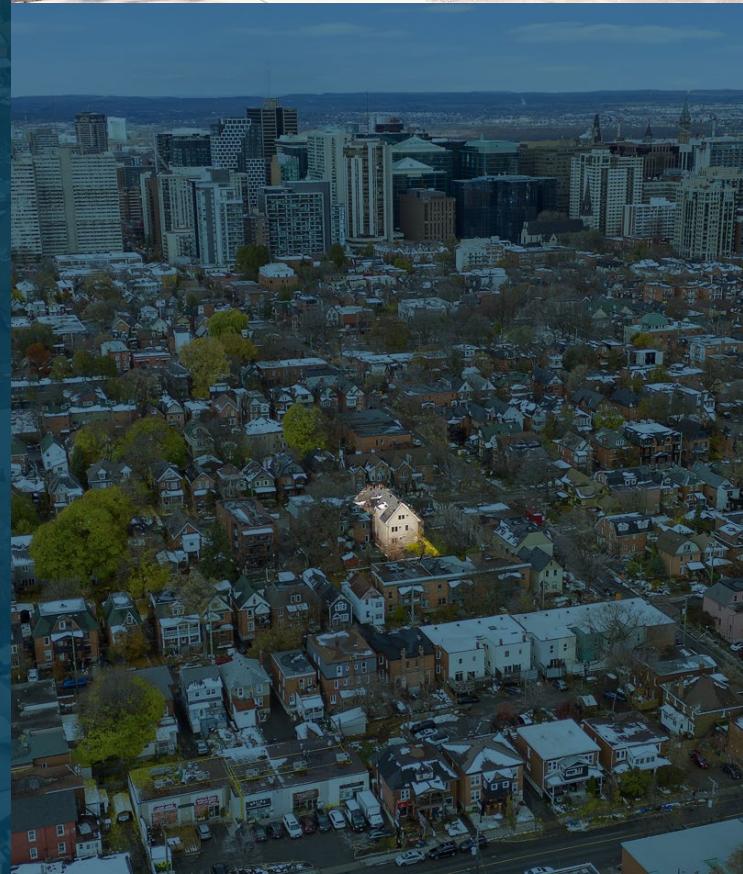


11-Unit Multi-Family Building **FOR SALE**

186 James Street,
Ottawa



Integrity. Dedication. Professionalism

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Corporation Brokerage
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The information as herewith enclosed has been obtained from sources we believe to be reliable, but we make no representation or warranties, express or implied, as to the accuracy of the information. All references to square footage and other information contained herein are approximate and subject to change. Prospective tenants shall not construe the information as legal advice. All properties are subject to change or withdrawal without notice.

186 James Street,
Ottawa

Price
\$3,195,000.00
(\$290,454/unit)



Salient Facts – Property

Zoning: R4UD[479]

Site Area: 4,553.13 SF | 0.105 Acres

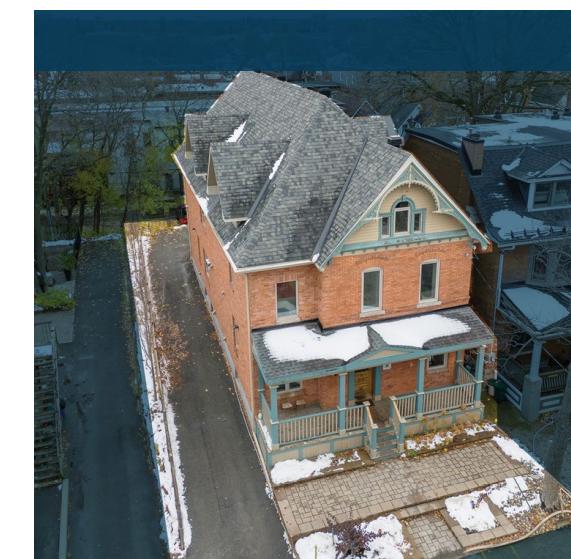
Number of Units: 11

Gross Income: \$206,793.00

Unit Mix:

2 x Studio
8 x One Bedroom
1 x Two Bedroom

Operating Expenses: \$62,369.00



Net Operating Income: \$144,424.00

Cap Rate: 4.52%

Full Building Renovation: 2015

Fully Leased

Three floors, plus basement

On-site laundry room

Two Parking Spaces

Air conditioned

Highlights

- Asset Overview:** Beautifully restored 11-unit multi-family building in the heart of Ottawa, fully leased and income-producing from day one.

- Capital Improvements (2015):**
 - New boiler
 - Roof replacement
 - Addition of air conditioning
 - Installation of common laundry room
- Why This Asset Works:** Stable cash flow, desirable unit mix, and enduring location fundamentals.
- New Build Quality Without New-Build Risk:** In a central area with limited new supply, this fully modernized, turn-key property delivers near-new-build quality without the cost or risk of new construction.

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PROFORMA INVESTMENT REPORT		186 James St		Yr.1 %	Yr.1	Forecast 2	Forecast 3	Forecast 4	Mark to Market Forecast 5
		Yr.1 \$ / Suite							
REVENUE									
Residential Income		11							
Laundry		\$18,605	98.0%	204,658	210,797	217,121	223,635	230,344	
Mark to Market		\$384	2.0%	4,224	4,351	4,481	4,616	4,754	
Scheduled Gross Income		\$0	0.0%						37,142
Vacancy & Bad Debt		\$18,989	100.0%	208,882	215,148	221,602	228,251	272,240	
		(\$190)	-1.0%	(2,089)	(2,151)	(2,216)	(2,283)	(2,722)	
EFFECTIVE GROSS INCOME		\$18,799	99.00%	206,793	212,997	219,386	225,968	269,518	
OPERATING EXPENSES									
Property Taxes (2025)		\$1,451	7.6%	15,965	16,284	16,609	16,942	17,281	
Gas		\$410	2.2%	4,515	4,605	4,697	4,791	4,887	
Hydro		\$109	0.6%	1,200	1,224	1,248	1,273	1,299	
Water		\$471	2.5%	5,181	5,285	5,390	5,498	5,608	
Insurance (Residential)		\$503	2.7%	5,537	5,648	5,761	5,876	5,993	
Snow Removal		\$227	1.2%	2,500	2,550	2,601	2,653	2,706	
Cleaning		\$545	2.9%	6,000	6,120	6,242	6,367	6,495	
Repairs & Maintenance		\$1,200	6.3%	13,200	13,464	13,733	14,008	14,288	
Management		\$752	4.0%	8,272	8,437	8,606	8,778	8,954	
		\$5,670	29.86%	62,369	63,617	64,889	66,187	67,510	
TOTAL OPERATING COSTS									
NET OPERATING INCOME		\$13,129	69.1%	144,424	149,380	154,498	159,781	202,008	
DEBT SERVICE									
*Potential First Mortgage				118,089	118,089	118,089	118,089	118,089	
Total Debt Service				118,089	118,089	118,089	118,089	118,089	
CASH FLOW									
5 Year Cash Total				26,334	31,290	36,408	41,692	83,918	
RETURN ON CASH INVESTED									
Yr.1		\$1,030,482			2.56%	3.04%	3.53%	4.05%	8.14%
5 Year Total									
PRINCIPAL PAYDOWN									
1st					24,667	25,663	26,700	27,779	28,901
TOTAL					24,667	25,663	26,700	27,779	28,901
5 Year Total									
CASH FLOW AND PRINCIPAL									
5 Year Total		\$353,352			51,001	56,954	63,108	69,470	112,819
TOTAL YIELD (incl. principal)									
5 Year Total					4.95%	5.53%	6.12%	6.74%	10.95%
*Based on estimated new CMHC insured First Mortgage									

The information contained herein is considered reliable, but is not guaranteed.

