



2021 Realtor & Developer Overview

November 30th, 2021



City of Oshawa – Community Overview

- Population: 172,000
- Largest municipality in Durham Region
- Fastest growing census metropolitan area in Canada 2019/20 – StatsCan

- Home to student population of 25,000 across three post-secondary institutions:
 - Durham College
 - Ontario Tech University
 - Trent University Durham GTA

- Ranked as one of the top markets for tech talent growth across Canada - CBRE

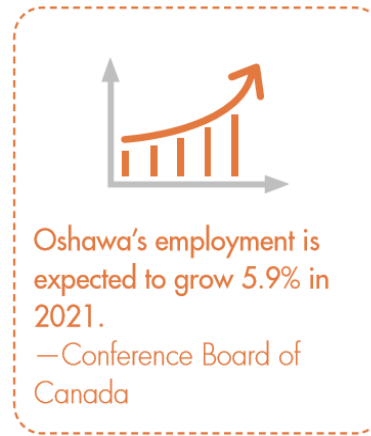
- Home of the Oshawa Executive Airport & Port of Oshawa (HOPA)



City of Oshawa – Economic Overview

Conference Board of Canada Projections:

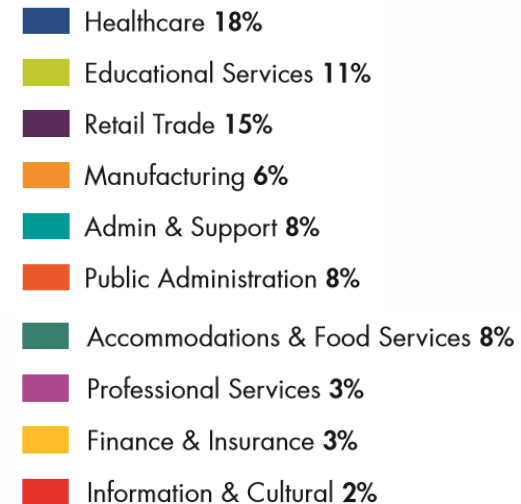
- Manufacturing output growth:
 - 8.2% - 2021
 - 8.5% - 2022
- G.D.P. Growth:
 - 5.2% - 2021
 - 4.7% - 2022
- Largest Sectors:
 - Healthcare
 - Education



City of Oshawa Real G.D.P. Projections



Source: Conference Board of Canada



Development - Oshawa

- Excellent future development opportunities are supported by infrastructure and local incentives
- Oshawa does not have City Development Charges on industrial development
- Represents a savings of over \$967,000 per 10,000 sq. m. (107,000 sq. ft.) of development
- #1 Development Approval Time in GTA – Altus Group

G.T.A. Industrial Development Charges (\$/sq. ft.)

Oshawa \$10.78

Milton \$18.56

Mississauga \$26.35

Markham \$36.03

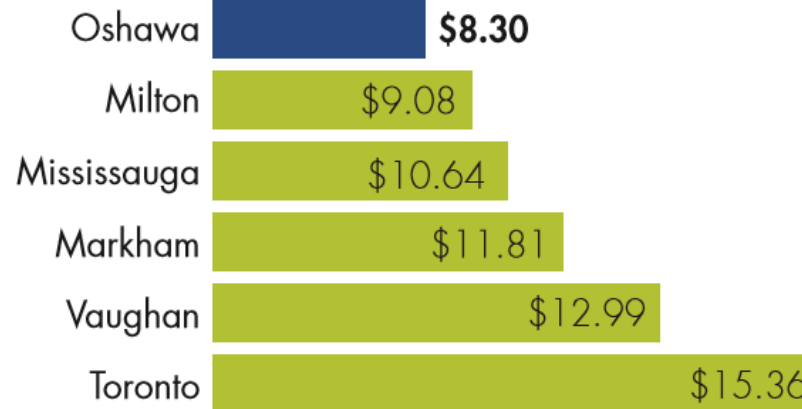
Vaughan \$39.62



Oshawa has the **lowest industrial development charges** in Durham, York, Peel, Halton and Hamilton.

G.T.A. Industrial Space Lease Rate

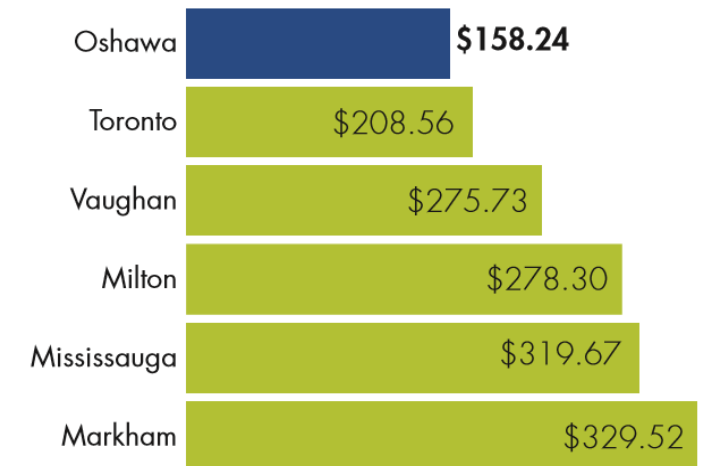
(average net asking lease rate/sq. ft.)



Source: CBRE Marketview Toronto Industrial Q1 2021

G.T.A. Industrial Space Sale Price

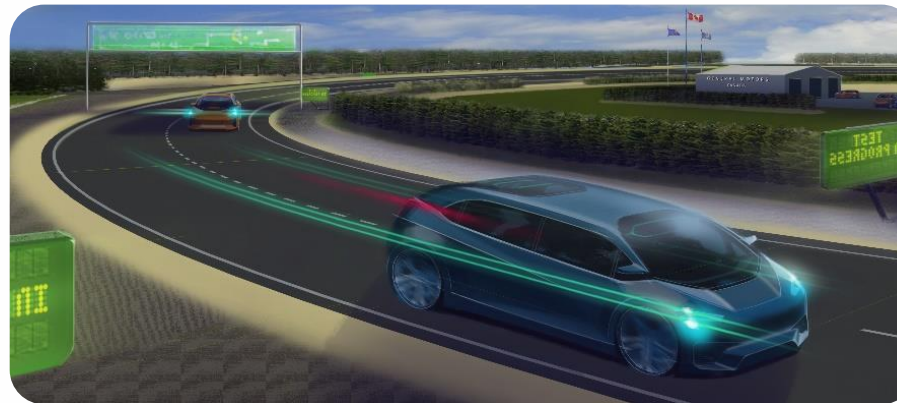
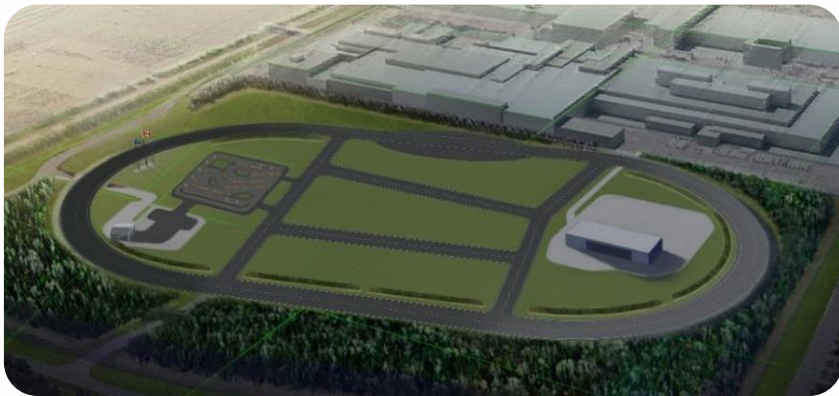
(average asking sale price/sq. ft.)



Source: CBRE Marketview Toronto Industrial Q1 2021

City of Oshawa – Recent Investments

- GM Canada continues a hiring campaign of 1,800 workers following an up to \$1.3 billion investment in the Oshawa Assembly Plant
- Engineers at the Canadian Technical Centre (CTC) are putting “code-to-the-road” – right here in Oshawa – on the newly completed CTC McLaughlin Advanced Technology Track
- \$170M track will support the testing of advanced General Motors vehicle software and technologies



City of Oshawa – Recent Investments

- Panattoni Canada acquired 11 hectares (27 acres) of land at the corner of Thornton Road and Wentworth for a brand-new, state-of-the-art industrial development
- Two industrial buildings totaling 58,646 sq.m. (631,000 sq.ft.).
- GEODIS - logistical solutions featuring five lines of business (Supply Chain Optimization, Freight Forwarding, Contract Logistics, Distribution & Express and Road Transport). GEODIS has a direct presence in 67 countries with a global network spanning nearly 170 countries.
- Aosom Canada Inc. - Serving customers across Canada providing high quality products and great value; Aosom products are currently featured on Amazon, eBay, Best Buy



Panattoni Canada



883 Thornton Road South
440,588 sf. - LEASED



Aosom

1121 Thornton Road South
410,588 sf. - LEASED

1147 Thornton Road South
220,674 sf. - LEASED



Northwood Business Park

Welcome to

Northwood Business Park
+/- 500 developable acres

Serviced Employment/Industrial Land
Canada's Most Amazing Business Park
Toronto's Most Dynamic Job Growth Neighbour

Oshawa.ca/northwoodbusinesspark



Hailey Wright 905-436-3311

Northwood Business Park

Prime Employment Development Opportunity

Property Details:

Gross Area	+/- 722 acres
Developable Area	Estimated +/- 500 acres
Oshawa Official Plan Land Use Designations	Industrial, Open Space and Recreation, Special Purpose Commercial and/or Local Central Area.
Frontage	Thornton Road North, Stevenson Road North, Taunton Road West and Conlin Road West.
Zoning (Arterial Roads)	Select Industrial, General Industrial, Special Purpose, Planned Commercial Centre, Automobile Service Station, Commercial, Park Open Space, Environmentally Sensitive Open Space, Hazard Lands Open Space and/or Urban Reserve.
Servicing	Approved and budgeted by Region of Durham.



