

annex

CONDOS



minto
Communities







Why

Calgary.

#1

Most livable city in North America for 2 consecutive years.



Located in the foothills of the Canadian Rockies, flanked by the Bow and Elbow rivers.

4th

Most “livable” city in the world for stability, healthcare, culture, education and infrastructure.



Loads of greenspaces, parks and interconnecting trails. Calgary Parks takes care of more than 7500 hectares of land.

top
5

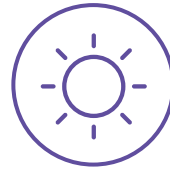
Of The Economist Intelligence Unit’s Global Livability Index for 10 consecutive years.

2nd

Lowest cost of living of Canadian cities and 9th lowest in North America.



Where urban meets **nature.**



Sunniest city in Canada

with an average of 2,300 sun filled hours.



The most extensive outdoor pathway

and urban bike network in North America.



Ranked 2nd for healthiest lifestyle

and life satisfaction of major cities in Canada.

GET OUTSIDE OF **the City.**



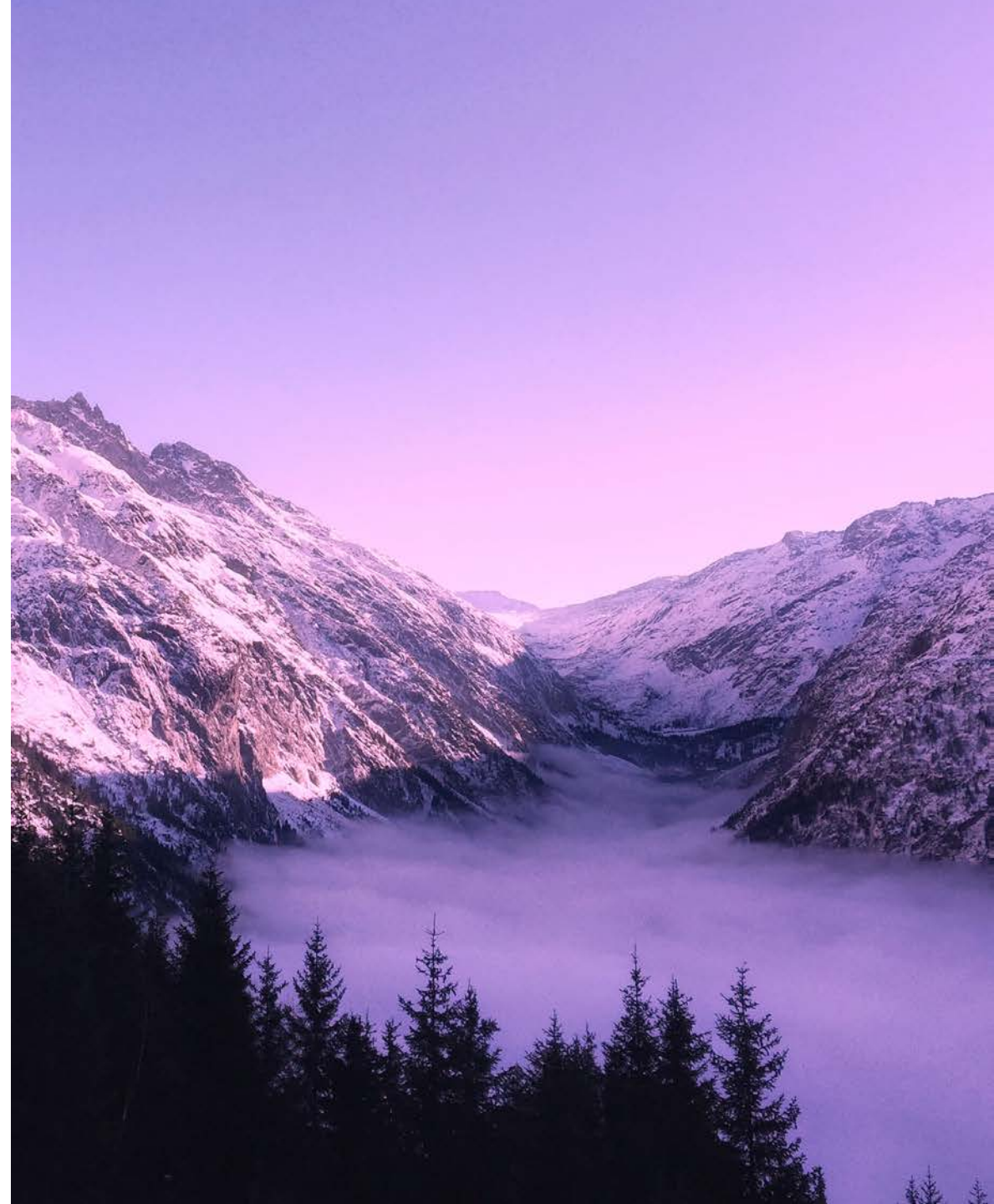
5 world class ski resorts
within 2 hours



