



CONNECT
asset management
PLAN • INVEST • RETIRE



CANADA'S BEST KEPT REAL ESTATE SECRET

UNDERSTANDING HAMILTON VS. TORONTO AND THE FUTURE OF THE GTHA

MEET THE TEAM



- CONNECT Investment Strategy
- Working with a Winning Team
- Why real estate? Why condos?
- **Duane Roy:** *Financing and mortgage secrets*
- **Ben Myers:** *Toronto vs Hamilton*
- Why KiWi Condos?
- The best return on your investment
- What's next?

WHY ARE WE TALKING ABOUT KIWI & HAMILTON TODAY?

Toronto vs Hamilton
\$2,914 \$1,654

Hamilton has the *highest* year-on-year rent growth rate at 24%.

(Toronto is at 13%)

RANK*	CITY	1 BED	M/M	Y/Y	2 BED	M/M	Y/Y
1	Toronto, ON	\$2,299	- 1%	+ 8%	\$2,914	- 2%	+ 13%
2	Oakville, ON	\$2,108	+ 8%	+ 9%	\$2,573	- 1%	+ 18%
3	North York, ON	\$1,984	- 1%	+ 11%	\$2,478	- 1%	+ 13%
4	Mississauga, ON	\$1,971	+ 2%	+ 8%	\$2,327	- 4%	+ 5%
5	Vancouver, BC	\$1,940	- 1%	+ 10%	\$2,895	- 5%	+ 14%
6	Richmond Hill, ON	\$1,826	- 8%	+ 1%	\$2,406	0%	+ 6%
7	Burlington, ON	\$1,809	+ 1%	N/A	\$2,190	- 1%	N/A
8	Scarborough, ON	\$1,685	+ 4%	+ 28%	\$2,071	0%	+ 21%
9	Victoria, BC	\$1,678	+ 3%	N/A	\$2,100	+ 1%	N/A
10	Ottawa, ON	\$1,609	+ 1%	- 2%	\$2,071	+ 3%	+ 3%
11	Burnaby, BC	\$1,523	0%	N/A	\$2,237	+ 6%	N/A
12	Hamilton, ON	\$1,505	0%	+ 29%	\$1,654	+ 8%	+ 24%
13	Montréal, QC	\$1,358	+ 2%	+ 27%	\$1,780	- 1%	+ 8%
14	Kelowna, BC	\$1,313	- 4%	N/A	\$1,961	0%	N/A
15	Surrey, BC	\$1,308	- 3%	N/A	\$1,659	- 4%	N/A
16	St. Catharines, ON	\$1,244	+ 6%	N/A	\$1,493	- 2%	N/A
17	Fort McMurray, AB	\$1,195	- 1%	- 3%	\$1,250	- 2%	- 7%

YOU COULD PLACE THREE TORONTO UNITS INTO ONE KIWI CONDO

KIWI CONDOS, HAMILTON

WEST VILLAGE #615

2 Bed + 2 Bath

823 sq. ft

PRICE

\$485,990

\$590 PSF

RENT

\$2,450/mo

\$3.00 PSF

PRICE-TO-RENT RATIO

16:1

TORONTO

88 SCOTT #604

Bachelor

278 sq. ft

PRICE

\$480,000

\$1,727 PSF

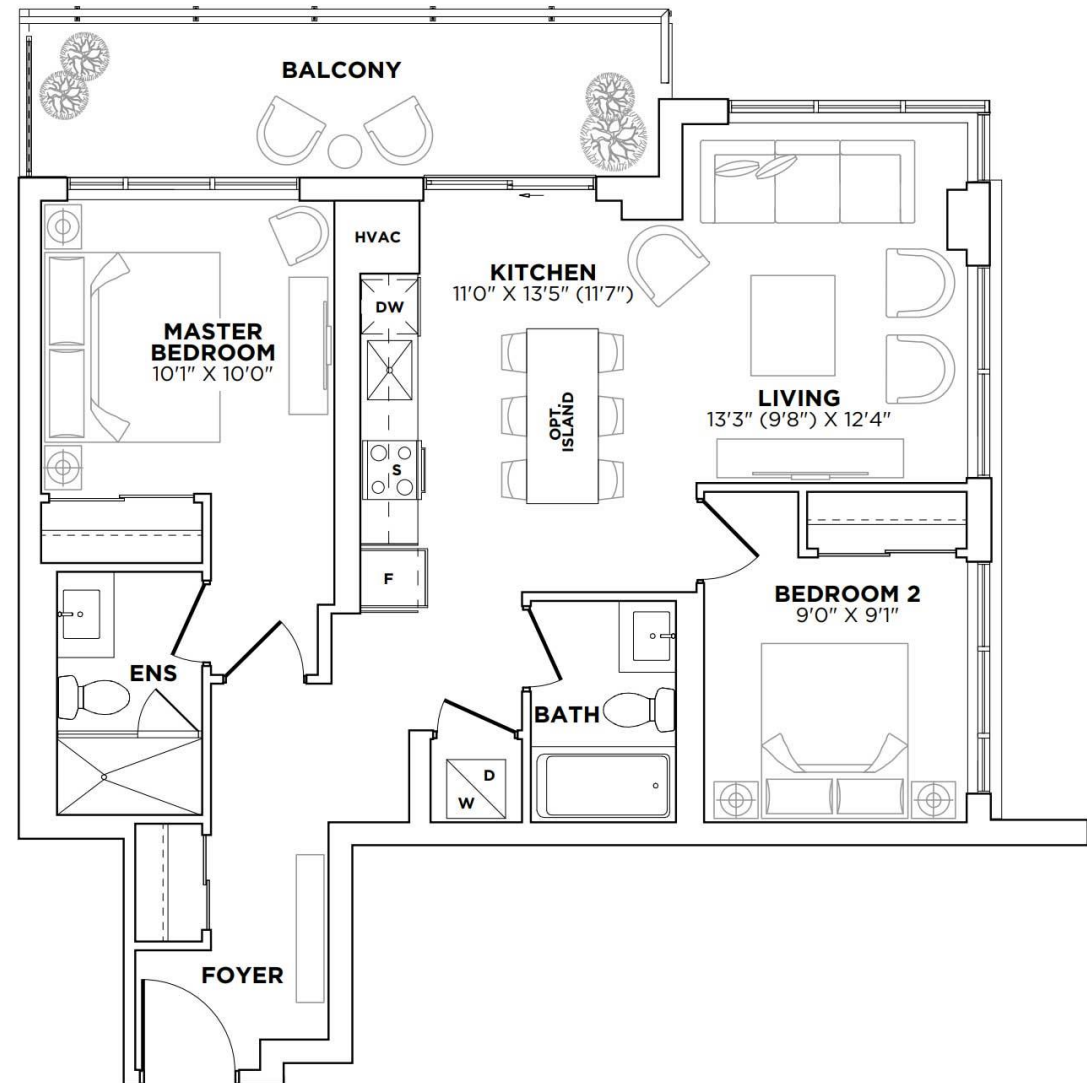
RENT

\$1,900/mo

\$6.83 PSF

PRICE-TO-RENT RATIO

21:1



YOU COULD PLACE THREE TORONTO UNITS INTO ONE KIWI CONDO

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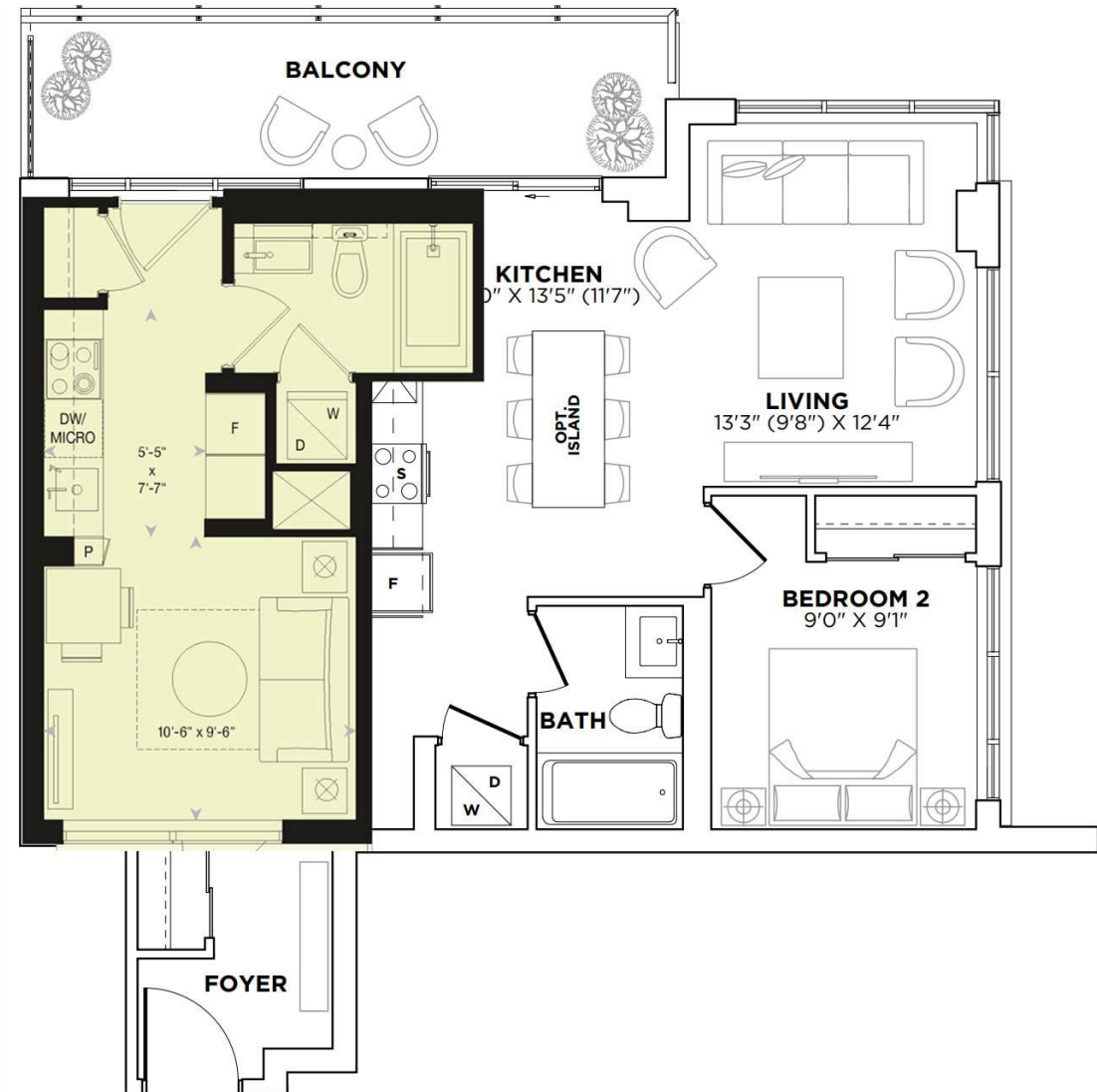
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\$1,900/mo

