

## **Why do people like to invest in multi-family real estate?**

The multifamily sector here in Canada is a highly investable asset class. It has a lot to do with how it's actually structured and what it means to the average individual living across our great nation.

So, it's a necessity. Everybody needs to live somewhere. Everybody needs to have a roof over their head. And therefore, these asset classes tend to have high occupancy. They tend to cash flow very well and obviously has become a very investable asset class for not only private investors, but institutions who have gotten more into that asset class for the last 15 years or so.

Some of the market factors that we're experiencing today in multifamily sector are creating more of a demand for that asset class.

You look at immigration policy here in Canada and how that's impacting demand for affordable housing. With the increased levels of immigration coming into Canada, we're projecting over 400,000 people coming into this country on an annual basis. We need places for them to live. And part of the problem that we've been experiencing here in Canada is that there are affordability issues.

There's definitely supply issues. And the affordability issues really are a result of not having adequate supply within the market.

So, with this increased immigration, increased demand for multifamily space, increased demand for affordable housing, we really see this as a very investable, very secure asset class to be in.

We expect there to be low occupancy rates for longer periods of time with some good rental rate growth coming off of these asset classes.

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