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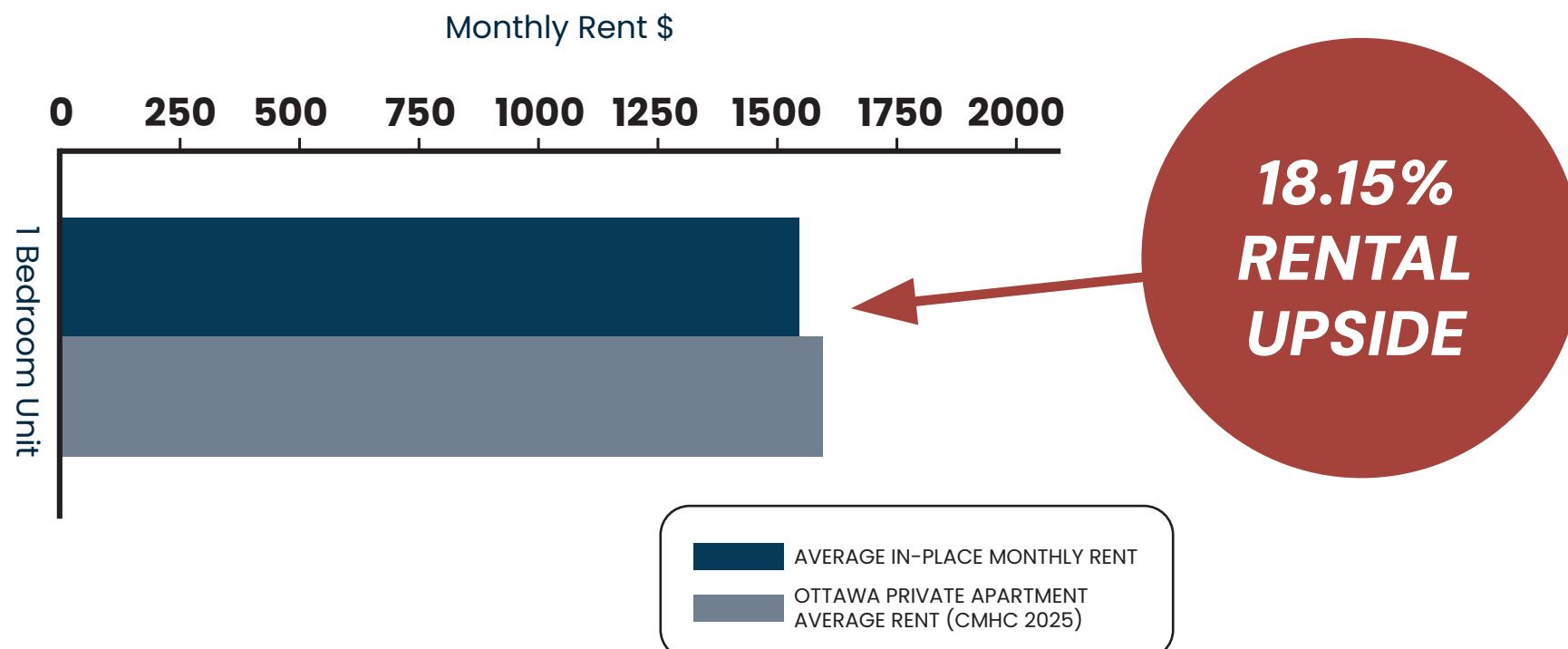
PATH TO VALUE

In-Place vs. Market Opportunity

Ottawa's rental market remains strong and stable, supported by steady population growth, a large public-sector employment base, and limited new rental supply in central neighbourhoods. Rents are high by historical standards, and demand continues to outpace supply for well-located multi-residential properties.

Looking ahead, rent growth is expected to be measured but positive, with the best performance coming from centrally located buildings close to employment, transit, and amenities. Multifamily assets such as 186 James St have proven over time for stable measured returns with lower volatility than other asset classes. For properties with long-term tenants paying below current market rents, Landlord's benefit from the opportunity for increased rates of return through rental growth as units naturally turn over and rents adjust closer to market levels.

186 JAMES STREET IN-PLACE AVERAGE RENT VS. OTTAWA PRIVATE APARTMENT AVERAGE RENT (CMHC 2025)



186 JAMES STREET - RENT ROLL (AS OF 2026-01-13)

UNIT	LEASE START	UNIT TYPE	RENT
0	2025-02-01	Studio/1 Bath	\$ 1,210.00
1	2026-01-01	1 Bed/1 Bath	\$ 1,390.00
2	2024-05-01	Studio/1 Bath	\$ 1,490.00
3	2020-06-01	1 Bed/1 Bath	\$ 1,628.47
4	2023-09-01	1 Bed/1 Bath	\$ 1650.00
5	2023-11-01	1 Bed/1 Bath	\$ 1,790.00
6	2025-10-01	1 Bed/1 Bath	\$ 1,590.00
7	2025-10-01	1 Bed/1 Bath	\$ 1,590.00
8	2025-10-01	1 Bed/1 Bath	\$ 1,590.00
9	2023-10-01	2 Bed/1 Bath	\$ 1,990.00
10	2019-09-01	1 Bed/1 Bath	\$ 1,136.3
			Total: \$ 17,054.80
			Total Annual Rent: \$ 204,657.60
			Total Market Rent: \$ 241,800.00
			Total Market Variance: \$ 37,142.40
			% of Rental Upside: 18.15%