Northwood Business Park



Northwood Business Park



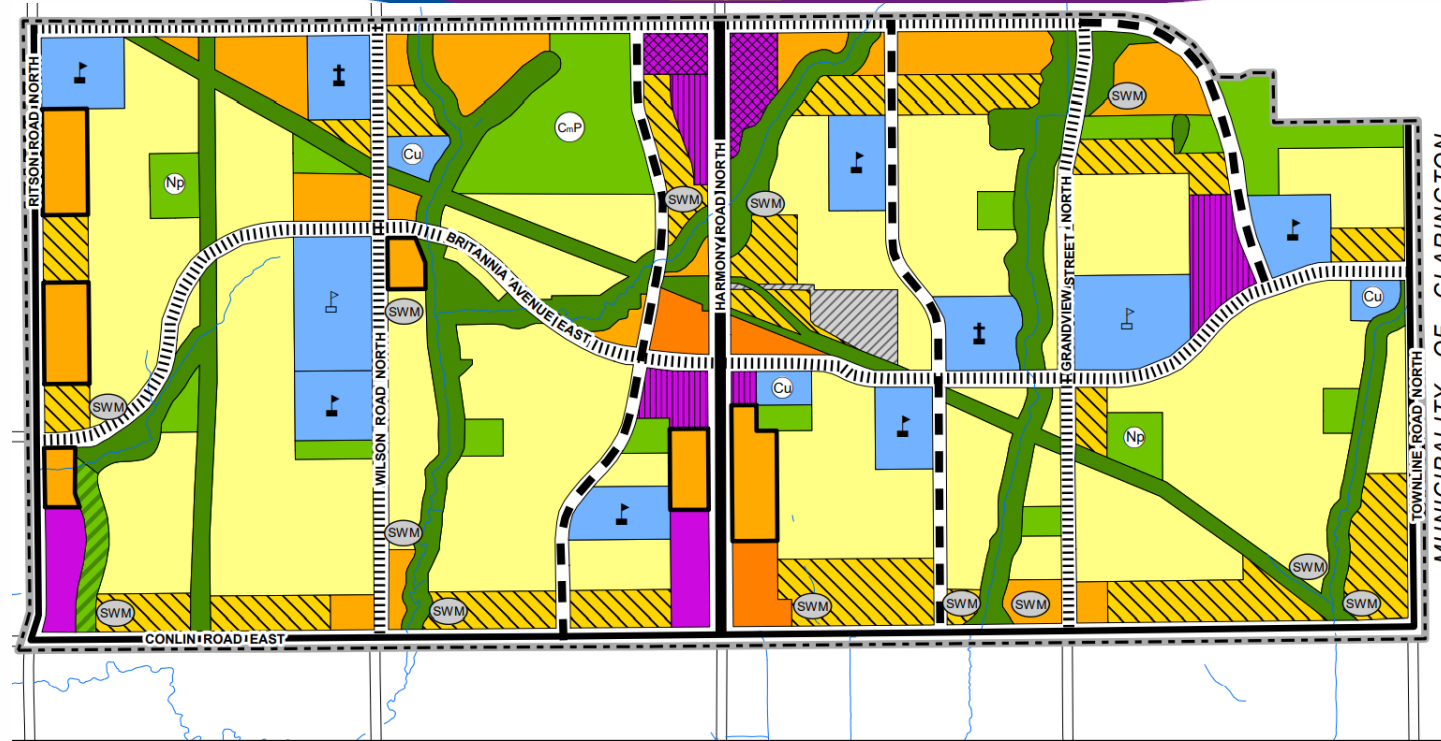
Windfields Part II Planning Area

- Majority of planning area is now built out
- Proposals for new higher density residential/commercial
- High rise tower with 504 units currently under construction
- New RioCan Windfields Centre
- New Costco containing 160,900 square feet of commercial floor space



Kedron Part II Planning Area

- Gross developable area: 466 hectares (1,151 acres)
- Up to 22,000 residents
- 10 new schools
- 2,800 sq. m. (30,000 sq. ft.) of commercial floor space



**Schedule 'A'
Kedron Land Use
and Road Plan**
Part II Plan for the
Kedron Planning Area

0 50 100 200 300 Meters

January 2019

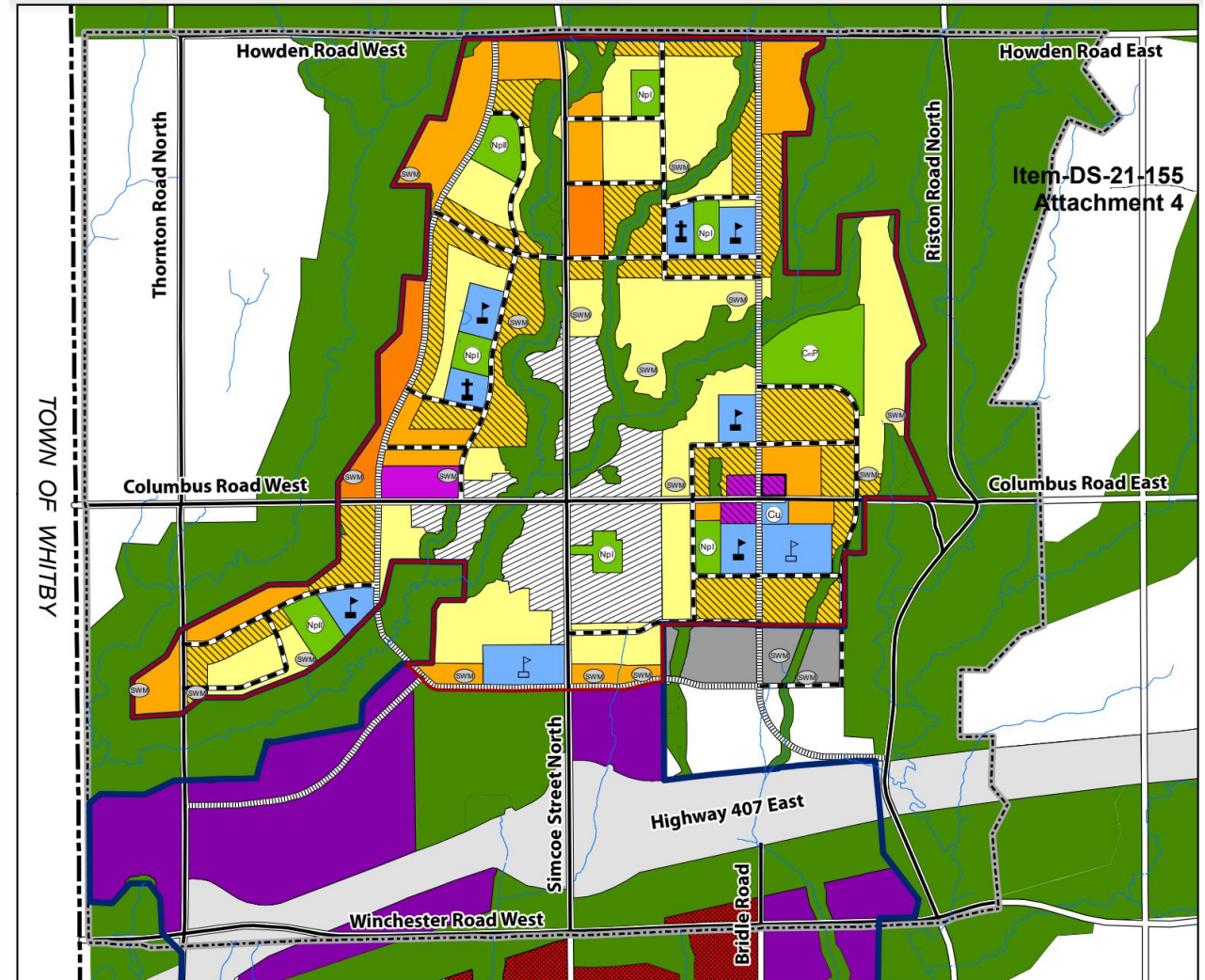
Development Services
Department

Residential	Parkette	Mixed Use I
Low Density Residential	Open Space and Recreation	Mixed Use II
Medium Density I Residential	Schematic Diversion Channel	Transportation
Medium Density II Residential	Community Use	Type 'A' Arterial Road
High Density I Residential	Public Elementary School	Type 'B' Arterial Road
Subject to Policy 8.7.4.9 in Kedron Part II Plan	Public Secondary School	Type 'C' Arterial Road
Open Space and Recreation	Separate Elementary School	Collector Road
Neighbourhood Park	Community Use	Stormwater Management Facilities
Community Park	Mixed Use	Kedron Part II Plan Boundary
	Mixed Use Node	Utilities