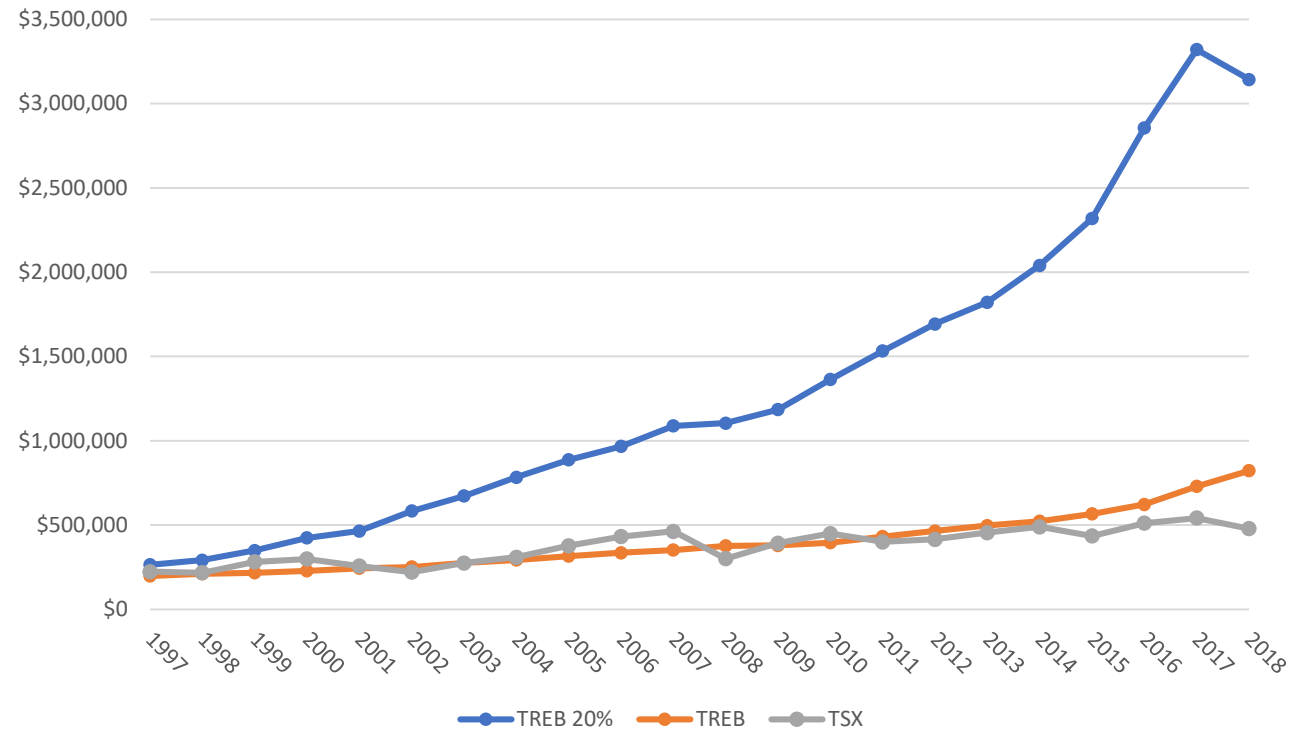
\$6.83 PSF

PRICE-TO-RENT RATIO

21:1



Toronto Real Estate vs TSX



CANADA'S POPULATION GROWTH

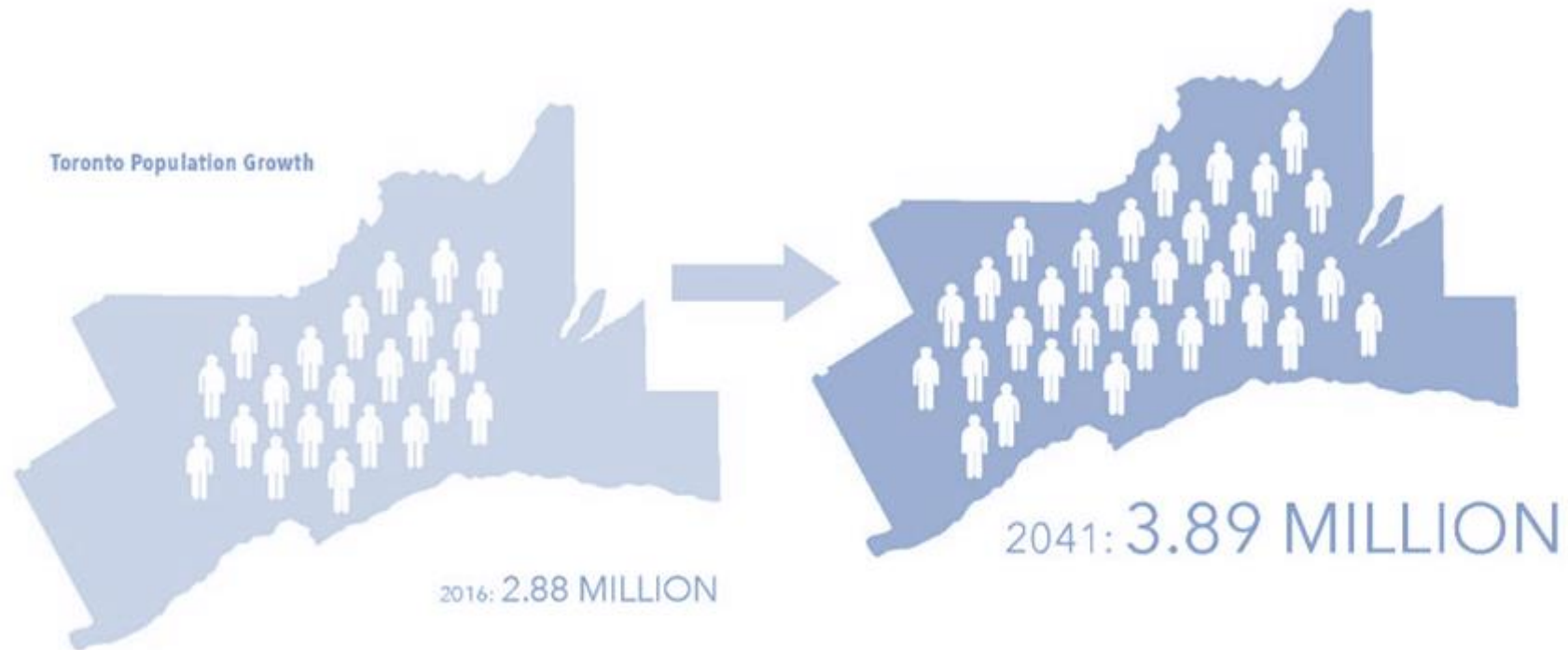


Immigration to Canada

2017	300,000
2018	310,000
2019	330,000
2020	340,000

Source: Statistics Canada

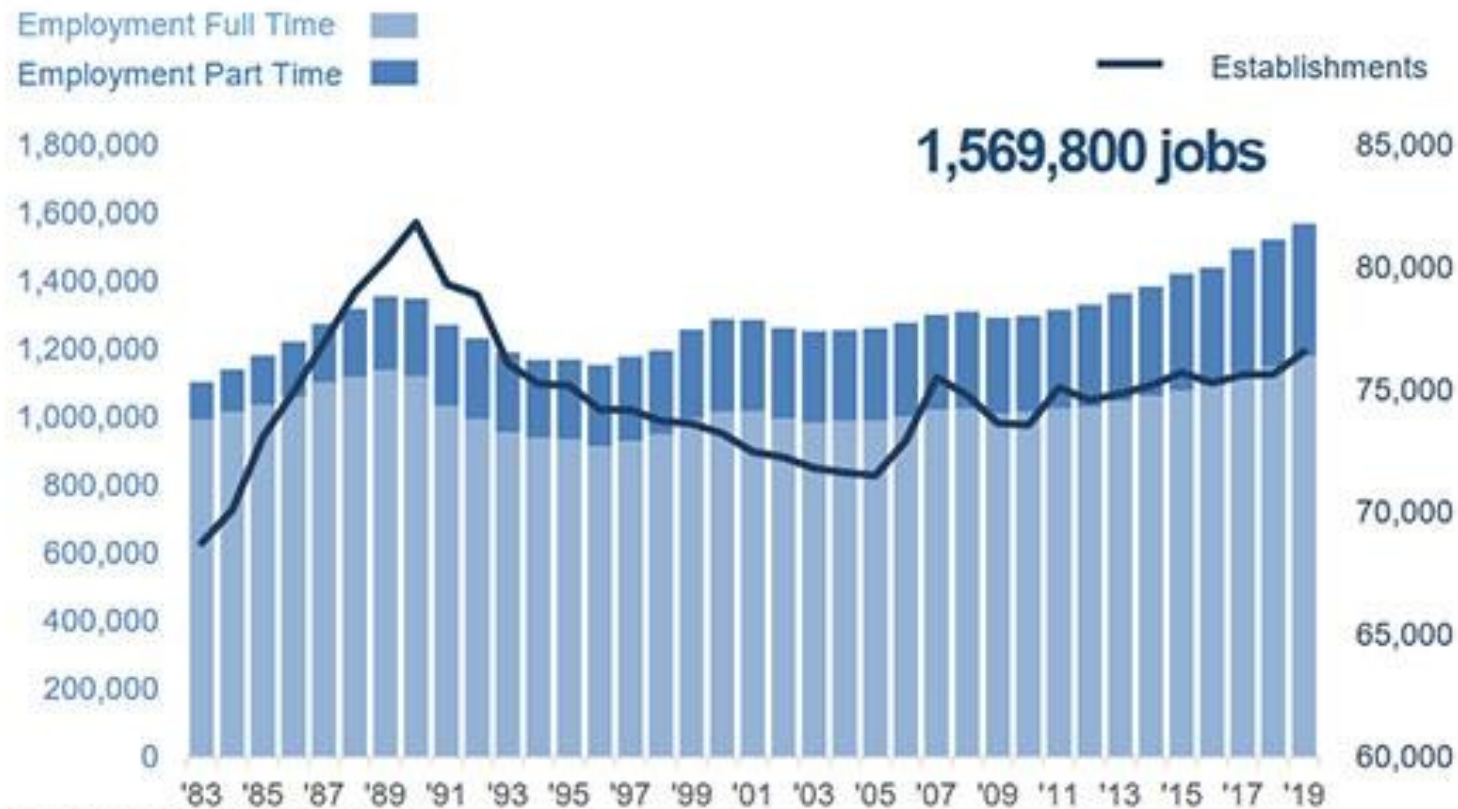
TORONTO'S POPULATION GROWTH



Excerpt from "Condos - The New Rental Solution", by Monica Wroble, RealEstate.com

TORONTO'S JOB GROWTH

Figure 1: Full and Part-Time Employment in the City of Toronto, 1983-2018



Note: See Table 1; Total Employment

Toronto added more than 46,000 net jobs in 2019 (3.1% yoy growth) – including 10,000 in tech sector alone.

TORONTO'S INCREASING PRICES AND DECREASING SUPPLY

Sales up 17%

New listings down 18%

Active listings down 35%

MOI down to 1.7 from 3.1

Month	Detached	Condos
Dec-12	722,393	342,847
Dec-13	864,351	367,376
Dec-14	934,039	387,612
Dec-15	1,039,638	400,088
Dec-16	1,286,605	466,592
Dec-17	1,250,235	532,700
Dec-18	1,145,892	594,381
Dec-19	1,363,357	656,233

* From TREB Dec 2019

StatsCan:

The average salary in Canada is \$46,700.

The average salary in Ontario is \$57,900.

The average salary in Toronto is \$48,500.

Homeowners need to make at least \$88,000 – 94,000 to afford Toronto!

This is what it costs to live in Toronto in 2020

LowestRates.ca

Total: \$3,541.24 monthly, or \$42,494.88 annually (for renters who commute)

Total: \$3,840.23 monthly, or \$46,082.76 annually (for renters who drive)

Total: \$5,415.73 monthly, or \$64,988.76 annually (for homeowners who commute)

Total: \$5,714.72 monthly, or \$68,576.64 annually (for homeowners who drive)

Based on the [current tax rate in Canada and Ontario](#), renters who commute will need to be making at least **\$55,500 before tax (\$42,584 after tax)** to make ends meet in Toronto.

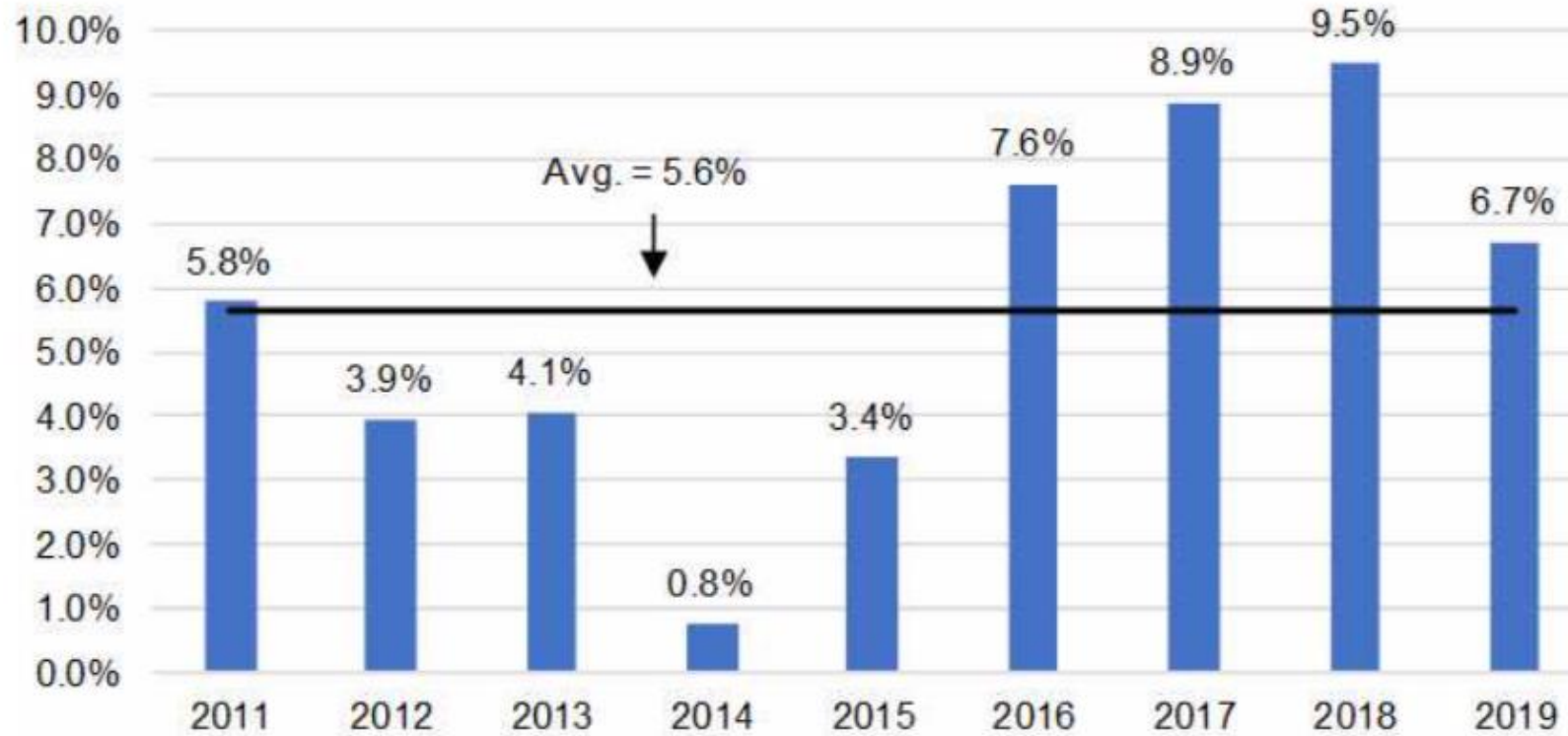
Renters who drive will need to be making **\$61,000 before tax (\$46,376 after tax.)**

Homeowners who commute will need to make **\$88,000 before tax (\$65,056 after tax.)**

And homeowners who drive will need to make **\$94,000 before tax (\$68,971 after tax.)**

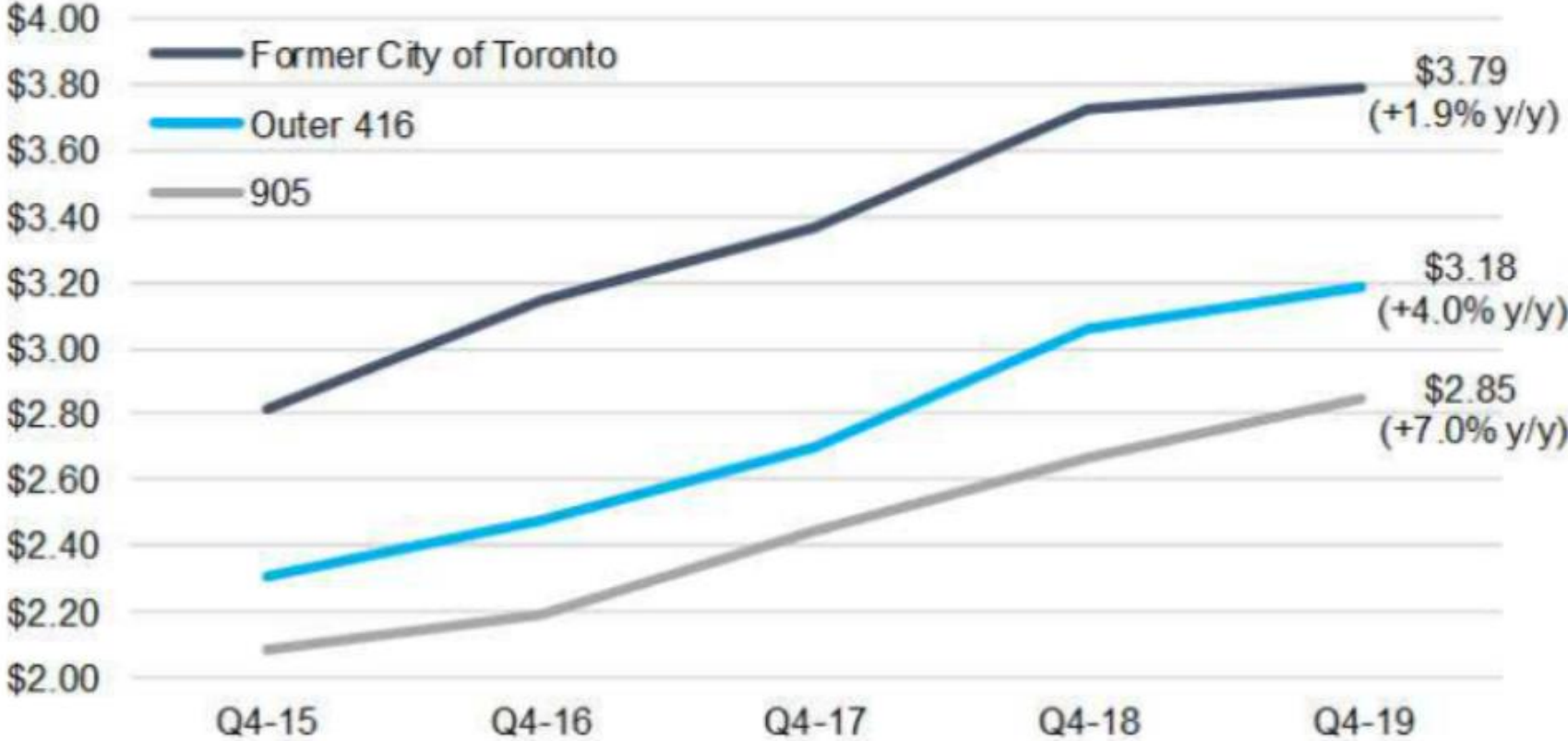
Source: Urbanation Inc., MLS

Annual Average Growth in Condo Rents Per SF Greater Toronto Area: 2011 to 2019



Source: Urbanation Inc., MLS

Average Condo Rents Per SF by Region Greater Toronto Area: 2015 to 2019, Q4 periods

