CBRE CAPITAL

From Crisis to Community: Advancing Affordable Housing Through Partnership

CBRE

October 2025

Agenda

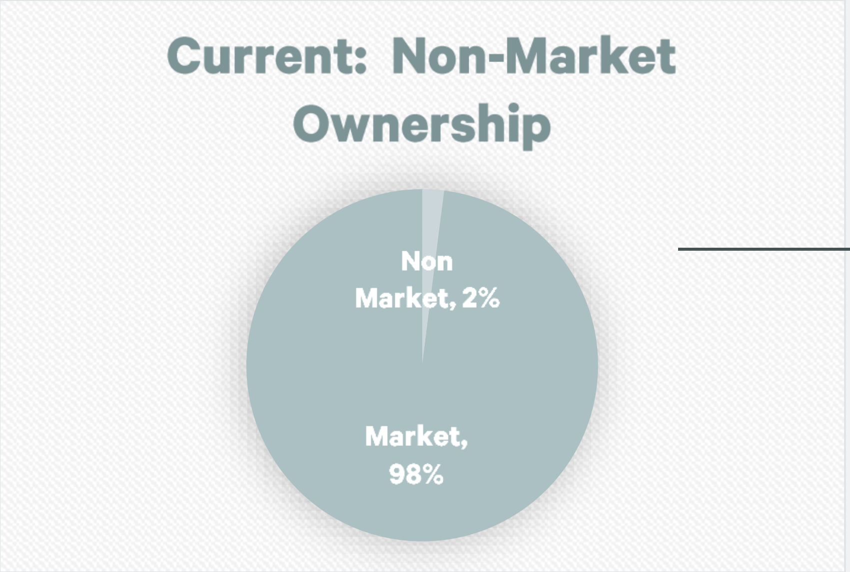
Introduction

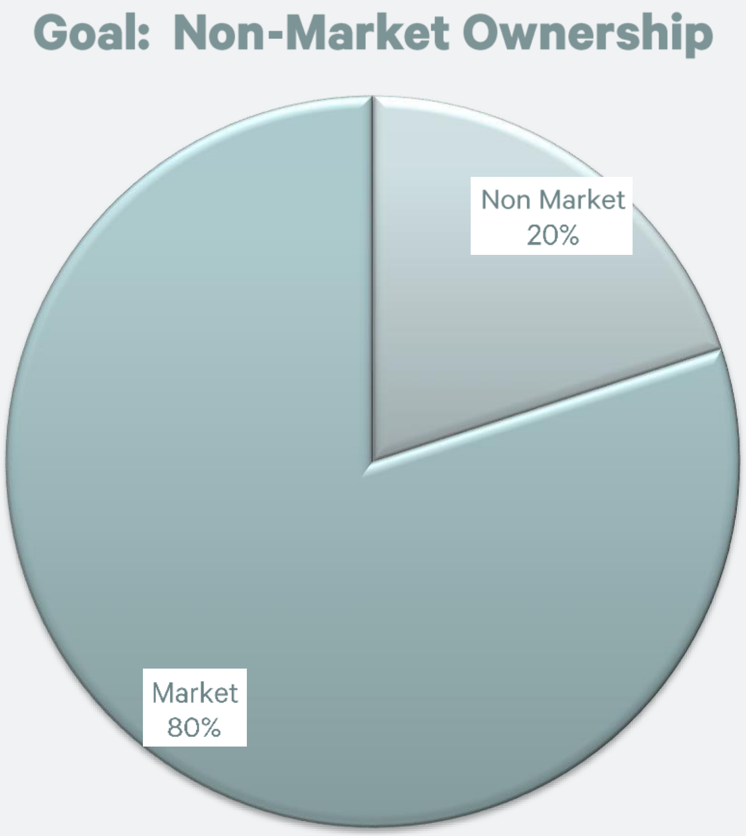
Krissy Fry is a Director and Senior Vice-President, Debt & Structured Finance in Halifax, NS and is the National CMHC Relationship Lead for CBRE Capital. Krissy has over 25 years' experience in the commercial mortgage industry, arranging $8 billion in financing, including affordable housing, in the last 7 years. Prior to joining CBRE, Krissy held the position of Vice President, Finance with a National Lender and held various senior management positions at Canada Mortgage & Housing Corporation (CMHC), including investment risk management, product and policy development and multi-unit underwriting and client relationship management, at both the national and regional level.

