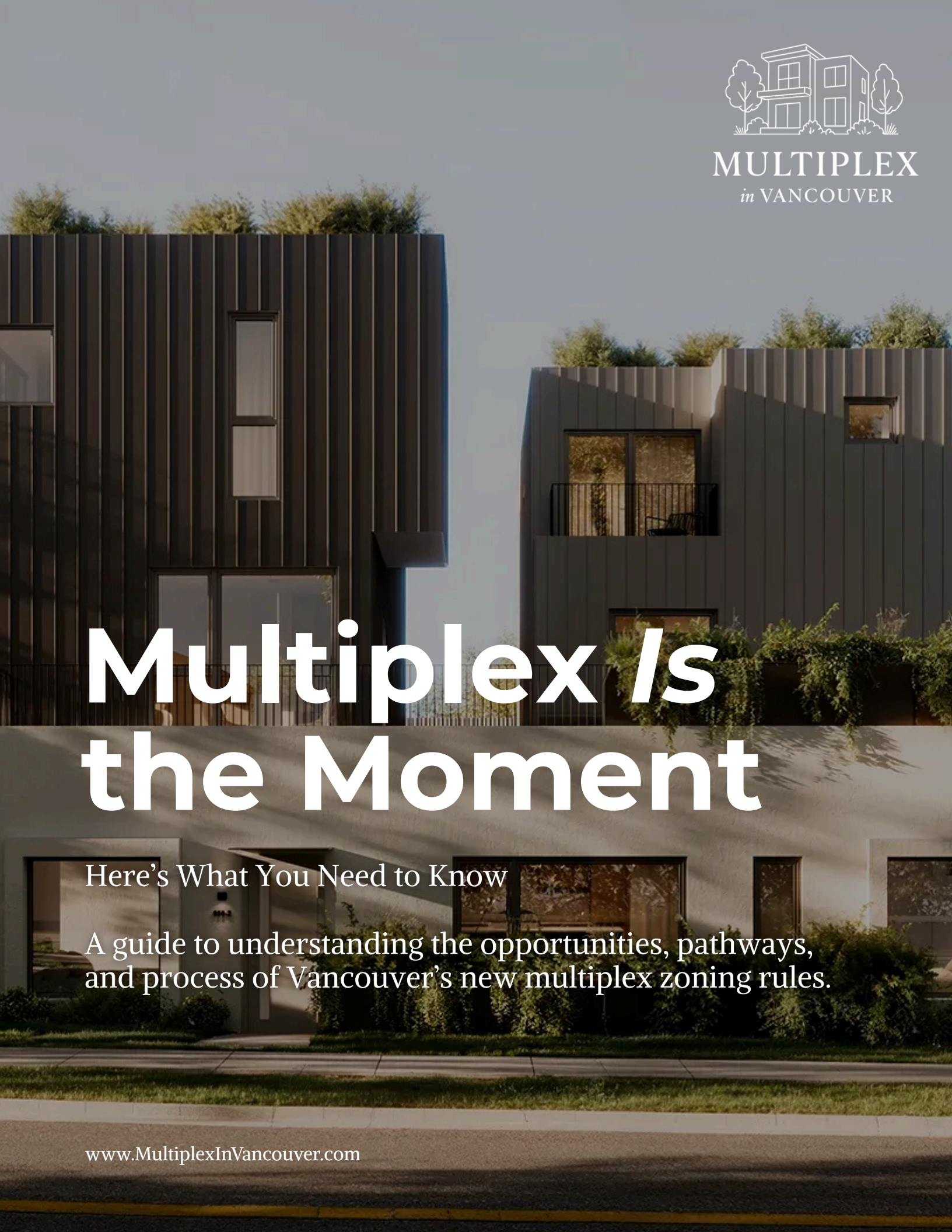


MULTIPLEX
in VANCOUVER

Multiplex *Is* the Moment

Here's What You Need to Know

A guide to understanding the opportunities, pathways, and process of Vancouver's new multiplex zoning rules.

www.MultiplexInVancouver.com

Welcome to “Multiplex Is the Moment”

Here’s What You Need to Know



Hi there — I’m so glad you’re here.

If you’re holding this guide, chances are you’re a Vancouver homeowner who’s curious about the recent zoning changes and wondering: “What does this mean for me and my property?”