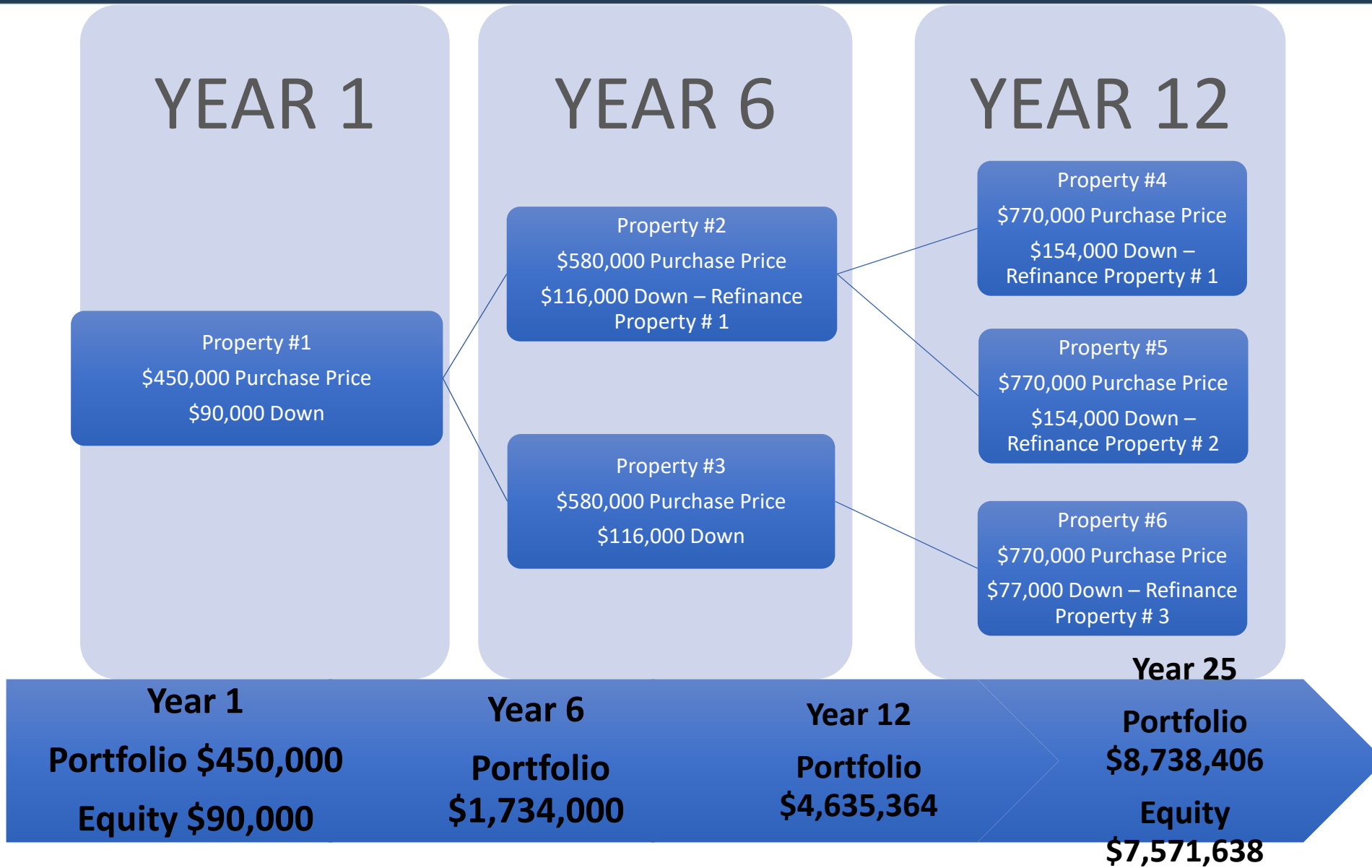


Source: Urbanation Inc. M.I.S.

KEY STRATEGIES

1. No Work – **Money works for you**
2. Leverage
3. Risk minimization
4. Return Maximization
5. Deal types
6. Turnkey property management

WEALTH MULTIPLIER PORTFOLIO IN YEAR 25



WEALTH MULTIPLIER PORTFOLIO IN YEAR 25

- ✓ **Initial investment: \$103,000**
- ✓ Portfolio value: \$4,369,203
- ✓ Equity value: \$3,785,819
- ✓ 6 condos
- ✓ Total income Annual income: \$171,000
- ✓ Total return: 3,675%
- ✓ Annualized return: 15.5%

1409 - 20 Tubman Closed January 16, 2019 \$497,965.93 inc. all costs – Appraisal \$750,000

Date: Jan/31/2020
Client: TDCT Broker
Address of Property: 1409 20 Tubman Ave Toronto ON M5A0M8
Market Value: \$ 750,000

In accordance with your authorization and request, we have conducted an appraisal of the above referenced property to estimate market value.

The property was inspected on Jan/31/2020

After careful consideration of all the above factors that affect value, the market value was estimated to be as referenced above.

This report has been prepared in compliance with the CUSAP Appraisal Standards.

The estimate is subject to the limiting conditions attached to this appraisal and to which the reader's attention is specifically directed.

Should you require further information of clarification as to any portion of this report, please contact the undersigned at your convenience.

Respectfully submitted,

APPRAISER

SIGNATURE: Winston Kim
NAME: Winston Kim

AIC DESIGNATION/STATUS: Membership #: 907155

AIC Candidate Member CRA, P.App AACI, P.App

CO-SIGNING AIC APPRAISER (if applicable)

SIGNATURE: Paul Stewart
CO-SIGNATURE: Paul Stewart
NAME: Paul Stewart

AIC DESIGNATION/STATUS: Membership #: 700414

CRA, P.App AACI, P.App



1409- 20 Tubman Feb 14, 2019 \$200,000 plus \$497,965.93 inc. all costs – Mortgage \$600,000



TD Canada Trust

Mortgage Commitment (Broker Channel)

This document sets out the terms of the offer for a mortgage loan.
You and *your* refer to each borrower named below.
We, our and *us* refer to The Toronto-Dominion Bank.

TD Mortgage loan number: 1830446

Date: February 05, 2020

Borrowers

Matthew Elkind
1409-20 Tubman Avenue
Toronto, ON, M5A 1Y7, CAN

Address of the property being used as security:

1409-20 Tubman Avenue
Toronto, ON
M5A 0M8, CAN

Mortgage loan summary

Requested principal amount:	\$600,000.00	Collateral charge priority:	First
Total requested principal amount:	\$600,000.00	Annual interest rate (expressed as if calculated semi-annually not in advance):	2.89000%
		Term (closed to prepayment):	60 Months
		Amortization period:	30 years
		Payment frequency:	Monthly

Payment

Monthly principal and interest payment: \$2,488.64

Important dates

Date of advance: Feb 14, 2020
Interest adjustment date: Mar 01, 2020
Maturity date: Mar 01, 2025
Commitment expiry date: Feb 14, 2020

- A new application will be required after this date





Wrong Bank Wrong Result

WITH 20% DOWNPAYMENT THERE IS ALWAYS A WAY, THE QUESTION IS, “DOES IT MAKE SENSE?”

Assume:

- Toronto real estate appreciates 6% per year
- Purchase price \$500,000 and down payment of 20% (\$100,000)
 - = Mortgage would be \$400,000
- Condo fees of \$450/month
- Property tax of \$200/month
- Closing cost of \$15,000
- Rent \$2,400

A LENDERS

- They have The Stress Test and are harder to qualify for
- The benefit is they have the top rates ~2.89%
- Limit of how many properties you can have (4-5)

- Capital Appreciation of \$30,000 ($\$500,000 \times 6\%$ appreciation per year)
- Mortgage pay down of approx. \$9,000 (or \$750 per month)
- Cash flow positive of \$91 / month or \$1,092
- Total return is \$40,092 or 35%
- * $\$40,092 / \$115,000$ (down payment + closing costs)

CREDIT UNION

- No Stress Test
- No limiting on how many properties
- Higher rate 3.6%

- Capital Appreciation of \$30,000 ($\$500,000 \times 6\%$ appreciation per year)
- Mortgage pay down of approx. \$7,800 (or \$650 per month)
- Cash flow negative of \$12 / month or \$144
- Total return is \$37,656 or 33%
- * \$37,656 / \$115,000 (down payment + closing costs)

B LENDERS

- Very easy to qualify with rules on income and rental off-set
- No limiting on how many properties
- 1% fee and a rate of ~4%

- Capital Appreciation of \$30,000 ($\$500,000 \times 6\%$ appreciation per year)
- Mortgage pay down of approx. \$6,600 (or \$550 per month)
- Cash flow negative of \$209 / month or \$2,508
- Total return is \$30,092 or 26%
- * \$30,092 / \$115,000 (down payment + closing costs)

PRIVATE LENDER

- Based off appraisal – that's it.
- No limiting on how many properties
- 2% fee and a rate of ~7.5%

- Capital Appreciation of \$30,000 ($\$500,000 \times 6\%$ appreciation per year)
- Mortgage pay down of \$0 – interest only payments
- Cash flow negative of \$750 / month or \$9,000
- Total return is \$13,000 or 11%
- * $\$13,000 / \$115,000$ (down payment + closing costs)

SUMMARY

	A LENDERS	CREDIT UNION	B LENDERS	PRIVATE LENDERS
rate	~2.89%	3.6%	1% + ~4%	2% + ~7.5%
mortgage pay down	\$750 / month	\$650 / month	\$550 / month	\$0
	\$9000	\$7,800	\$6,600	
cash flow	\$91 / month	(\$12) / month	(\$209) / month	(\$750) / month
	\$1,092	(\$144)	(\$2,508)	(\$9,000)
total return	35%	33%	26%	11%
	\$40,092	\$37,656	\$30,092	\$13,000

OPM OTHER PEOPLE'S MONEY - REFINANCING

I call it the Bank Effect!!

We have money in our bank accounts

Banks give us 0.5% return

They lend it out for 8.5% (on average)

= they make 8% off our money

OPM

OTHER PEOPLE'S MONEY - REFINANCING

Many people have lots of equity sitting, doing nothing, in their homes

2 ways to make money:

1. Us working
2. Have our money/equity work for us.

OPM

OTHER PEOPLE'S MONEY - REFINANCING

Plan:

- Refinance and take \$100,000 out of our properties (cost 3%)
- Invest it in a rental property
- \$100,000 = down payment (\$500,000 rental property)

	A LENDER	B LENDER
Total Return	35%	26%
Cost	3%	3%
Total Return on OPM	32%	23%
	\$32,000	\$23,000

- As long as you can manage cash flow, it's a great way to increase y our net worth

INCREASE DOWN PAYMENT OR NEGATIVE CASHFLOW

A big misconception is to put a higher down payment to increase cashflow

For every \$100,000 = savings of \$415 / month

- What if we took that savings of $\$415 \times 12 = \$4,980$ / year (\$24,900 over 5 years)
- Take \$24,900 and put it into a bank account to help with cashflow and invest the difference.
- Take the remaining \$75,100 and invest at 8% (average market return) = \$6,008 / year (\$30,040 over 5 years)

...or buy another pre-construction



Thank you.

Duane Roy

What's Driving the Hamilton Condo Market?