Columbus Part II

- Planning Act study is ongoing and expected to progress to the public planning stage
- Proposed draft plan includes new growth areas:
 - 376 hectares (929 acres) of developable land
 - 7,450 – 11,350 units
 - Mix of low, medium & high density residential
 - Two mixed-use nodes welcoming up to 29,000 new residents



Downtown Oshawa

Downtown Vision & Transformation

- Proposed downtown developments represent over 9,500 potential residential units for 19,000 residents
- This in turn has the potential to create over 4,000 jobs and an estimated 140,000 square metres (1.5 million sq. ft.) of new commercial space

The Downtown	Residential Units	Residents	Jobs
Today	4,434	8,553	5,000
Current Development Pipeline	3,879	7,758	598
Futures Development Opportunities	9,597	19,196	4,003
Total	17,910	35,507	9,601



Downtown Oshawa

Grey square	Existing Development
Orange square	Current Development
Blue square	Potential Development



GO Train East Expansion

Economic Value: \$1.1B in transit-oriented, walkable urban development (est.)

- \$500-\$600M direct output (related to construction)
- \$300-\$400M indirect output generated
- \$250-\$285 million induced economic output
- Jobs Generated: 21,000 permanent new jobs (est.)
- 6,000 person years in construction employment
- 6,000 new homes to be built within walking distance of a GO station;
- \$70M annual savings for residents (time, vehicle costs & road safety)
- 50 million km a year reduction in private vehicle use



Tour of Growth and Development

Economic Development Monitoring 75 Projects Representing:

- Over \$5 Billion Dollars of Investment
- 36,763 Jobs (Including Construction Jobs)
- 42,184 Potential New Residents
- 16,305 Residential Units
- Visit: www.oshawa.ca/tour



Connect With Us

Oshawa Economic Development Services

50 Centre Street South
Oshawa, Ontario, Canada
L1H 3Z7

- e-mail: business@oshawa.ca
- Website: oshawa.ca/business
- Phone: 1-800-6-OSHAWA (1-800-667-4292) 905-436-5617

Sign up for e-news: oshawa.ca/subscribe

 Twitter: @InvestOshawa



Hailey Wright
Director, Economic Development



Katie Cassin
Business Intelligence Coordinator



Mary Cousineau
Manager, Downtown and Business Development



Brett Murphy
Manager, Marketing and Investment Attraction



Andrew Poray
Economic Development Officer





Business Development Bank of Canada



BDC is the only bank devoted exclusively to entrepreneurs



- Flexible financing to support growth and protect cash flow
- Advisory services on an enterprise-wide range of subjects
- Biggest and most active venture capital investor in Canada

QUICK STATS	42,000+ CLIENTS	2,100 EMPLOYEES	110+ BUSINESS CENTRES	94% OF BDC CLIENTS ARE SATISFIED WITH OUR SERVICES
		\$26B IN FINANCING COMMITTED TO CLIENTS	72 YEARS IN EXISTENCE	

BDC's Financing Solutions include:



**Commercial
real estate**

Working Capital

**Business
purchase**

Equipment line

Growth projects

**Technology
financing**

**Business
transition**

Start up financing



What we don't do

1 Guaranteed investment certificate

2 Grants

3 Interest-free loans

4 Term deposits

5 Lines of credit

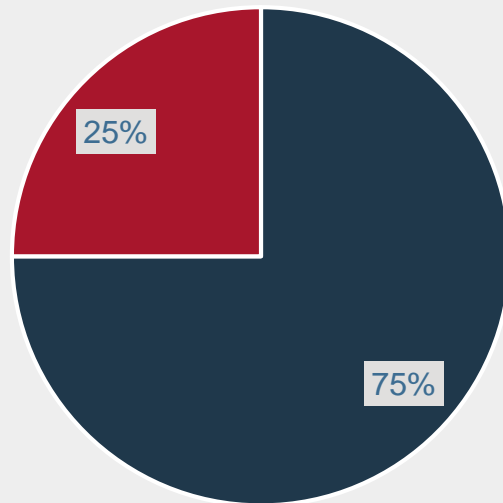
6 Non-commercial loans or residential loans

7 Bank accounts and credit cards



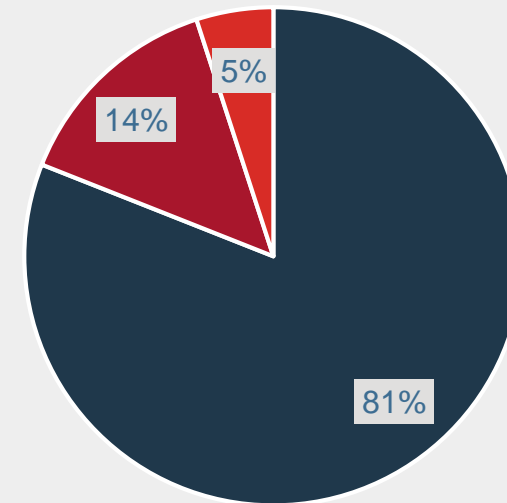
Commercial Transactions Completed – 2020 & 2021

Durham 2020 & 2021 (Jan-Oct.)



■ Land & Building ■ Construction

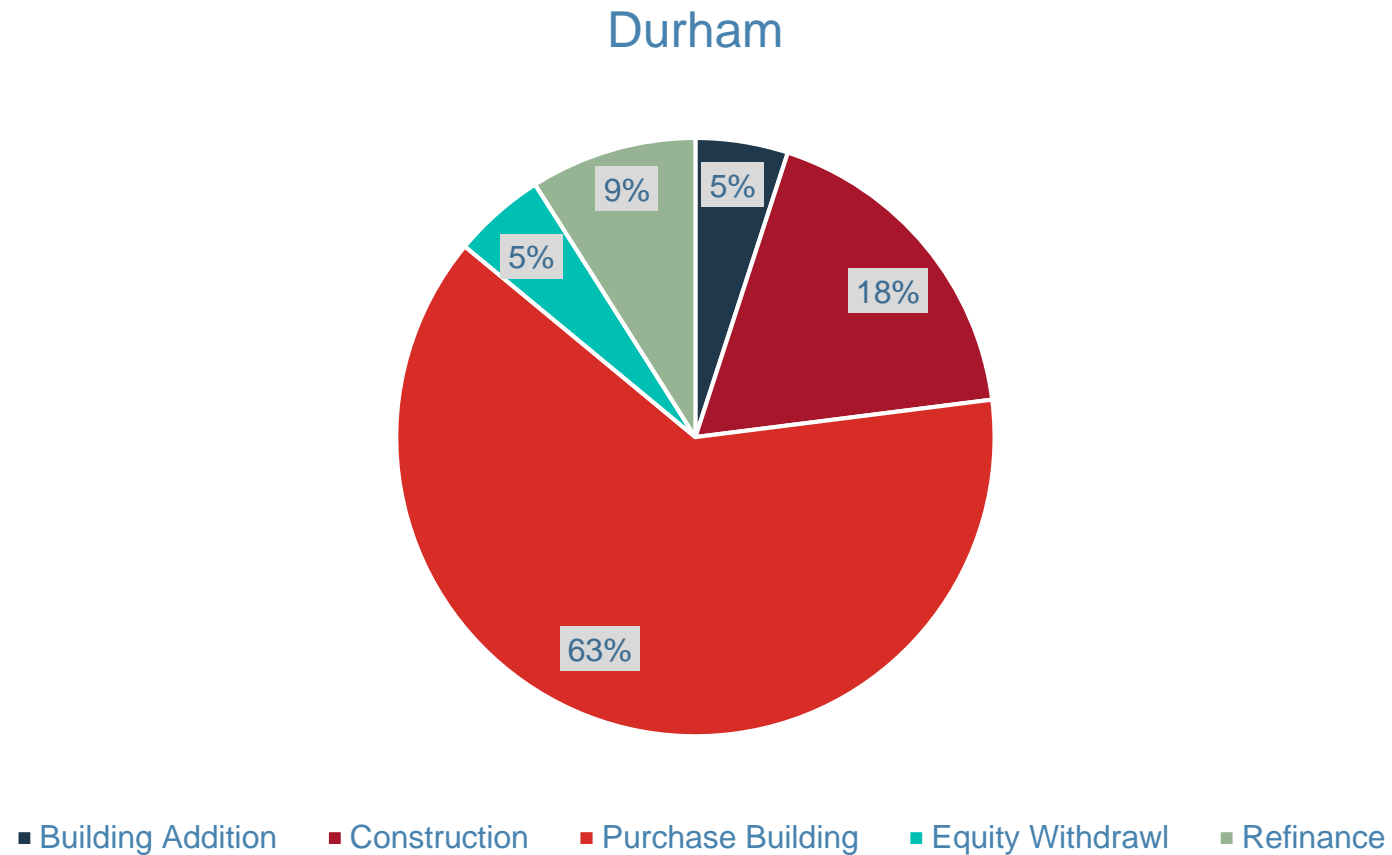
GTA Central & East



■ Land & Building ■ Construction ■ Refinance



Current Realty Related Transactions



Real Estate - Purchase of Existing Land & Building and/or Refinancing



- Purchase existing Land & Building
- Refinance for purposes equity withdrawal
- Amortization up to 25 years – no renewal periods
- Principal postponement up to 36 months
- Progressive or seasonal repayment schedules tailored to business cash flow
- Personal Assets not taken as collateral
- Non-demand borrowing – BDC is a long-term lender
- Environmental assessment
- Appraisal *may be required