Whether you're thinking about adding a few more homes on your lot, partnering with a developer, or just exploring your options — you're in the right place.

This guide is meant to give you a clear, simple overview of what multiplex zoning is, how it impacts you, and how you can take advantage of this moment — without being overwhelmed. We believe you shouldn’t need a background in urban planning or development to make an informed decision about your own home.

This guide is especially for:

- **Citizen Developers** — homeowners ready to build, with the right team and support
- **Homeowners open to Joint Ventures** — where you bring the lot, and a trusted developer brings the rest
- **Sellers ready to exit smart** — and possibly reinvest in a finished project for long-term gain
- **Developers** looking for a marketing partner to bring their multiplex project to life

If you’re feeling overwhelmed by all the buzzwords — FSR, laneways, upzoning — don’t worry. We’ll walk you through the big picture, the possibilities, and the pathways. We’ve helped many homeowners like you start their journey toward something more: more value, more options, more impact.

Let’s dive in.

Maria Kritikos

Personal Real Estate Corporation
Founder | Kritikos Real Estate Group | PlexHAUS Studio
Creator | MultiplexInVancouver.com



What Is Multiplex Zoning in Vancouver?

You may have heard the term “multiplex” in the news or from your neighbours — but what does it actually mean?

Simply put, Vancouver’s new multiplex zoning allows you to build up to 6 housing units on a single-family lot that was previously limited to one home and possibly a laneway house. It’s part of a broader city-wide plan to create more housing options in existing neighbourhoods — while keeping their character and charm.

What’s Changed?

As of Fall 2023, the City of Vancouver introduced new zoning rules under the “Missing Middle Housing” initiative. This means:

- You can now build multiple homes (4–6 units) on your single-family lot
- No rezoning process required — it’s now part of base zoning
- You still need permits, design approvals, and professionals — but you’re allowed by default to go multiplex
- Applies to RS (residential single-family) zoned lots across the city

What Is a Multiplex, Exactly?

A **multiplex** is a small-scale, multi-unit building that fits within the form and scale of a typical house — but contains multiple homes inside. These might be:

Fourplexes

Sixplexes

Stacked townhomes

A main home with multiple suites + a laneway

Multiple stratified units (that can be sold individually)

The look of the building may still feel “residential,” but the interior can include several legally stratified homes — perfect for downsizers, families, or investors.

Why Is the City Doing This?

Vancouver’s housing crisis has made it difficult for families, first-time buyers, and even grown children of homeowners to live in the city. Multiplex zoning is designed to:

