



# City of Richmond

## Report to Council



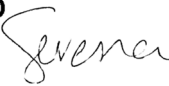
**To:** General Purposes Committee  
**From:** Peter Russell  
Director, Housing  
**Date:** August 28, 2025  
**File:** 08-4057-05-2025-Vol 01  
**Re:** Response to Build Canada Homes Market Sounding

### Staff Recommendation

That Council endorse the submission in Attachment 1 to Housing, Infrastructure and Communities Canada on the federal Build Canada Homes initiative, dated August 29, 2025, and that the submission be shared with Richmond Members of Parliament and Members of the Legislative Assembly.

Peter Russell  
Director, Housing  
(604-276-4130)

Att. 2

REPORT CONCURRENCE		
<b>ROUTED TO:</b> Building Approvals Development Applications Intergovernmental Relations Policy Planning	<b>CONCURRENCE</b> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	<b>CONCURRENCE OF DEPUTY CAO</b> 
<b>SENIOR STAFF REPORT REVIEW</b>	<b>INITIALS:</b> 	<b>APPROVED BY CAO</b> 

## Staff Report

### Origin

This report updates Council on feedback that has been provided to a federal market sounding on the design of the new *Build Canada Homes* entity. The submission deadline was August 29, 2025, and while the City was not directly notified of the opportunity, staff became aware of it shortly after its release in mid-August. The initiative is moving quickly, and staff expect it will be reflected in the 2025 Fall Federal Budget announcement. Staff submitted a response to Housing, Infrastructure and Communities Canada per their deadline of August 29, 2025. The submission included an acknowledgement that Council endorsement could not be achieved within their submission deadline and formal endorsement and further comments from Council may follow the submission. This report seeks Council's endorsement of the submission and direction to share it with local Members of Parliament (MPs) and Members of the Legislative Assembly (MLAs).

This report supports Council's Strategic Plan 2022–2026 Focus Area #1 Proactive in Stakeholder and Civic Engagement:

*Proactive stakeholder and civic engagement to foster understanding and involvement and advance Richmond's interests.*

*1.1 Continue fostering effective and strategic relationships with other levels of government and Indigenous communities.*

This report supports Council's Strategic Plan 2022–2026 Focus Area #2 Strategic and Sustainable Community Growth:

*Strategic and sustainable growth that supports long-term community needs and a well-planned and prosperous city.*

*2.2 Develop and implement innovative and proactive solutions that encourage a range of housing options and prioritize affordability.*

This report supports Strategy Directions 3 and 5 of the Affordable Housing Strategy (2017–2027):

- 3. Build Capacity with Non-Profit Housing and Service Providers*
- 5. Increasing Advocacy, Awareness and Education Roles*

### Analysis

The federal government market sounding process sought input from municipalities, non-profits, Indigenous partners, and the private sector on the role Build Canada Homes can play in:

- Scaling up modern methods of construction to drive productivity and get homes built faster;
- The development of affordable housing, including supportive and transitional housing; and
- Integrating with municipal and provincial tools to accelerate planning, permitting and servicing of Build Canada Homes projects.

The submission, included in Attachment 1, recognizes the objectives of the City's Affordable Housing Strategy and Council priorities, and emphasizes the following points:

- **Demand for non-market rental housing is acute** and cannot be met by municipal measures alone;
- **Long-term, predictable capital and operating funding** is essential to sustain affordability;
- **Land acquisition remains a critical barrier**; access to Crown and Crown corporation lands, combined with dedicated acquisition funds for municipalities, non-profits, and Indigenous governments, is necessary;
- **The proposed centralized buyer/developer model could improve efficiency** in procurement and acceleration of modern methods of construction, such as offsite manufacturing, but should be regionally focused and paired with capacity-building supports for the non-profit sector and construction sector;
- **Richmond is well-suited as a hub for housing-related infrastructure** due to its proximity to major transport hubs, warehousing and reasonable concentration of federal lands; and
- **Richmond is actively advancing housing solutions**, including leveraging City lands, streamlining approvals for 100% rental housing, and piloting modern construction methods.