Real Estate - Purchase of Income Producing Property



- **Amortization up to 25 years – no renewal periods**
- **Principal postponement up to 6 months**
- **Progressive or seasonal repayment schedules tailored to business cash flow**
- **Personal Assets not taken as collateral**
- **Non-demand borrowing – BDC is a long-term lender**
- **Environmental assessment**
- **Appraisal * may be required**
- **Leases (qualified tenants)**



Real Estate - Construction

- **Amortization up to 25 years – no renewal periods**
- **Principal postponement up to 12 months**
- **Progressive or seasonal repayment schedules tailored to business cash flow**
- **Personal Assets not taken as collateral**
- **Non-demand borrowing – BDC is a long-term lender**
- **Environmental assessment**
- **Site plan approval/permits**
- **Detailed cost estimate/Budget**
- **Mortgage & Construction loan – 1 term loan for the entire amortization period**

Commercial and industrial real estate financing



Financing example – Construction

Manufacturer of metal products wants to purchase land and build a new plant to expand its operations.

Project	Amount
Purchase of land	\$ 600,000
Construction cost	\$ 650,000
TOTAL	\$ 1,250,000

Financing	Amount
BDC financing	\$ 850,000
Shareholders' investment	\$ 200,000
Client's working capital	\$ 200,000
TOTAL	\$ 1,250,000

Benefits

Larger facility with more space for added equipment

Increase in revenue due to improved efficiency in new plant layout

Better chance of sustaining a strong market position

Commercial and industrial real estate financing



Financing example
– **Fabrication Shop**
wants to buy building

Fabrication Shop wants to purchase a property for a long-term growth.

Project	Amount
Purchase of building	\$ 3,200,000
TOTAL	\$ 3,200,000

Financing	Amount
BDC financing	\$ 3,100,000
Shareholders' investment	\$ 100,000
TOTAL	\$ 3,200,000

Benefits

Eliminate Rental Charges
Build equity in asset

Option to lease specific portion of building and/or, outdoor excess land, to generate income



Advisory services

Run a better and more profitable
business



Our goal

Provide top-notch advice to help you...

1 Increase your sales

2 Find new markets

3 Improve your operations

4 Optimize your technology

5 Build your management capacity



Thank you.

Sali Fitzpatrick

Senior Account Manager

BDC Durham Region

Cell (647) 274-5594

Office (905) 666-8153

Sali.fitzpatrick@bdc.ca

bdc.ca

1-888-INFO-BDC

in

BDC



BDC_ca

f

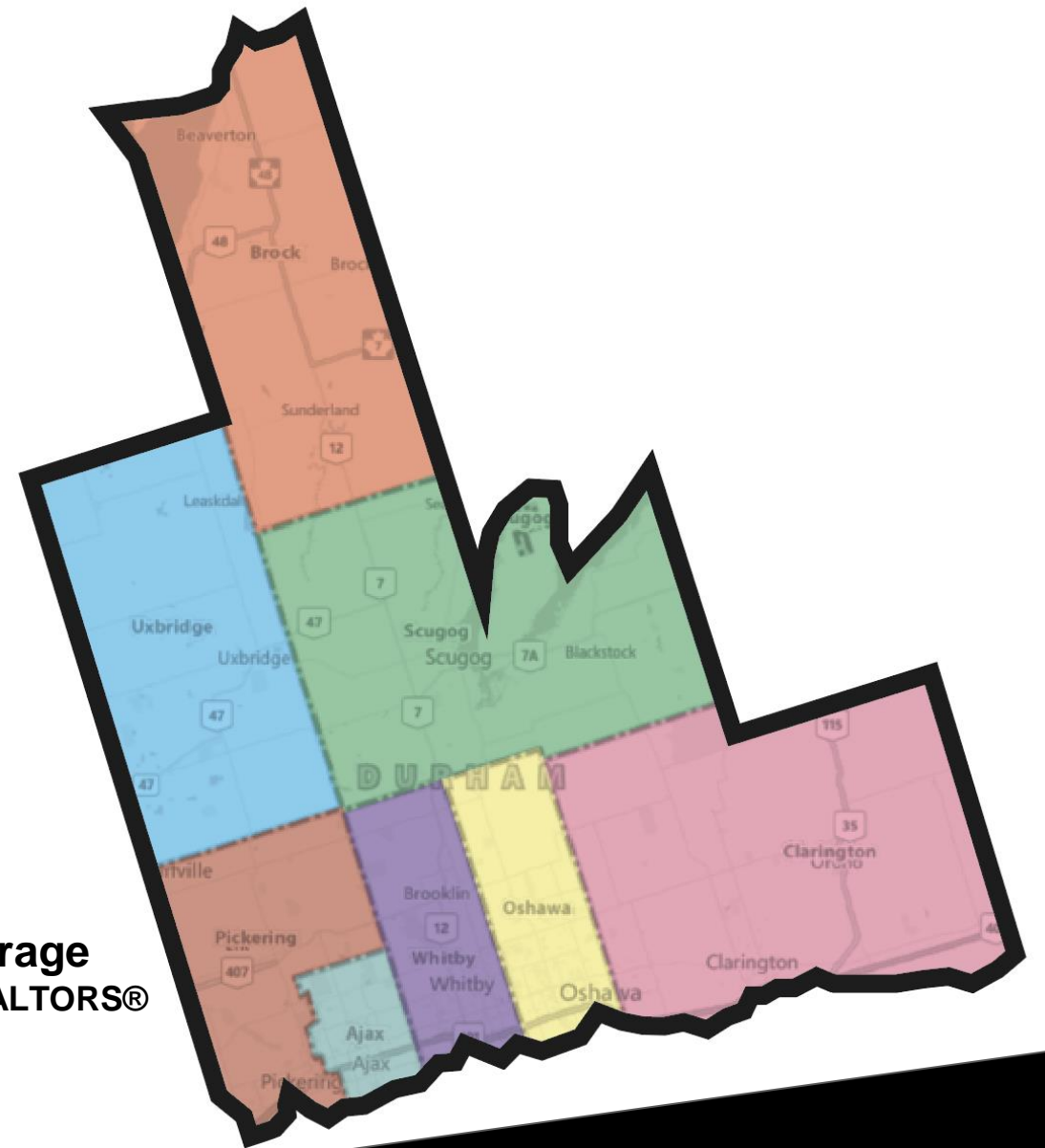
BDC

Durham REALTORS®, we work where you live.