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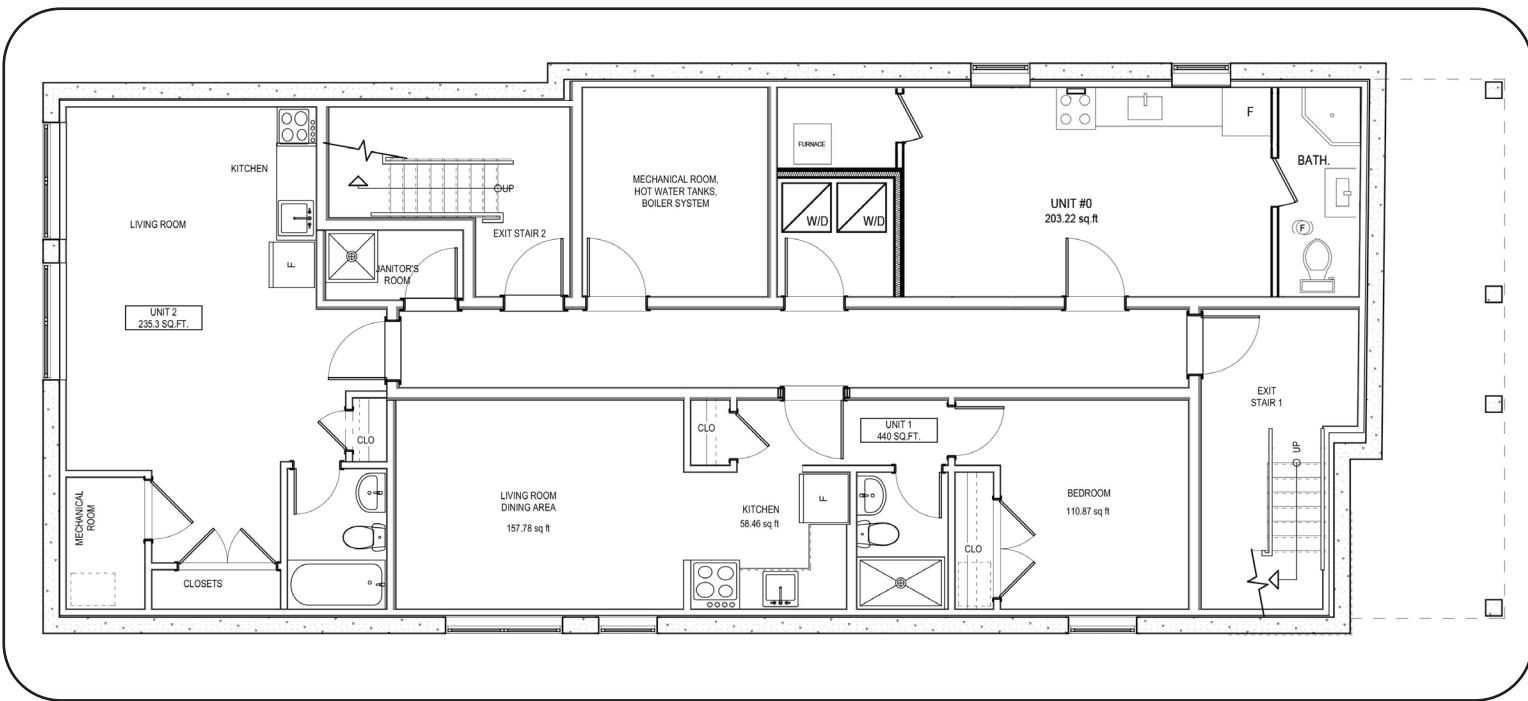
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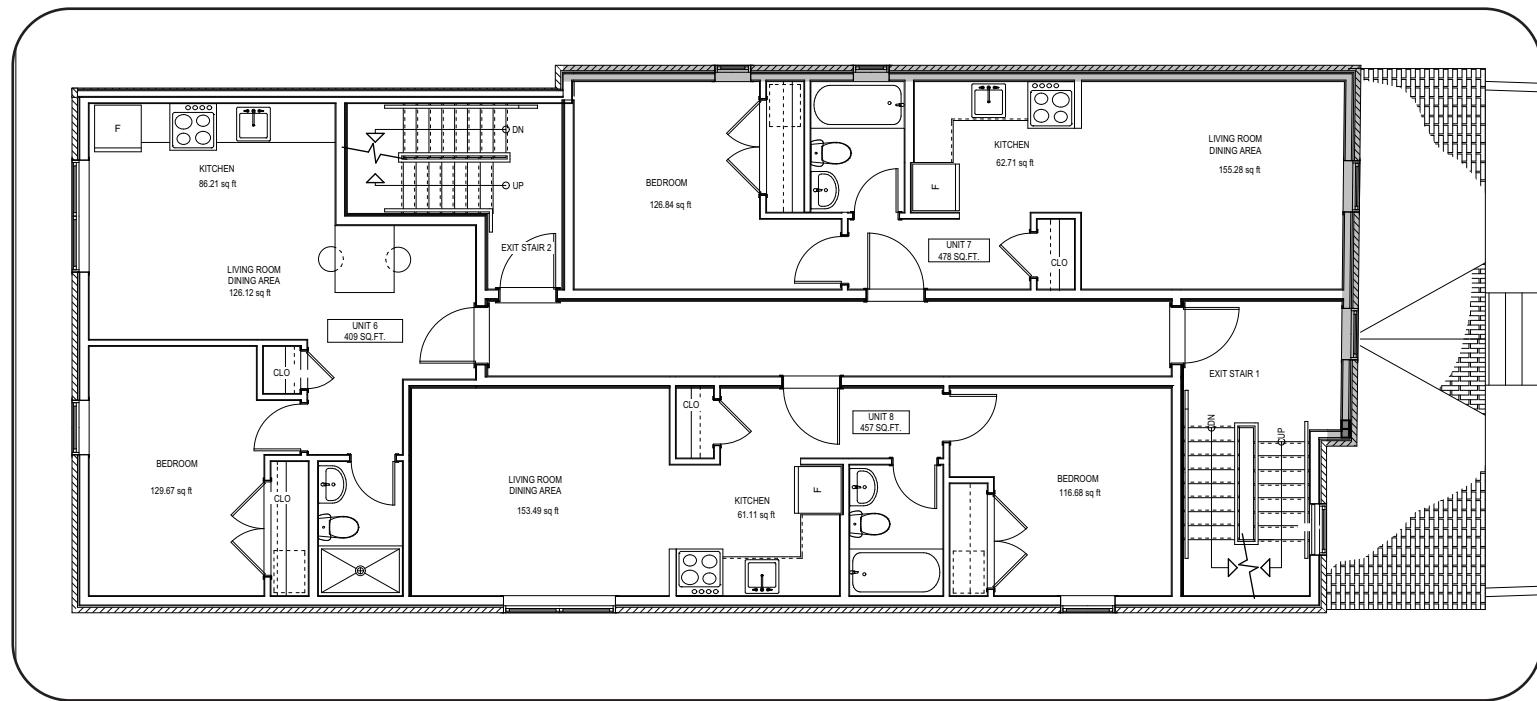
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FLOOR PLANS

