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THE LANDLORD REPORT

25



KYLE CHURCH - BROKER

Navigating a Changing Market:

Multifamily Insights for Southwestern Ontario

Dear Landlords,

I hope you had a great summer with family and friends and that this update provides timely insight into the state of the multi-family apartment market across Southwestern Ontario.

The market is undergoing a clear transition as it adjusts to higher interest rates, slowing immigration, and ongoing uncertainty tied to tariffs and trade relations with the U.S.

From my position on the front lines, the most notable challenge is the gap between seller expectations and what buyers are currently willing to pay - which can be a difference of 5% or more.

We are firmly in a buyer's market. Inventory has increased, and many listings are sitting for months if they are not priced correctly. That said, not all buyers are positioned to act; liquidity is limited, and many investors are in capital preservation mode.

Active buyers are focused on value-add opportunities that cashflow from day one and are highly sensitive to price per unit and cap rates. Most Buyers are leveraging CMHC-insured financing with 40-year amortizations at rates near 4.5%. This has pushed buyer expectations to cap rates of 5% or more and prices around \$200,000 per unit. While some deals still close above those thresholds, they usually involve unique circumstances or additional deal components.

Distressed sales remain rare, though we've seen occasional power of sale activity. Encouragingly, listings priced in line with market realities - either through competitive pricing or seller flexibility continue to attract serious, qualified buyers. In many cases, we're still seeing multiple offers.

Today's market demands a tailored approach for each sale - balancing strategic pricing with a clear understanding of buyer preferences and financing realities.

If you're considering buying or selling in the year ahead, I'd welcome the opportunity to discuss how I can add value and help you navigate the current market with confidence. Let's connect to develop a strategy that aligns with your goals.

Sincerely,



Kyle Church

Broker

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2025 Market

by the numbers

\$234M

Total Sales Volume

\$65M

Total Sales Volume
Non Institutional Transactions

20

Total Number of
Transactions

\$214k

Average Per Suite Price
(non-institutional)

4 - 6%

Capitalization Rate
Range

65%

Transactions Completed
with MLS Listing

312

Non Institutional
Units Sold

22%

Non institutional
transactions with a
VTB

Recent Transactions

in 2025



Kenwood Dr., Kitchener

24 suites / \$220,833 per suite
January 2025



Ahrens St. W, Kitchener

12 suites / \$212,500 per suite
January 2025



Woodlawn Rd. E, Guelph

15 suites / \$263,333 per suite
February 2025



Lodge St., Waterloo

55 suites / \$189,091 per suite
February 2025



Church St., Kitchener

40 suites / \$229,500 per suite
March 2025



Talbot St., Kitchener

36 suites / \$180,555 per suite
March 2025



Traynor Ave., Kitchener

18 suites / \$225,000 per suite
July 2025



Beck St., Cambridge

9 suites / \$208,333 per suite
July 2025



South Dr., Kitchener

6 suites / \$220,833 per suite
July 2025

Non-Institutional Transactions in 2025

Sale Date	Address	City	Sale Price	# of Suites	Price per Suite
January	Kenwood Dr.	Kitchener	\$5,300,000	24	\$220,833
January	Ahrens St. W	Kitchener	\$2,550,000	12	\$212,500
February	Woodlawn Rd. E	Guelph	\$3,950,000	15	\$263,333
February	Gildner St.	Kitchener	\$1,043,000	10	\$104,300
February	Lodge St.	Waterloo	\$10,400,000	55	\$189,091
February	Queen St. W	Cambridge	\$3,000,000	15	\$200,000
March	Church St.	Kitchener	\$9,180,000	40	\$229,500
March	Talbot St.	Kitchener	\$6,500,000	36	\$180,556
March	Ottawa St.	Kitchener	\$1,450,000	7	\$207,143
April	Brybeck Cres.	Kitchener	\$1,270,000	6	\$211,667
May	Dolph St. S	Cambridge	\$1,450,350	6	\$241,725
July	Traynor Ave.	Kitchener	\$4,050,000	18	\$225,000
July	South Dr.	Kitchener	\$1,325,000	6	\$220,833
July	Beck St.	Cambridge	\$1,850,000	9	\$205,556
July	Arthur St.	Elmira	\$1,490,000	9	\$165,556
July	Nelson St.	Cambridge	\$6,875,000	32	\$214,844