With Council's endorsement, staff will send a follow-up letter to Housing, Infrastructure and Communities Canada confirming Council's support and incorporating any additional comments Council may wish to provide. The City's submission, dated August 29, 2025, will also be shared with Richmond Members of Parliament and Members of the Legislative Assembly to ensure they are aware of the City's priorities.

### Financial Impact

None.

### Conclusion

The Build Canada Homes initiative is moving forward quickly and is expected to be included in the 2025 Federal Budget. Richmond's submission highlights the City's priorities, including the need for sustained funding, access to land, and support for innovative construction methods. Endorsing and sharing the submission with local MLAs and MPs will help ensure Richmond's perspectives are considered in the federal policy and funding decisions to come.



Cade Bedford  
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Att.1: Feedback from the City of Richmond - Build Canada Homes Market Sounding  
2: Build Canada Homes Market Sounding

## Feedback from the City of Richmond - Build Canada Homes Market Sounding

### Context on the City of Richmond

The City of Richmond is one of the fastest growing urban centres in Metro Vancouver, with a projected population of over 300,000 by 2041. Like many Canadian cities, Richmond faces increasing housing demand driven by population growth, combined with smaller household sizes. Using the Province of British Columbia's standardized Interim Housing Needs Report (IHNR) methodology, Richmond requires approximately 52,000 new housing units by 2041, or 2,600 units annually. This represents a significant increase from the 1,980 units historically delivered each year, leaving a projected annual shortfall of more than 600 units without new measures.

The demand is most acute among lower- and moderate-income households who are consistently underserved by the private market. Today, 35% of Richmond households live in unaffordable housing, spending more than 30% of their income on shelter. Rental demand is strong, with a vacancy rate of 0.2%, far below the healthy range of 3 to 5%, and average rents rising nearly 40% in the past five years. In addition to population-driven demand, Richmond must deliver 5,981 units to address extreme core housing need and 911 units for residents experiencing homelessness over the next 20 years.

### *Richmond's Response to Date*

In response to these challenges, guided by the City's Affordable Housing Strategy, Richmond has taken a proactive role in delivering affordable housing. The City:

- Established a dedicated Housing Office to strengthen capacity and coordination of affordable housing delivery.
- Established the Affordable Housing Non-Profit Partnership Program, providing a forum for collaboration amongst 26 non-profit housing operators to support housing development across the continuum.
- Implemented land use and regulatory tools to secure 2,000 market rental units and 1,659 low-end market rental units through development.
- Invested directly in non-market housing through the provision of City-owned lands and contributions from its Affordable Housing Reserve, enabling 611 non-market units.
- Is actively innovating permitting and approvals processes to accelerate rental housing, including fast-tracked reviews for rental projects, financial incentives using grants and DCC waivers, and online automated permit processing.
- Launched an updated draft official community plan that prioritizes the delivery of both market-driven and non-market rental housing for low- and moderate-income households.

The City's housing initiatives focus on meeting the community's affordable housing needs, particularly for priority groups including low- and moderate-income earners, families, Indigenous Peoples, seniors, persons with disabilities and vulnerable populations, including persons experiencing homelessness, women and children fleeing violence and individuals with mental health/addiction issues.

### *Unlocking the Next Generation of Affordable Housing*

The City relies on provincial and federal funding support to deliver affordable rental housing and has limited readily developable land holdings remaining. Unlocking the next generation of affordable housing will require new forms of partnership — particularly federal support for land acquisition, predictable funding streams to sustain the growth of the non-profit housing sector and municipal housing organizations, and mechanisms to bring federal and Crown corporation lands into housing development.

Richmond is well positioned to act as a convenor and delivery partner, able to identify opportunities, secure development and operating partners, and ensure projects move efficiently through planning and approvals. With the right level of federal and provincial support, Richmond will play a leading role in advancing Build Canada Homes' objectives and piloting innovative approaches such as large-scale prefabricated housing delivery.