over 200 hiking trails
in Banff National Park



1.5 hour drive
to Banff



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CONDOS



Minto Calgary

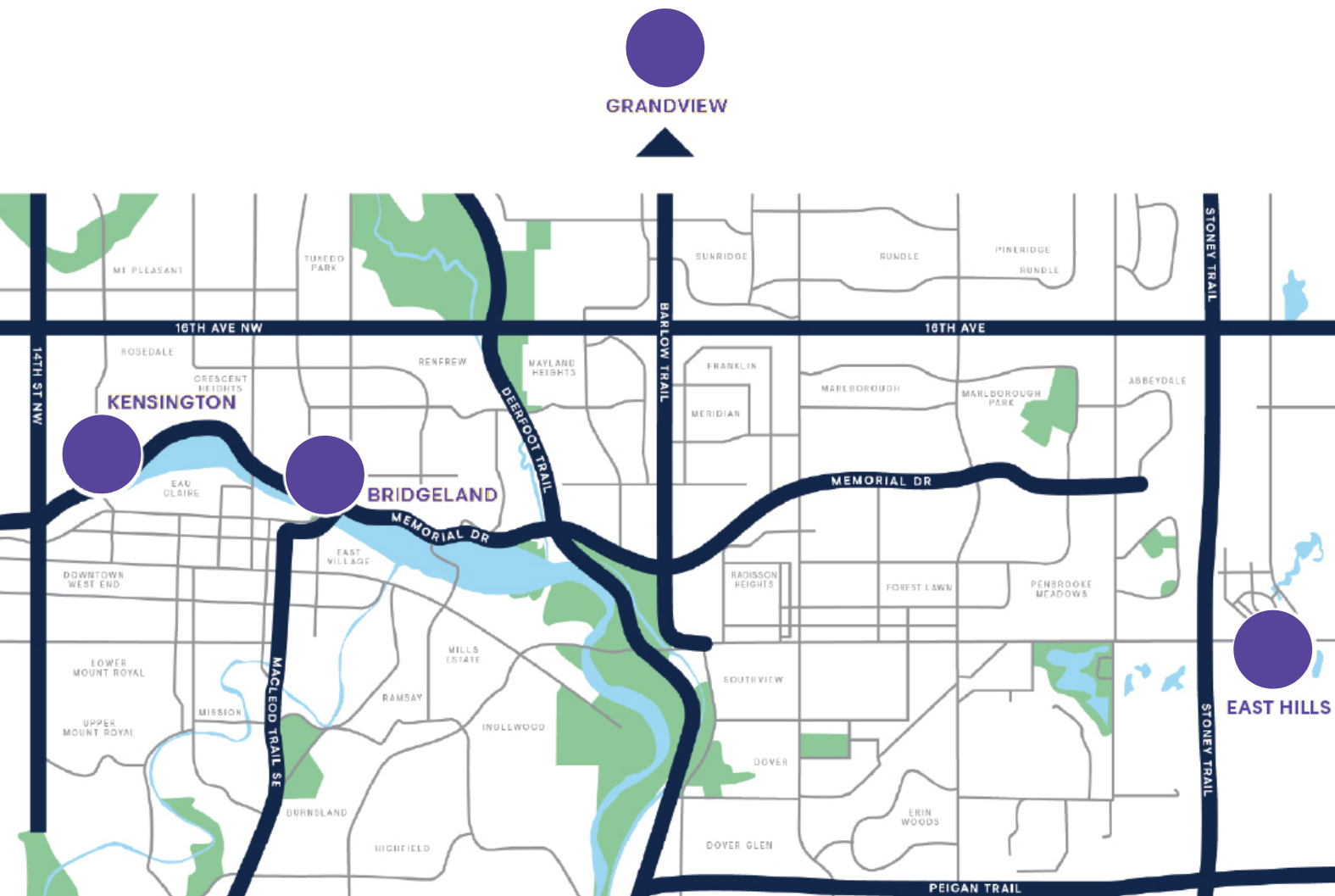
8 RENTAL
PROPERTIES
IN CALGARY

TOTALLING
1560
UNITS

5 properties in Calgary
3500+ units



The Annex	...	108 units
Era	...	180 units
East Hills	...	500 units
The Annex II	...	100 units
Era II	...	30 units
Grandview	...	2,500 units



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Communities



All about annex site location.



1 min. walk
to Sunnyside C-Train



nearby campuses
1 LRT stop to
SAIT & Mount Royal



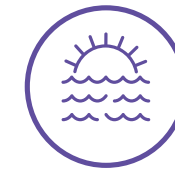
10 min. walk
to Downtown Calgary
& Business District



5 min. walk
to Riley Park



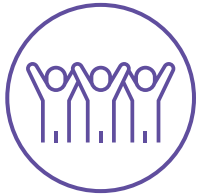
5 min. bike ride
to St. Patrick's Island Park
& Prince's Island Park



5 min. walk
to the Bow River &
Pathways

The Queen West of YYC

Welcome to Kensington.



Multiculturally rich and diverse, approximately 25% of Calgarians are foreign born, bringing with them a large variety of fun cultural activities and events, many of which are held in Kensington.



Kensington is over 100 years old, with beautiful historic buildings and homes paired with modern architecture. It maintains a cool and whimsical village feel.



Living in Kensington, you'll enjoy an artsy, eclectic and tight-knit community. Kensington has great inner city shopping, eateries, public art, and transit.