HOUSING REPORT

OCTOBER 2021

Presented By
Roger Bouma, Broker
Bouma Group - Re/Max Jazz Inc., Brokerage
Past President – Durham Region Association of REALTORS®



Durham Region Average Price October 2021



ber Average Selling Price

Durham
\$988,354 +33.5%
from October 2020
(\$740,436)

Area	Avg. Price	Detached	Semi-Detached	Condo/Town-house	Condo Apt.	Link	Attached Row
Durham	\$988,354	\$1,104,58	\$817,965	\$654,005	\$569,535	\$916,853	\$886,343
Ajax	\$1,055,495	\$1,191,644	\$956,329	\$725,250	\$576,000	\$725,250	\$886,763
Brock	\$794,221	\$810,241	-	\$560,000	-	-	\$676,000
Clarington	\$960,923	\$1,057,654	\$823,200	\$697,990	\$556,786	\$893,250	\$834,423
Oshawa	\$850,219	\$932,775	\$713,372	\$566,559	\$428,590	\$898,000	\$811,927
Pickering	\$1,079,479	\$1,371,465	\$933,463	\$740,217	\$622,545	-	\$967,863
Sc...	349	-	\$820,000	-	-	-	-
Us...	46	-	\$460,000	\$701,000	\$950,000	-	-
W...	77	\$822,314	\$694,313	\$585,656	\$925,625	\$931,142	

Oshawa
\$850,219 +35.9%
from October 2020
(\$625,692)



Durham Region Residential Sales October 2021

Durham
1,047 Residential Sales Oct. 2021 -24%
from October 2020
(1377)

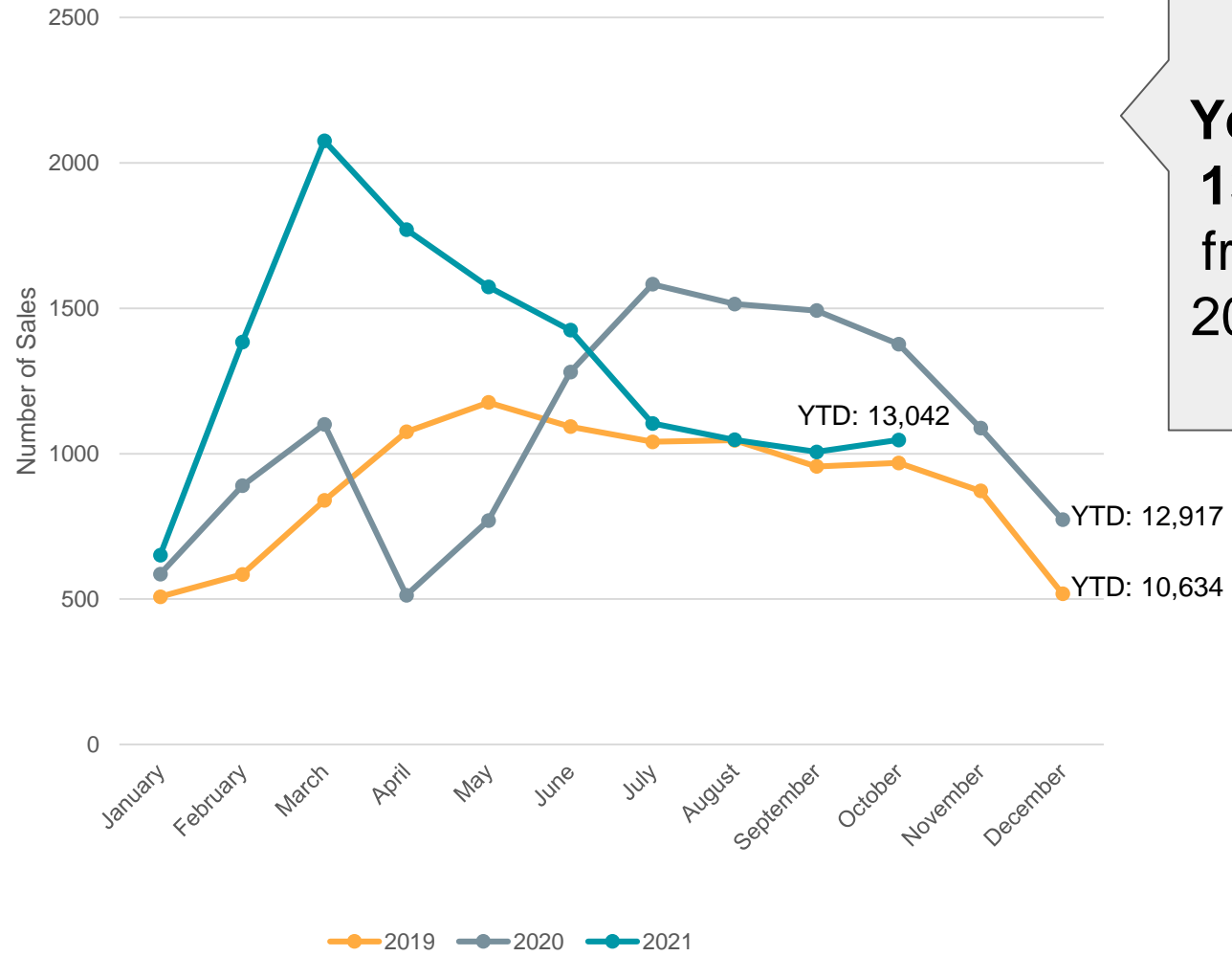
Area	NUMBER OF LISTINGS										SNLR	DOM	SP/LP
	New	Active	YTD	PYTD	% + / -	Month	YTD	PYTD	% + / -	DOM			
Durham	1,136	490	16,698	15211	109	1047	13042	11068	18%	0.5	92.2%	9	115%
Ajax	156	54	2472	2143	115	142	1905	1632	17%	0.4	91.0%	7	116%
Brock	28	17	368	311	86	22	279	222	26%	0.7	85.7%	18	102%
Clarington	180	77	2900	2754	105	170	2345	2003	17%	0.5	94.4%	10	117%
Oshawa	359	150	4922	4150	118	317	3847	3120	23%	0.5	88.30%	9	118%
Pickering	133	60	2175	2068	105	239	1636	1367	20%	0.4	104.51%	10	111%
Scugog	39	31	443	487	90	10	10	10	0%	1.0	82.05%	13	107%
Uxbridge	38	28	429	513	84	10	10	10	0%	0.9	84.21%	18	103%
Whitby	203	73	2989	2785	107	10	10	10	0%	0.4	94.09%	7	119%

Oshawa
317 Residential Sales Oct. 2021 -14.8%
from October 2020 (372)



Durham Region Sales

2019 vs. 2020 vs. January - October 2021



Year-to-Date:
13,042 +18%
from October
2020 (11,068)



Oshawa Detached Average Price *October 2021*



\$932,775 +36%
from October
2020 (\$684,755)

DOM: 9
SP/LP: 118%

Oshawa Semi-Detached Average Price *October 2021*



\$713,372 +35%
from October
2020 \$528,545

DOM: 8
SP/LP: 124%

Oshawa Condo/Townhouse Average Price *October 2021*



\$566,559 +21%
from October
2020 \$469,207

DOM: 10
SP/LP: 117%

Oshawa Condo/Apartment Average Price *October 2021*



\$428,590 +32.5%
from October
2020 \$323,563

DOM: 27
SP/LP: 104%

Oshawa Active Listings October 2021

Oshawa

OCTOBER 2021

Types	Sales	Dollar Amount	Average Price	Median Price	New Listings	Active Listings
All Home Types	317	\$269,519,470	\$850,219	\$815,000	359	150
Detached	222	\$207,076,085	\$932,775	\$862,500	46	88
Semi-Detached	29	\$20,687,795	\$713,372			16
Condominium Townhouse	34	\$19,263,000	\$566,559			11
Condominium Apartment	10	\$4,285,900	\$428,590			24
Link	4	\$3,592,000	\$898,000			1
Att/Row/Townhouse	18	\$14,614,690	\$811,927			10
Co-Operative Apartment	0	-	-			0
Detached Condominium	0	-	-			0
Co-Ownership Apartment	0	-	-			0