## **Responses to Build Canada Homes Vision**

### **1. Build Canada Homes Objectives**

Richmond supports and is currently implementing the proposed objective for Build Canada Homes of significantly expanding affordable rental housing supply and accelerating the adoption of modern construction tools such as offsite manufacturing.

When considering new affordable housing supply, we recommend that affordability is clearly defined and include consideration of affordability over time. Homes that are future-proofed through energy efficiency and resilient design help ensure low operating costs and sustained affordability over time.

The proposed objectives focus on supply of housing, but we encourage consideration of how existing affordable rental housing can be maintained and enhanced. Investments that extend the lifespan of current housing stock can be a cost-effective way to preserve affordability, reduce greenhouse gas emissions, and prevent tenant displacement. The Canada Rental Protection Fund should be continued, and further initiatives should be considered.

Current CMHC financing programs are working well — both private developers and non-profit housing providers are leveraging them, resulting in new rental housing in the city. The momentum created by these tools should be maintained and expanded.

To maximize impact, federal programs should be designed to complement provincial programs and leverage municipalities, Indigenous partners, non-profits and co-ops in the delivery of affordable housing, creating an aligned framework across all levels of government.

## **2. Build Canada Homes -Financing and Building**

### *Scaling capacity through portfolios rather than megaprojects*

In Richmond, and across Metro Vancouver, very few non-profit housing providers currently have the operational capacity to deliver or manage projects at the 300+ unit scale proposed. This is especially true further down the housing continuum (e.g., supportive or transitional housing), where specialized service models are needed. A more effective approach may be to support a collection of smaller projects grouped within a broader portfolio. For context, the City has successfully delivered a CMHC Rapid Housing Initiative project in 19 months, delivering 25 units in partnership with BC Housing. The City provided long term access to land, leased at a nominal fee, and covered development fees. BC Housing topped up CMHC capital funding, adding seven more units, and long-term operating funding. The opportunity to repeat this approach, at this scale, is more readily available in Richmond and cities in Metro Vancouver.

Build Canada Homes could provide the development capacity and centralized purchasing power to achieve scale in construction and procurement, while partnering with multiple non-profits to deliver tailored services. This model would enable efficiency at the building and financing level, while also allowing a wider range of non-profits to grow their equity, operational capacity, and long-term role in the housing system.

### *Flexible financing structures to support non-profit growth*

Flexible financing, particularly when it enables non-profits to grow and leverage their assets, is a supportable approach. While the uptake of CMHC financing has been high among non-profits, some non-profits have signaled challenges in accessing financing when a project doesn't align with strict criteria. For example, non-profits have had opportunities to acquire low-end market rental (LEMR) units enabled through Richmond's rezoning process, but could not secure CMHC financing because the units were stratified or did not meet "new build" definitions. Federal programs that enable acquisitions and help non-profits build equity would strengthen their long-term influence on the rental market.

### *Support for innovation in building practices*

The City and its non-profit partners are actively exploring modern methods of construction (e.g. modular or prefabricated), but uptake can be constrained by funding requirements. Early adoption of innovative building technologies often carries higher upfront costs, as well as additional administrative burden associated with piloting approaches for the first time. These challenges require leadership and flexibility from funders to ensure projects can proceed and lessons can be applied to future developments.

The City of Richmond has successfully leveraged modern construction methods in partnership with CMHC. Using funding from the Rapid Housing Initiative, the City developed 25

prefabricated housing units on City-owned land in collaboration with a local non-profit organization. This project, which was the third of its kind in the City, was fast tracked with the full process—from permitting to units on site—taking just 19 months. This example highlights the City’s capacity to identify development opportunities, coordinate with partners, and deliver affordable housing quickly and effectively.

The City supports the direction of advancing modern methods of construction as a tool to expand affordable housing supply, but acknowledges that moving from smaller pilots to large-scale adoption will require time, significant investment in capacity-building across sectors, and regional infrastructure to support production and delivery.