At CMHC, Krissy was a key contributor to the National Housing Strategy launched in 2017. At CBRE, she is an active coach and well-respected advisor to clients, arranging debt and financing solutions within the many CMHC financing options. Krissy, and the national CBRE team, have experience arranging financing and funding utilizing the CMHC MLI Select (once MLI Flex), CMHC Apartment Construction Loan Program (ACLP, formerly RCFI), CMHC Affordable Housing Fund (AHF, formerly Co-Investment), CMHC SEED Funding, CMHC Innovation Fund, the Rapid Housing Initiative, and the Federal Land Initiative. She is well versed in underwriting and assessing client risk and eligibility for the programs, as well as working within the more traditional CMHC Standard Construction and Take-Out Financing options. Her clients consist of institutional investors, REITs, not-for-profits, private/regional developers and rental property owners across Atlantic Canada. Krissy is also on the Board for the NS Urban Development Institute (UDINS).

Jenna Williams is an Analyst, Debt & Structured Finance in Halifax NS. Jenna joined CBRE in September 2023. Jenna assists the origination team in all aspects of the mortgage underwriting process from loan origination through funding coordination, completion, and post funding. She has been involved in several affordable housing projects since joining CBRE and has been a member with The Housing Trust of Nova Scotia since January 2024. Jenna received recognition from CBRE on the national level last winter for her dedication to clients and contribution to affordable housing and community.

The Vision: A Significant Shift In Rental Ownership





Misconceptions in Financing Affordable Housing

Misconception 1: Non-market providers can simply build like market providers and charge lower rents.

Reality: Market financing is incredibly tight (e.g., 1.10 DCR, 50-year amortization), leaving razor-thin margins.

Misconception 2: New construction is the best path for adding affordable stock.

Reality: Existing stock acquisition and/or conversion can be more cost-effective.

Misconception 3: There's a single roadmap to success.

Reality: Each project is unique, requiring tailored solutions and flexible program parameters.