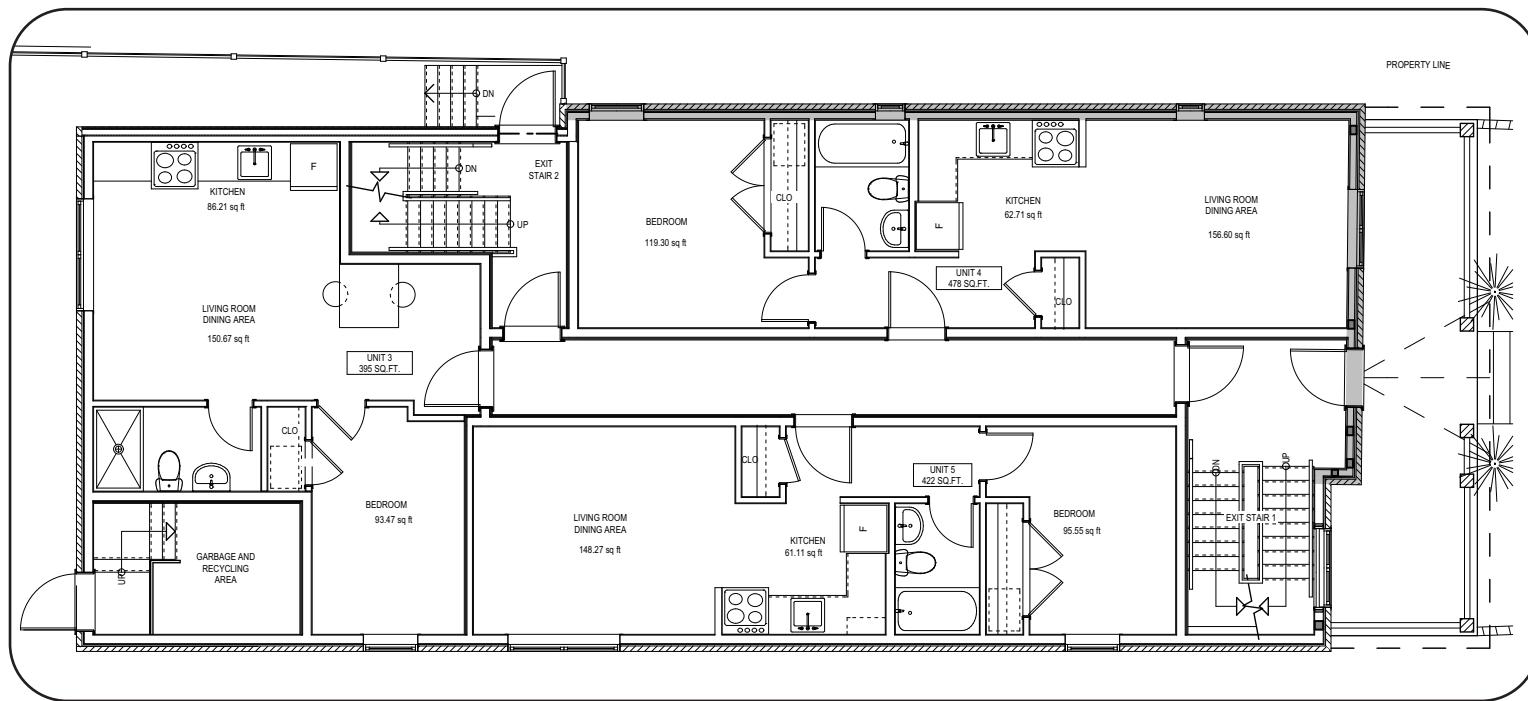
BASEMENT LEVEL



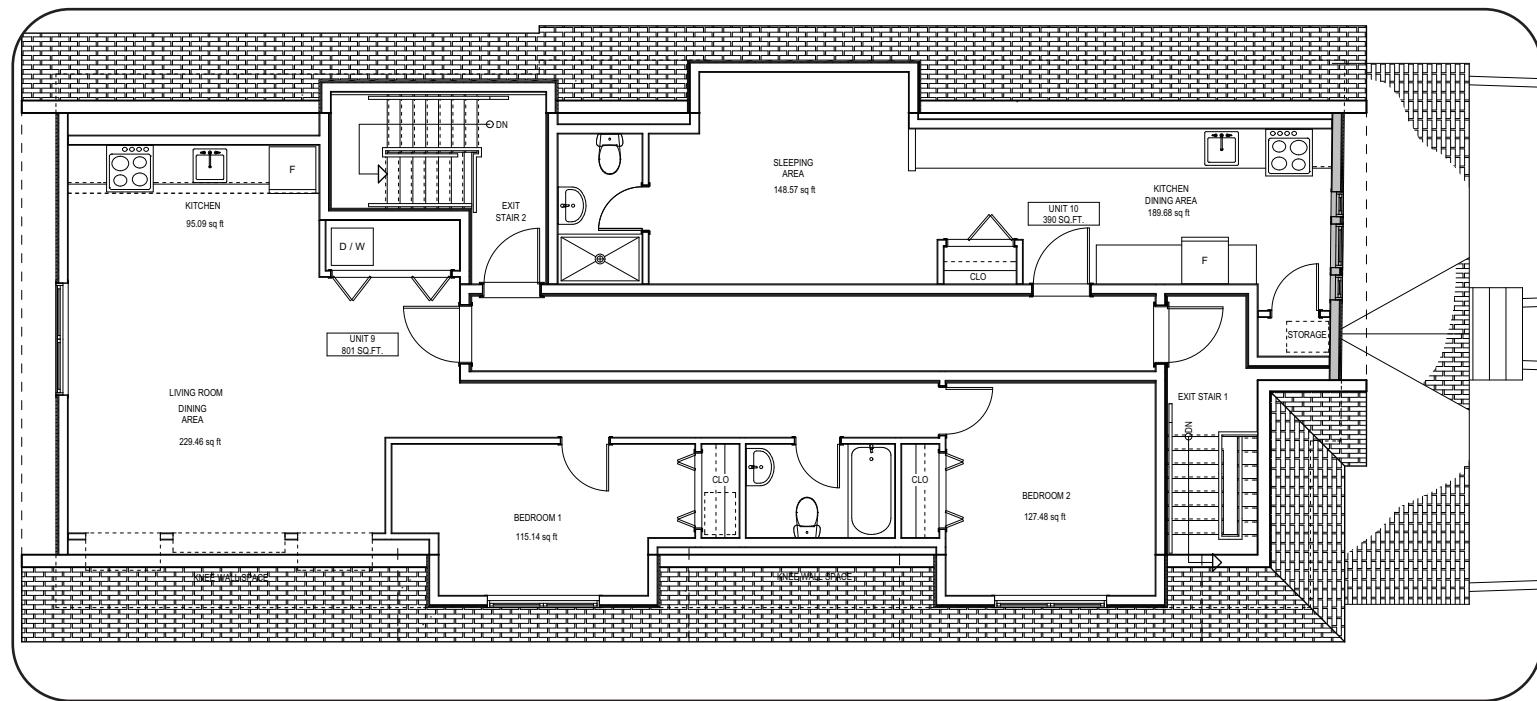
THIRD FLOOR



FIRST FLOOR



FOURTH FLOOR



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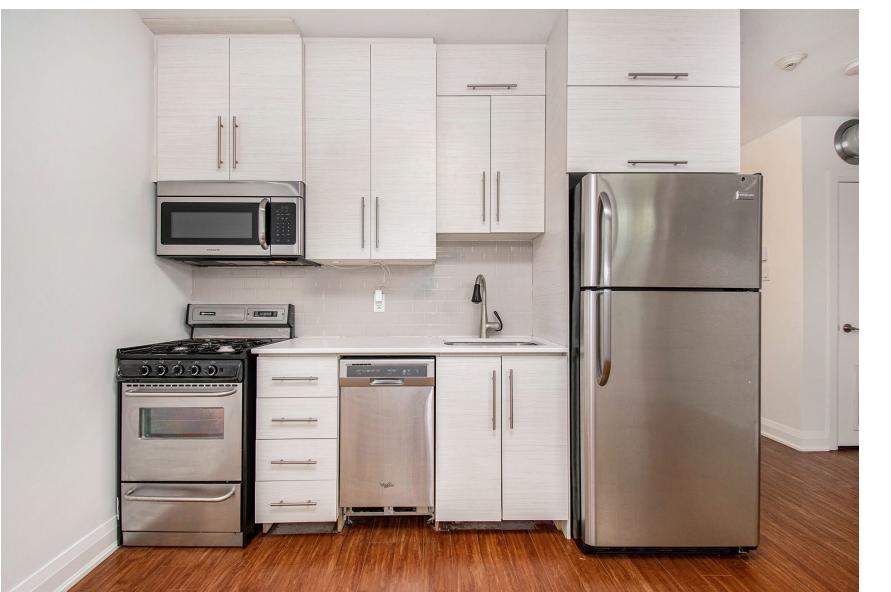
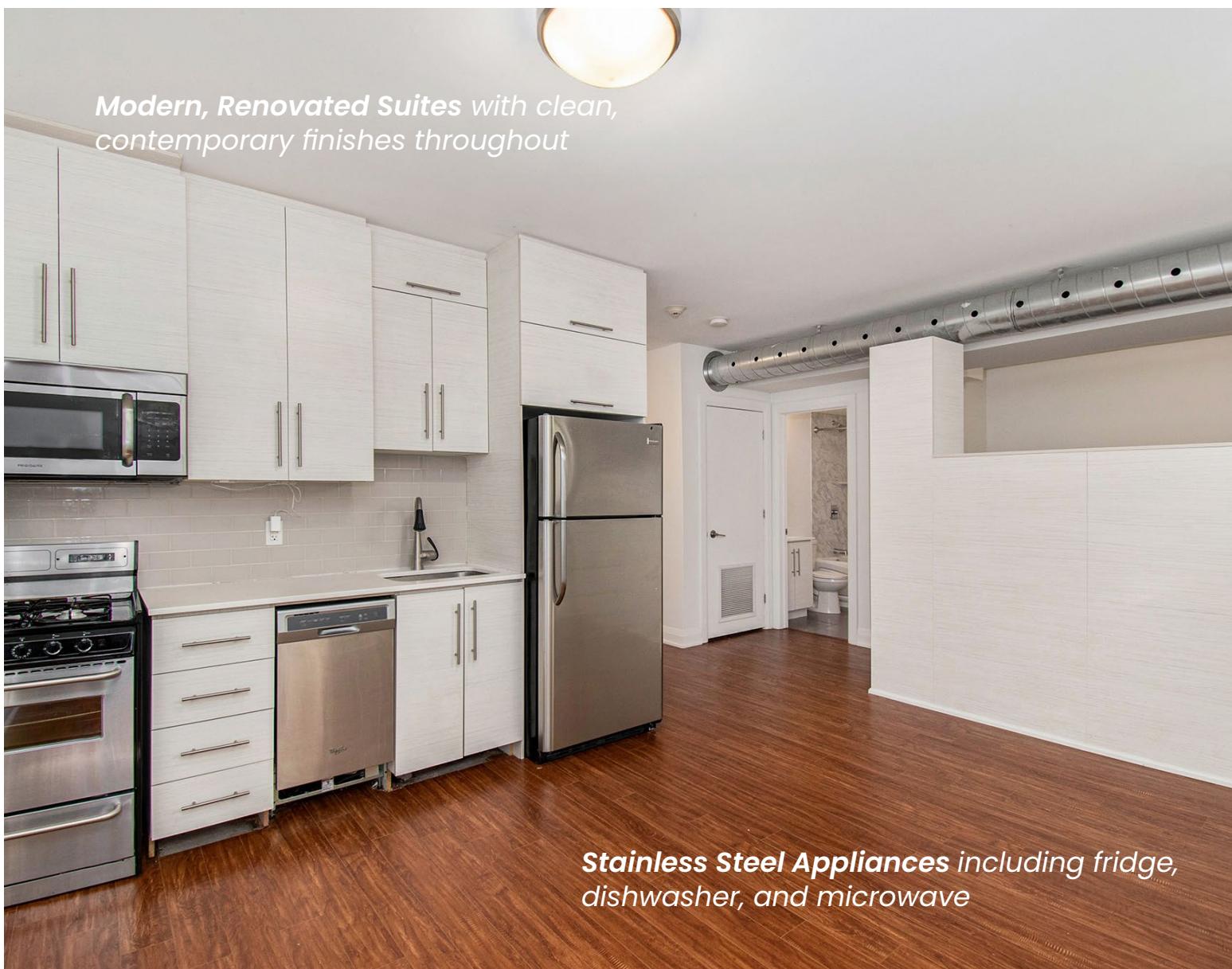
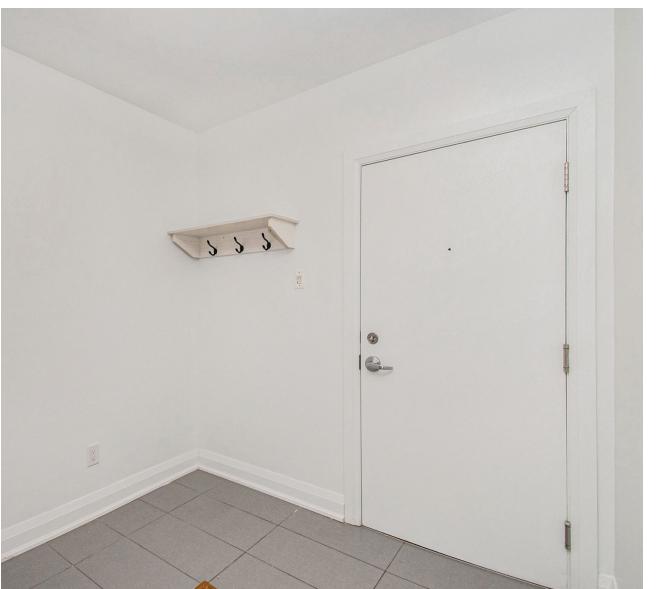
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UNIT 2 – BACHELOR