#### *Richmond as a hub for modern construction*

A federal role in bulk procurement could reduce costs and create predictable demand for prefabrication. This is essential to unlocking private investment in infrastructure necessary to scale up modern methods of construction.

To achieve meaningful efficiency gains from modern methods of construction, regional solutions and supporting infrastructure are required. Locating facilities near high-demand areas reduces transportation costs—which can be significant for offsite manufacturing—and allows production to be aligned with local performance standards, climate conditions, and housing volume needs. Establishing regional hubs also creates opportunities to build workforce capacity and strengthen supply chains.

Richmond’s proximity to major transport hubs, large scale warehousing and concentrated federal lands makes it well-suited as a regional manufacturing and distribution hub for building components.

#### *Accessing Build Ready Land*

If Build Canada Homes takes an active role in development, a key constraint will be access to land. The City of Richmond has been active in developing its portfolio, but has limited readily developable land holdings remaining. Land values in the region are among the highest in Canada, making it difficult for non-profits and municipalities to compete with market buyers, particularly as it relates to the ability to cover the costs to deliver non-market and below-market housing.

Federal action to provide land directly through its own holdings or Crown corporations, or to fund strategic land acquisitions by non-profits, Indigenous partners and local governments, would unlock many otherwise infeasible projects.

In many municipalities, community opposition to non-market housing is a recurring challenge, particularly in or adjacent to established single-detached neighbourhoods. Federal leadership in helping municipalities secure appropriate sites for affordable housing could strengthen local delivery. This could include support for land use studies, pre-zoning on federal or other publicly

owned lands, public education campaigns, and funding for municipal engagement processes, which could help reduce stigma and opposition.

### **3. Financial and Non-Financial Instruments**

#### *Long-Term Funding and Affordability*

Predictable, long-term funding—both capital and operating—is essential for non-profits and municipal housing authorities. One-time capital grants alone are insufficient to support deeply affordable housing. There is an opportunity to link federal capital funding with provincial operating programs to ensure housing remains affordable over the long term.

#### *Innovation in Construction*

Innovative approaches such as bulk procurement and prefabricated construction can reduce costs and accelerate delivery. To realize these benefits, industry training is required. Funding programs to support workforce training should run in parallel with procurement activities to ensure quality and efficiency.

#### *Access to Land*

In Richmond, the lack of dedicated funding for land acquisition remains a critical barrier. If federal or provincial construction funding increases, viable projects may not emerge unless local governments and non-profits can secure suitable land.

### **4. Investment Approach**

#### *Fair risk and return sharing*

Federal financing or land contributions should include clear and equitable risk-sharing mechanisms. If the federal government seeks to share financial returns from profitable projects, other levels of government that contribute land or regulatory incentives should also benefit.

#### *Balancing capital investment with operational capacity*

If funding for construction outpaces the ability of non-profits or partners to operate housing effectively, there is a risk of poorly managed buildings that could undermine tenant outcomes and erode public support for non-market housing. Investment approaches should align delivery targets with sustainable operational capacity.

Federal investment in sectoral capacity building, such as leadership development, financial management, and supportive housing operations, would help ensure that new units are effectively operated over the long term. Predictable, long-term funding streams are essential. Local non-profits and housing authorities are cautious about expanding portfolios without certainty around future operating subsidies, which creates a delivery bottleneck.



## **5. Partnerships and Engagement**

Richmond's experience with CMHC's Rapid Housing Initiative and the provincial Community Housing Fund demonstrates that municipalities can complement federal and provincial housing programs. However, stronger integration across orders of government is needed to maximize impact and streamline project delivery.

### *Community Engagement and Consultation*

Early and ongoing consultation with local governments ensures programs are responsive to on-the-ground realities. Housing delivery also requires engagement with communities to address concerns and build public support. Federal leadership and messaging can play an important role in normalizing the importance of affordable housing and fostering acceptance of new projects.