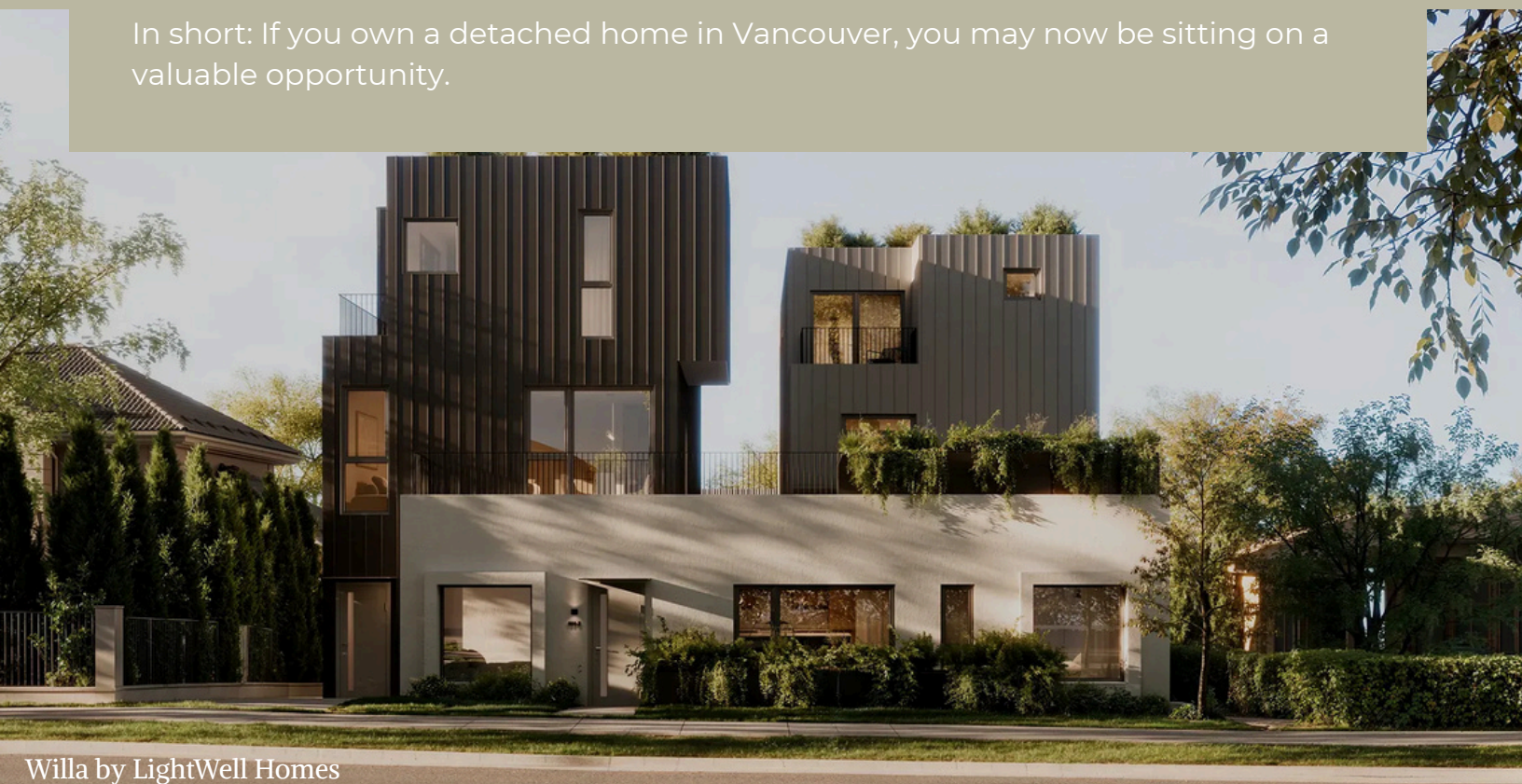
- Create more housing supply
- Offer family-friendly options in established neighbourhoods
- Help homeowners unlock value from their properties
- Increase affordability by spreading land cost over more units

In Summary:

You now have the opportunity to legally build multiple homes on your lot — without going through a long and expensive rezoning process.

This opens the door to new possibilities for building wealth, keeping family close, or creating more housing in your community.

In short: If you own a detached home in Vancouver, you may now be sitting on a valuable opportunity.



Willa by LightWell Homes

Why This Moment Matters?

We are in a once-in-a-generation shift in how Vancouver thinks about housing — and your lot is now at the centre of it.

For decades, single-family zoning dominated most of Vancouver's neighbourhoods, making it nearly impossible to add meaningful density without going through a time-consuming and costly rezoning process. But with the introduction of city-wide multiplex zoning, you now have more power, flexibility, and opportunity than ever before.

And you don't need to be a developer to take advantage of it.

A Door Has Opened — But It Won't Stay Open Forever

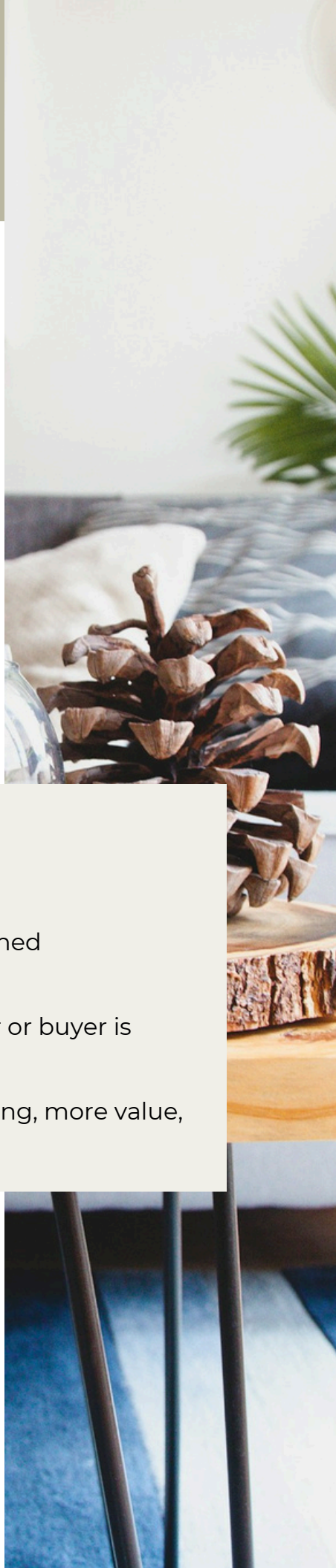
City policy can change. Incentives may shift. Market conditions rise and fall.