February 9, 2020



Toronto CMA Housing Market

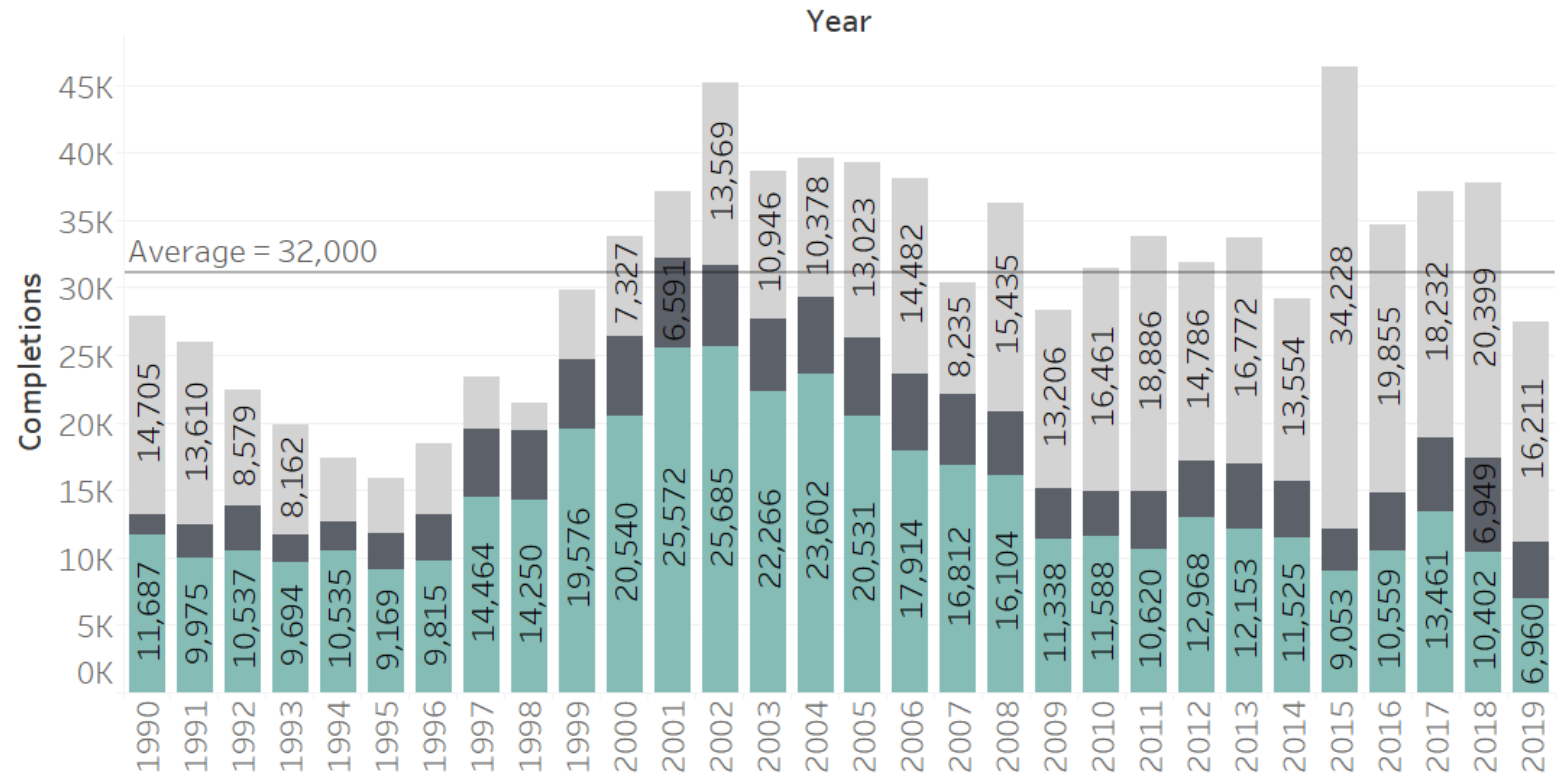


Toronto CMA has Averaged 32,000 New Housing Completions since 1990

Last Five Years, the CMA has completed less units than the 2002 to 2006 period



Annual Housing Completions by Property Type, Toronto CMA, 1990 to 2019



Measure Names

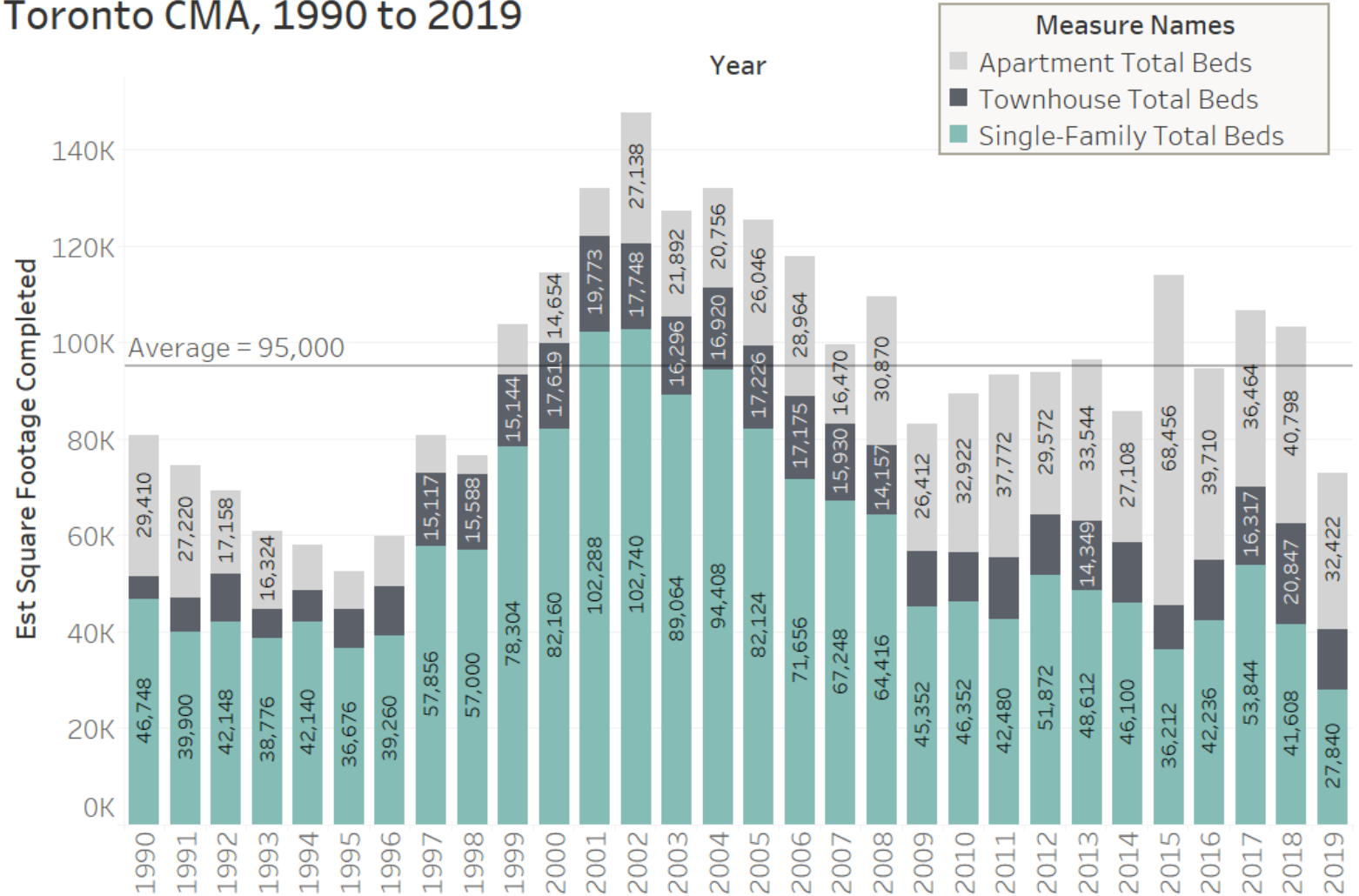
- Apartment Completions
- Row Completions
- Single-Family Completion

Supply is Worse than Expected, We're Building 25% less Bedrooms than 2002-2006 Period

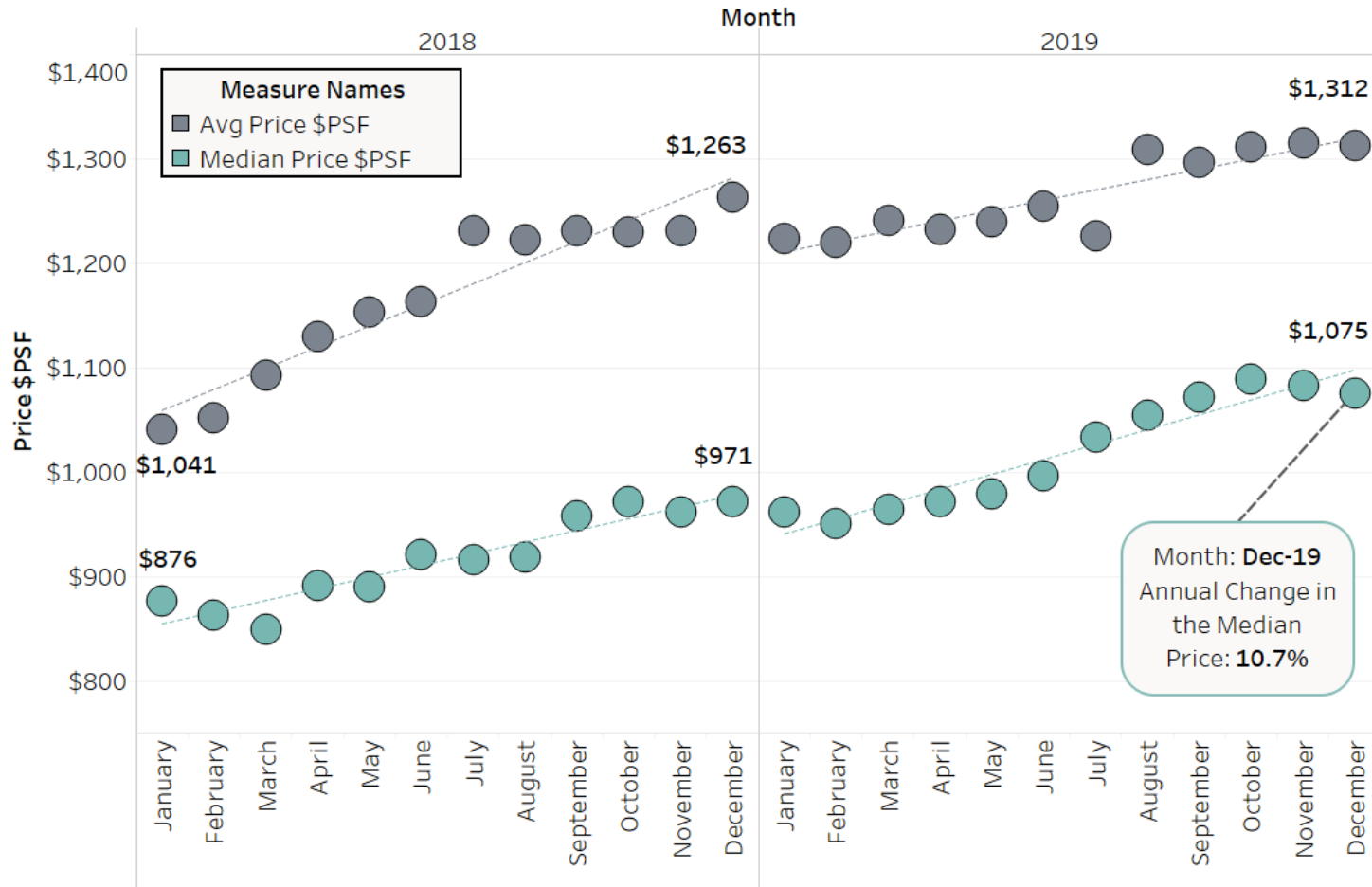
Developers are building 33% less square footage



Estimated Annual Bedrooms Completed by Property Type and Year, Toronto CMA, 1990 to 2019



Average and Median Price for Popular New Condominium Apartments, City of Toronto, January 2018 to December 2019