Neighbourhood Directory

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 SUNNYSIDE C-TRAIN STATION

 10 CAFÉS


 15 RESTAURANTS


 4 CASUAL EATS

 ACAD / SAIT


 7 FITNESS

 3 GROCERY STORES

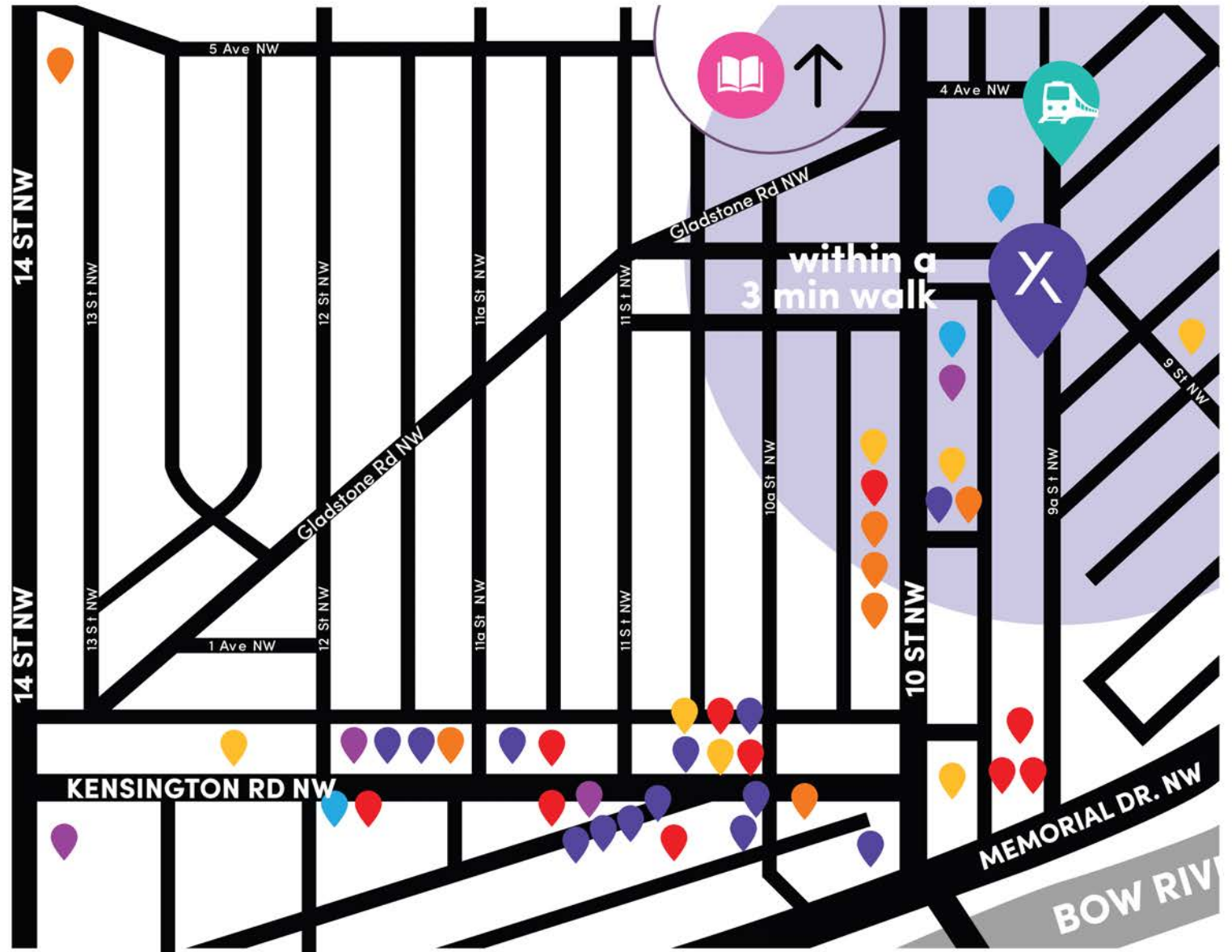
 10 RETAIL

 **nearby campus**
ACAD / SAIT

 **5 min. walk**
to Riley Park

 **1 min. walk**
to Sunnyside LRT station

 **5 min. walk**
to Bow River and pathways



The Suites

annex
CONDOS







Amenities

annex
CONDOS

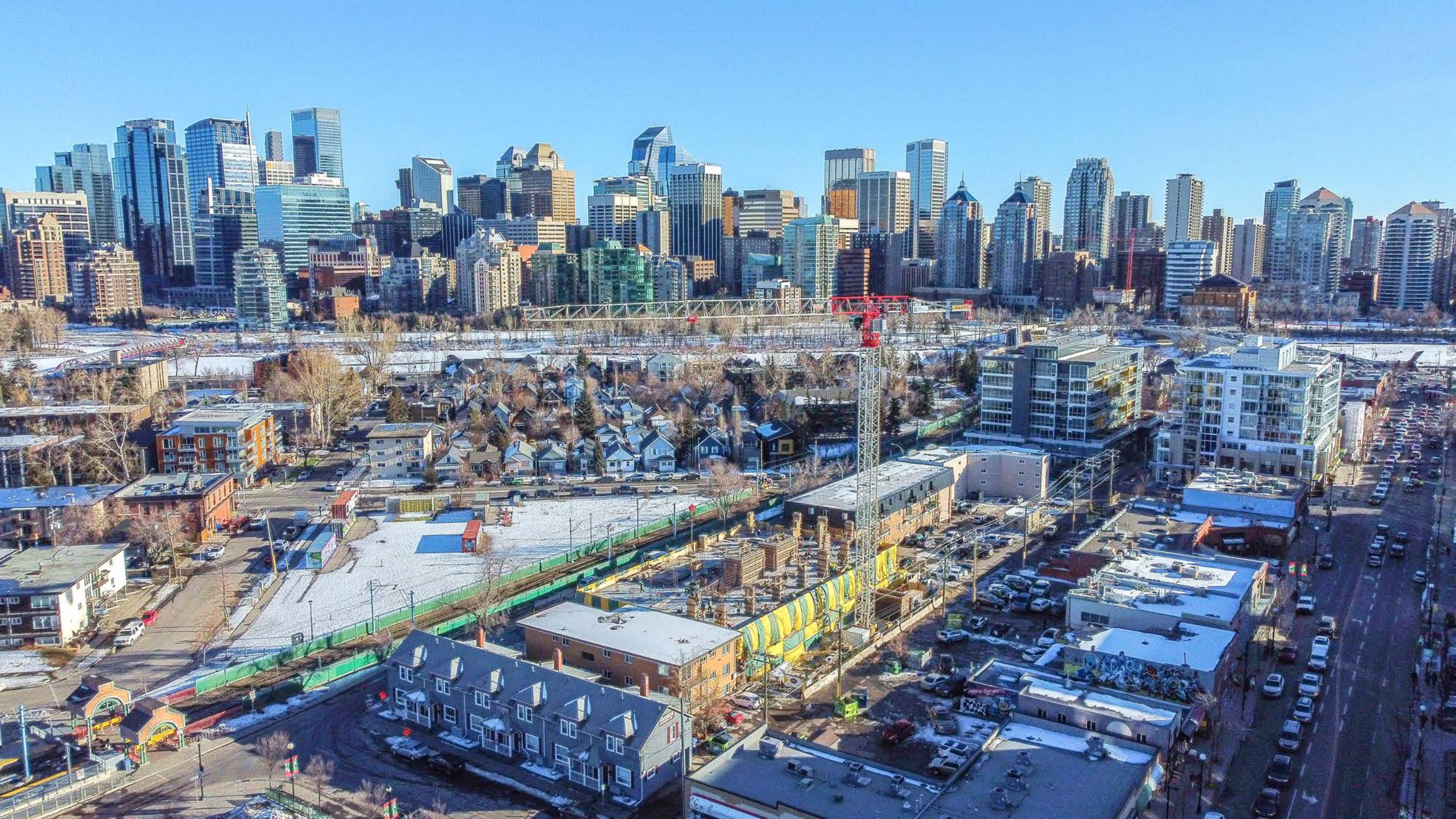




Balcony Views

annex
CONDOS





Rental Guarantee

EXAMPLE: unit
 purchased
 at

➤

$$\begin{array}{r} \$462,000 \\ \times .0575 \\ \hline \$26,565 \end{array}$$

➤

$$\begin{array}{r} \$26,565 \\ \div 12 \\ \hline \$2,214 \end{array}$$

➤

\$2,214
per month

UNIT SPECS (Thompson - 2 BED)

SUBJECT UNIT: **658 sf**

UNIT PRICE: **\$400,000**