Right now, you have the advantage of:

- **Favourable zoning** — multiplex is legal by default
- **Growing demand** — for multi-unit housing in walkable, established neighbourhoods
- **Scarcity of available lots** — yours may be exactly what a builder or buyer is looking for
- **A chance to lead** — as a homeowner who's creating more housing, more value, and more possibility

Waiting too long could mean:

- Missing the market opportunity
- Being passed over by developers focused on easier lots
- Losing time as construction costs continue to rise





The Value of Your Lot Has Changed

Your property is no longer just a single-family home — it's now a multiplex site, and that dramatically shifts its value in the market.

Depending on your lot size, zoning category, and location, you may now be eligible to:

- Build 4–6 units and live in one or more
- Sell individual units as stratified homes
- Create a multigenerational setup for your family
- Partner with a builder or investor to develop the property
- Sell to a developer at a price that reflects its new development potential

This Moment Is About More Than Just Profit

It's about **choice.**
It's about **legacy.**
It's about **reshaping your neighbourhood — and your future.**

Whether you're looking to build wealth, create homes for your kids, or downsize into something beautiful on the lot you already own — this is your time.


Nick Bray Architecture

Your 3 Pathways as a Homeowner

So now that you know the rules have changed — what are your options?

Every homeowner's situation is different. Some want to stay and build. Others want to sell. Many want to explore something in between. That's why we break it down into three clear pathways — each with its own pros, process, and level of involvement.

We call these the 3 Paths of the Citizen Developer.

Path 1: DIY Build — You Become the Developer (With Support)

If you're excited about the idea of creating housing, generating rental income, or building wealth for your family — but want support from people who've done it before — this is for you.

In this model, you retain full ownership and control, and act as the "developer" on your own lot. You build 2, 3, or more units, and decide whether to sell them, rent them out, or live in one and keep the rest.

We help you by:

- Connecting you with the right architect, builder, and planner
- Guiding you through each phase — from concept to construction
- Helping you brand, market, and sell or lease the units once built

This is the most hands-on path, but also the most rewarding for those who want long-term ownership and equity.

✓ Great for homeowners with equity, patience, and a desire to stay involved

✓ We act as your support team — you don't have to figure it out alone

Path 2: Joint Venture — You Partner With a Developer

If you love the idea of developing your lot but don't want to deal with permits, construction, or carrying costs — a joint venture might be your perfect fit.

In a JV, you bring the lot, and a trusted developer brings the capital, expertise, and project execution. You share in the profits or finished units, based on a negotiated agreement.

We help you by:

- Introducing you to qualified, experienced developers looking for land partners
- Helping you structure a fair, win-win agreement
- Staying involved as your advisor, communicator, and marketing partner throughout the project

✓ Great for homeowners with equity who want to participate in the upside without taking on the risk alone

✓ Ideal for those who are time-strapped or overwhelmed by the process

Path 3: Sell Your Lot (and Possibly Reinvest)

If you're ready to move on, simplify your life, or simply unlock the value of your lot without becoming a developer — selling your property to a builder or investor may be the best path forward.

The good news? Multiplex zoning makes your property **more attractive — and potentially more valuable** — to developers. And if you're interested, you can even choose to **reinvest** into the finished units later or in another project entirely.

We help you by:

- Evaluating the **true development potential and value** of your lot
- Marketing your property to our **exclusive network of builders and multiplex buyers**



- Exploring creative sale options — including delayed completions, investment reinvestment, or vendor-financing

✓ Great for homeowners ready to sell or cash out smartly

✓ A passive option with a quick outcome

Not Sure Which Path Is Right for You?