New Condo Prices Jumped 21% in 2018 in Toronto & 11% in 2019

Cost-Push Inflation + Demand

Hamilton CMA Housing Market

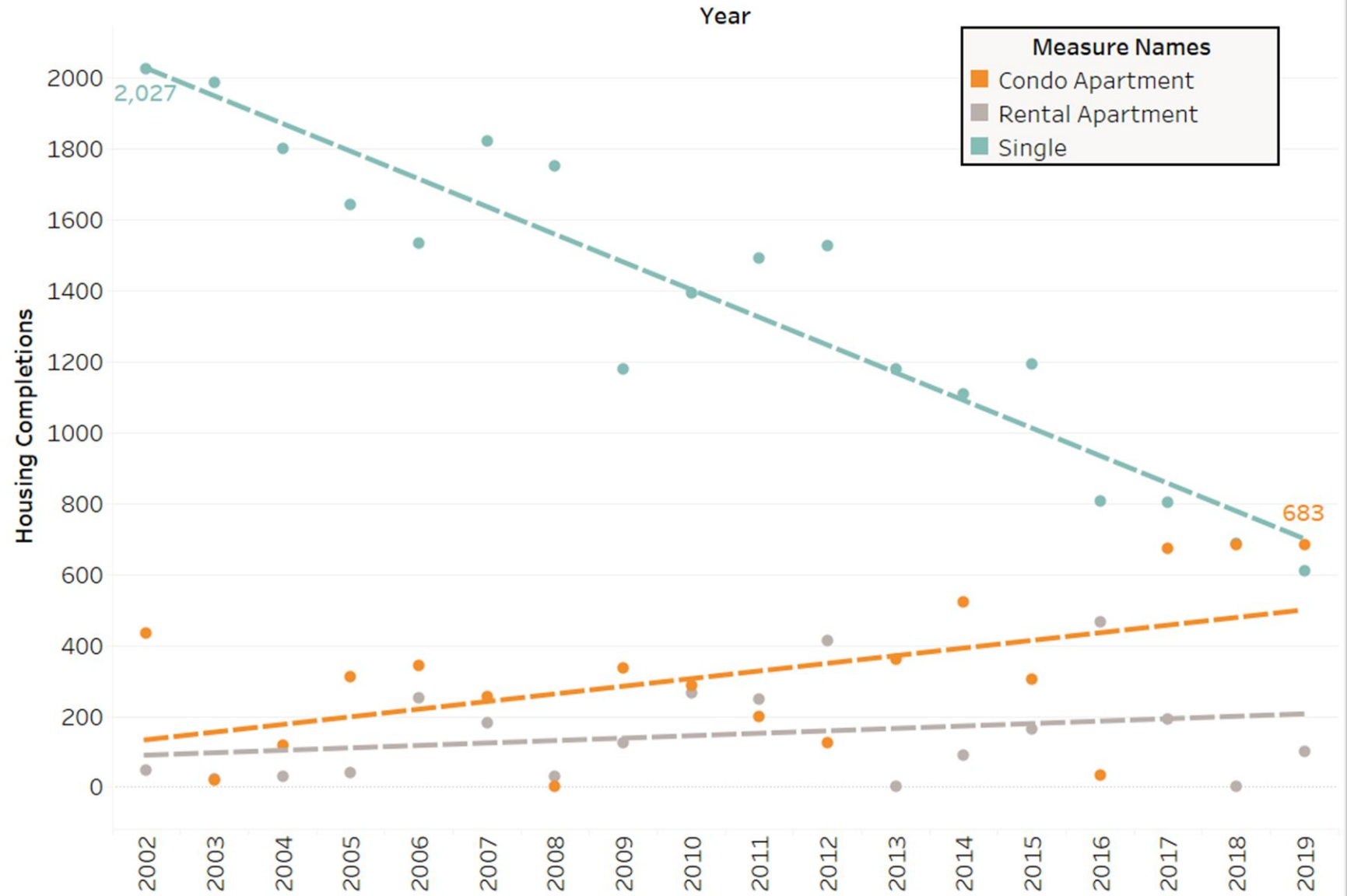


Hamilton Single- Detached Completions Plunge

Condo Completions Rising



Housing Completions by Year and Built Form, Hamilton CMA, 2002 to 2019

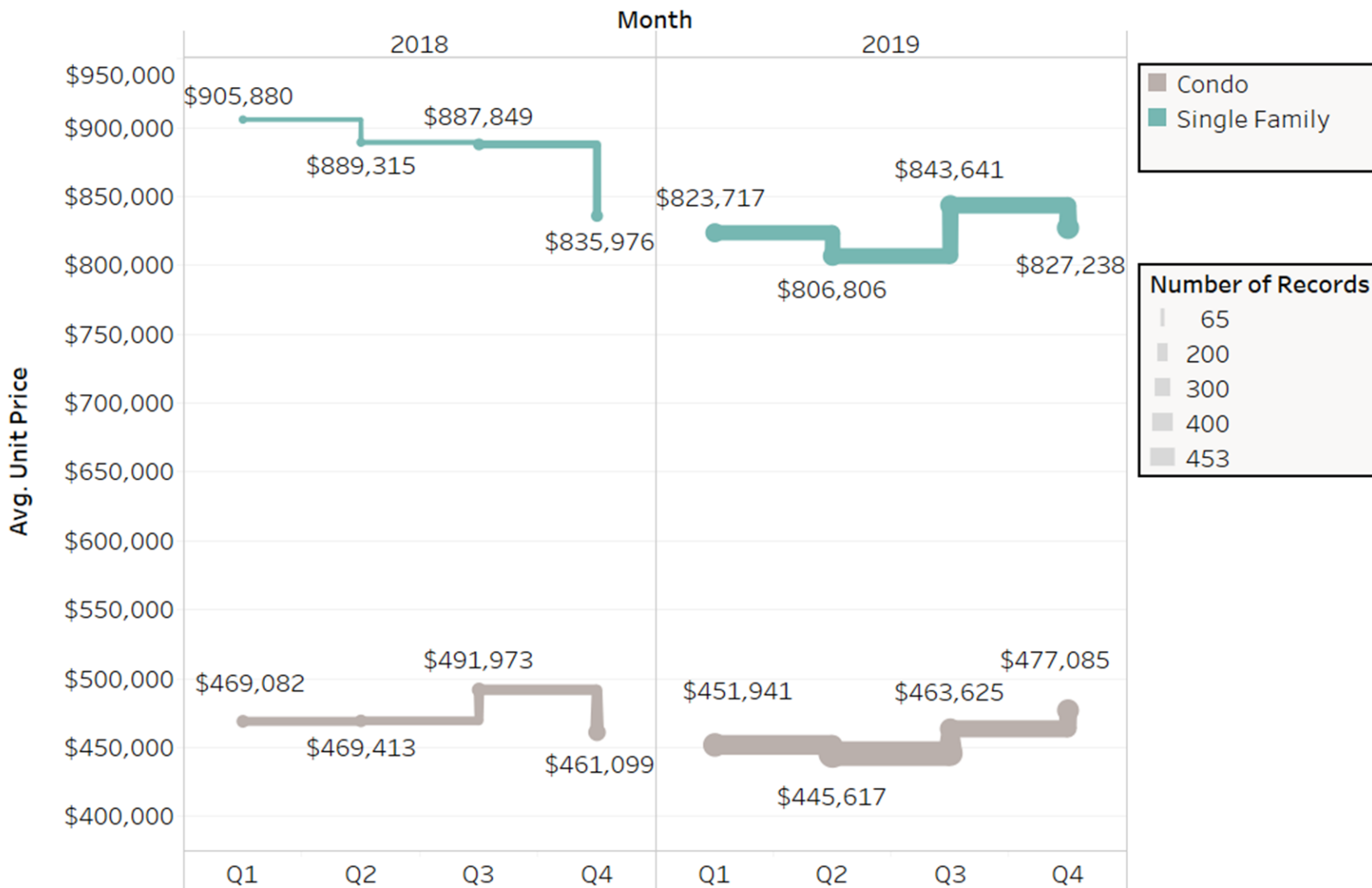




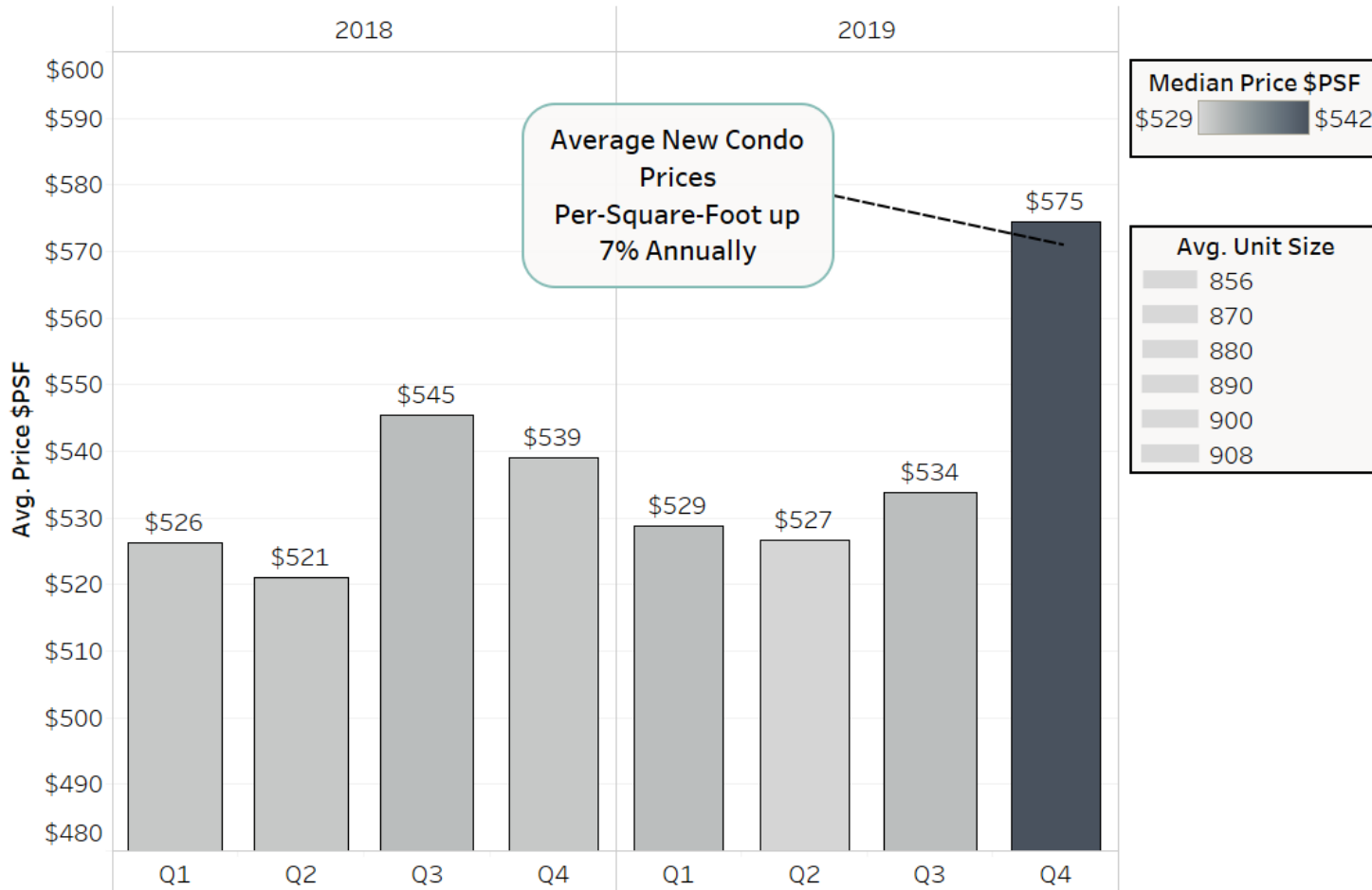
Single-Detached New Homes Price Flat Y/Y

End-Selling Condo Prices up 3.5%

Average Price of Popular New Housing Floorplans by Built Form, City of Hamilton, Q1-2018 to Q4-2019

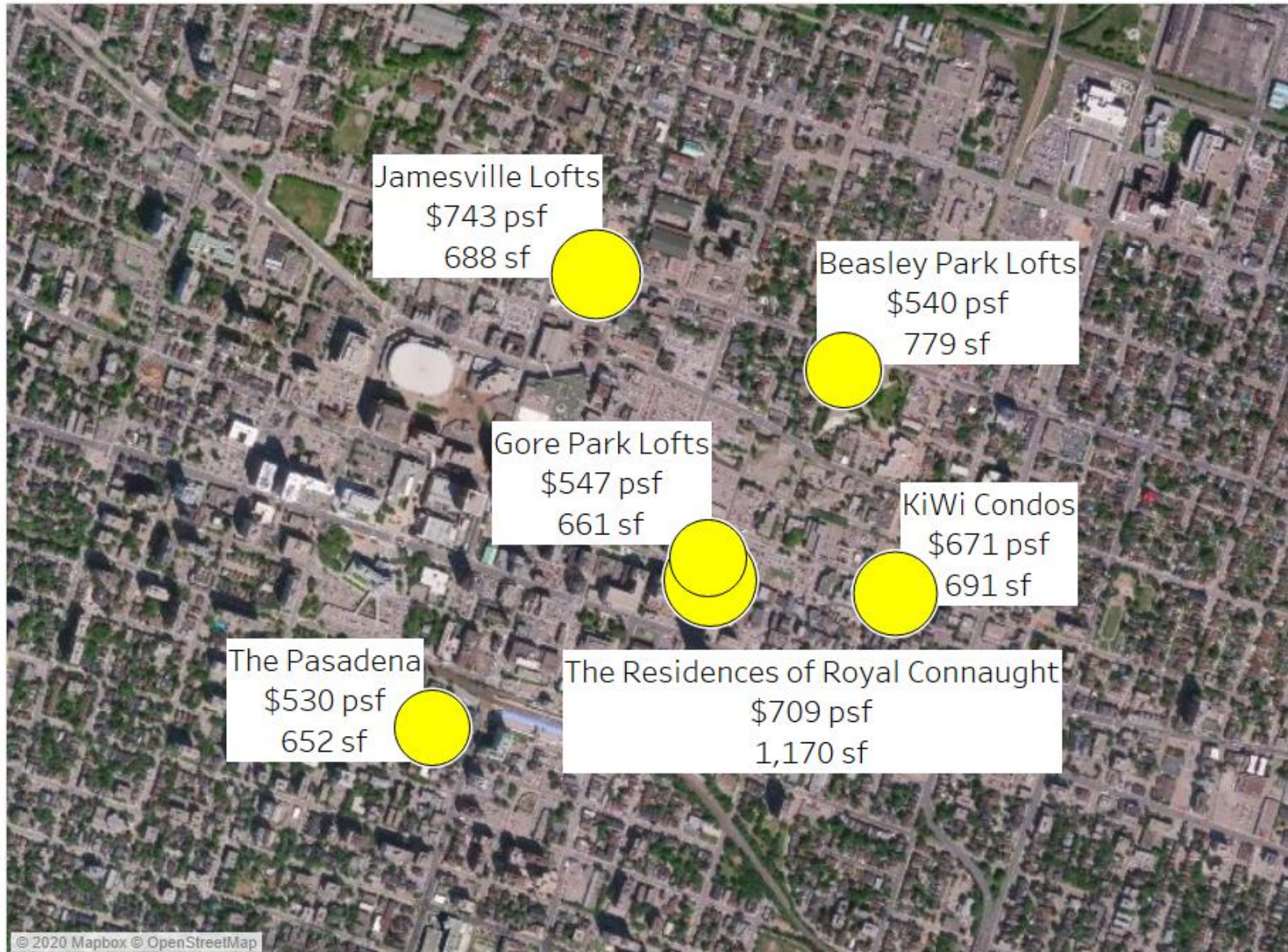


Average Price Per-Square-Foot for Popular New Condo Floorplans,
City of Hamilton, Q1-2018 to Q4-2019

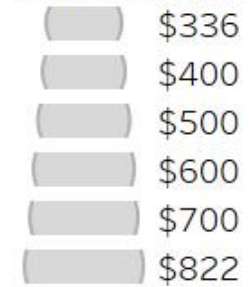


New Condo
Prices
Increased by
7% Annually
from \$540 psf
to \$575 psf

Average Price Per-Square-Foot & Average Suite Size for Popular Floorplans, Downtown Hamilton, 2019



Avg. Price \$PSF



Average
Downtown
Condo Prices
Range from
\$530 psf to
\$710 psf

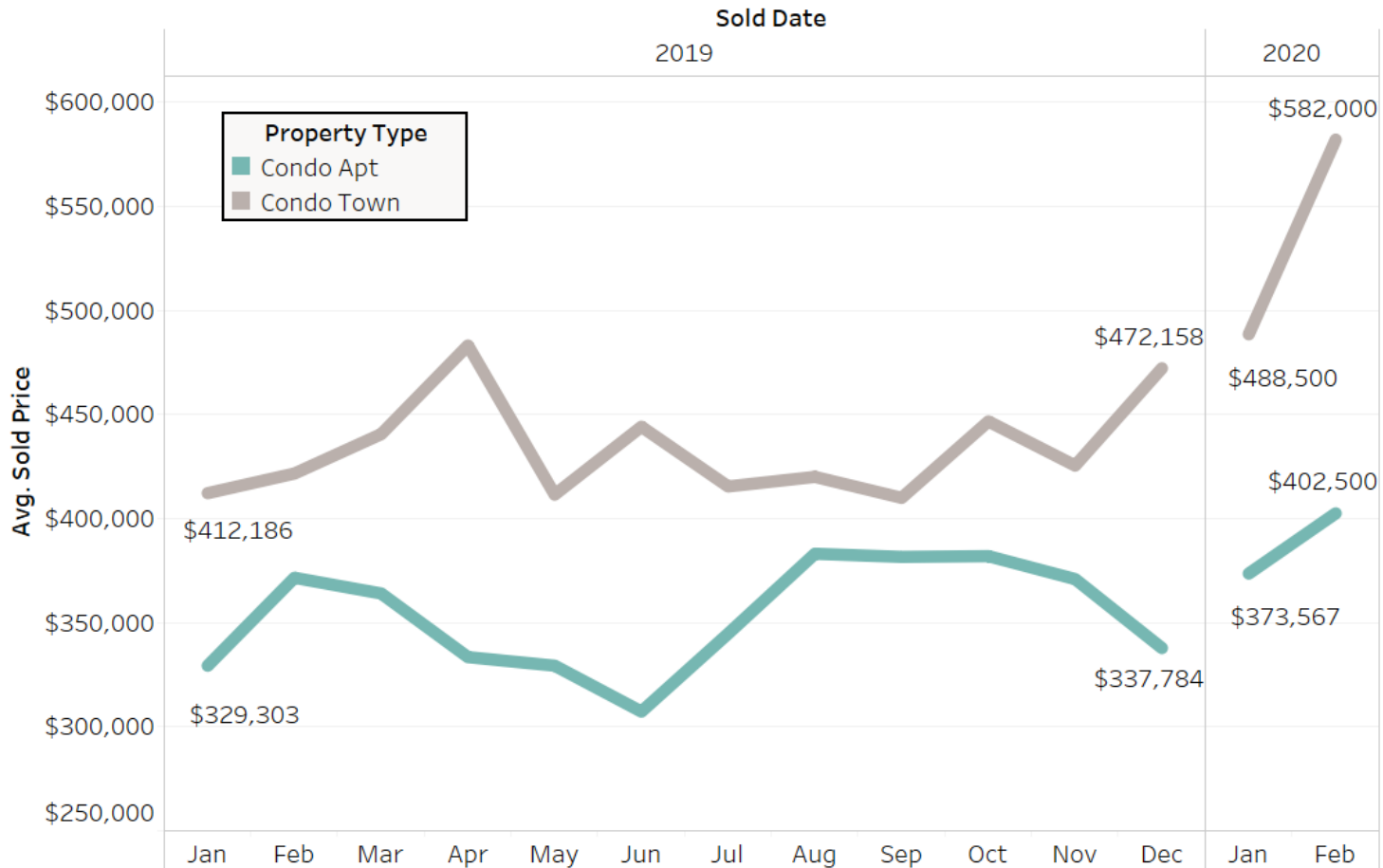
Future Supply is Limited

There are
11 Active
Sites
Downtown,
only 5
Future Sites

Downtown Housing Supply, Toronto & Hamilton, December 2019



Average Price of Resale Condominium Apartments and Condominium Townhouses, Hamilton CMA, January 2019 to February 2020



From January 2019 to January 2020, Condo Apartment Prices in Hamilton Increased by 13.4%

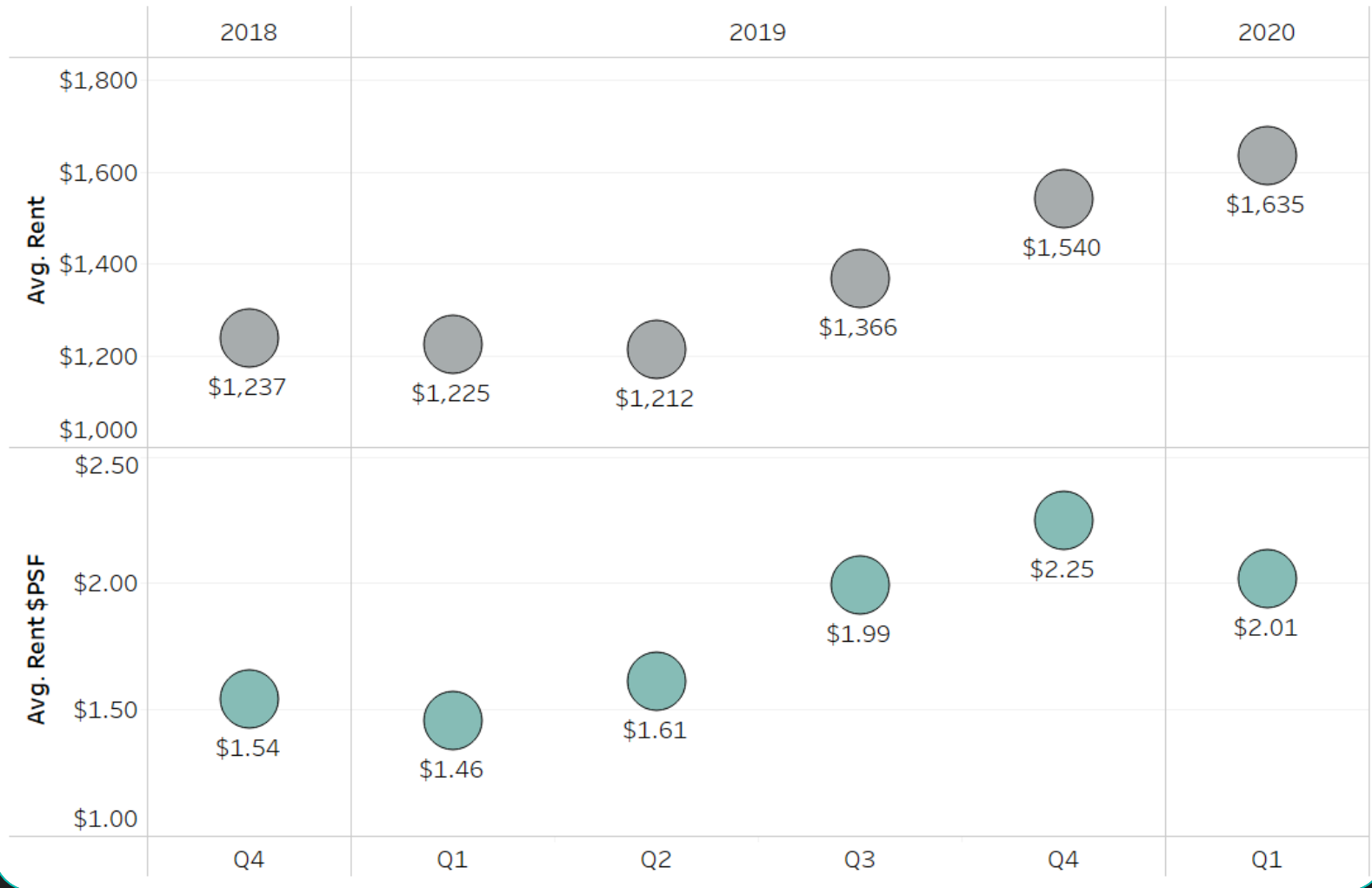
Towns up 18.5%

Hamilton Rents are Soaring

Rents up
33%
Annually

PSF Rents up
38%

Average Rent & Rent Per-Square-Foot for Purpose-Built Rental Apartments, City of Hamilton, October 2019 to January 2020



