

ONTARIOCRE RESEARCH

Ontario Church Property Market Report 2026

Market evidence, buyer behaviour and the factors shaping property value across Ontario.

RESEARCH EDITION

September 2026

OntarioCRE

Specialized Commercial Real Estate Across Ontario



What the market evidence says

OntarioCRE's review shows a thin, highly varied market in which location, land and reuse potential matter as much as the existing sanctuary.



- 01

Closed pricing is widely dispersed

After removing one evident paired-listing duplicate, 66 records disclose sale prices from \$169,900 to \$15.0 million. The median is \$1.51 million, but the range makes a single Ontario-wide benchmark unreliable.
- 02

Most disclosed sales close below \$5 million

Twenty-three records sold below \$1 million, 15 between \$1 million and \$2 million, 21 between \$2 million and \$5 million, and seven at \$5 million or more.
- 03

Time and negotiation still matter

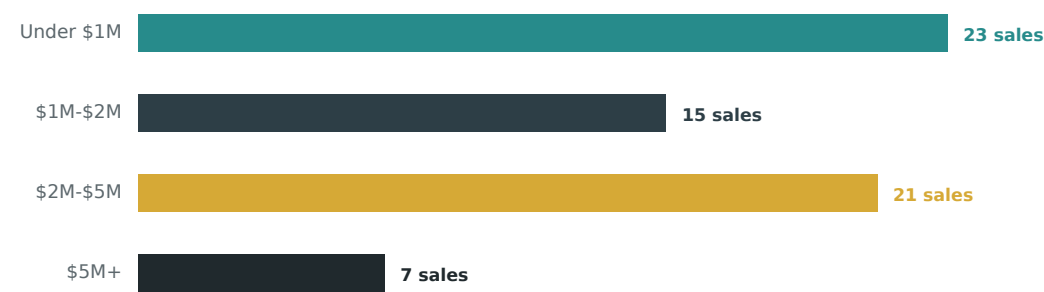
Median days on market is 46.5 across the disclosed-price set. The median sale-to-list ratio is 92.0% across 62 records with non-nominal list prices.
- 04

Current asking evidence skews upward

The nine active listings range from \$349,900 to \$6.40 million, with a \$4.60 million median. That reflects the current mix of properties, not a market-wide valuation rule.

Closed sales confirm a segmented market

The distribution below covers 66 disclosed-price transaction records after removing one evident paired-listing duplicate. It is descriptive evidence, not an appraisal benchmark.



VAUGHAN

9100 Jane Street
\$5.40M sold

March 25, 2026 - 8,204 sq ft - 8 DOM

A condominium-format worship property and a high-value urban-market sale.

KING

3150 Lloydtown Road
\$3.50M sold

March 9, 2026 - listed at \$2.70M - 6 DOM

The 130% sale-to-list result shows why individual deal context matters.

GUELPH

20 Quebec Street
\$1.802M sold

July 6, 2026 - 13,800 sq ft - 40 DOM

A downtown institutional property marketed with a nominal \$1 list price.

INGERSOLL

239 Ossian Terrace
\$820K sold

October 1, 2025 - listed at \$849,900 - 130 DOM

A smaller-market sale illustrating the lower end of the geographic spectrum.

CURRENT INVENTORYNine active listings and four sold-conditional listings were identified as of September 18, 2026. Active asking prices are evidence of seller positioning only.

Seven factors drive the property-specific outcome

01 Existing worship utility

Legal assembly use, sanctuary, classrooms, kitchen, accessibility and life-safety systems.

02 Land and redevelopment

Lot size, frontage, density policy, servicing, access and surrounding development.

03 Zoning and legal status

Permitted uses, legal rights, parking ratios and site-specific provisions.

04 Parking and mobility

On-site supply matters in suburbs; transit and walkability can offset it in urban settings.

05 Building condition

Roof, HVAC, electrical, structure, fire protection, accessibility and environmental exposure.

06 Heritage constraints

Character can support adaptive reuse while restricting alteration or redevelopment.