Building Your Comprehensive Plan

WHO

Tenants
Builder
Operator
Professionals
Partners

WHAT

New
Purchase
Conversion
Size
Amenities

WHEN

Approvals
Seasonality
Available Labour

WHERE

Own Land
Urban / Suburban

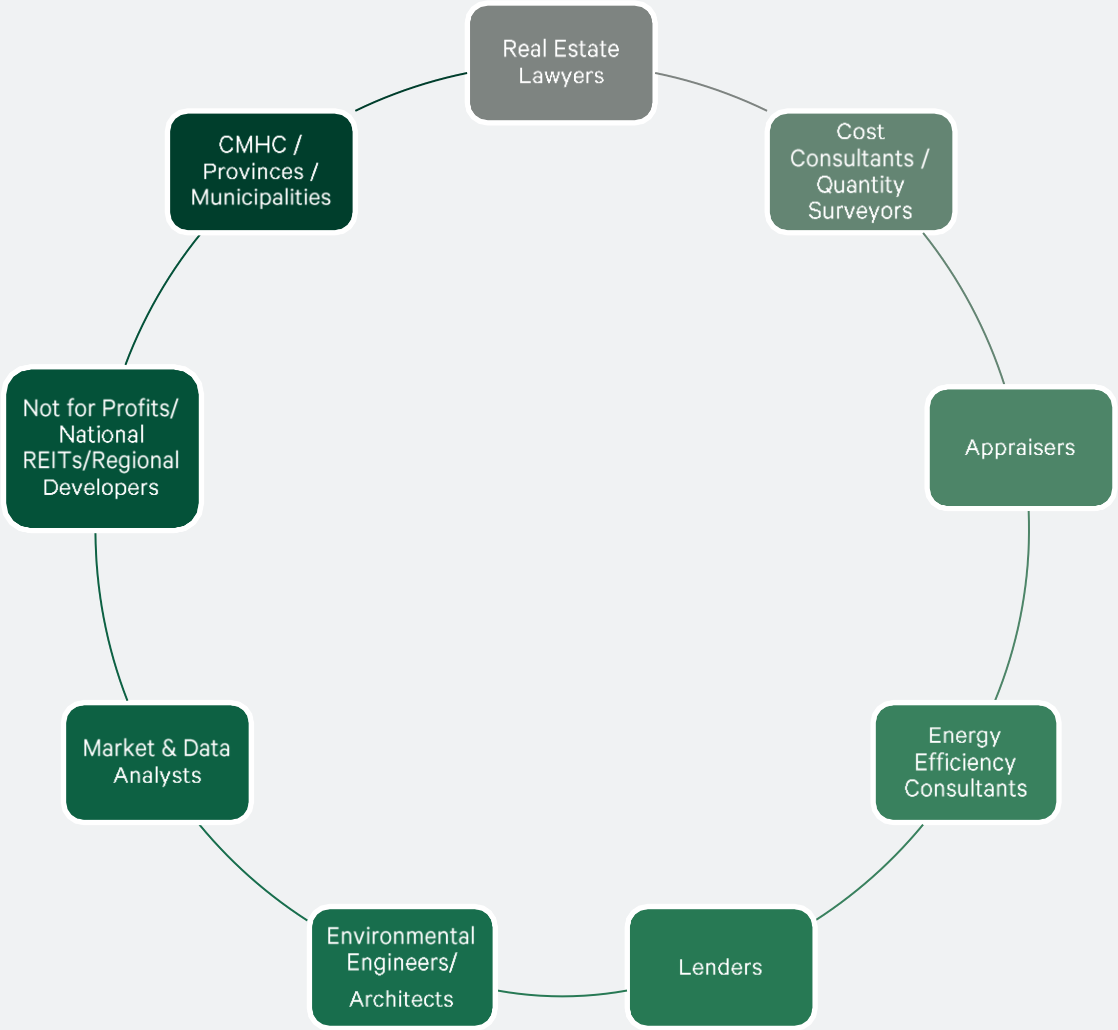
WHY