GST: **\$20,250**

PARKING: **\$40,000** +\$2,000 GST

MAINTENANCE FEES: **\$0.38 sf**

MORTGAGE ASSUMPTION

MORTGAGE AMOUNT: **\$369,591**
(after 20% Down)

MORTGAGE RATE: **2.75%**

AMORTIZATION: **25 YEARS**

MONTHLY MORTGAGE
PAYMENT: **\$1,702**

DEPOSIT 10%: **\$44,000**
10% ON CLOSING: **\$44,000**
TOTAL: **\$88,000**

PROPERTY TAX: **\$2,400**
(average)

PROJECTIONS SUMMARY

MONTHLY MORTGAGE: **\$1,702**

MONTHLY MAINTENANCE
FEE: **\$255**

MONTHLY PROPERTY TAX: **\$220**
(average)

TOTAL MONTHLY CARRYING
COST: **\$2,178**

MONTHLY RENTAL POTENTIAL:
\$2,388

ANNUAL CASH FLOW: \$2,520



Jeremy Tomlin-Reeves

Partner at Ignite Strategic

- ▶ downtown rental market - drivers & influences
- ▶ data derived from variety of sources including detailed competitive audit; 2016 census of canada; calgary community profiles 2019; cmhc 'rental market report', issued january 2020; cmhc 'housing market outlook', issued fall 2019

- ▶ downtown 86,000-individuals/7-percent of citywide population provides a deep prospect pool
- ▶ young professionals (singles, mingles, couples) 20-34-years represents 30,995-individuals or 36.1-percent of downtown population
- ▶ followed by established professionals 27.7-percent & empty-nesters 17.8-percent

- ▶ downtown comprises 44.5-percent 1-person households; 35.7-percent 2-person households
- ▶ over 50-percent or 39,000-individuals of the adult-population are singles; 74-percent being 'not married or common law' & 26-percent 'separated/divorced/widowed'
- ▶ expect ongoing demand for quality 1 + 2-bed rentals
- ▶ kensington is highly-attractive to all cohorts with its active vibe, ease of access & broad array of retail/f&b/lifestyle amenities