Thank You

Ben Myers
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BULLPEN
Research & Consulting

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HAMILTON IS CHANGING – PIER 8 NOW



HAMILTON IS CHANGING – PIER 8 Future



HAMILTON IS CHANGING – PIER 8 Future





HAMILTON IS
CHANGING –
PIER 8 Future

HAMILTON IS CONNECTED



RANKED IN THE TOP 2 FOR MID-SIZER CITIES OF THE AMERICAS IN CONNECTIVITY (*FDI Magazine 2018*)

Hamilton is bounded by Highways 403 and QEW

Hamilton's Confederation GO Station links directly to Toronto's Union Station

- Direct rail coming
- Currently only by bus
- Two-way train service from Toronto through Hamilton and all the way to Niagara Falls

Hamilton is the only city in Southern Ontario that offers four modes of transport – **air, rail, road and port.**



GO TRANSIT

- Public transit including bus and railway serving the GTA, Hamilton and the Niagara Peninsula
- Over 65 Million passengers a year



HAMILTON STREET RAILWAY

- Hamilton's public bus transit system
- 3,000 stops, shelters and terminals
- Serving over 21,000,000 customers¹⁶



HAMILTON INTERNATIONAL AIRPORT

- Low-cost gateway for passenger travel
- Passenger traffic growth of 127% in 2017¹⁷
- Canada's largest express cargo airport and hub



THE PORT OF HAMILTON

- The largest port in Ontario by tonnage. Annually, it handles 10 Million tonnes of mixed cargo and receives 650 vessels, more than all other Ontario ports combined
- The cargo transmitting the Port is connected to \$6 Billion in economic activity and 38,000 jobs in Ontario¹⁸



CAR SHARE PROGRAMS

- Flexible and convenient Zipcar and Community Car Share

HAMILTON IS AFFORDABLE

TRANSPORTATION

\$40

Unlimited transit pass in Hamilton is roughly \$40 cheaper per month compared to Toronto.

26 MINS.

Employees and residents spend less time commuting, with an average duration of 26 minutes.

5KM

One third of all commuter trips are less than 5km, making it truly walkable and bikeable, with over 200km of bike lanes.

8%

Hamilton is one of Southern Ontario's least congested cities, with only 8% of drive time spent in congestion (compared to 12% in Toronto), meaning employees spend less time and money driving to and from work.

FOOD & ENTERTAINMENT

ARTS, CULTURE & NIGHTLIFE

Arts, culture, and nightlife activities in Hamilton are more affordable than other urban centres in Ontario.

20%

Restaurant prices and groceries are upwards of 20% less expensive than Toronto—so your employees' wages go much further whether they are dining in or out.

QUALITY OF LIFE

Overall purchasing power is greater for Hamilton residents, which is a clear indicator of a higher quality of life.

HAMILTON VS TORONTO

HAMILTON'S
AVERAGE
PRICE IS
50%
CHEAPER THAN
TORONTO'S
IN 2018

HAMILTON'S
AVERAGE RENT
PSF IS
70%
OF TORONTO'S
RENTAL PRICE

HAMILTON
RESALE CONDO
PRICES GREW
50%
FASTER THAN
TORONTO
(18% VS 12%)

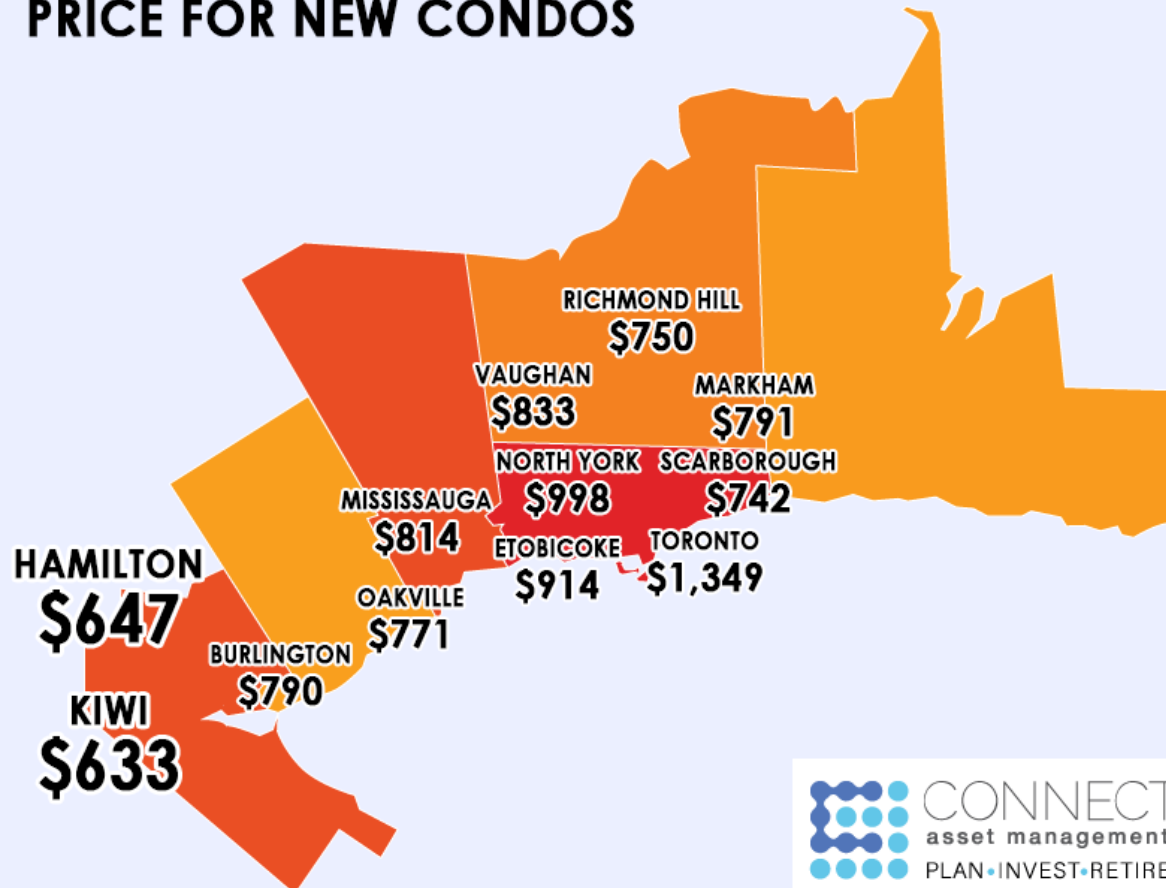
HAMILTON'S
AVG. PRICE HAS
INCREASED
10%
SINCE 2016
(COMPARABLE
TO TORONTO)

HAMILTON IS
6TH
AMONG THE
LARGEST NA
CITIES WITH THE
HIGHEST HOME
PRICE JUMPS

HAMILTON'S
POPULATION TO
GROW
45%
TO 780,000
OVER THE NEXT
TWO DECADES

HAMILTON VS GTA

AVERAGE PER SQUARE FEET (PSF) PRICE FOR NEW CONDOS



Data from UrbaNation.



Hamilton home value increases put it in North America top 10: report

Fourth highest increase among Canadian cities

NEWS Feb 26, 2019 [Hamilton Mountain News](#)

City	State	Country	Population	Dec-2013	Dec-2018	5 Year change	5 Year difference
Detroit	MI	USA	673,104	\$31,185 USD	\$61,328 USD	97%	\$30,143 USD
Surrey	BC	CAN	517,887	\$450,213 CAD	\$845,500 CAD	88%	\$395,287 CAD
San Francisco	CA	USA	884,363	\$800,000 USD	\$1,350,000 USD	69%	\$550,000 USD
Vancouver	BC	CAN	631,486	\$614,487 CAD	\$1,032,400 CAD	68%	\$417,913 CAD
Brampton	ON	CAN	593,638	\$371,700 CAD	\$619,500 CAD	67%	\$247,800 CAD
Hamilton	ON	CAN	536,917	\$296,122 CAD	\$492,226 CAD	66%	\$196,104 CAD
Mississauga	ON	CAN	721,599	\$439,400 CAD	\$729,800 CAD	66%	\$290,400 CAD
Seattle	WA	USA	724,745	\$421,000 USD	\$699,000 USD	66%	\$278,000 USD
Toronto	ON	CAN	2,731,571	\$532,900 CAD	\$845,000 CAD	59%	\$312,100 CAD

UNDERSTANDING AVERAGE RENT PSFS

101 Locke Street Sold Closed Listings

Unit #	Sq. Ft	\$/Sq. Ft
204	608	\$3.21
511	551	\$3.63
314	712	\$2.81
514	712	\$2.95
516	650	\$3.23
302	581	\$3.61
614	712	\$3.09
401	692	\$3.23
508	750	\$3.07
406	719	\$3.20
615	712	\$3.23
Average	673	\$3.21

* Data from MLS

Location	Avg rent PSF
Central Hamilton	\$2.56
KiWi	\$3.21

Location	Avg rent PSF	Rent PSF premium compared to Hamilton	Rent PSF premium compared to KiWi
Burlington	\$2.58	\$0.02	-\$0.63
Etobicoke	\$3.17	\$0.61	-\$0.04
Markham	\$2.78	\$0.22	-\$0.43
Mississauga	\$2.97	\$0.41	-\$0.24
North York	\$3.30	\$0.74	\$0.09
Oakville	\$2.82	\$0.26	-\$0.39
Richmond Hill	\$2.90	\$0.34	-\$0.31
Scarborough	\$2.66	\$0.10	-\$0.55
Toronto	\$3.79	\$1.23	\$0.58
Vaughan	\$2.81	\$0.25	-\$0.40
Average	\$2.98	\$0.42	-\$0.23

* Data from MLS

KIWI CONDOS COST LESS THAN *HALF* OF TORONTO CONDOS BUT COMMANDS 85% OF THE RENT!!

Location	Hamilton		KiWi	
	% of price	% of rent	% of price	% of rent
Burlington	82%	99%	80%	124%
Etobicoke	71%	81%	69%	101%
Markham	82%	92%	80%	115%
Mississauga	79%	86%	78%	108%
North York	65%	78%	63%	97%
Oakville	84%	91%	82%	114%
Richmond Hill	86%	88%	84%	111%
Scarborough	87%	96%	85%	121%
Toronto	48%	68%	47%	85%
Vaughan	78%	91%	76%	114%
Average	76%	87%	75%	109%



HAMILTON IS CANADA'S BEST KEPT SECRET

And *KiWi Condos* is
the best investment
property in Hamilton!

Kiwi Condos is located in the heart of Downtown Hamilton, a vibrant, pedestrian friendly and transit-oriented neighbourhood. Everything is within easy walking distance or a short bus ride away.



WALK SCORE
97¹¹

A magnet for walkers



TRANSIT SCORE
86¹¹

A commuter's dream



BIKE SCORE
72¹¹

A haven for bike lovers



Stunningly designed **14** storey modern condo featuring a Gym, Yoga Room, 14th floor Rooftop Terrace, Social Room and Dog Washing Station

Plus **144** bike storage spots in the building

49 km of city-owned trails¹⁹ and up to **225 km** of on-street cycling lanes²⁰

130 waterfalls - Hamilton is the Waterfall Capital of the World²¹



5 MIN WALK

- ★ 1. Theatre Aquarius
- ★ 2. Ninos
- ★ 3. Cherry Birch General
- ★ 4. Gamepala
- ★ 5. Golden Scissors
- ★ 6. Apostolic Ark Ministries
- ★ 7. The Crux Escape Room Inc.
- ★ 8. Grand Leisure Gastro House
- ★ 9. Nuttybutter
- ★ 10. Denninger's Foods of the World
- ★ 11. Dollarama
- ★ 12. Ferguson Station Park
- ★ 13. First-Pilgrim United Church
- ★ 14. The Hamilton Clinic
- ★ 15. Jet Cafe
- ★ 16. Groom For Men
- ★ 17. Dr. J. Edgar Davey Jr. Public School
- ★ 18. Shakespeare's Steak and Seafood
- ★ 19. Midtown Medical Pharmacy
- ★ 20. Hamilton Police Service Headquarters
- ★ 21. Red Rockets Wings and Ribs
- ★ 22. Liu Liu Hotpot
- ★ 23. Tim Hortons
- ★ 24. Sparkle Northern Chinese Cuisine
- ★ 25. Fit Barro
- ★ 26. Guardian - First Place Pharmacy
- ★ 27. Canada Post
- ★ 28. Ajo Sushi Korean & Japanese Restaurant
- ★ 29. Du Placey's Barber Shop
- ★ 30. Bosley Park
- ★ 31. Downtown Dental of Hamilton
- ★ 32. Grace New Life Mennonite Church

10 MIN WALK

- ★ 33. Neville's Barber Shop
- ★ 34. One Community Church
- ★ 35. Greek Palace
- ★ 36. Canadian Tire
- ★ 37. Saint Patrick's Roman Catholic Church
- ★ 38. Oriental Restaurant & Tavern
- ★ 39. It's a Food Thing
- ★ 40. HAMBrgr Downtown
- ★ 41. The Empire Times
- ★ 42. Shoppers Drug Mart
- ★ 43. J.C. Beemer Park
- ★ 44. Access Community Church of God 7th Day
- ★ 45. The French
- ★ 46. Berkeley North
- ★ 47. Redchurch Cafe
- ★ 48. Gore Park
- ★ 49. Scotiabank

20 MIN WALK

- ★ 50. Central Memorial Recreation Centre
- ★ 51. Heaven's Kitchen
- ★ 52. The Burnt Tongue
- ★ 53. Hamilton GO Station
- ★ 54. Landmark Cinemas
- ★ 55. RBC Royal Bank
- ★ 56. CIBC
- ★ 57. TD Canada Trust
- ★ 58. Jackson Square
- ★ 59. OATC Hamilton Clinic
- ★ 60. No Frills
- ★ 61. BMO Bank of Montreal
- ★ 62. Art Gallery of Hamilton
- ★ 63. Lloyd D. Jackson Square
- ★ 64. Hamilton Farmers' Market
- ★ 65. GoodLife Fitness
- ★ 66. Hamilton Public Library
- ★ 67. Blackbird Studios
- ★ 68. Chocolat on James
- ★ 69. Hamilton Downtown Family YMCA
- ★ 70. The Hamilton Store
- ★ 71. St. Patrick Catholic Elementary
- ★ 72. Hamilton General Hospital
- ★ 73. Ron Joyce Children's Health Centre
- ★ 74. Aout'n About
- ★ 75. The Ship
- ★ 76. Mulberry Coffee House
- ★ 77. Born & Raised
- ★ 78. Christ Church Cathedral
- ★ 79. LENO: Democratic Purveyors of Fine Art & Beautiful Things
- ★ 80. Cathedral High School
- ★ 81. FirstOntario Centre
- ★ 82. The George Hamilton Restaurant & Bar

GO Transit Station

HSR Bus Terminals & Stops

Shopping

Eateries

Schools

Medical Centres

Banks

Parks

Barber Shops

Other Places of Interest

20+ MIN WALK

- ★ 79. Park Barton Medical Group
- ★ 80. West Harbour GO Station
- ★ 81. Downtown Animal Hospital
- ★ 82. Norman Pinky Lewis Recreation Centre
- ★ 83. Mountain Shopping Plaza
- ★ 84. Juravinski Hospital
- ★ 85. Mohawk College
- ★ 86. McMaster University
- ★ 87. CF Lime Ridge



Artist's concept. Map not to scale. Items listed and shown on map are approximate locations. Walk times are approximate. E. & O.E.