## **6. Additional Considerations**

- Climate and resilience: Federal programs should integrate funding for energy efficiency and climate adaptation. Richmond, being on the Fraser River delta and vulnerable to flooding, would benefit from affordable housing programs that incentivize resilient, low-carbon building design.
- Equity and reconciliation: Partnerships with Indigenous Governments and housing providers should be prioritized. Program design should also consider how equity deserving groups will benefit from this initiative, including people with disabilities, low-income seniors and women with children.
- We encourage Build Canada Homes to consider additional funding for municipal infrastructure (e.g., utilities, transit, and community amenities) to support housing development more broadly.
- We also encourage Build Canada Homes to recognize the need for investment in regional infrastructure, including transportation, energy systems, healthcare and education, all of which underpins livability and supports higher-density housing across Metro Vancouver
- Regulation to ensure that existing housing stock is fully utilized is also important. Short-term rentals and vacant homes reduce availability of long-term rental housing. Federal alignment with municipal regulatory tools (e.g., taxation, data-sharing on ownership) could strengthen enforcement.



# 2025

# Build Canada Homes

# Market Sounding Guide

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Aussi disponible en français sous le titre : Maisons Canada : Guide de sondage du marché.

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## 1. Introduction

Build Canada Homes will be Canada's new federal entity responsible for building affordable homes, providing financing to affordable home builders, and catalyzing a more productive homebuilding industry. It will bring together key partners from across the housing ecosystem to get homes built by addressing barriers, reducing risk and helping to navigate the process of building non-market housing.

This market sounding guide sets out an initial vision for Build Canada Homes, including its objectives, functions, instruments, investment approach, and implementation.

The intent is to solicit feedback on the proposed approach outlined here to inform Build Canada Homes' final design. All content, including proposed design elements, is subject to change based on ongoing input and evolving discussions.

## 2. Objectives

**Build affordable housing at scale.** For a large segment of the working population, students, seniors living on fixed income, the private market alone cannot provide affordable housing options. We need to dramatically scale up affordable housing to create a mix of homes that respond to needs of a diverse range of households, including low-income, while building strong, resilient communities, following the clear example of those countries that have been successful. Build Canada Homes will partner with builders and housing providers that are focused on long-term affordability - including cooperatives, community housing developments or builders that promote attainable homeownership solutions. It will also accelerate timelines to bring federal lands to market, reducing projects costs and supporting the delivery of affordable housing.

**Build faster, better and smarter.** Canada can scale up its housing supply to meet the needs of the population by modernizing the way we build. We need to build housing using advanced materials with manufacturing and construction methods that improve productivity and scalability to reduce the cost, time, and environmental impacts of building. Build Canada Homes will support and accelerate the housing sector's adoption to modern methods of construction (e.g., standard designs, building information modelling (BIM), low carbon materials, offsite manufacturing, kit-of-parts approach, rapid assembly) by procuring from leading Canadian suppliers for its developments on public lands and filling market gaps in financial product offerings.

## 3. Build Canada Homes

Build Canada Homes could act as a single window for proponents at every phase of the development process, working in close partnership with developers, investors, manufacturers, other orders of government and Indigenous partners to get housing financed and built.

Build Canada Homes is envisioned as growing the stock of affordable housing, including supportive and transitional housing with wraparound services to assist individuals and families experiencing homelessness, through a small number of large deals, rather than a large number of small deals. Large deals may encompass either substantial individual projects (e.g., 300+ units) or a collection of smaller projects grouped within a broader portfolio.

- **Financing** – Build Canada Homes could use a flexible approach to structuring deals, adapting terms to the specifics of projects and investment objectives.
  - Predictable long-term financial support to affordable housing providers to grow their portfolios. A focus on larger deals will allow Build Canada Homes to actively tailor financial tools and partnerships to best leverage each opportunity.