- ▶ dynamic resident mobility fuels the residential market
- ▶ over 25-percent of downtown residents (21,000 plus) move annually versus 16-percent citywide
- ▶ today's young mobile renter is flocking to the new-wave of condo quality rentals, delivered since 2016

- ▶ downtown median household income is 23-percent below the citywide median at \$79,300; down-payment/ mortgage stress tests has pushed condo ownership out of reach for most, but quality rentals within range of today's demanding consumer
- ▶ others simply prefer the flexibility of rental, while enjoying the benefits of condo quality living
- ▶ rental has become the preferred or only option for today's millennial in calgary

- ▶ rental demand is being driven through increased demand for urban living; a young-demographic - ave. 36.9 years; high-percentage of singles; and the millennial's desire for flexible, high-quality living
- ▶ cmhc's latest 'rental market report' released confirms positive employment growth of 34,170-jobs through october 2019 with 80-percent being full-time
- ▶ young-adult employment (up to 24-years) increased 8.2-percent - a prime rental target

- ▶ demand for private condo rentals (downtown) is on the rise
- ▶ while supply increased 14.2-percent to 10,866-units, vacancy rates dropped from 3.4-percent to 1.4-percent through 2019 and trending down
- ▶ ave. 1-bed rents up 2.9-percent & 2-bed-units 4.1-percent through 2019
- ▶ ave. 2-bed private condo rentals achieved a 26.5 percent premium versus a typical purpose-built 2-bed option

- ▶ new condo investment opportunities are diminishing with limited new development in the downtown pipeline
- ▶ excluding annex just 485-new condo units remain available in the core (complete, under construction or pre-sale projects)
- ▶ limited new opportunities are expected through 2020 with end-user condo sales grinding to a halt
- ▶ from a renters perspective the supply of condo-quality rentals will diminish and demand for premium locations rise

- ▶ new wave of purpose-built rental projects launched 2019/early-2020 is raising the bar in terms of quality, consumer-demand & rental rates, providing real-life indicators for the private rental universe
- ▶ the most recent launch park central is elevating ave. gross rents north of \$3.00 psf while the uber-luxury 'telus sky' q2 2020 is projecting ave. gross rents @ \$4.15 psf (unfurnished) and \$7.00 psf (furnished)
- ▶ annex with it's aspirational Kensington address will benefit from this upward trend

- ▶ combining the upward rental rate trends for new condo-quality rentals with the limited supply/high demand status of kensington it's reasonable to expect ave. rental rates for annex to exceed \$3.00 psf for 1-bed/1-bath-units and \$2.65 psf for compact 2-bed/2-bath-units
- ▶ indeed the starting price for any new purpose-built 2-bed/2-bath-unit in downtown calgary starts well above \$2,000/month and beyond \$4,000/month

- ▶ limited new rental opportunities exist in kensington with just 2-new small format wood-frame apartments, but no new concrete 'purpose-built' rentals being-built or expected in the near future
- ▶ quality rental opportunities will be confined to new condo developments which remain rare
- ▶ annex is the only new concrete condo development currently under construction in the community

- ▶ the notion of new purpose-built furnished rental is evolving and gaining momentum
- ▶ 'george' a new 60-unit-building is achieving premiums of close to 20-percent psf versus comparable new unfurnished options with ave. gross rents @ \$3.40 psf (blended 1 + 2-bed plans) with penthouses averaging \$4.15 psf (gross)
- ▶ telus sky is quoting up to \$7.00 psf (launch Q2 2020); 100-furnished units (phase 1) and reports significant corporate uptick



Thank You



Your Key



Duncan Haldane – President, Your Key Management



Short-term rental management company

Providing **end-to-end management services** for **guests** and **homeowners**

	SUPERHOST	VS.	Your Key Management
Completed Trips	+10 stays in the past year		On track for +1,000 in 2020
Overall Rating	+4.8 star rating		4.91
Commitment Rate	<1% cancellation rate		0.00%
Response Rate	90% response rate		100% Actual average response time = <1-minute

Guest Experience

Communication
CMS with Automation
Availability & Support
Process Friendliness
Cleaning & Staging

Performance

Strategic Pricing
Calendar Optimization

Safety & Security

Technological Additions
Screening
Guest Risk Assessment



2 beds

2 baths

6 guests

PRIVATE Rooftop in Beautiful Eau Claire + Parking

\$70.3k
Revenue

\$233
ADR

326
Reviews



2 beds

2 baths

6 guests

Sleek Apartment with Sprawling Views in East Village

\$57.2k
Revenue

\$206
ADR

58
Reviews



2 beds

2 baths

6 guests

Top of the City 2br Condo with Breath-taking View!