Hamilton is a city of workers

78%

Over 78% of the population is eligible for employment.

3.9%

The current unemployment rate of 3.9% is the lowest in all of Ontario

Top Employers in the City of Hamilton



ONE OF CANADA'S MOST IMPORTANT ECONOMIES – AND GROWING



TOP FIVE HAMILTON EMPLOYERS:¹⁰

ARCELORMITTAL DOFASCO G.P.
CITY OF HAMILTON
MCMASTER UNIVERSITY
MOHAWK COLLEGE
ST. JOSEPH'S HEALTHCARE HAMILTON

- The most diversified municipality and Ontario's fastest growing economy
- Only city that offers all four modes of transportation (rail, road, air, port)
- Ranked 4th in connectivity and 10th in foreign direct investment (FDI) strategy
- One of the three largest food and beverage processing areas in North America
- 9th largest regional economy in Canada
- Major economic driver and a magnet for outside talent

ALMOST ONE-THIRD OF HAMILTON ARE MILLENNIALS

Statistics Canada: Hamilton's millennial growth is double that of Toronto's (9.9% vs 5.85%)

Ryerson University and Statistics Canada 2018 study:

- “**Almost 700,000 Millennials** looking to break off into their own household in the next decade.”
- “Almost **500,000 new Millennial-led households** over the next decade”
- “Robust migration could attract a **further 200,000 or more Millennials over the next decade.**”

It's already happening - CMHC: “As of October 2019, the population of individuals aged 25-44, a key demographic in the rental market, saw **the strongest year-over-year growth in almost two decades** at 4.9%.”

TECH JOBS AND WORKERS IN HAMILTON

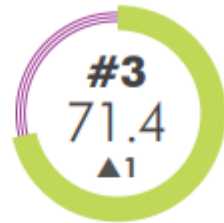
/ Tech Talent Scorecard Ranking



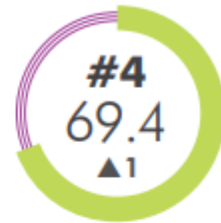
Toronto, ON



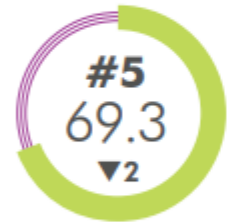
Ottawa, ON



Vancouver, BC



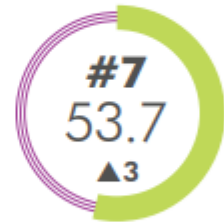
Waterloo
Region, ON



Montreal, QC



Calgary, AB



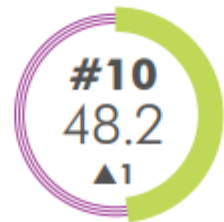
Victoria, BC



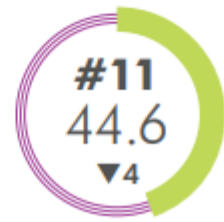
Quebec City, QC



Hamilton, ON



Edmonton, AB



Halifax, NS



Oshawa, ON

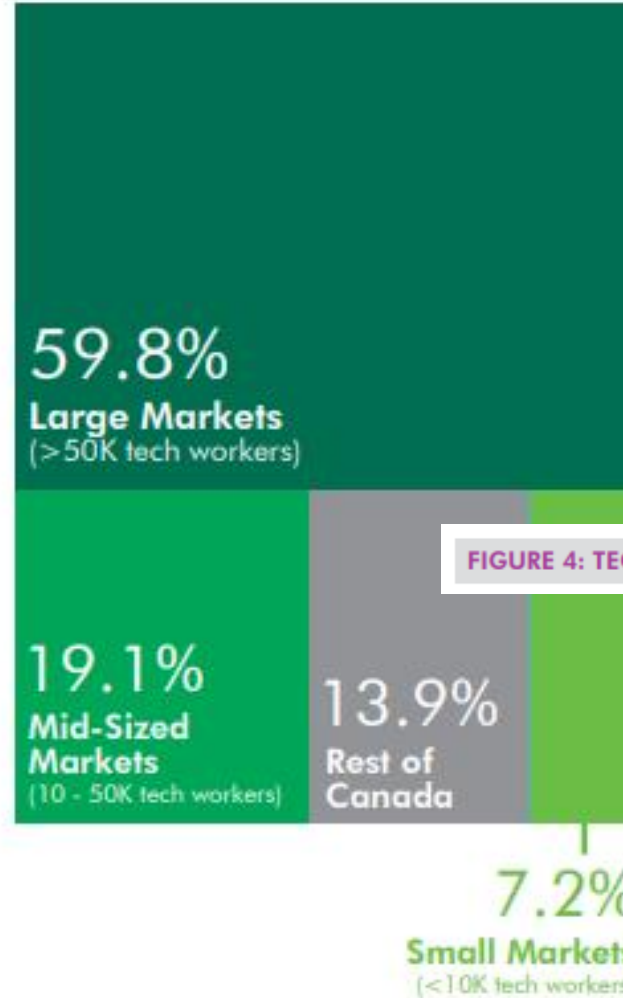
HAMILTON IS THE FASTEST GROWING MID-SIZED TECH MARKET

FIGURE 2: TECH TALENT LABOUR POOLS

	Market	Tech Talent Total	5-Yr Growth (by volume)	5-Yr Growth (%)
Large Markets (> 50K tech workers)	Toronto, ON	228,500	80,100	54.0%
	Montreal, QC	130,200	16,600	14.6%
	Vancouver, BC	74,700	22,300	42.6%
	Ottawa, ON	64,500	-3,600	-5.3%
Mid-Sized Markets (10 - 50K tech workers)	Calgary, AB	38,500	-2,800	-6.8%
	Edmonton, AB	28,400	5,800	25.7%
	Quebec City, QC	27,700	1,100	4.1%
	Waterloo Region, ON	20,400	5,800	39.7%
	Hamilton, ON	18,200	6,300	52.9%
	Winnipeg, MB	15,600	700	4.7%
	Halifax, NS	10,500	900	9.4%
Small Markets (< 10K tech workers)	Oshawa, ON	9,600	3,300	52.4%
	London, ON	9,600	2,800	41.2%
	Victoria, BC	9,600	1,300	15.7%
	Regina, SK	7,900	3,200	68.1%
	Windsor, ON	6,500	1,100	20.4%
	St. John's, NL	5,400	200	3.8%
	Saskatoon, SK	4,500	600	15.4%
	Guelph, ON	3,700	1,800	94.7%
	Moncton, NB	3,100	-300	-8.8%
	Canada	832,900	161,700	24.1%

Source: Statistics Canada LFS (NOCs), April 2019.

FIGURE 3: LABOUR POOL SIZE BREAKDOWN



Source: Statistics Canada LFS (NOCs), April 2019.

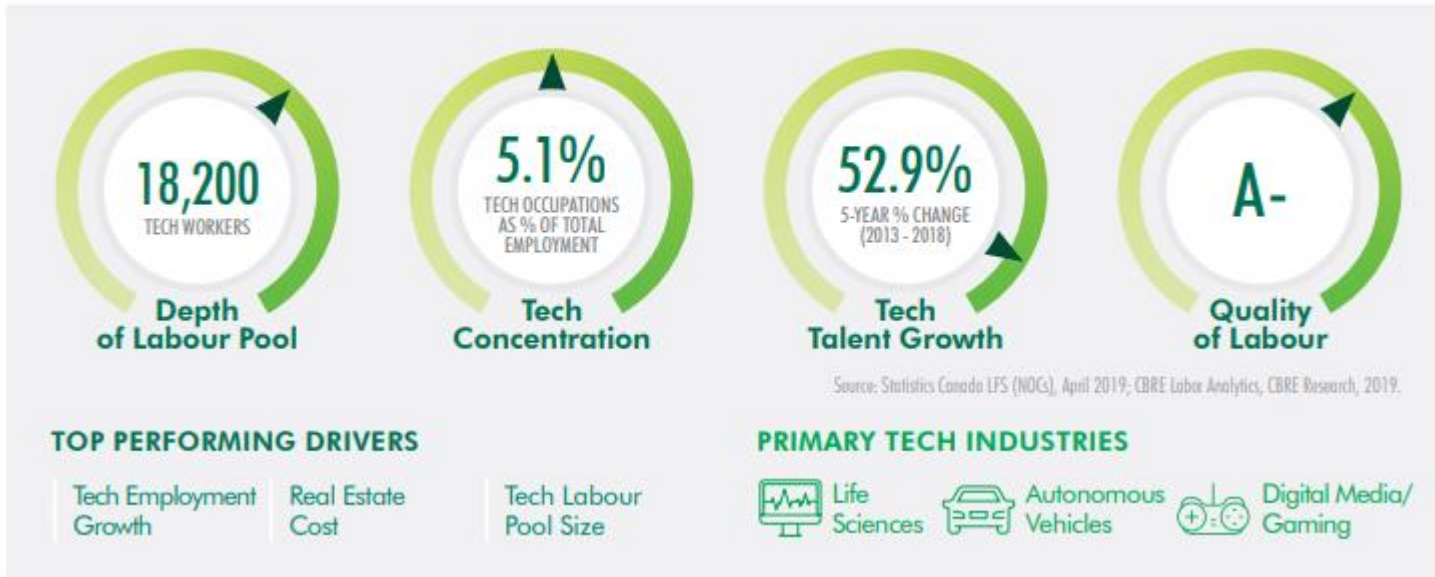
FIGURE 4: TECH EMPLOYMENT GROWTH, FIVE-YEAR MOMENTUM (2013-2018)

Mid-Sized Tech Talent Labour Pools (10-50K tech workers)



Hamilton, ON

SCORE
48.7



TOP PERFORMING DRIVERS

- Tech Employment Growth
- Real Estate Cost
- Tech Labour Pool Size

PRIMARY TECH INDUSTRIES

- Life Sciences
- Autonomous Vehicles
- Digital Media/Gaming

EMPLOYMENT BREAKDOWN

	Employment	Growth 2013-2018	Average Wage	Growth 2013-2018
Total Tech Occupations	18,200	52.9%	\$82,451	5.3%
Software Developers/Programmers	3,700	27.6%	\$81,182	1.6%
Computer Support, Database & Systems	7,400	100.0%	\$75,150	3.1%
Computer & Info. Systems Managers	2,700	145.5%	\$98,696	N/A
Technology Engineering-Related	4,400	4.8%	\$85,800	14.0%

N/A due to suppression

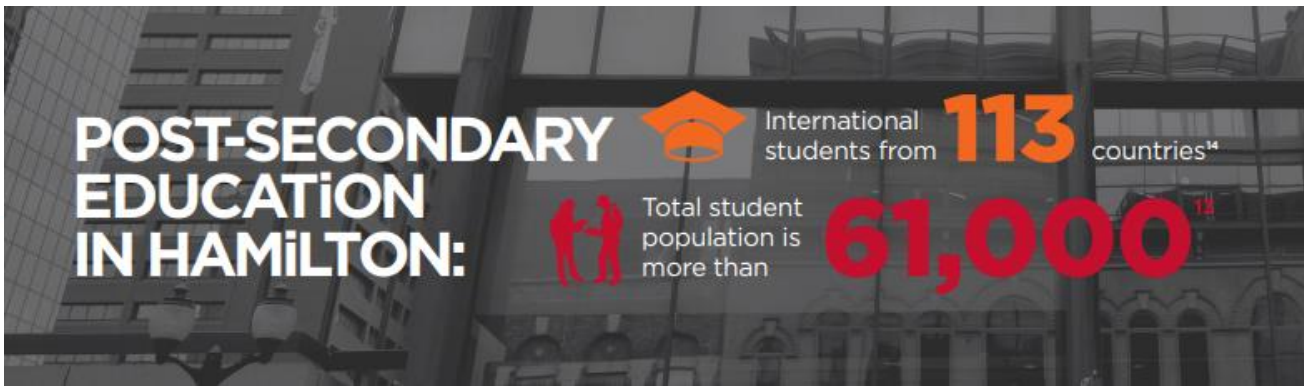
Source: Statistics Canada LFS (NOCs), April 2019.

EDUCATION

Degrees	2017	Growth 2012-2017	Educational Attainment
Total Tech Degrees	804	8.8%	25.9% Bachelor's Degree or Higher
Computer Science	172	60.7%	
Math/Statistics	94	-16.1%	
Other Tech Engineering	538	3.5%	

Source: Various Provincial Ministries and Higher Education Institutions, 2019.

Source: Environics Analytics, 2018.



- **McMaster University** is a global leader in education with a focus on community engagement. Its 7,500 faculty and staff members integrate the work of the University with the needs of the city.
- **Mohawk College** educates more than 17,000 full-time and apprenticeship students at three campuses in Hamilton, Ontario and is recognized as a leader in health and technology education.
- **Collège Boréal** is the only French-language college in Southwestern Ontario. It offers continuing education, immigrant integration services and related services to businesses and communities.
- **Redeemer University College** offers degrees in Arts, Science and Education. It gives students a chance to explore the relationship between faith and learning through a Christian perspective.
- **McMaster's Downtown Centre and Hospital Campus** just 5 minutes from KiWi

AT THE CENTER OF THE HEALTH DISTRICT



Incredible demand from doctors, healthcare professionals, and patients and their families

Long-term and short-term rentals

10 minutes to Hamilton Health Sciences, Hamilton General Hospital, St. Joseph's, St. Peter's, and Juravinski

ROSEHAVEN HOMES: 70,000+ HOMES

IN 1992, WHEN THE VERY FIRST FAMILY CHOSE A ROSEHAVEN HOME, OUR COMPANY ESTABLISHED A POSITION TO ALWAYS BE IN THE FOREFRONT OF THE BUILDING INDUSTRY.

OUR CUSTOMER CARE IS THE BEST IN THE BUSINESS.

We are 100% committed to serving our home buyers with unparalleled professionalism, integrity and care. We know how important customer service is - both before our home buyers move into their new home and after. Our service team is comprised of people who truly care. We aren't finished your home until you are completely satisfied. It's as simple as that.





ARTIST CONCEPT, RENDERING BY INVENT DEV. E. & O.E.

URBAN SCULPTURE

A DESIGN STATEMENT:

Kiwi pushes the boundaries of urban sculpture. Horizontal bands of glass and metal. A multi-storey podium that connects the building to the street. Urban design meets downtown cool.