- An investment strategy that supports the scaling of modern methods of construction which drive productivity and get homes built faster. This will likely require developing fit-for-purpose financial instruments to fill gaps currently not well-served by the private sector and incentivizing the use of modern methods of construction.
- **Building** – Build Canada Homes could act as a developer in varying capacities, working with contractors, operators, investors and other developers to build housing, develop land, procure materials, share risks and provide expertise.
  - A range of development approaches could be available to Build Canada Homes, from directly contracting builders to construct housing and leasing it to affordable housing providers, to acting as a facilitator by bringing together land, financing, project proponents, and other orders of government to move projects forward.
  - Build Canada Homes could use its buying power to drive demand and establish a consistent pipeline for modern building technologies and techniques (e.g., modular/prefabricated, low-carbon, climate resilient and net-zero construction) on land it owns and for projects it helps facilitate.

## 4. Financial and non-financial instruments

The Government of Canada is exploring an approach to equip Build Canada Homes with a range of tools and the flexibility to deploy them strategically in support of affordable housing projects and innovative approaches to homebuilding.

- **Loans** – repayable financing offered at below market rates and/or with more flexible terms (e.g., greater risk-share or longer amortizations).
- **Equity investments** – Capital investment in exchange for ownership interests in housing development projects and/or with innovative home builders.
- **Real property and housing investments** – Acquisition, leasing, and development of land and buildings, including federal lands.
- **Loan guarantees and other risk mitigation instruments** – Financial tools (e.g., guarantees, contingent liabilities, contracts for differences, offtake agreements) that reduce investment risk and provide federal assurance in order to catalyze investment.
- **Contributions** – non-repayable or conditionally repayable funding, generally to be provided in combination with other financial tools.

## 5. Investment approach

### 5.1 Principles

Build Canada Homes' investments may depend on the needs, risk profile, and potential to achieve Build Canada Homes' policy objectives.

Key principles underpinning how these investments will be structured are expected to include:

- **Investment funding reflects housing outcomes:** The level of contributions (through concessionality, risk-share and investment amount) should reflect the degree of housing outcomes the project delivers (e.g., number of units, level of affordability) while allowing for the diversity of investment across Build Canada Homes objectives.



- **Sharing risk-taking to drive sector change:** Build Canada Homes could take and share targeted risks which unlock productivity and grow sector potential. Similarly, Build Canada Homes could expect private sector partners to share in financial risks.
- **Sharing rewards in successful projects:** Build Canada Homes may seek to share in the financial returns of profitable projects it supports, to ensure private investors do not disproportionately benefit from public investments.
- **Leveraging Sector Expertise and Convening Partners:** Build Canada Homes may work with a broad set of industry participants to facilitate crowding in of capital from investors, developers, nonprofit organizations, and other orders of government.

## 5.2 Leveraging the right instruments

Build Canada Homes' investment approach will bring together objectives, functions and instruments to drive action.

The following table reflects our initial vision for Build Canada Homes' investments across objectives and functions, and is intended for illustrative purposes only:

	Financing	Development
Affordability	<ul style="list-style-type: none"> <li>• Mix of flexible low-interest <b>loans</b> and <b>contributions</b> for pre-development and construction of affordable housing projects.</li> <li>• Long-term, <b>multi-project commitments</b> and financial partnerships that allow the affordable housing sector to plan and scale with confidence.</li> <li>• Supporting <b>sector-led financing solutions</b> (e.g., Canada Rental Protection Fund).</li> </ul>	<ul style="list-style-type: none"> <li>• Partner with contractors and other developers to <b>build housing</b> and lease to affordable housing providers.</li> <li>• Provide <b>land and/or technical support</b> for projects owned/led by affordable housing providers.</li> <li>• Development partnerships where Build Canada Homes leverages <b>equity investments</b> to share various risks and benefits.</li> </ul>
Productivity	<ul style="list-style-type: none"> <li>• Unlock supply for more innovative building methods where financing restrictions exist (e.g., <b>guarantees, bridge-loans</b>).</li> <li>• Support <b>technology acquisition</b> and capacity.</li> <li>• <b>Incentivize</b> use of modern methods of construction and Canadian products throughout suite of programs</li> </ul>	<ul style="list-style-type: none"> <li>• Showcase commercial potential by <b>employing modern methods of construction</b> for projects it develops.</li> <li>• Leverage market intelligence to drive efficiencies, for example <b>bulk procuring</b> for its own projects and potentially projects in its financing pipeline simultaneously.</li> </ul>

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## 5.3 Investment selection criteria

Build Canada Homes is positioned to seek opportunities which demonstrate the following attributes:

### A. Scale

- Projects that deliver a significant number of affordable housing units.
- Initiatives that unlock a portfolio or multiple housing projects.