359 New Listings
-23.9% from
October 2020
(472)

150 Active Listings
-30.5% from
October 2020
(216)



Oshawa Appreciation Over Time

Semi-Detached 5 Years

Oct. 2016 \$322,873
Oct. 2021 \$713,372

+17.18%/Annum



Oshawa Appreciation Over Time

Semi-Detached 10 Years

Oct. 2011 \$188,519

Oct. 2021 \$713,372

+14.23% / Annum



Oshawa Appreciation Over Time

20 Year Appreciation

Oct. 2001 \$127,650

Oct. 2021 \$713,372

+8.99% / Annum





Young Families



Work From Home



Employment Relocation

Usual Market Drivers



Growing Families

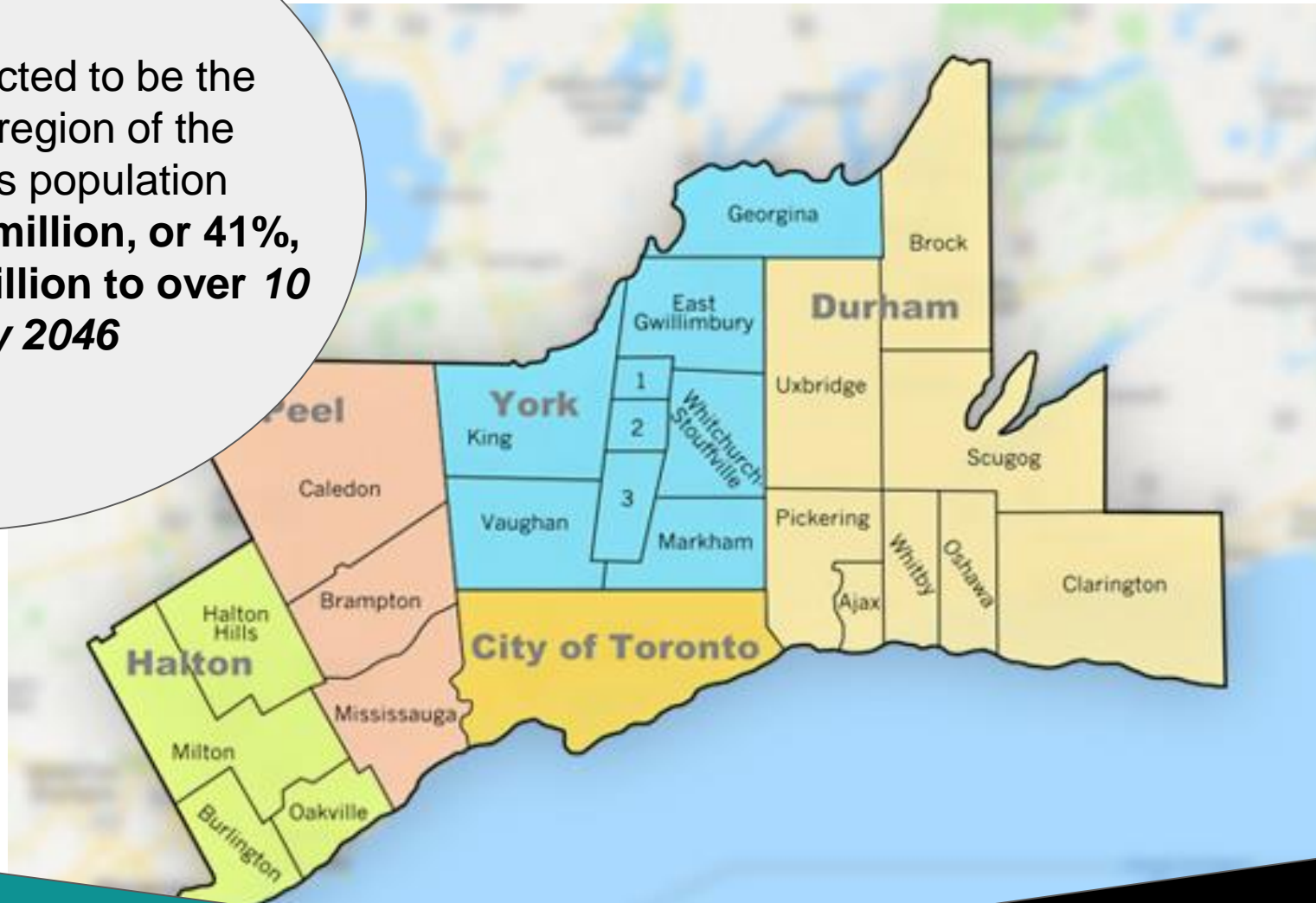


Empty Nesters



GTA Market Driver

The GTA is projected to be the fastest-growing region of the province, with its population **increasing by 2.9 million, or 41%, from just over 7 million to over 10 million by 2046**



917-55 Stewart St Toronto
Sold \$792,500 October 29, 2021



Condo

641 Sq. Ft



654 Annapolis Ave., Oshawa
Sold \$791,500 October 4th, 2021



Detached



Economic Indicators

Real GDP Growth¹
Q2 2021 ▼ -1.2%

Inflation (Yr./Yr. CPI Growth)²
September 2021 ▲ 7.5%

Bank of Canada Overnight Rate³
October 2021 — 0.25%

Prime Rate⁴
October 2021 — 2.45%

Mortgage Rates (Nov 2020)
Chartered Bank Fixed Rates
1 Year — 2.79%
3 Year — 3.49%
5 Year — 4.79%

Sources & Notes:

- ¹ Statistics Canada, quarter-over-quarter growth, annualized.
- ² Statistics Canada, year-over-year growth for the most recent reported month
- ³ Bank of Canada, rate from most recent announcement
- ⁴ Bank of Canada, rates for most recently completed month

Top 10 Keywords
on REALTOR.ca

Bungalow	Waterfront
Suite	Walkout Basement
Parking	Finished Basement
Inlaw Suite	Loft
Basement Suite	Workshop



Average Selling Price by Housing Type

Area	Avg. Price	Detached	Semi-Detached	Condo/Town-house	Condo Apt.	Link	Attached Row
Durham	\$988,354	\$1,104,58	\$817,965	\$654,005	\$569,535	\$916,853	\$886,343
Ajax	\$1,055,495	\$1,191,644	\$956,329	\$725,250	\$576,000	\$725,250	\$886,763
Brock	\$794,221	\$810,241	-	\$560,000	-	-	\$676,000
Clarington	\$960,923	\$1,057,654	\$823,200	\$697,990	\$556,786	\$893,250	\$834,423
Oshawa	\$850,219	\$932,775	\$713,372	\$566,559	\$428,590	\$898,000	\$811,927
Pickering	\$1,079,470	\$1,371,465	\$933,463	\$740,217	\$622,545	-	\$967,863
Scugog	\$996,166	\$1,001,849	-	\$820,000	-	-	-
Uxbridge	\$1,450,760	\$1,528,046	-	\$460,000	\$701,000	\$950,000	-
Whitby	\$1,071,417	\$1,230,277	\$822,314	\$694,313	\$585,656	\$925,625	\$931,142

Interested in the monthly Durham Region Housing Report?

Email Communications@DurhamRealEstate.org



City of Oshawa Economic Development Update Forum





Chris Tyrovolas – Broker Royal LePage Frank Real Estate

Chris has been a licensed real estate broker for over 30 years with Royal LePage Frank Real Estate. His career has included the successful sales of an airport, industrial properties, multi unit apartment buildings, commercial plazas, office buildings and development land.

Chris is the Chairman of the Commercial Network for the Durham Region Association of Realtors and a past Director on the Board of the Commercial Committee for the Ontario Real Estate Association (OREA).

He has been awarded the prestigious Canada Mortgage and Housing (CMHC) Award of Distinction and the Paul Ristow Founders Award for exemplary service to the real estate industry and dedicated community service.



Office Market



AltusGroup

172 King Street East

Oshawa

COMMERCIAL SALE

Office

Location Information

Address	172 King Street East
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	0.48 acres
Construction year	
Tenancy type	Multi Tenant

Record Information

Record type	Commercial transaction
Inventory number	GTA-OFF-2021-02-26-21-0337
Record status	PRC

Transaction Summary

Transaction date	Feb 26, 2021
Price	\$2,930,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Office
Subtype	Medical Office Building
Cap rate	
Building size (sq.ft.)	16,643
Price per sq.ft.	\$176.00
Portfolio name	

Price Structure

Cash price	\$863,678.19	29.5%
Assumed price	\$2,066,321.81	70.5%
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$2,930,000.00	
Percentage transferred	100%	
100% equivalent	\$2,930,000.00	
Price structure notes		

Stakeholders

- 347,000 sq feet of office space available in Oshawa
- Employees returning to offices but want flex hours -not 9 to 5 - 5 days/week
- Employees who use mass transit less likely to return than employees who drive
- Employers re-thinking office needs - one size does not fit all
- Office rents flat lining or declining due to oversupply

Generated under license with Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. No part of the information presented herein may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of Altus Group Limited.



Industrial Market



600 Thornton Road South
Oshawa

COMMERCIAL SALE
Industrial



Record Information

Record type	Commercial transaction
Inventory number	GTA-IND-2021-06-01-21-1230
Record status	PRC

Transaction Summary

Transaction date	Jun 01, 2021
Price	\$4,250,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Industrial
Subtype	Warehouse & Distribution
Cap rate	
Building size (sq.ft.)	20,000
Price per sq.ft.	\$213.00
Portfolio name	

Location Information

Address	600 Thornton Road South
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

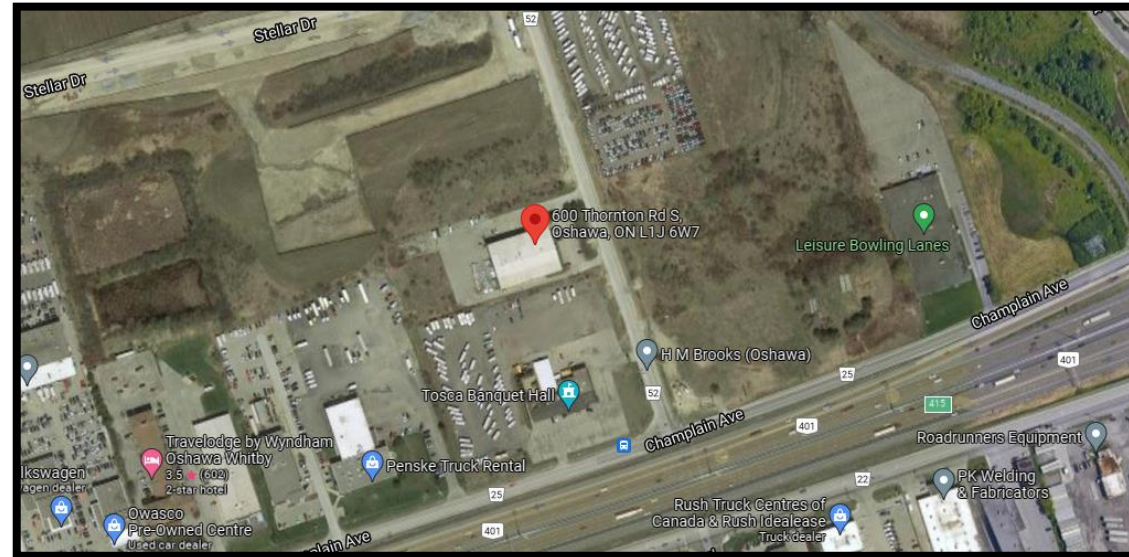
Property Information

Land/Lot size	5.74 acres
Construction year	
Tenancy type	Single Tenant

Price Structure

Cash price	\$4,250,000.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$4,250,000.00	
Percentage transferred	100%	
100% equivalent	\$4,250,000.00	
Price structure notes		

- Leading asset class in Oshawa
- Robust leasing activity. High demand, low supply.