Social Outcome
Housing Need

HOW

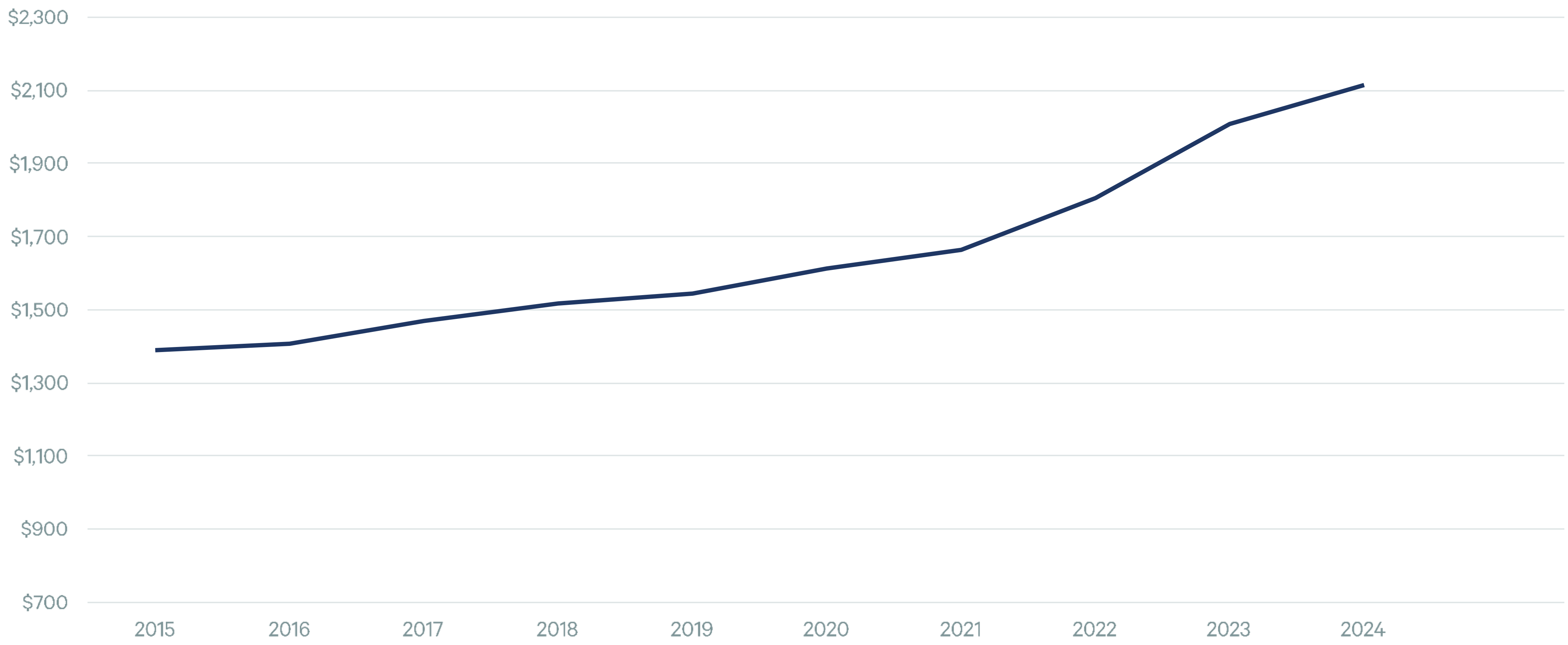
Financing
Funding
Donations

Building Your Partner Network



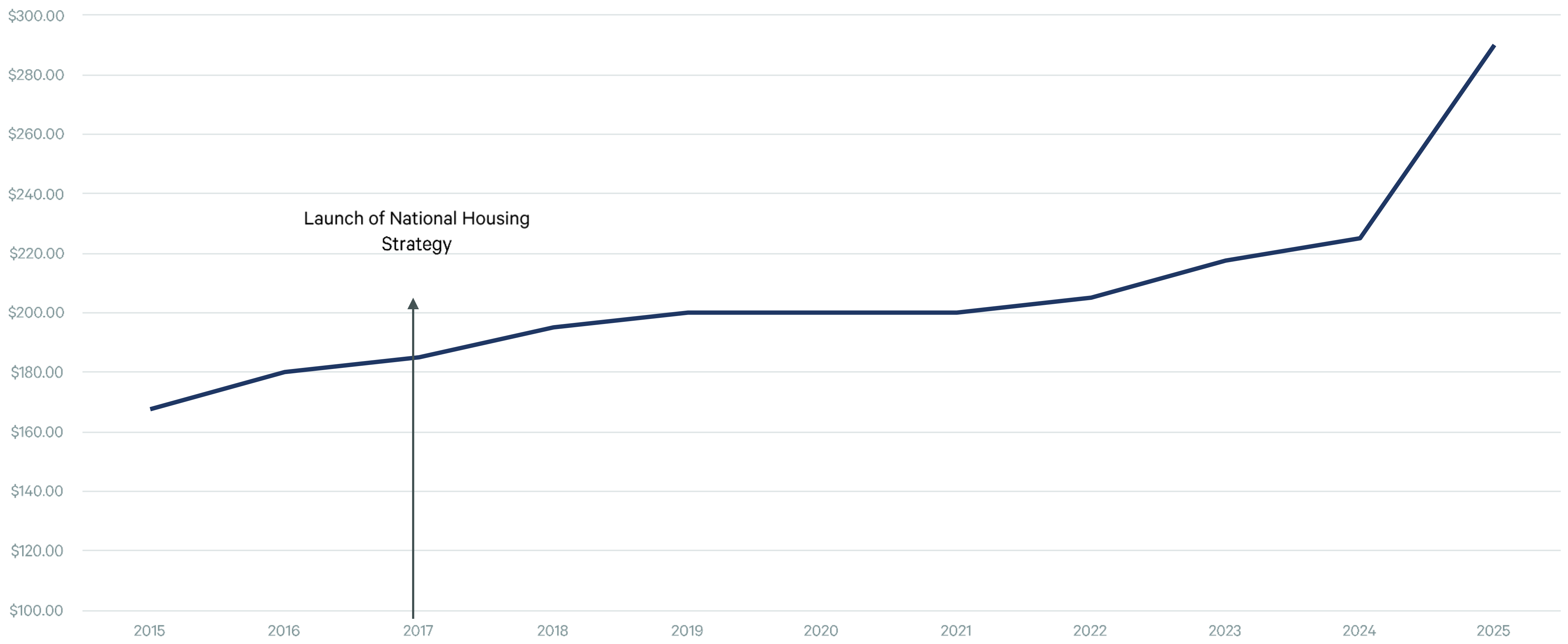
Average Rent: 2 Bedroom Halifax, Built 2000 or later (45% increase 2015 to 2024)