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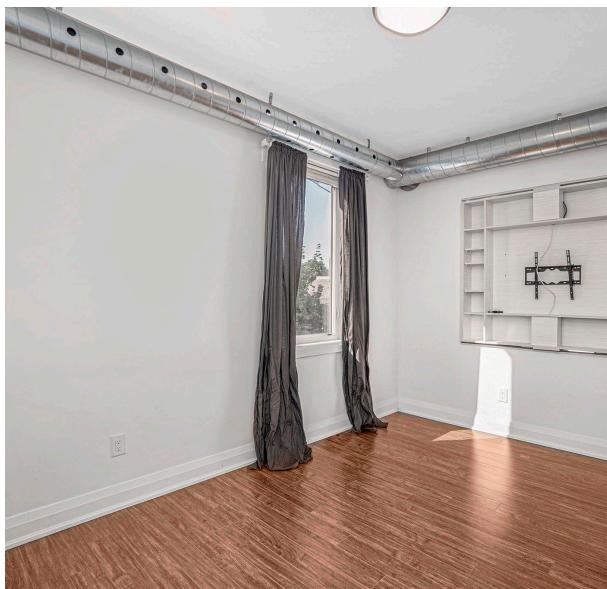
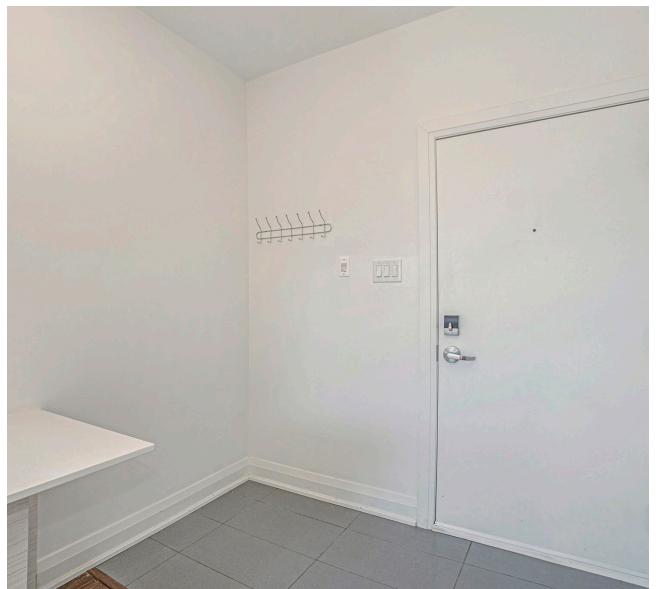
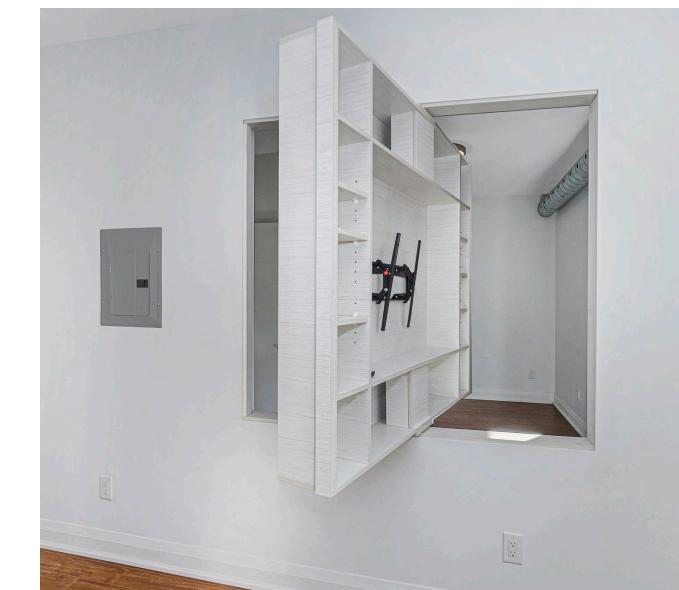
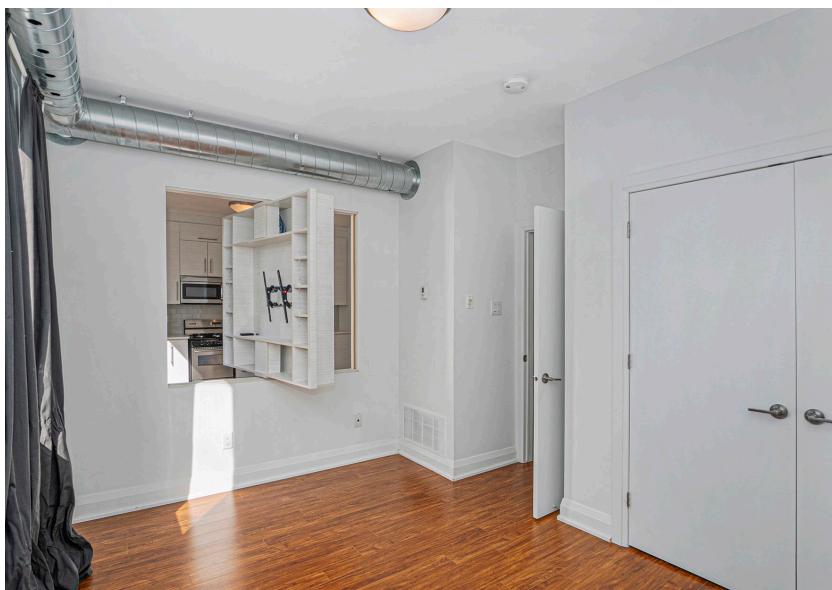
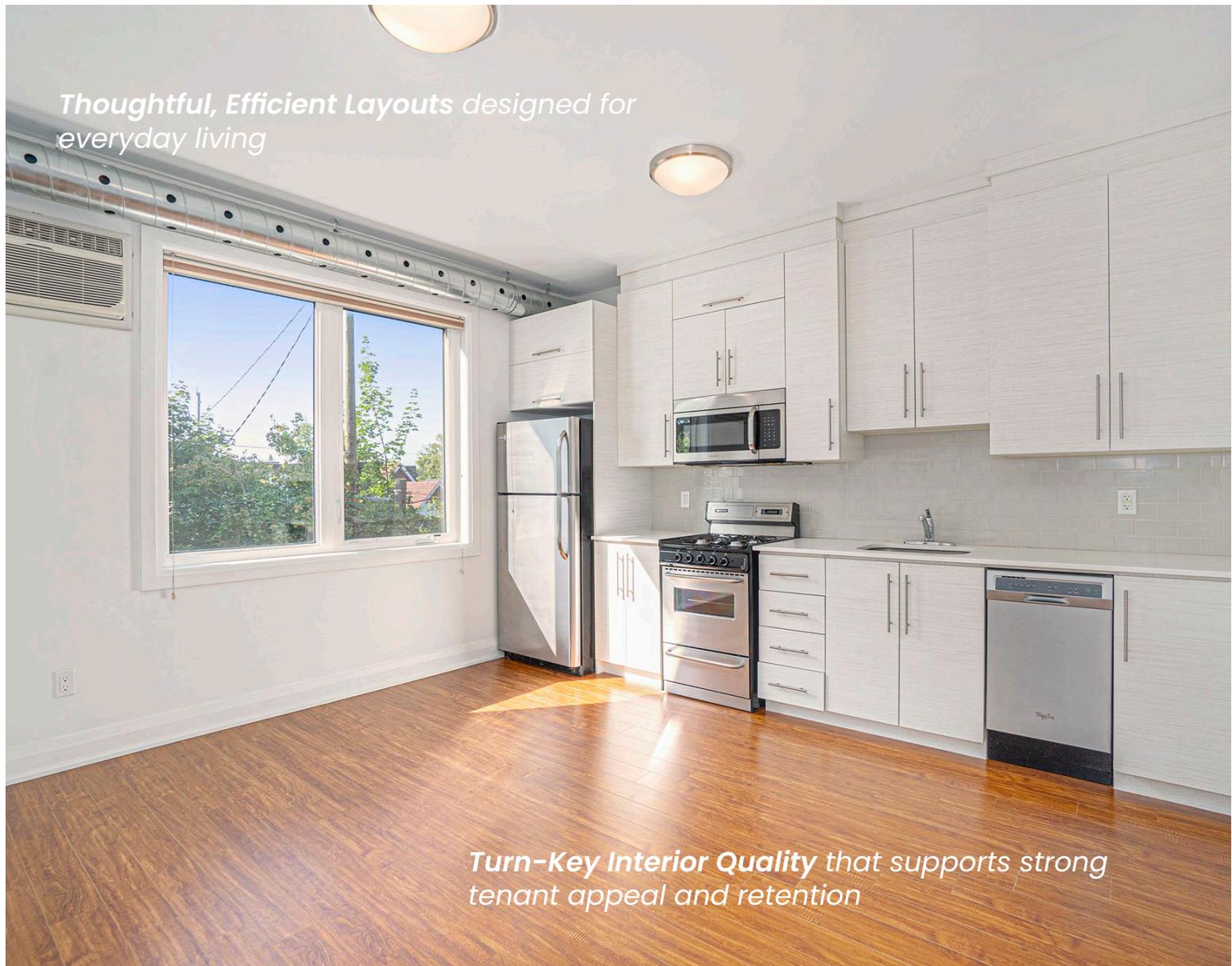
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UNIT 6 - ONE BEDROOM