That's completely normal. Many of our clients start with questions, not answers. Our role is to help you:

- Understand your lot's potential
- Clarify your personal and financial goals
- Introduce the right team (developer, consultant, realtor, builder, lawyer, architect)
- Support you every step of the way — whether you build, partner, or sell

👉 *Next: Let's take a closer look at how the entire process works — from feasibility to finish — and where we fit in.*

Book a Discovery Call





How the Process Works

From possibility to project — a simplified roadmap

If you're like most homeowners, the idea of converting your property into a multiplex can feel exciting and overwhelming. You may be wondering:

- Where do I even begin?
- How long will it take?
- Who do I need on my team?

Here's a simple, high-level look at the journey — whether you choose to build, partner, or sell.

1

Phase 1: Feasibility & Visioning
We start by assessing your lot's development potential based on zoning, location, and size.

2

Phase 2: Planning, Design & Approvals
We keep you in the loop and help navigate the City process to avoid delays or missteps.

3

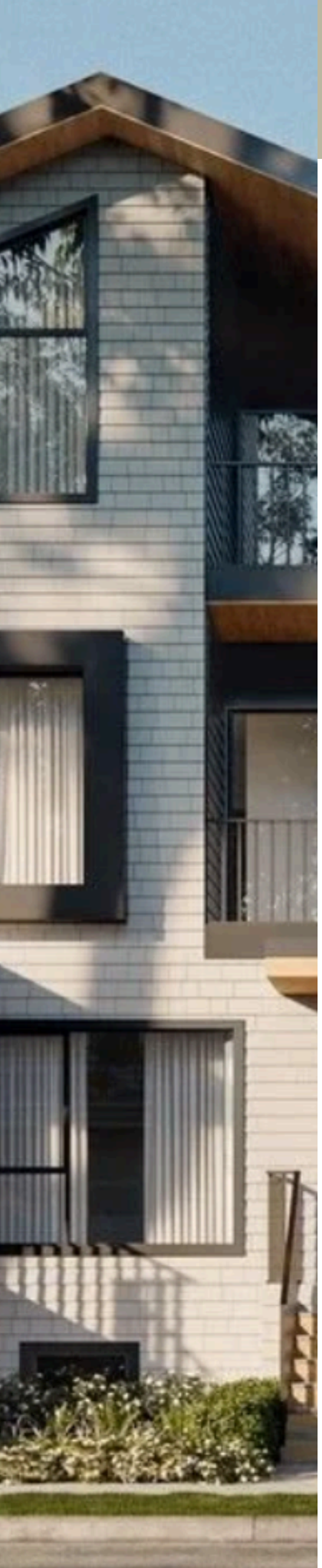
Phase 3: Construction
Once permits are approved, your builder breaks ground. Depending on the scope of your project, construction may take 8–18 months.

4

Phase 4: Marketing & Sales (or Leasing)
As your project nears completion, we shift into brand-building and marketing.

5

Phase 5: Completion & Transition
We help you finish strong — and stay with you through the last details.



How the Process Works

Phase 1: Feasibility & Visioning

We start by assessing your lot's development potential based on zoning, location, and size. You may already have a vision — or we help you explore options like:

- How many units can you build?
- What's the best design configuration?
- Would you live in, sell, or rent the units?

If you're building: we bring in architects, builders, and consultants
If you're partnering: we connect you with trusted developers
If you're selling: we help establish true value based on potential

Phase 2: Planning, Design & Approvals

This phase includes:

- Working with an architect to design the site
- Pre-application meetings with the City
- Engaging an energy advisor, arborist, and other required consultants
- Submitting for permits (this can take 4–8 months)

We keep you in the loop and help navigate the City process to avoid delays or missteps.

Phase 3: Construction

Once permits are approved, your builder breaks ground. Depending on the scope of your project, construction may take 8–18 months.

We help during this stage with:

- Project updates
- Interior design coordination (if applicable)
- Early marketing and pre-sale planning (if you plan to sell units)

Phase 4: Marketing & Sales (or Leasing)

As your project nears completion, we shift into brand-building and marketing. This includes:

- Naming and branding your project
- Signage, brochures, and renderings
- VIP realtor outreach and agent previews
- Online lead generation and showings
- Sales strategy or leasing support

This is where PlexHaus Studio shines — blending boutique creative with real estate savvy to make your project stand out.