### B. Affordability/Community Sector Growth

- Expands supply of affordable housing to low- and moderate-income households.
- Expands supply of housing run by mission driven organizations, such as co-ops, non-profits, governments or Indigenous housing providers.

### C. Innovation in Homebuilding

- Reduces build time, cost per unit, or amount of resources (material/workers) required.
- Build Canadian by prioritizing Canadian-made materials (e.g., sustainably harvested value-added wood, low carbon and concrete products) and regional production hubs, to support Canadian jobs.
- Use of modern methods of construction such as:
  - Modular, prefabricated, or 3D-printed construction.
  - Deployment of low-carbon, climate resilient and/or net-zero approaches/technologies, including incorporating low-carbon materials and efficient design to reduce the carbon footprint of projects.

### D. Efficient Use of Public Dollars

- Proposals allow public dollars to go further than they otherwise would.
  - Minimizing cost to Canada by prioritizing concessional financing while retaining flexibility to consider appropriate cost-sharing arrangements.
  - Leverage private or philanthropic capital, cross-subsidization or other means to reduce reliance on public support.
  - Appropriate risk management strategies are in place to understand and address investment risks (e.g., financial risks, climate impacts).

## 6. Partnerships and engagement

Build Canada Homes will not be able to drive results alone. The housing sector must be ready to respond to the opportunities Build Canada Homes presents. Strong partnerships with provinces, territories, municipalities and Indigenous partners are necessary to coordinate action to deliver key outcomes in the investment strategy.

Publishing this market sounding guide and undertaking broad engagement help inform the Build Canada Homes initiative and gain insights from:





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- Project proponents to understand opportunities for investment in large-scale projects and where Build Canada Homes can partner alongside experienced housing providers to unlock success.
  - Community housing developers to better understand potential partnership models and how Build Canada Homes can support proponents through the project lifecycle, address barriers to development and leverage public land. Community housing developers will be engaged to ensure Build Canada Homes is designed to accelerate the development of non-market housing, while also advancing affordability and other social outcomes.
  - Developers leveraging modern methods of construction and manufacturers to better understand how to expand the sector's capacity and de-risk industry innovation.
  - Provincial and territorial governments to ensure the design of Build Canada Homes (including eligibility criteria, partnerships, and delivery models) is aligned with existing PT housing programs and jurisdictional realities, and that Build Canada Homes' activities that support modern methods of construction are backed by a scale enabling regulatory environment.
  - Local governments to identify pathways to accelerate planning, permitting and servicing of Build Canada Homes projects, to facilitate and incentivize the use of modern methods of construction, and to build more affordable, resilient communities in urban, rural and remote areas.
  - Indigenous governments and partners to provide insights on how Build Canada Homes can advance the housing priorities of Indigenous communities. The government is committed to meaningful engagement with Indigenous peoples.
  - Financial institutions to better understand how Build Canada Homes can deploy flexible financial tools that complement private financing and reduce project or financing risks to catalyze more investment.

Engagement will also go beyond these partners to seek input from a wide range of stakeholders, including academics, research groups, institutional investors and other potential sources of private capital. This inclusive approach is intended to ensure a comprehensive understanding of investment opportunities and challenges across the housing system.

**Those interested in sharing their expertise and feedback on the design of Build Canada Homes, can submit written feedback to [bchengagement-mobilisationmc@infcc.gc.ca](mailto:bchengagement-mobilisationmc@infcc.gc.ca) by August 29, 2025.**