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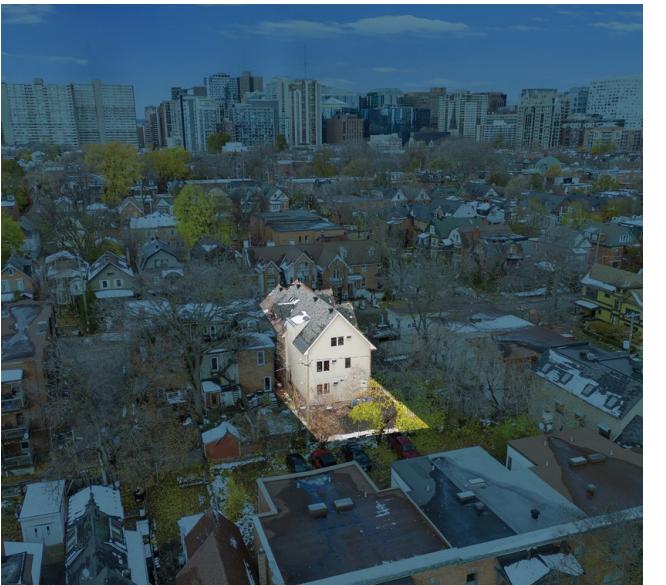
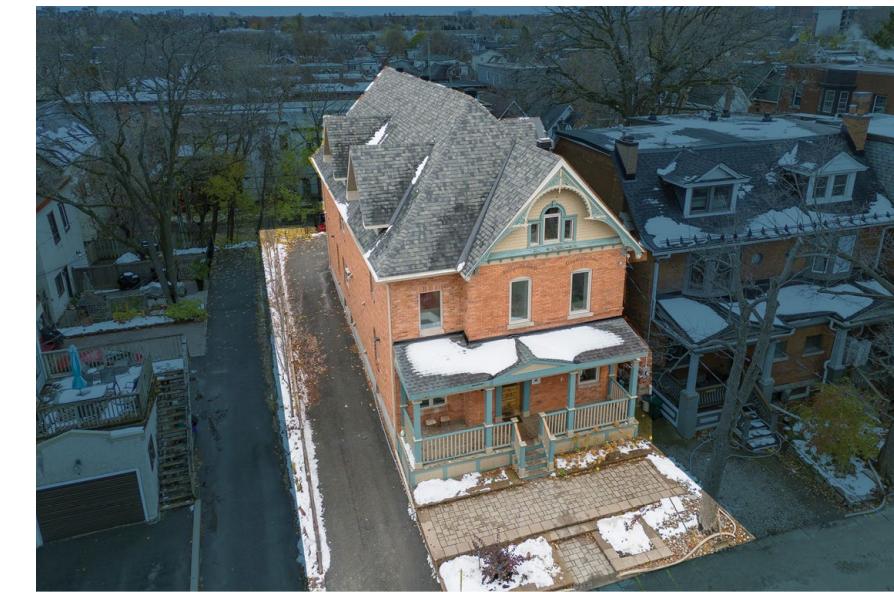
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PROPERTY PHOTOS



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AREA MAP

Situated on James Street, this asset benefits from a high-demand urban location that consistently attracts professionals and students, supporting strong occupancy and rental stability. Steps from grocery stores, restaurants, and vibrant nightlife, tenants enjoy immediate access to Chinatown and the Elgin Street corridor, reinforcing long-term desirability. Proximity to Highway 417 ensures efficient connectivity across the city, broadening the tenant pool. The result is sustained tenant demand, strong occupancy, and a location-driven advantage within Ottawa's multi-residential market.