\$TBD
Revenue

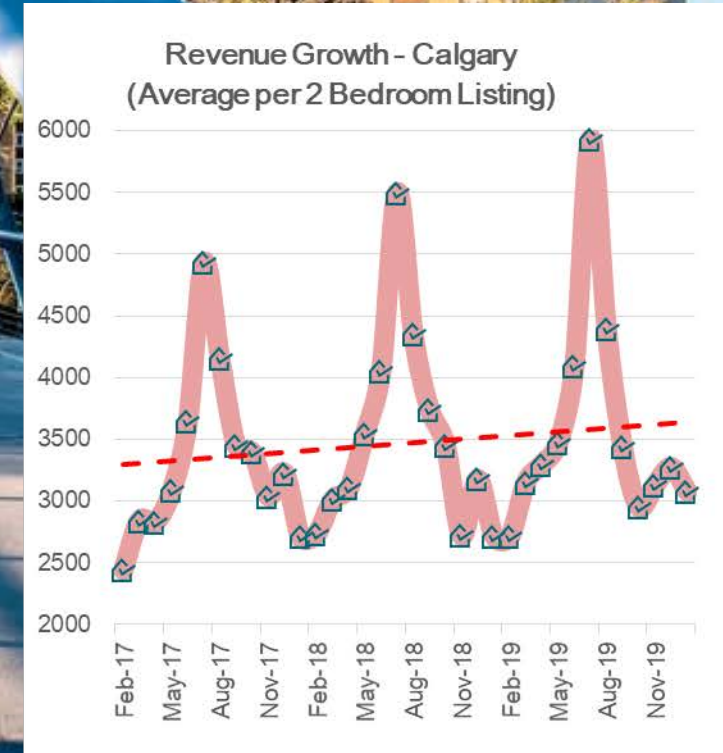
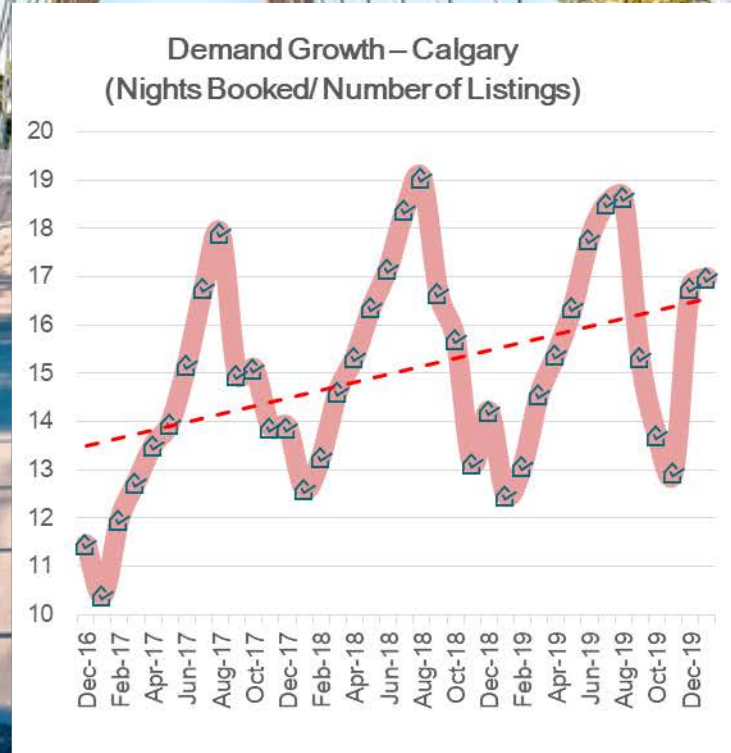
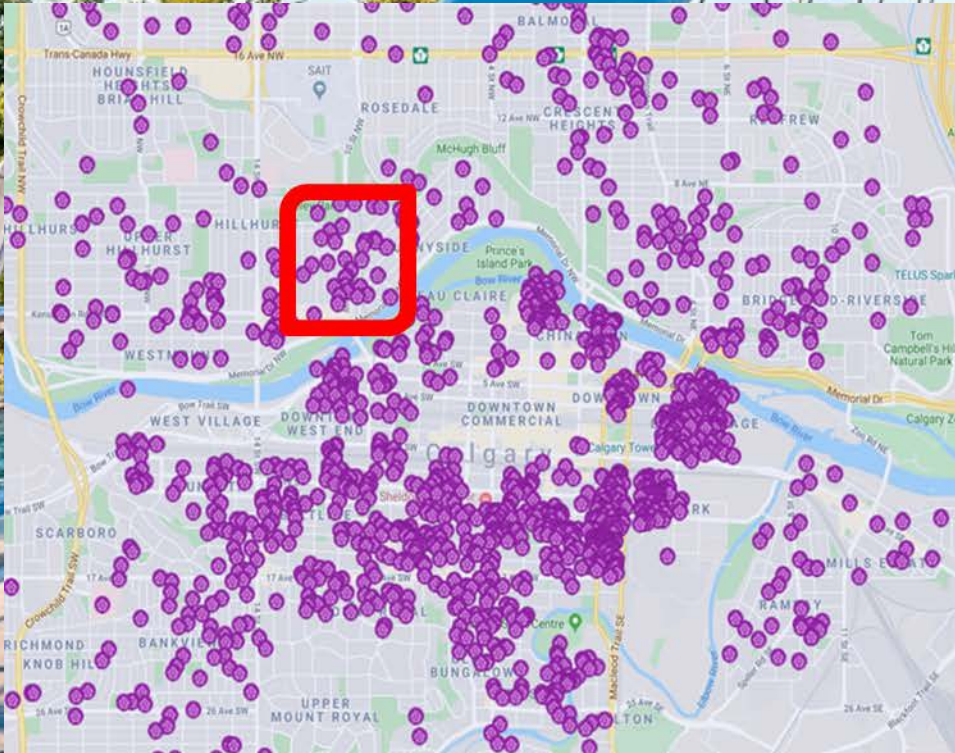
\$TBD
ADR