Phase 5: Completion & Transition

Depending on your path, this may mean:

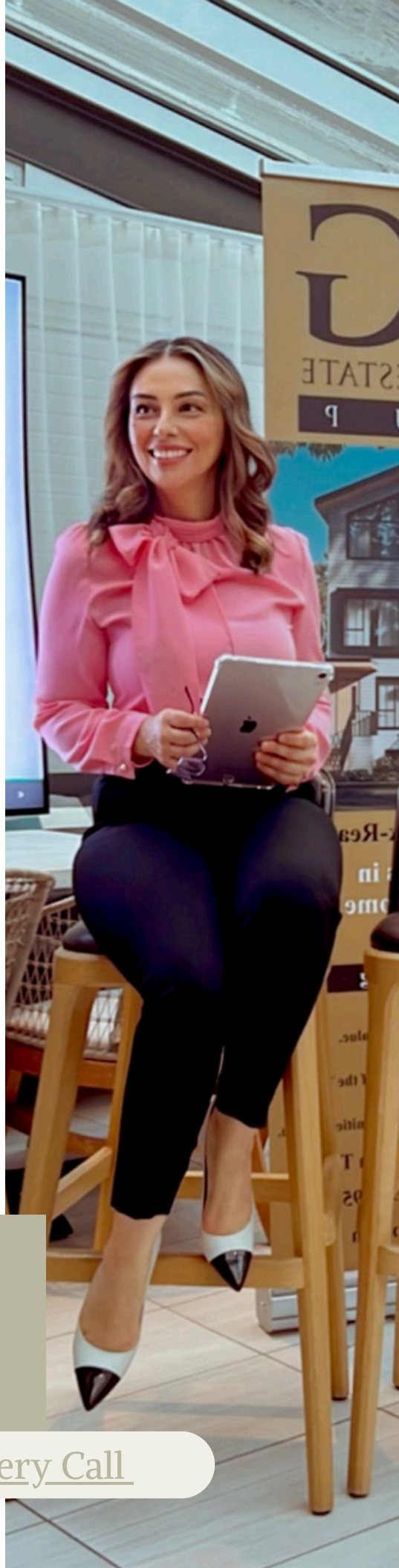
- Taking possession of your new units
- Finalizing your joint venture profit share
- Closing on the sale of your lot or newly built homes

We help you finish strong — and stay with you through the last details.

Remember:

You don't need to be an expert.
You just need the **right people around you** — and a clear plan.

We're here to guide, support, and connect you at every step — no pressure, no pushy sales tactics, just honest advice and smart strategy



👉 **Next:** Let's talk about exactly how we can help, and why homeowners and developers trust us with their projects.

We'll be by your side at every step.

Book a Discovery Call



How We Can Help

We created this guide to empower you with clarity — but information alone won't get your project off the ground. **That's where we come in.**

At PlexHaus Studio and MultiplexInVancouver.com, we support homeowners, developers, and citizen builders through every stage of the multiplex journey — whether you're building, partnering, or selling.

What We Do

For Homeowners

- Feasibility advice & lot assessment
- Introductions to trusted architects, builders, and developers
- Joint venture matchmaking and negotiation support
- Strategic advice to help you decide: build, partner, or sell
- Ongoing project consulting + marketing support from start to sold

Book a Discovery Call

For Developers

- Branding & naming for multiplex projects
- Custom marketing campaigns, renderings & signage
- Sales support & realtor network outreach
- Online lead generation, email funnels, and social media content
- Launch event coordination and agent previews

