



July 2025

Welcome to our Liahona Capital Q2, 2025 newsletter!

Liahona MIC News/Real Estate Market View

Liahona MIC Leads the Rebound: Discipline and Strategy Deliver in 2025

After a cautious pause through 2023 and 2024, the investment landscape is shifting. Mortgage Investment Corporations (MICs) that remained disciplined, transparent, and adaptable—like Liahona MIC—are now benefiting from renewed investor confidence.

As Ontario's real estate market stabilizes and sentiment improves, Liahona Mortgage Investment Corporation (LMIC) stands out as a top performer. With a consistent track record of prudent lending, strategic pricing, and investor-first transparency, Liahona is well-positioned to capitalize on the resurgence in alternative lending.

The Pause: 2023–2024

The past two years tested the resilience of MICs across Canada. Rising interest rates, declining home sales, and tighter credit conditions led many lenders to retreat. Liahona MIC, however, stayed the course by:

- **Prioritizing first-position residential mortgages** – 89% of our portfolio is secured in first-position loans
- **Maintaining a conservative loan-to-value ratio** – Our average LTV stands at just 62.7%
- **Implementing a pricing stratification** strategy – Aligning risk with return to protect investor capital

This disciplined approach preserved both capital and investor trust during a volatile period.

Beyond the Headlines: Why MICs Tell a Different Story

It's a common misconception that MIC performance mirrors the broader real estate market. While headlines often focus on home prices and sales volumes, MICs operate in a distinct space—serving borrowers who need capital when traditional lenders step back.

In both strong and sluggish markets, there remains consistent demand for:

- Refinancing existing debt
- Bridge financing
- Short-term capital for property improvements or transitions

In fact, the tighter the credit environment, the more valuable MICs become. As banks tighten lending criteria, MICs step in to fill the gap—often at higher interest rates and with more favorable terms for investors.

By focusing on risk-adjusted returns, capital preservation, and disciplined underwriting, Liahona MIC is not just weathering market cycles—it's thriving through them.



5 Major Life Changes That Should Prompt an Insurance Review

Life evolves—your insurance should too.

As your life changes, so do your financial responsibilities. Here are five key life events that should prompt a review of your insurance coverage to ensure it continues to meet your needs:

1. Starting or Growing Your Family

Marriage, the birth or adoption of a child, or blending families are all significant milestones. These changes often increase your financial obligations and may require adjustments to your coverage. Consider increasing your benefit amount, adding child riders, or exploring joint life insurance options to ensure your loved ones are fully protected.

2. Purchasing a Home or Taking on New Debt

A new mortgage or significant debt can impact your family's financial security. If something were to happen to you, would your loved ones be able to maintain the home or manage the

debt? While lender-provided mortgage insurance may seem convenient, personally owned life insurance typically offers greater flexibility and long-term value.

3. Career Changes or Income Adjustments

Whether you're starting a new job, transitioning to self-employment, or experiencing a change in income, your insurance needs may shift. You might lose access to group benefits or require enhanced income protection. A review ensures your coverage aligns with your current financial situation and goals.

4. Starting or Selling a Business

Entrepreneurship brings both opportunity and risk. Starting a business may require income protection, liability coverage, and succession planning. Conversely, selling a business can create liquidity events that affect estate planning, tax exposure, and the strategic use of insurance as a wealth preservation tool.

5. Divorce or Separation

Though emotionally challenging, divorce or separation is a critical time to reassess your insurance. You may need to update beneficiaries, adjust or replace shared policies, or meet coverage requirements outlined in a support agreement. Ensuring your plan reflects your new reality is essential for protecting your future.

Let's Schedule Your Complimentary Insurance Review

A quick review can provide clarity, confidence, and peace of mind—when it matters most.

To book your review, contact:  clientrelations@liahonainsurance.ca

Liahona Group Gives Back at the Business & Wealth Summit

We were thrilled to participate in last month's **Business & Wealth Summit** at Brooklea Golf & Country Club. Thanks to the incredible support from attendees, **100% of ticket sales** were donated directly to **Georgian Bay General Hospital**. 

This event was a powerful reminder of what we can achieve together. Thank you for helping us make a meaningful impact—one event at a time.



Investment Opportunities

At Liahona Capital, we are committed to offering a diverse range of private market investment opportunities. Below is a list of our current Issuers and the sectors they represent:

For more information on each Issuer, contact your Liahona Dealing Representative today!

Issuer Name	Sector
Liahona Mortgage Investment Corp.	Mortgage Lending
Centurion Apartment Real Estate Investment Trust	Real Estate – Multi-Residential
Equiton Residential Income Fund Trust	Real Estate – Residential

Issuer Name	Sector
Forum Make Space Storage Fund	Real Estate – Storage
Greybrook Realty Partners Fund	Real Estate Development
Invico Diversified Income Fund	Diversified Income
Newlook Capital Dental Fund	Healthcare – Dental
Newlook Capital Industrial & Infrastructure Fund III	Industrial Services
Pavilion Resource Fund	Natural Resources
Pier 4 Real Estate Investment Trust	Real Estate – Mixed Use
Virtus Diversified Real Estate Investment	Real Estate – Diversified

Dealing Representatives

Robert Rumley



Brandon Renault



Adam Gignac



Doug Edwards



Eric Anderson



Chris Molder



Levi Renault



Linda Hilton



Summary

We value your ongoing support and investment with us. For additional information visit our website at www.liahona.ca

As always, we welcome your feedback.

Sincerely,

The Liahona Team

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