NEW
Reviews

Your Key Management

Market Leading Revenues
85% Average Occupancy Rate
14.8% Repeat Guests

High Level STR Assessment – Calgary



Floor	Price Include Parking	Daily Rate	Monthly Net Income (80% occupancy)	Mortgage Payment	Condo Fee	Tax	Total Monthly Payment	Minto Rental Guarantee	Cash Flow/Month
2	\$666,740	\$123	\$3,087	\$2,396	\$378	\$317	\$3,091	\$3,195	\$104
3	\$671,990	\$146	\$3,656	\$2,415	\$378	\$320	\$3,113	\$3,220	\$107
4	\$677,240	\$153	\$3,813	\$2,434	\$378	\$322	\$3,134	\$3,245	\$111
5	\$687,740	\$159	\$3,971	\$2,472	\$378	\$327	\$3,177	\$3,295	\$118
6	\$695,090	\$159	\$3,971	\$2,509	\$378	\$331	\$3,218	\$3,331	\$113
7	\$703,490	\$165	\$4,129	\$2,547	\$378	\$335	\$3,260	\$3,371	\$111
8	\$713,990	\$168	\$4,192	\$2,585	\$378	\$340	\$3,303	\$3,421	\$119

annex

CONDOS



Purchaser Incentives

**Rental
Guarantee**

**NO Land
Transfer Tax**

**NO
Development
Charges**

**NO Rent
Control**

**NO HST
(5% GST)**

**Targeting
LEED GOLD
Certification,
meaning
Lower Condo
Fees**

**Kitchen
Islands Incl.**

Luxury Unit Incentives

PRESTON (8 units)

ESSEX (7 units)

PLAZA (7 units)



**Designer Selected
Furnishings incl.**



**Your Key
Managed**

Sample Included Furnishings