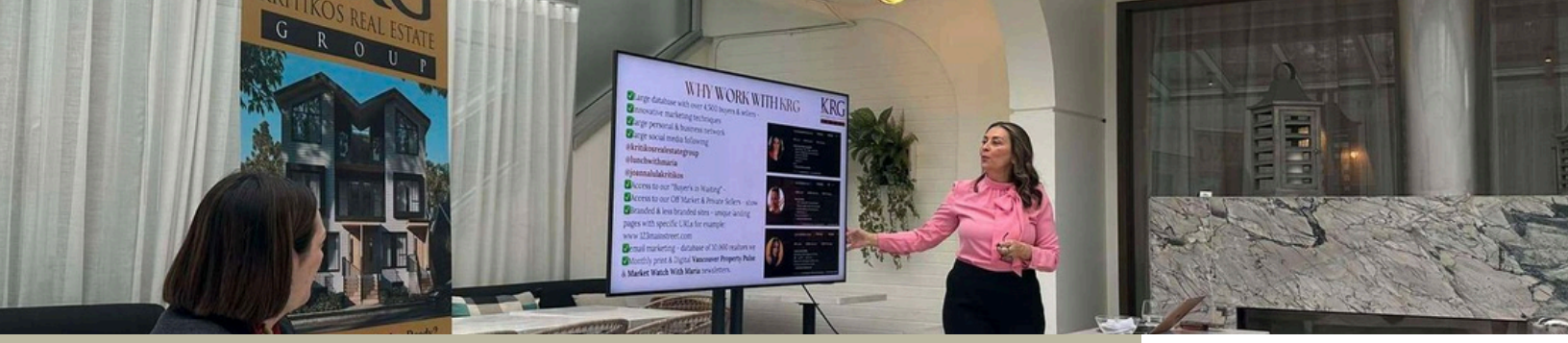
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Buyers interested in living in Multiplex

Learn more

Investors looking for great returns!

Book a Discovery Call



Why Work With Us?

What makes us different is that we sit at the intersection of real estate, marketing, and community housing strategy.

We're not just consultants — we're connectors, storytellers, and trusted advisors who understand both the market and the human side of development.

We bring:

- 20+ years of real estate experience
- A boutique, design-forward marketing approach
- Deep roots in Vancouver's housing ecosystem
- A commitment to making this process simpler and more accessible for everyday homeowners



Who We Work Best With



Homeowners who are curious, motivated, and want trusted guidance

Developers who value storytelling, community connection, and smart positioning





Builders & Developers looking for marketing support that resonates with today's buyer

Realtor partners who want to collaborate multiplex deals



If you're ready to explore the potential of your lot, or you're a developer looking for a marketing partner that gets it — we'd love to hear from you.

You don't have to navigate this alone.

Let's build something extraordinary — *together.*

Book a Discovery Call

Client Testimonial



"Maria is a go to realtor when it comes to multiplex. I find myself checking in with her each week it seems to confirm the buyer persona and unit mix on upcoming projects."

David Babakaiff

Award Winning Expert & Leader in Multiplex Construction

Client Testimonials

www.MultiplexInVancouver.com

JOHN COUPAR

PARKS BOARD COMMISSIONER CITY OF VANCOUVER

Maria Kritikos sold our Dunbar Home and found us a unit in the Olympic village. Both transactions professionally handled with great enthusiasm and a super positive experience!





ALBERT & ATHENA KOZAK

My wife and I have had the pleasure of working with Maria on three successful property transactions and couldn't recommend a better agent! Without a doubt, she is one of the best that the industry has to offer. An absolute joy to work with and we love her attention to detail, professionalism, and hustle. If you're looking for someone to get the job done, guaranteed she's the agent for you. Maria has secured us as lifelong clients and we're beyond grateful to have such an incredible and trustworthy representation. Highly recommended!

HANA, HAPPY SELLER

We had a very positive experience and would highly recommend Maria and her team to anyone looking to buy or sell a property. The KRG team truly exceeded to meet our expectations. They are professional, motivated, and get the job done fast and efficiently. Truly reliable, passionate, and ready to take action. Thank you for making the process of selling our home a pleasant experience.