Everyday Amenities

Steps from grocery stores, pharmacies, fitness centres, and everyday essentials, enhancing tenant convenience and supporting long-term retention.

Residential Demand, Lifestyle & Cultural Nodes

High walkability, centrality, and urban density combined with immediate access to Chinatown, Elgin Street, and the ByWard Market reinforces tenant appeal and long-term occupancy.

Employment Anchors

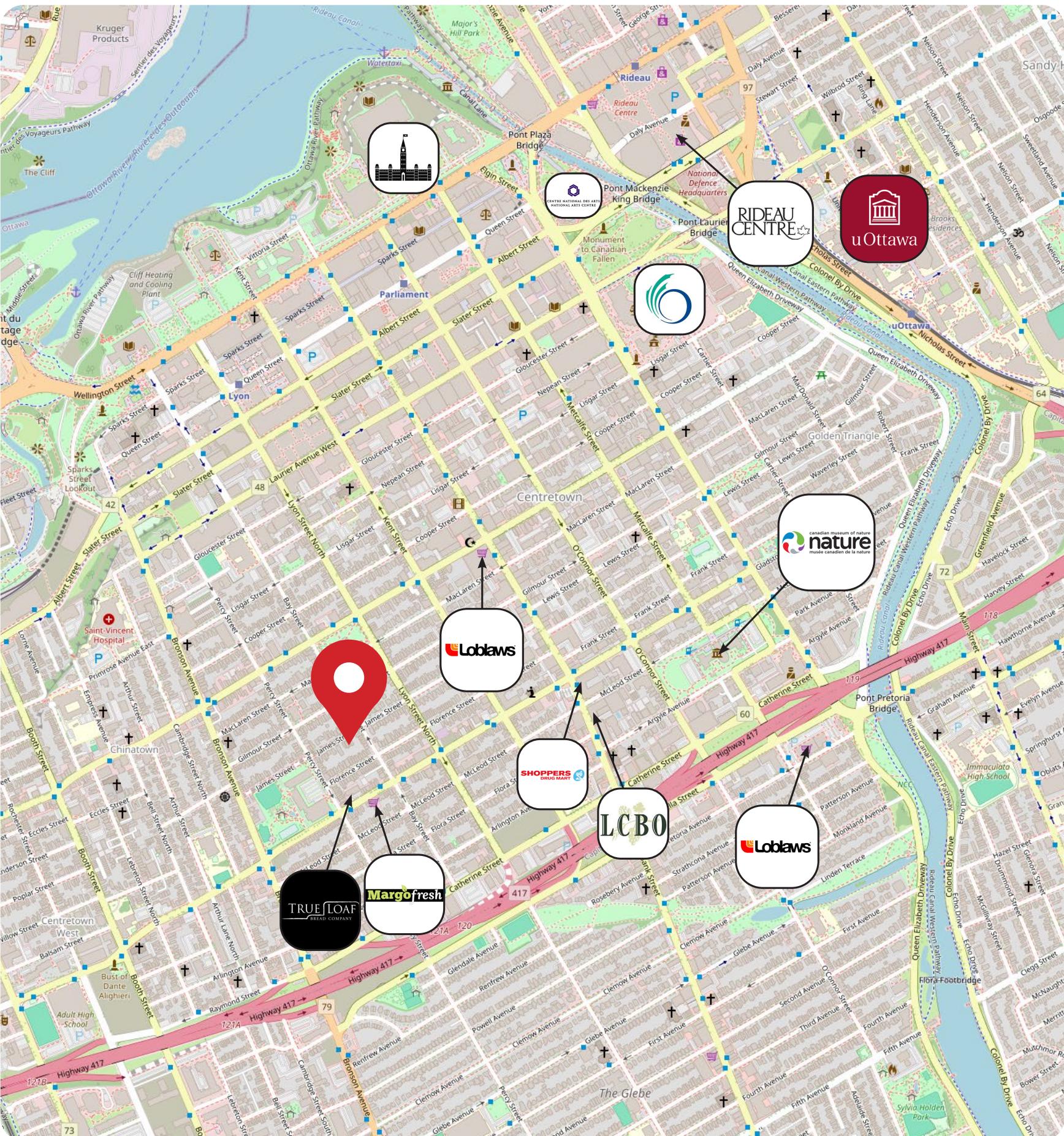
Close proximity to major federal and municipal employers, healthcare institutions, post-secondary education, and Ottawa's technology sector provides a diversified, recession-resilient employment base, supporting consistent rental demand and income stability.

Transit & Connectivity

Immediate access to Highway 417, major arterials, and public transit including bus routes and LRT ensures efficient city-wide connectivity, expanding the tenant pool and supporting sustained rental demand.

Barriers to New Supply

Located in a well-established central neighbourhood where land is limited and new development is constrained by zoning and heritage considerations, reducing the pace of new rental supply. The property itself is fully modernized and turn-key, offering near-new build quality at a lower cost and lower risk than new construction, supporting long-term rental performance.



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Demographic Data

Labor Force Participation

Within a 5 km radius, nearly

67%

over the age of 15 participate in the labor force, a highly active working demographic with most employed in government, education, social sciences, sales & services, business, finance and administration.

Age Distribution

The neighbourhood is home to a strong population of young professionals aged 25 to 39 – a prime rental demographic seeking modern, centrally located apartments near Ottawa's core.

MEDIAN AGE IS

37



Household Characteristics

One and two-person households dominate making up 78%, with household growth expected to reach

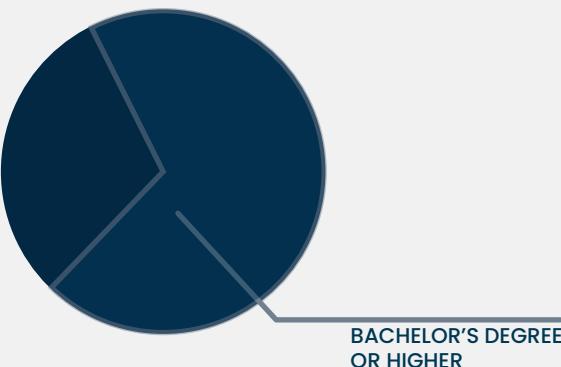
**24%
BY 2033**



Over 30,689 new households are expected by 2033 – signaling sustained rental demand and long-term stability for multi-residential investments in the downtown core.

Educational Attainment

Over 164,059 residents hold a Bachelor's Degree or higher within a 5 km radius.



Population Growth

The population within a 5 km radius is projected to reach 299,565 by 2033.

**20.02%
GROWTH
BY 2033**

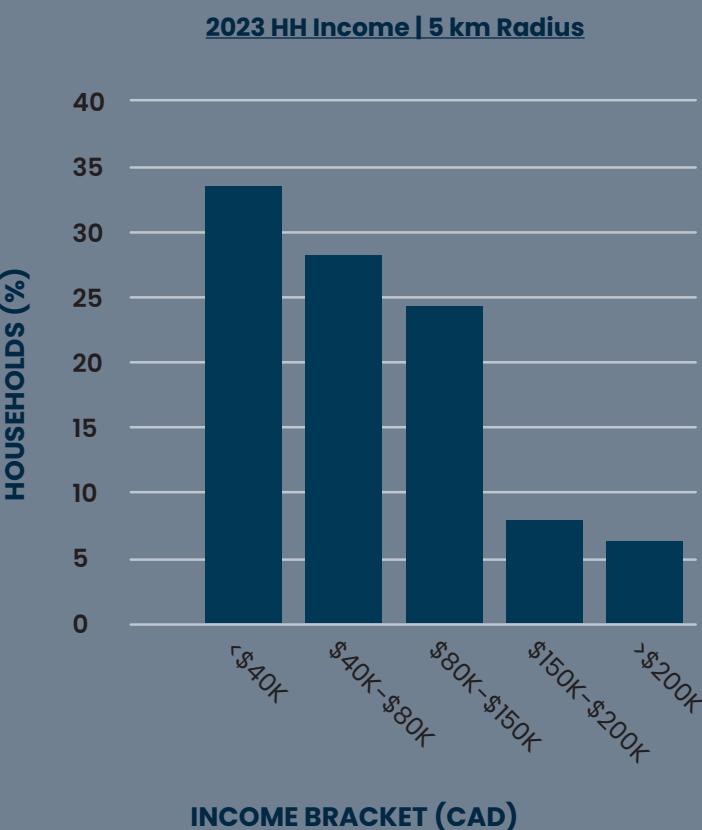
Income Levels

33.35% of the population within a 5 km radius are earning under \$40,000 annually, underscoring the importance of diversified rent tiers to meet demand in this market.