(Source: CMHC Housing Market Information Portal)



Construction Cost: 10 Year Trend (73% increase 2015 to 2025)

(Source Altus Cost Guide – Residential Apartment, Up to 12 Stories, Concrete, Excludes Parking, Halifax, Average)



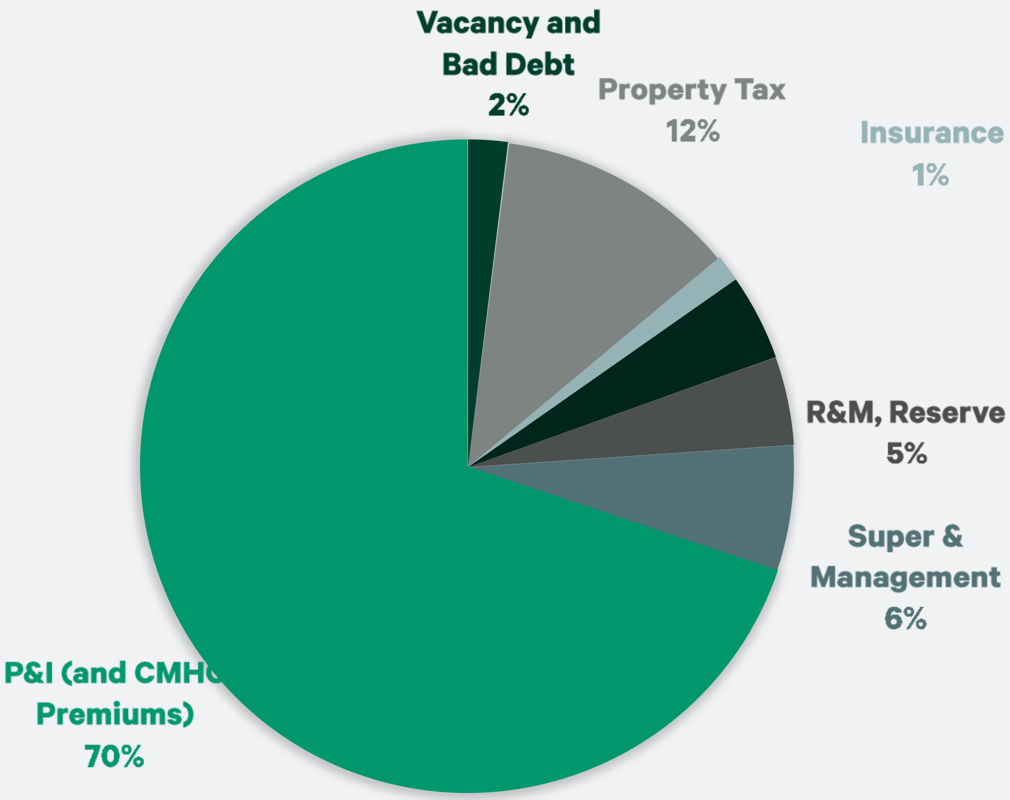
Case Study: Construction Costs – Halifax Peninsula