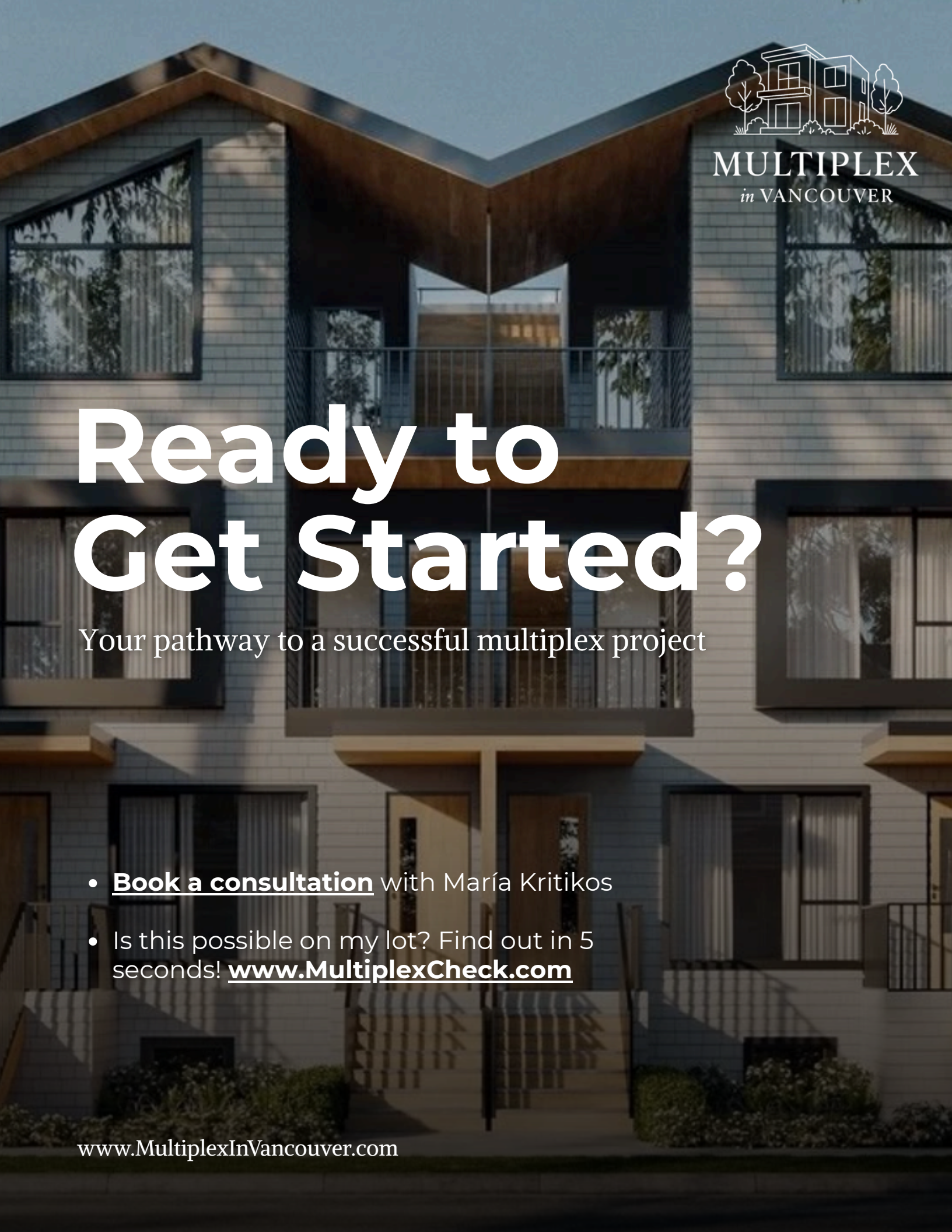
About the Author

Maria Kritikos is a Realtor®, educator, and co-development consultant specializing in multiplex development across Vancouver.

Through **www.MultiplexInVancouver.com**, she helps homeowners, builders, and investors unlock the hidden potential of their properties—whether they want to co-develop with a trusted partner or take the lead on building their own multiplex with expert guidance.

Maria and her team at **Kritikos Real Estate Group** serve as trusted advisors throughout every stage of the process, offering clarity, connection, and confidence in navigating Vancouver's evolving housing landscape. In addition to working closely with homeowners, Maria also leads the sales and marketing of multiplex projects for developers, bringing projects to life with smart strategy and strong buyer relationships.

Her mission is to bridge the gap between homeowners, buyers, developers, and investors—making small-scale housing in Vancouver a more accessible, streamlined, and successful experience for everyone involved.



MULTIPLEX
in VANCOUVER

Ready to Get Started?

Your pathway to a successful multiplex project

- **Book a consultation** with María Kritikos
- Is this possible on my lot? Find out in 5 seconds! **www.MultiplexCheck.com**

www.MultiplexInVancouver.com