Industrial



721 Bloor Street West

Oshawa

COMMERCIAL SALE

Industrial



Record Information

Record type	Commercial transaction
Inventory number	GTA-IND-2021-09-21-2169
Record status	Final

Transaction Summary

Transaction date	Sep 09, 2021
Price	\$6,100,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Industrial
Subtype	Warehouse & Distribution
Cap rate	
Building size (sq.ft.)	19,671
Price per sq.ft.	\$310.00
Portfolio name	

Location Information

Address	721 Bloor Street West 725 Bloor Street West
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

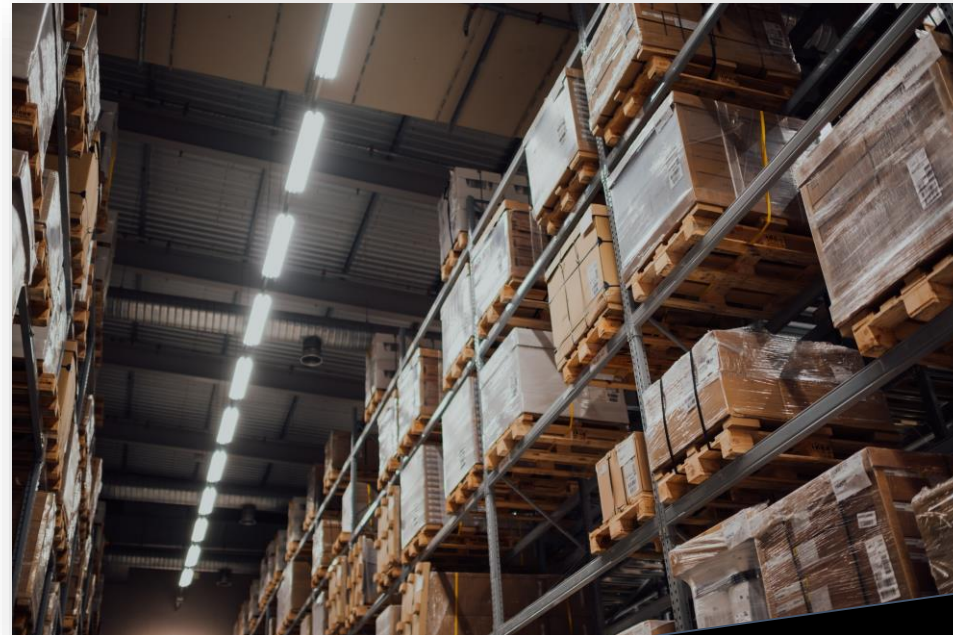
Land/Lot size	2.50 acres
Construction year	
Tenancy type	Multi Tenant

Price Structure

Cash price	\$6,100,000.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$6,100,000.00	
Percentage transferred	100%	
100% equivalent	\$6,100,000.00	
Price structure notes		

Under license with Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. No part of the information presented herein may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written consent of Altus Group Limited.

- Industrial land values at highest price per acre ever - and rising
- Industrial lease rates now topping \$11 per sq. ft.



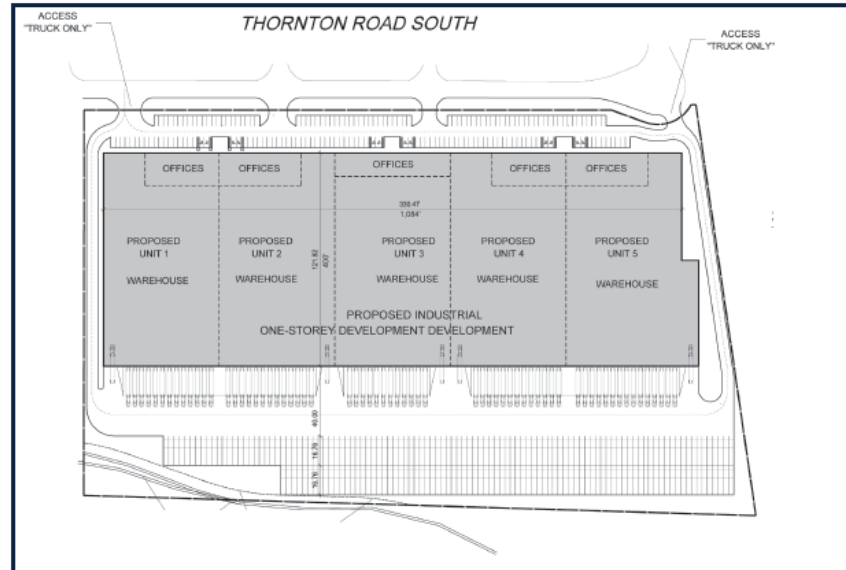
Industrial - (LEASED)



For Lease Up to 440,000 Sq. Ft.



Construction Q3 2019
883 Thornton Rd. S | Oshawa



Property Highlights	
Shipping	66 Truck Level Doors 190 Trailer Parking Stalls 5 Drive-in Doors
Zoning	General Industrial
Clear Height	40'
Distance to 401	5 min 2.6km
Square Footage	440,000SF Divisible to 80,000 SF

Industrial – 1693 Thornton Rd (FOR LEASE)

1693 THORNTON ROAD N, OSHAWA, ON



60,000 SF TO BE
CONSTRUCTED

INDUSTRIAL &
OFFICE SPACE

**FOR
LEASE**

NORTHWOOD
PLACE

CHRIS TYROVOLAS, BROKER
CTYR@ROYALLEPAGE.CA
OFFICE 905.666.1333

**ROYAL LEPAGE
COMMERCIAL**
Royal LePage Frank Real Estate, Brokerage
Independently Owned and Operated



CHRIS TYROVOLAS
COMMERCIALCHRIS.CA
Knowledge. Experience. Integrity

- Only 54,000 sq feet of existing industrial space available in Oshawa
- Approximately 164,000 sq feet of spec new build available for pre-leasing

Commercial/Retail Market

Altus Group

650 King Street East

Oshawa

COMMERCIAL SALE

Retail



Location Information

Address	650 King Street East
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	1.88 acres
Construction year	
Tenancy type	Multi Tenant

Price Structure

Cash price	\$4,800,000.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$4,800,000.00	
Percentage transferred	100%	
100% equivalent	\$4,800,000.00	
Price structure notes		

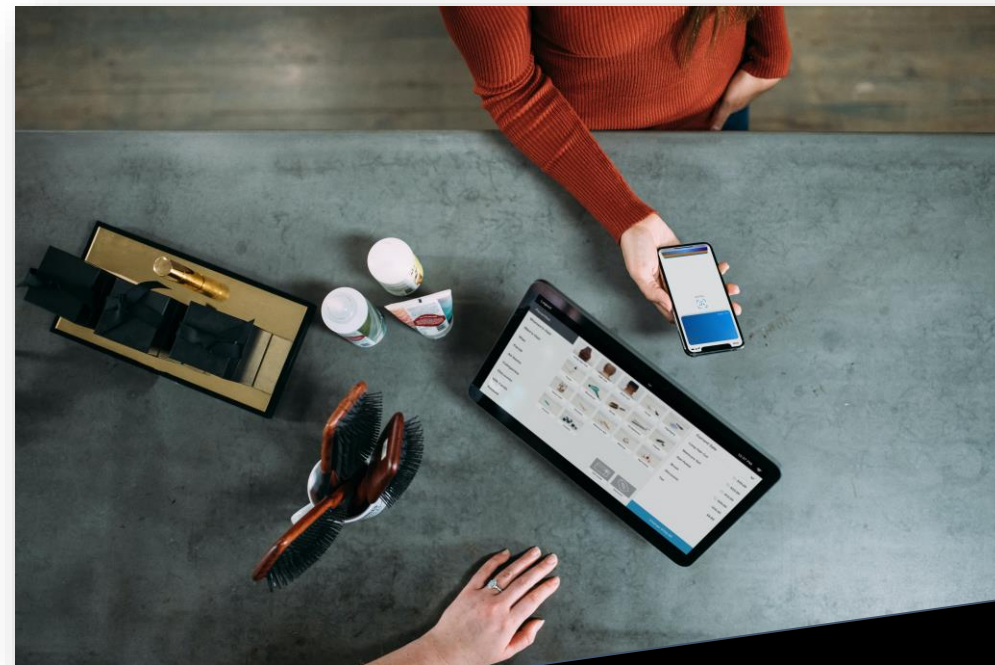
Record Information

Record type	Commercial transaction
Inventory number	GTA-RET-2021-09-10-21-2170
Record status	PRC