	Total	Per Unit	Percent
Land	$ 4,095,000	$ 58,500	13%
Hard Costs	$ 22,995,000	$ 328,500	73%
Soft Costs	$ 2,835,000	$ 40,500	9%
Contingency	$ 1,575,000	$ 22,500	5%
HST	$ -	$ -	0%
TOTAL	$ 31,500,000	$ 450,000	100%

- Downtown Halifax
- Close to Transit, Community Amenities
- Variety of Unit Types
- 5 appliances
- Underground Parking
- Some Tenant Amenity Space
- Average Equity Required $3.375 million (25%)

Case Study: OER & The Dominance of Mortgage Payments

CASE STUDY			
	Annualized	OER	Allocation of Monthly Rent
Total Units			
Rental Income	$ 3,120,000		
Less Vacancy & Collection Loss	$ 62,400	2%	$ 173
Effective Gross Income	**$ 3,057,600**		
Less Operating Expenses:			
Property Taxes	$ 366,912	12.00%	$ 306
Insurance	$ 40,000	1.31%	$ 33
Heat	$ 35,000	1.14%	$ 29
Electricity	$ 40,000	1.31%	$ 33
Water	$ 55,000	1.80%	$ 46
Superintendent	$ 61,000	2.00%	$ 51
Repairs & Maintenance	$ 82,500	2.70%	$ 69
Appliance Reserve	$ 49,000	1.60%	$ 41
Management Fee	$ 129,948	4.25%	$ 108
Miscellaneous (office/phone	$ 39,749	1.30%	$ 33
Total Operating Expenses	**$ 899,109**	29.41%	$ 749
Net Operating Income	**$ 2,158,491**		
Total P&I Payment	**$ 2,035,260**		$ 1,696
BREAK EVEN RENT			$ 2,600



Reduce Costs & Increase Revenues

- Purchase existing rental or convert other use building

- Construction

- Land costs are lower outside of downtown core
- Hard costs can be reduced with removal of underground parking, amenity space, number of appliances per suite, wood frame versus concrete.
- Soft Costs can be reduced with reduction in property tax, interest costs.

- Revenues can be supplemented with non-residential income, parking, storage and subsidies.

- Operating Expenses - Property Tax Relief, Energy Efficient to Reduce Opex

- Mortgage Payments – Forgivable and Low-Cost Funding – Multiple Sources

Examples of Funding Sources – Stacking is Best!

Program Lead	Program Name	Type of Financing
CMHC	Affordable Construction Loan Program ACLP	Low-Cost Repayable Mortgage
CMHC	Affordable Housing Fund - AHF	Low-Cost Repayable Mortgage and Forgivable Funding
CMHC	MLI Select	Financing Flexibilities and Lower Insurance Premiums
Province of Nova Scotia	Affordable Housing Development Program	Forgivable Funding
HRM	Affordable Housing Grant Program	Forgivable Funding
HRM	Tax Relief Waiver of Permit Fees Surplus Land	Reduced Construction Costs and/or Operating Costs
Efficiency Nova Scotia	Affordable Multifamily Housing Program	After Construction / Renovation Rebate
Private	Donations, Grants, Fundraising	Non-Repayable

Partnerships in Action

Richmond Yards, Halifax, NS

Mount Hope, Dartmouth, NS

Summerside, PEI

Funding Sources: Room for Improvement

CERTAINTY FUNDING

SPEED OF APPROVALS

CLEAR CRITERIA & PROCESSES

CONDITIONS THAT WORK FOR REAL LIFE DEVELOPMENT

Q&A

Connect with us

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