Within a 5km radius, the average household is

\$96K

This central area attracts young professionals and established earners alike – tenants who prioritize location, lifestyle, and quality. The strong income levels and dense urban rental market create a reliable foundation for sustained occupancy and steady returns.



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DEMOGRAPHICS

Population

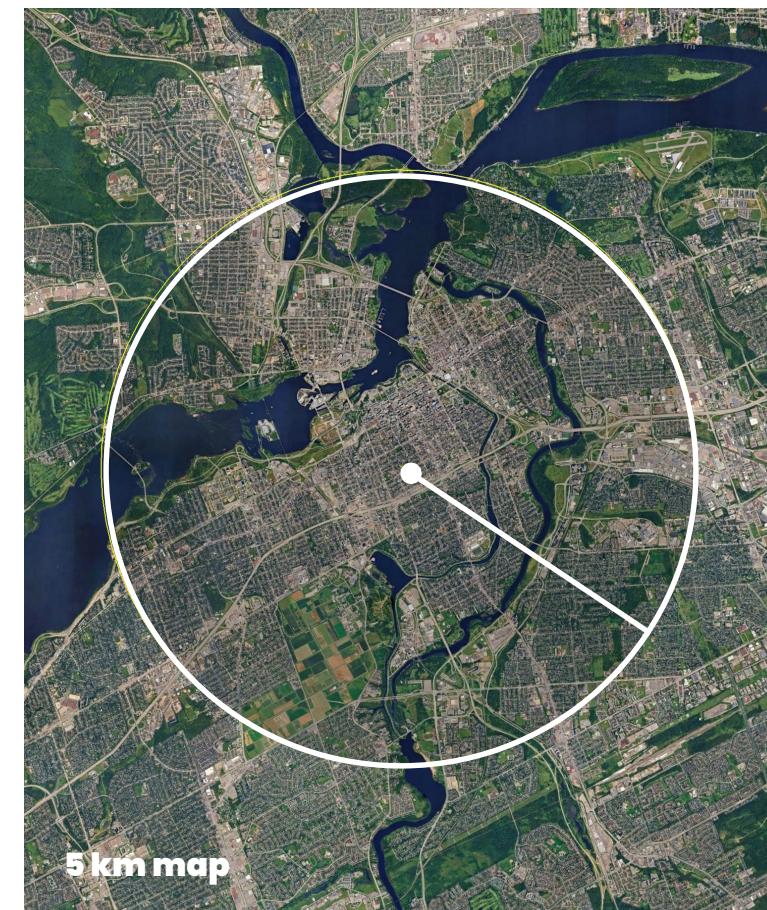
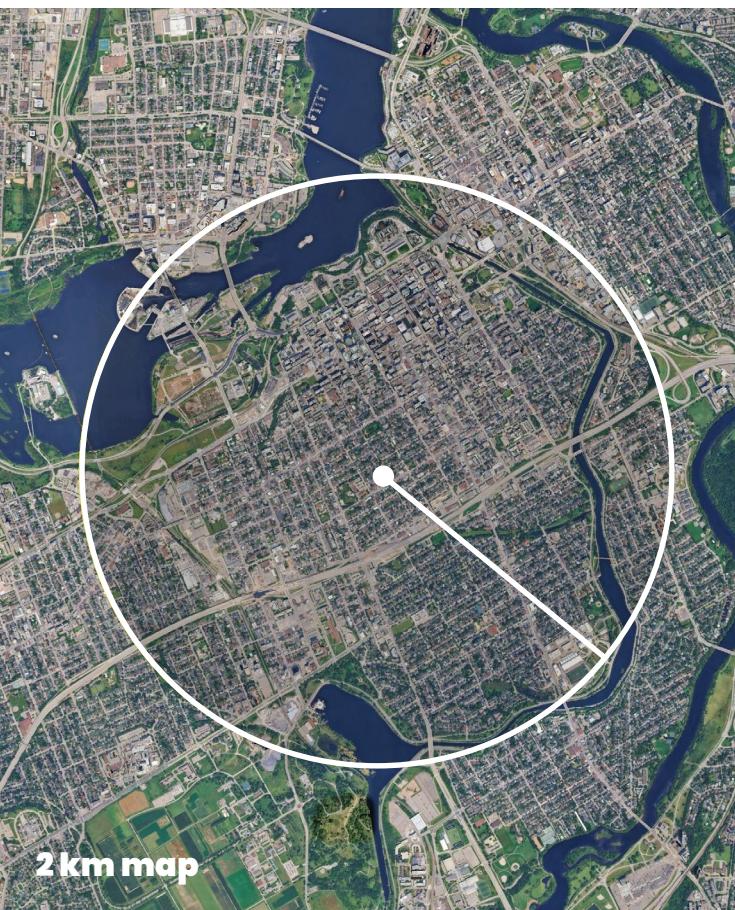
	2 km	5 km	10 km
2023 Population	70,082	249,600	661,545
2028 Population Projection	77,284	275,977	728,167
2033 Population Projection	83,517	299,565	787,691
Annual Growth 2023 - 2028	2.1%	2.1%	2.0%
Annual Growth 2023 - 2033	1.9%	2.0%	1.9%
Daytime Population	161,200	389,795	807,783
Median Age	37.7	38.9	40

Households

	2 km	5 km	10 km
2023 Households	39,457	127,911	302,179
2028 Households Projection	44,633	144,782	340,165
2033 Households Projection	48,721	158,602	371,531
Annual Growth 2023 - 2028	2.6%	2.6%	2.5%
Annual Growth 2023 - 2033	2.3%	2.4%	2.3%
Average Household Size	1.7	1.9	2.2
Private Household Population	67,931	241,504	646,555

Income

	2 km	5 km	10 km
Average Household Income	\$ 95,999	\$ 96,025	\$ 99,038
Median Household Income	\$ 63,079	\$ 61,747	\$ 67,743
Per Capita Income	\$ 54,048	\$ 49,209	\$ 45,239
Agg. Household Expenditure	\$ 3.7B	\$ 11.9B	\$ 28.5B
Avg. Household Expenditure	\$ 93,014	\$ 92,660	\$ 94,431
\$40,000 - \$60,000	6,123	19,813	48,637
\$60,000 - \$80,000	5,133	16,102	41,196
\$80,000 - \$100,000	4,242	13,140	35,147
\$100,000 - \$150,000	5,644	17,936	48,070
\$150,000 - \$200,000	3,032	10,091	25,390



Thriving Downtown Location

Positioned in one of Ottawa's fastest growing urban districts, 186 James Street is surrounded by a highly educated, professional tenant base. The population within a 2 km radius exceeds 70,000 and is projected to rise nearly 20% by 2033. With an average household income approaching \$96,000 and over half of residents living in single-person households, this neighbourhood offers exceptional fundamentals for stable occupancy and rental growth.



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