible to reflect on the number of apartment buildings that have transacted over the past six months. Entering my 10th year selling multi-family investments this summer, I feel very fortunate to have formed strong relationships with many investors of apartment buildings and I am very proud to be a part of my clients growth and evolution in the marketplace.

I am having conversations daily with owners and hopeful Buyers of apartment buildings trying to make sense of a real estate market that is difficult to make sense of at times. As you will see from the transactions presented in this report, cap rates are incredibly low on properties that offer tremendous upside on rents. These transactions are difficult to comprehend for new investors entering the market, but it is the experienced operators who see the long term potential of these assets that are able to look beyond the going in cap rate and rely on their skill and expertise to increase their profitability. On the other hand, there are some transactions offering attractive cap rates in the 4's, but Buyer's should expect to pay a hefty per unit price for a stabilized asset with not as much upside. It is interesting to note that 80% of the transactions listed in this report were purchased by landlords already operating in Waterloo Region. This further demonstrates the difficulty of new buyers entering the market.

In the months ahead, we hope to continue to grow to meet the needs of old and new clients and to further establish our team as leaders in the Waterloo Region multi-family market. If you have any questions - please do not hesitate to reach out. We look forward to working with you to achieve your goals.

Enjoy the rest of your summer,

Kyle

AVERAGE PRICE PER UNIT

2020 **\$169,596**

2021 **\$198,711** 17% ↑

Same period comparison January to June 2020 vs 2021

TOTAL SALES

2020
\$99M+

2021
\$434M+ 338% ↑

Same period comparison January to June 2020 vs 2021

AVERAGE PRICE PER UNIT

Cambridge **\$200,989** 57% ↑

Kitchener **\$195,228** 23% ↑

Waterloo **\$205,201** -21% ↓

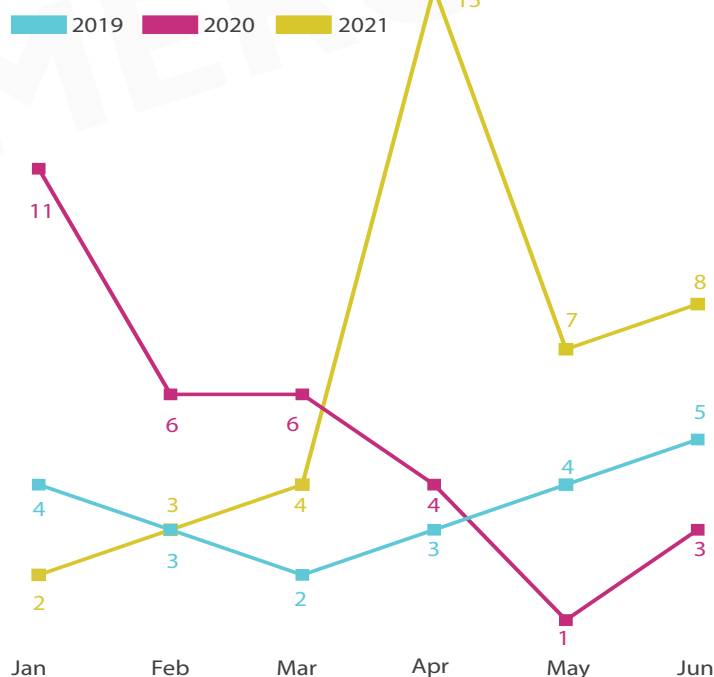
Same period comparison January to June 2020 vs 2021

TRANSACTIONS

2020 **31** vs. 2021 **39**

Same period comparison January to June 2020 vs 2021

PROPERTIES SOLD



Source: Realnet, does not include Students Housing and Seniors Housing

RECENT TRANSACTIONS 2021

Capitalization Rates

Range **2.5% to 4.9%**
Average **3.4%**

Address	Sale Date	Sale Price	# of Units	Cap Rate	Price per Unit
✠ Roxborough Avenue, Kitchener	April	\$3,520,000	22	3.2%	\$160,000
✠ Shantz Lane, Kitchener	April	\$2,100,000	15	2.9%	\$140,000
✠ Silverbirch Road, Waterloo *	April	\$1,600,000	8	2.9%	\$200,000
✠ Silverbirch Road, Waterloo *	April	\$1,600,000	8	3.8%	\$200,000
✠ Glen Forrest Boulevard, Waterloo	April	\$1,500,000	9	2.7%	\$166,667
✠ Silverbirch Road, Waterloo	April	\$2,400,000	11	2.7%	\$218,182
Victoria St South, Kitchener	April	\$2,100,000	11	3.4%	\$190,909
Sunnydale Place & Bearinger Rd, Waterloo	April	\$16,500,000	64	4.9%	\$259,063
Old Carriage Drive, Kitchener	April	\$63,000,000	218		\$288,991
Krug St, Kitchener	April	\$1,275,000	6	2.8%	\$212,500
Barbara Court, Cambridge	April	\$1,900,000	9		\$211,111
Silverbirch Road, Waterloo	April	\$2,935,000	12		\$244,583
Fourth Avenue, Kitchener	April	\$2,895,000	18	4.2%	\$160,833
✠ Ahrens St West, Kitchener	April	\$2,850,000	16	3.4%	\$178,125
Bruce St, Kitchener	April	\$1,637,500	6		\$272,917
Stirling Avenue South, Kitchener	May	\$8,600,000	30	4.3%	\$286,667
✠ Garden St, Cambridge	May	\$4,000,000	10	4.5%	\$400,000
Indiana St, Kitchener	May	\$1,550,000	6	2.5%	\$258,333
Starlight Portfolio	May	\$66,300,000	377		\$175,862
✠ Albert & Ballantyne, Cambridge	June	\$6,720,000	42	3.3%	\$160,000
✠ Madison Avenue S, Kitchener	June	\$1,125,000	10		\$112,500
High St, Waterloo	June	\$2,155,000	12		\$179,583
Southwood Dr, Cambridge	June	\$2,800,000	16	3.7%	\$175,000
Elgin Street South, Cambridge	June	\$4,750,000	28		\$169,643
STAMM - Killam Portfolio	June	\$190,500,000	785		\$242,675
Strasburg Road, Kitchener	June	\$4,000,000	21		\$190,476

Disclaimer: Capitalization rates calculated using normalized industry standards for repairs, maintenance and management.

✠ Denotes transactions completed by Principal Interest

Source: Realnet, does not include Students Housing and Seniors Housing



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Top 2% in Canada



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