Institutional Transactions in 2025



Starlight Cambridge Portfolio Purchase

In February, Starlight Investments acquired 391 suites in Cambridge for a total sale price of \$62,250,000 or \$159,207 per suite. There were 11 properties included in the transaction, all of them were 2.5 storey walk up buildings ranging in size from 12 to 135 suites. All of the properties were located in close proximity to one another and were originally built by Lyle Hallman.



Starlight Guelph New Build Purchase

Also in February, Starlight purchased 143 new suites for \$73,900,000, 143 suites, or \$516k/per suite on Watson Parkway in Guelph. The property is a high end rental product with rents ranging from \$2,135 for a one bedroom to \$2,934 for a three bedroom. The property was developed and sold by Grandview Homes.



Skyline Purchases Guelph 2018 build from Starlight

February also saw Starlight Investments sell a smaller asset of 81 units in Guelph on Kortright Rd W for \$40,100,000 (\$495k/suite) to local Skyline REIT. Starlight acquired the asset in 2018 for \$26 million (\$320k/suite) from HIP Developments. The property featured 24 one bedrooms and 57 two bedroom units. Current rents range from \$2,215 to \$2,848.

Current Listings

by Kyle Church



415-435 Garden Street, Cambridge

Ten townhome units, fully renovated with great rents and high end finishes. The property is fully sub-metered and great for hands off investor looking for stability. In-suite laundry. Forced air furnace and AC for each unit.

10 Renovated Townhomes

Asking Price \$3,999,000



76 Barbara Crescent, Kitchener

Exceptional value-add opportunity for hands on investor. VTB 1st mortgage available for five years. 5 two bedroom suites, 1 one bedroom. Gas boiler heat and separate meters for hydro. Backing onto city park.

Purpose Built Sixplex

Asking Price \$1,245,000



56 George Street, Waterloo

Located in premium location of Uptown Waterloo surrounded by beautiful old homes, this concrete fourplex is a great long term hold with upside on rents. Electric baseboard heat, one hydro meter.

Purpose Built Concrete Fourplex in Uptown Waterloo

Asking Price \$1,275,000



218 Margaret Avenue, Kitchener

Many upgrades completed over the years on this centrally located triplex. Gas boiler heat, separate hydro meters. The property features a detached 2 car garage. Newer windows, roof, boiler and driveway.

Purpose built Triplex + Garage in downtown Kitchener

Asking Price \$925,000

Trust, Communication & Market Knowledge



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Kyle Church is a commercial real estate broker specializing in the sale of multi-family investment properties across Southwestern Ontario. With a dedicated focus on apartment buildings, Kyle has built a strong reputation for delivering results and fostering long-term relationships with both private investors and institutional owners.

Since 2012, Kyle has been involved in more than 150 transactions, representing over \$300 million in total sales volume. His value lies not only in his transactional experience but in his ability to provide clients with clear, data-driven insights to support sound investment decisions.

Kyle holds a Master's degree in Local Economic Development from the University of Waterloo and an Honours BA in Geography from Lakehead University. He is committed to staying at the forefront of market trends and economic shifts, ensuring his clients remain well-informed and strategically positioned in a changing real estate landscape.

Kyle lives in Waterloo with his wife Ailish and their young daughter Orla.

Notable Achievements:

Royal LePage National Top 2% - 2022 - 2024
Royal LePage Commercial Top 50 - 2022-2024
Royal LePage Top 35 Under 35 - 2020
Royal LePage Commercial Top 10% - 2017-2021
Royal LePage National Chairman's Club - 2021