Transaction Summary

Transaction date	Sep 10, 2021
Price	\$4,800,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Retail
Subtype	Neighbourhood Shopping Centre
Cap rate	
Building size (sq.ft.)	31,414
Price per sq.ft.	\$153.00
Portfolio name	

- Approximately 91,000 sq feet of retail space available in Oshawa (not including big box)
- Retail sector rebound in 2021



with Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. The information presented herein may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, including photocopying, recording, or otherwise without the prior written



1279 Simcoe Street North
Oshawa

COMMERCIAL SALE
Retail



Location Information

Address	1279 Simcoe Street North
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	7.84 acres
Construction year	
Tenancy type	Multi Tenant

Price Structure

Cash price	\$10,450,000.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$10,450,000.00	
Percentage transferred	100%	
100% equivalent	\$10,450,000.00	

Record Information

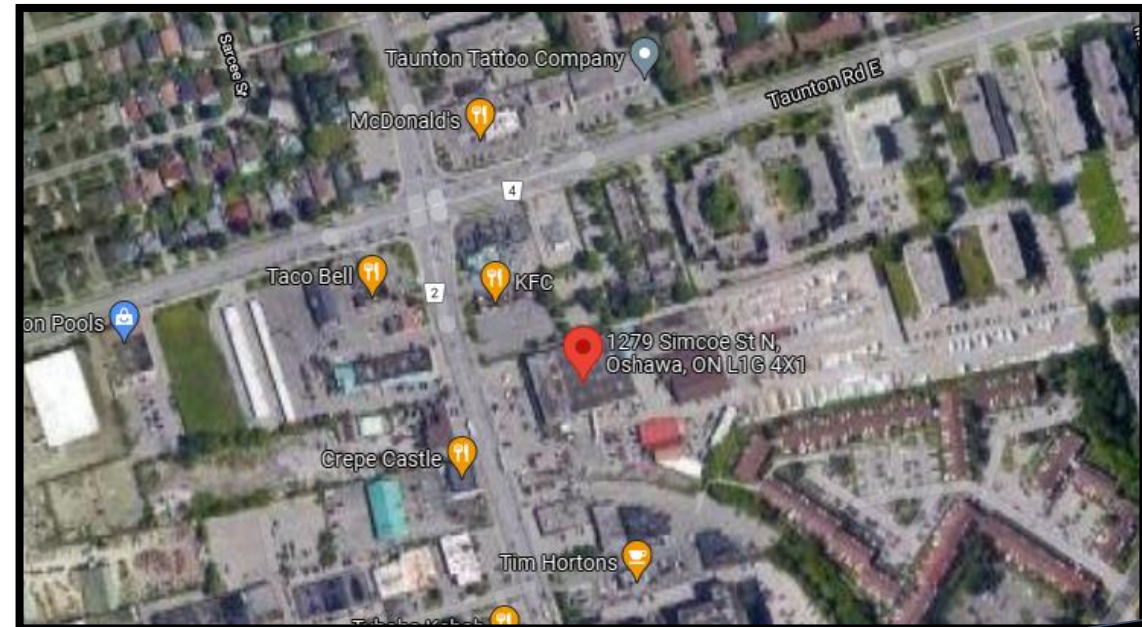
Record type	Commercial transaction
Inventory number	GGH-RET-2021-08-26-21-1975
Record status	PRC

Transaction Summary

Transaction date	Aug 26, 2021
Price	\$10,450,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Retail
Subtype	Free Standing
Cap rate	
Building size (sq.ft.)	49,465
Price per sq.ft.	\$211.00
Portfolio name	

Commercial/Retail

- Major Malls doing better thanks to deep pocketed retailers and less new competition
- Weak spot is in downtown core



Commercial/Retail



43 Conlin Road East
Oshawa

COMMERCIAL SALE
Retail



Location Information

Address	43 Conlin Road East 53 Conlin Road East
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	0.31 acres
Construction year	
Tenancy type	Multi Tenant

Price Structure

Cash price	\$5,400,000.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$5,400,000.00	
Percentage transferred	100%	
100% equivalent	\$5,400,000.00	
Price structure notes		

Record Information

Record type	Commercial transaction
Inventory number	GTA-RET-2021-08-05-21-1861
Record status	PRC

Transaction Summary

Transaction date	Aug 05, 2021
Price	\$5,400,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Retail
Subtype	Free Standing
Cap rate	
Building size (sq.ft.)	8,100
Price per sq.ft.	\$667.00
Portfolio name	

- Buyers actively seeking retail investments in Oshawa indicating confidence in the future of the market



© Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. Information presented herein may be reproduced, stored in a retrieval system, or otherwise without the prior written consent of Altus Group Limited.



Multi-Residential Market



1221 Simcoe Street North

Oshawa

COMMERCIAL SALE

Apartment



Location Information

Address	1221 Simcoe Street North
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	3.20 acres
Construction year	
Tenancy type	

Price Structure

Cash price	\$34,784,561.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$34,784,561.00	
Percentage transferred	100%	
100% equivalent	\$34,784,561.00	
Price structure notes		

Record Information

Record type	Commercial transaction
Inventory number	GTA-APT-2021-05-05-21-0996
Record status	PRC

Transaction Summary

Transaction date	May 05, 2021
Price	\$34,784,561.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Apartment
Subtype	High Rise Apartment
Cap rate	
Number of units	153
Price per unit	\$227,350.00
Portfolio name	Borges & Reynar Inc. - CAPREIT Oshawa Apartment Portfolio 2021

- Multi-residential investment market continues to build momentum.
- Investors remain drawn to multi-residential assets despite scarcity of assets available.
- CAPREIT purchased 4 properties (485 units) in Oshawa for an aggregated price of \$214,000 per unit.

Source with Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. All information presented herein may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written consent of Altus Group Limited.



Multi-Residential



333 Simcoe Street North
Oshawa

COMMERCIAL SALE
Apartment



Location Information

Address	333 Simcoe Street North
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	0.88 acres
Construction year	
Tenancy type	

Price Structure

Cash price	\$7,062,804.12	47.1%
Assumed price	\$7,937,195.88	52.9%
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$15,000,000.00	
Percentage transferred	100%	
100% equivalent	\$15,000,000.00	
Price structure notes		

Record Information

Record type	Commercial transaction
Inventory number	GTA-APT-2021-03-26-21-0568
Record status	PRC

Transaction Summary

Transaction date	Mar 26, 2021
Price	\$15,000,000.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Apartment
Subtype	High Rise Apartment
Cap rate	
Number of units	41
Price per unit	\$365,854.00
Portfolio name	Starlight Investments - Centurion Apartment REIT Ontario Apartment Portfolio 2021

- As the economy reopens, the rental market will continue to strengthen
- Immigration will increase with 400,000 expected new residents to Canada by the end of 2021.
- Approximately half of the new Canadians are expected to settle within the GTA including Oshawa where affordability is key.

with Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. Information presented herein may be reproduced, stored in a retrieval system, or photocopied, recording, or otherwise without the prior written



Multi-Residential

Altus Group

1266 Pentland Street
Oshawa

COMMERCIAL SALE
Apartment



Record Information

Record type	Commercial transaction
Inventory number	GTA-APT-2021-05-05-21-0998
Record status	PRC

Transaction Summary

Transaction date	May 05, 2021
Price	\$20,390,949.00
Sale type	Market
Distress type	
Estate type	Fee Simple
Percent transferred	100%
Product type	Apartment
Subtype	High Rise Apartment
Cap rate	
Number of units	93
Price per unit	\$219,258.00
Portfolio name	Borges & Reynar Inc. - CAPREIT Oshawa Apartment Portfolio 2021

Location Information

Address	1266 Pentland Street
Region	Durham
Municipality	Oshawa
Market	GTA
Submarket	

Property Information

Land/Lot size	1.97 acres
Construction year	
Tenancy type	

Price Structure

Cash price	\$20,390,949.00	100%
Assumed price	\$0.00	
VTB price	\$0.00	
Other consideration	\$0.00	
Chattels price	\$0.00	
Total price	\$20,390,949.00	
Percentage transferred	100%	
100% equivalent	\$20,390,949.00	
Price structure notes		

Altus Group Limited on 11-Nov-2021 and is subject to all terms and conditions contained therein. Information presented herein may be reproduced, stored in a retrieval system, or otherwise without the prior written

- Demand for rental housing will remain strong
- Vacancy rates currently less than 1% in Oshawa CMA.



Thank You for Listening!



Royal LePage Frank Real Estate, Brokerage
Independently Owned and Operated



16th Annual Realtor & Developer Overview



Q&A



www.oshawa.ca





Thank You



www.oshawa.ca