07 Replacement feasibility

A selling congregation must test whether proceeds can fund a workable relocation.

THE STRATEGIC TEST

Which factor would a serious buyer pay for - and which constraints will reduce that value?

Implication for owners

A building can be operationally valuable to a congregation and economically obsolete to a developer, or the reverse. Valuation must separate these competing stories instead of blending them into one unsupported number.

Different buyers underwrite different assets

Positioning should reflect the strongest credible thesis while keeping viable alternatives visible.

BUYER	WHAT THEY PAY FOR	WHAT CAN BREAK THE DEAL
Congregation	Assembly use, sanctuary, classrooms, kitchen, parking, immediate occupancy	Financing, renovations, geographic fit
Institutional user	Large rooms, accessibility, transit, flexible permissions	Approvals, code upgrades, operating cost
Developer	Land, frontage, density, policy support, parcel assembly	Heritage, rezoning, servicing, time
Adaptive-reuse operator	Character, height, visibility, flexible zoning	Construction cost, parking, acoustics
Investor	Leaseability, covenant, alternative use, residual land value	Specialized tenancy, re-leasing, capital needs

The positioning mistake to avoid

Marketing only to congregations may underexpose valuable land. Marketing only to developers may destroy value embedded in a usable assembly building. Test both before narrowing the campaign.

Recommended sequence

- Confirm planning and legal status.
- Document physical utility and credible alternative uses.
- Identify the deepest qualified buyer pool.
- Set pricing around evidence, not owner expectation.

Prepare the property before choosing the market

The strongest sale process starts before a price is set. Owners need a clear view of legal use, physical condition, buyer alternatives and relocation requirements.

01 Confirm legal and planning status

Verify the current use, zoning, site-specific permissions, heritage exposure and any conditions that could affect continued worship or redevelopment.

02 Document the physical asset

Assemble reliable information on land, building area, parking, accessibility, major systems, seating, deferred maintenance and environmental risk.

03 Test more than one value case

Compare continued worship use, institutional or adaptive reuse, and land or redevelopment value. The strongest case may not be the most obvious one.

04 Understand the buyer pool

Separate qualified congregations from institutional users, investors and developers. Each group values different attributes and accepts different risks.

05 Plan the congregation's transition

Test replacement cost, relocation timing, temporary occupancy, approvals and the net proceeds required to complete the next step.

06 Build the marketing strategy

Choose pricing, confidentiality, timing and outreach only after the property-specific evidence and credible buyer alternatives are understood.

CONFIDENTIAL PROPERTY REVIEW

Considering a sale, relocation or redevelopment?
OntarioCRE can review the property's market position, likely buyer groups and key constraints before a public decision is made.

647 244 9419

Evidence and calculation basis

Research scope

OntarioCRE reviewed 113 commercial listing records dated through September 18, 2026: 68 sold, 20 terminated, 12 expired, nine active and four sold conditional.

Calculation basis

- One evident paired-listing duplicate with the same closing date and sale price was removed from price calculations.
- One sold record with an undisclosed sale price was excluded from price calculations.
- Nominal \$1 list prices were excluded from the sale-to-list calculation.
- The remaining disclosed-price set contains 66 records; 62 have usable non-nominal list prices.

Annual disclosed-price snapshot

YEAR	RECORDS	MEDIAN SALE PRICE
2021	10	\$2.17M
2022	13	\$1.86M
2023	10	\$2.59M
2024	9	\$2.00M
2025	14	\$1.20M
2026 YTD	10	\$1.21M

INTERPRETATION Annual medians reflect the properties sold in each year. They should not be read as an Ontario church-property price index.

Important limitations

The reviewed records reflect brokerage reporting and the geographic and historical coverage available through professional market systems. They are not a complete land-registry record of every Ontario church transaction. A church classification does not make two properties comparable: location, land, zoning, heritage status, condition and intended reuse can produce materially different outcomes. Any valuation or marketing decision requires property-specific verification.

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