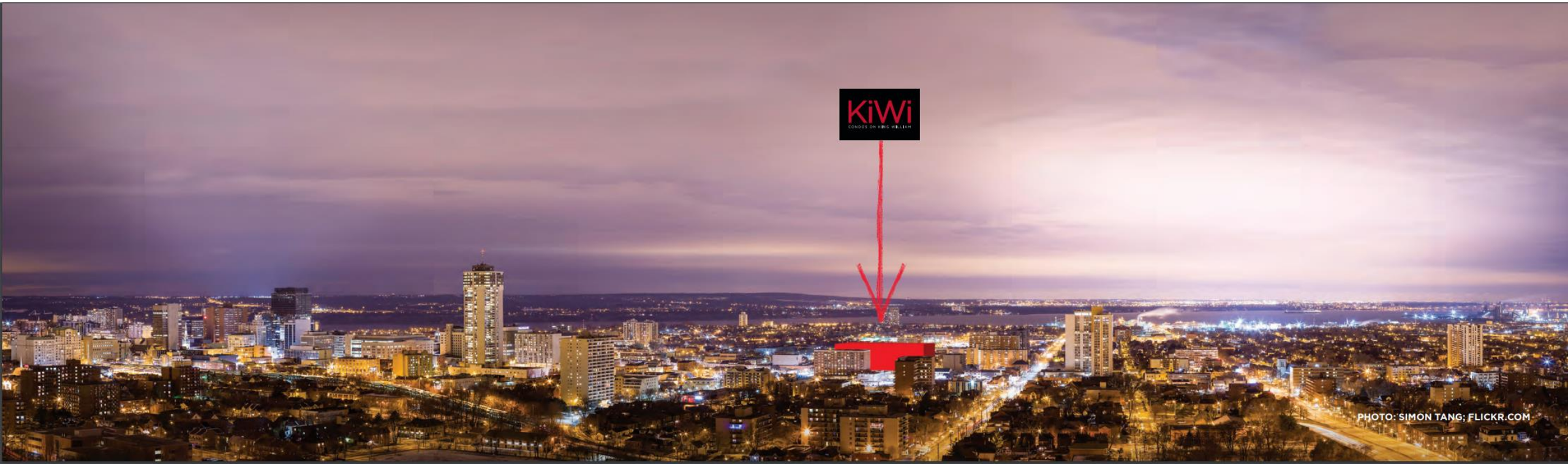


ROOM WITH A VIEW



ACTUAL VIEW LOOKING NORTH:

Get a whole new perspective on urban living. Enjoy spectacular, unobstructed views of downtown Hamilton and Burlington Bay. This is city living - redefined.



Kiwi
CONDOS ON KING W/ LEAH

PHOTO: SIMON TANG; FLICKR.COM

iNspired AMENITIES

Staying fit and healthy is easy as an elevator ride to the ground floor. Bend, stretch, lift, trim and tone - you can do it all in the state-of-the-art gym. Channel your inner energy in the yoga studio. Relax in the H2O lounge before heading upstairs. At KiWi, you're in control.

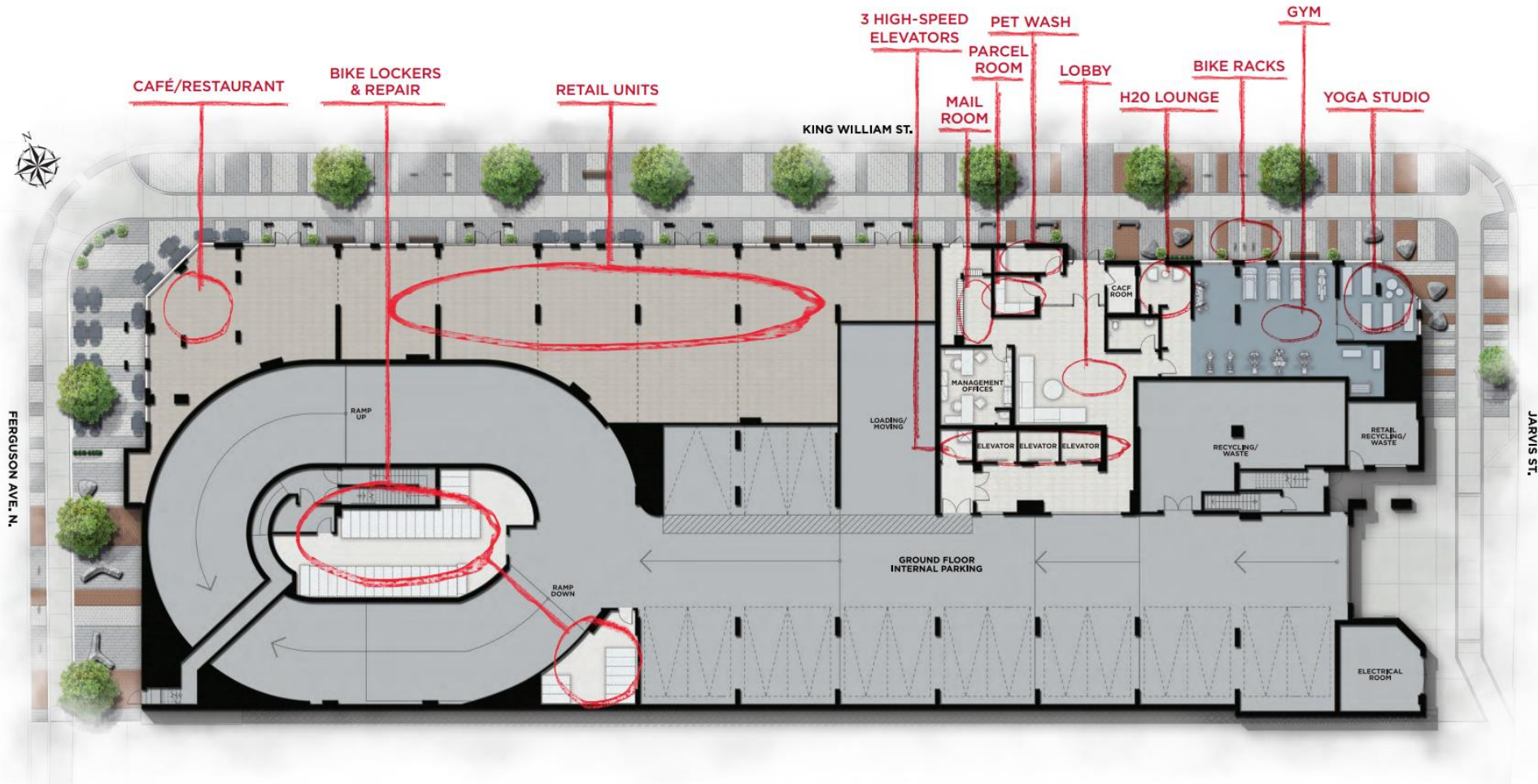


ILLUSTRATION IS ARTIST'S CONCEPT. RETAIL USE OUTLINED IS PRELIMINARY AND SUBJECT TO CHANGE. E. & O.E.

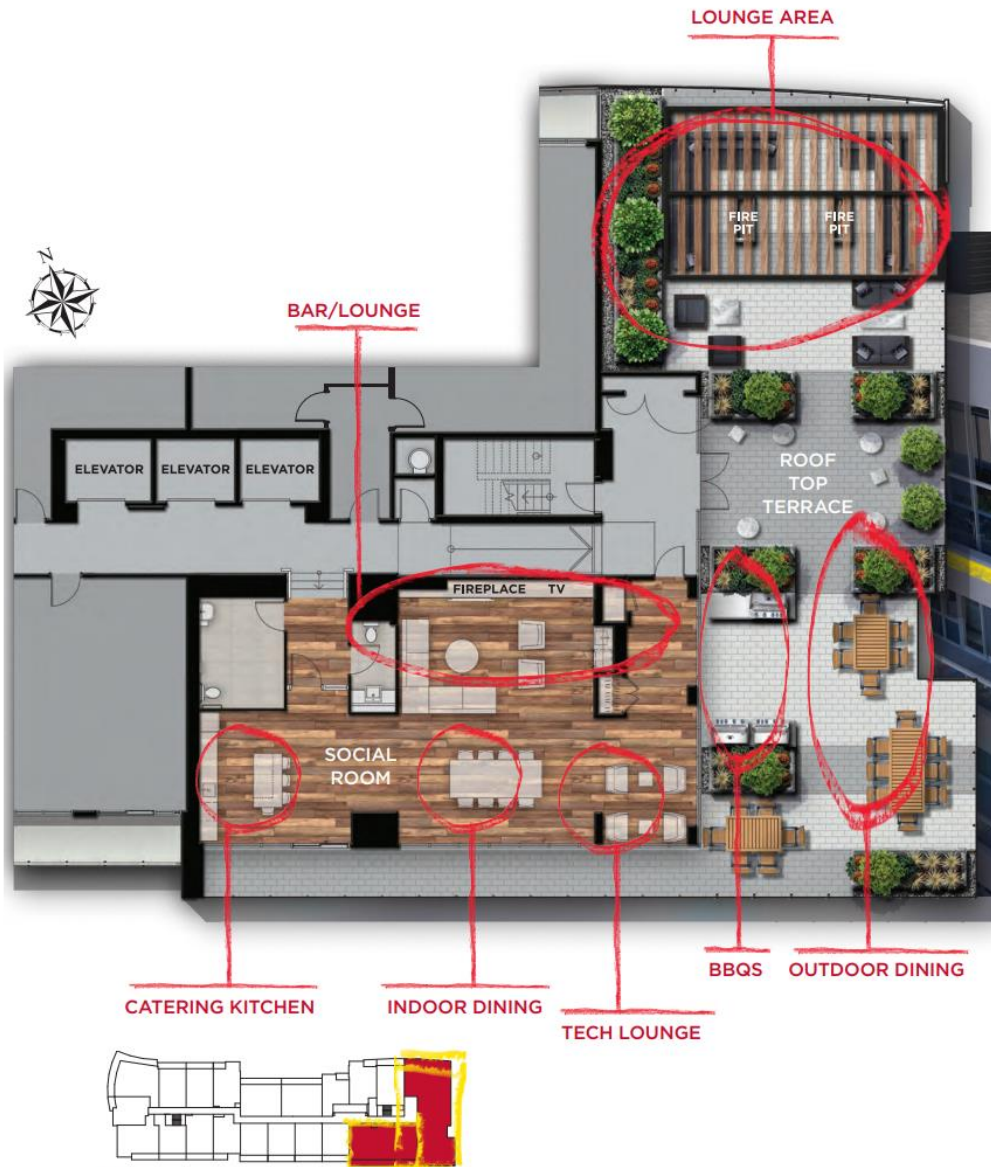


GET SOCIAL

SOCIAL ROOM:

Hang out, read a book, surf the net or host an Instagram-worthy party. The Social Room has its own dining space, sleek fireplace, catering kitchen, flat screen tv, wet bar and stunning city views.

Kiwi Kicks it iNSiDE & OUT



14TH FLOOR

Kick it up a notch – inside or out! The indoor Social Room is perfect for making Instagram-worthy memories. Or take it outside to the Rooftop Terrace. Fire up the BBQ or relax in the alfresco lounge with glowing firepits. In or out, you're on a roll at KiWi.



ILLUSTRATION IS ARTIST'S CONCEPT. INFORMATION IS PRELIMINARY AND SUBJECT TO CHANGE. E. & O.E.



RISE TO THE TOP

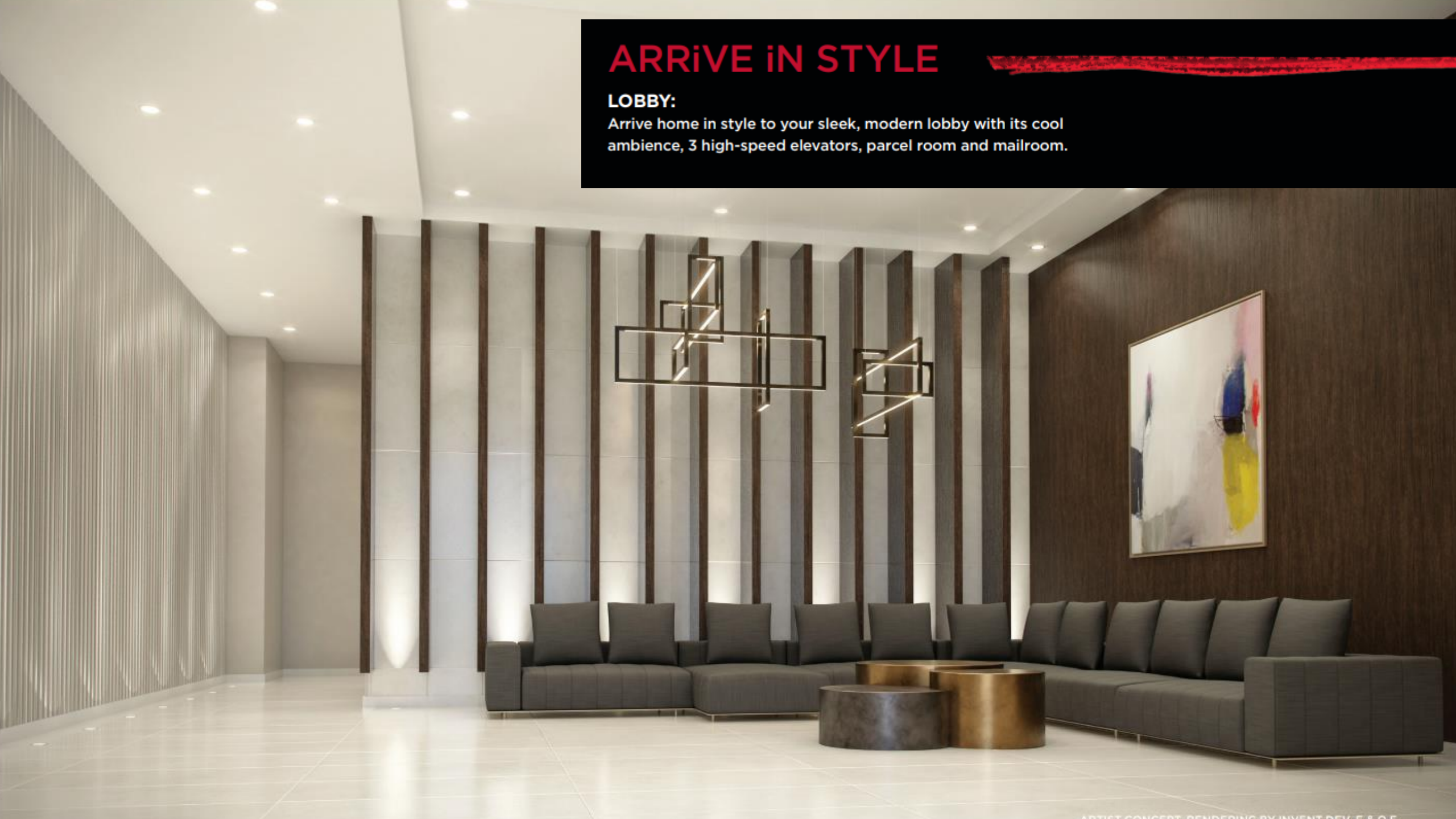
ROOFTOP TERRACE:

Gather with friends or host a BBQ on the Rooftop with views of the neighbourhood and Burlington Bay. Catch the amazing light show of downtown. A great place to chill, any time of year!

ARRIVE IN STYLE

LOBBY:

Arrive home in style to your sleek, modern lobby with its cool ambience, 3 high-speed elevators, parcel room and mailroom.





SUITE: KING'S CROSS

INTERIOR COLOUR PACKAGE: SAN FRAN



SUITE: WEST VILLAGE

INTERIOR COLOUR PACKAGE: NEW YORK

EXCLUSIVE INCENTIVES

EXTENDED DEPOSIT STRUCTURE

\$5,000 with offer

Balance to 5% in 30 days

\$2,000/month

Balance to 20% on Occupancy

CAPPED DEVELOPMENT CHARGES

(1B \$5,000 2B \$7,000)

+

\$1,000 ASSIGNMENT

(Fee Reduced by \$4,000 – purchaser to pay legal fees only)

+

RIGHT TO LEASE DURING OCCUPANCY

(\$4,000 Fee Waived)

And **one year FREE turnkey property management** provided by Marco Toronto

MARCO TORONTO

- GTHA's leading property furnished rental company for more than 20 years
- Offers Airbnb services and executive furnishing package
- True turn-key service for completely hands-off investment
- Maximize your ROI and cash flow
- **One year FREE property management** including pre-delivery inspection, listing and marketing (co-opt paid for by owner), tenant selection, maintenance management, rent collection, and lease extension

WHAT HAPPENS NEXT?



WE ARE HERE TO HELP YOU

If you have any questions, please see Matt or Ryan

If you would like to fill in a worksheet, please see one of our reps that have a clipboard.

Please have your chequebook and government issued photo ID ready.

