

SAGEKINGSTON

PLATINUM SALES BRIEFING

Notable Building Features:

- 10 Storeys
- 325 Suites
- \$.39/ Sq. Ft. (Excluding Hydro)
- 8,000 Sq. Ft. of Commercial Space
- Rooftop Patio
- Fitness Centre
- Indoor Atrium with Glass Ceiling
- Study Rooms
- Lounge
- Spring 2019 Construction Start
- September 2021 Occupancy
- Fully-Zoned

Notable Incentives:

- 2 Year Lease Guarantee
- 2 Year Free Property Management by Sage Living
- Free Furniture Package to furnish entire suite

Deposit Structure:

- \$5,000 upon Signing
- Balance to 5% in 30 days
- 5% in 120 days
- 5% October 1st, 2019
- 5% February 1st, 2021

Pricing Notes:

- One Bedroom starting at \$319,990
- Two Bedroom starting at \$419,990
- Parking Available at \$25,000
- Locker Available at \$2,000

Location:

- 82 walk score - Very walkable
- 15-minute walking distance to Queen's University
- 15-minute walk to over 200 businesses and all essential amenities
- Princess Street is the closest non-residential street to campus
- Beautiful water views of Lake Ontario
- Kingston is situated within 3-hour drive of 33% of Canada's population
- Directly in the middle between Toronto - Montreal - Ottawa over 10 million people

Queen's University Top Reputation and High Quality Students:

- Queen's University has the largest endowment fund per student in Ontario
- #1 graduation rate with 87% graduating in 2016
- 94.8% retention rate from 1st to 2nd year students
- Highest number of A+ students of any university in Canada
- Average grade of A+ or 89.2% for incoming students
- Highest number of award-winning faculty
- Bloomberg Businessweek ranks Queen's MBA #1 in the world for teamwork
- Maclean's 2016 Rankings report ranked Queen's #1 in student satisfaction

Queen's Student Housing Situation:

Enrollment Growth

- 2016-17 student enrollment of 27,149 students
- More than 90% of students come from outside Kingston
- 53% increase in student enrollment 2000-2016
- University planning to add 1,500 more students by 2020

Wealthy Students

- Queen's International Students growing faster than any other University
- Temporary Resident Student visa permits in Kingston grew by 187% from 2015-2017
- International students pay more than twice in tuition. Come from very wealthy families and desire private luxury student housing
- Only 30% of its students received government financial assistance compared to 64% at other universities
- Top choice for Ontario's elite private school students

On-Campus Housing

- Queen's on-campus housing only has 4,500 beds for 27,149 students
- Almost entirely for 1st year students.
- Still only 85.85% of 1st year students live on-campus. Number declining every year due to lack of supply.
- Queen's has over 5,000 upper year graduate students who tend to desire more private luxury accommodations

Rental Market in Kingston:

- Kingston has the lowest vacancy rate in Ontario
- Healthy vacancy rate is considered to be 3%. Kingston has a 0.7% vacancy rate
- Among new building (built after 2005) vacancy rate is only 0.3%
- Kingston has the 3rd highest rental rates in Ontario only behind Toronto and Ottawa
- Rental rates increased 3.6% 2016-17
- Current supply of student rentals are 50-100 year old houses in poor condition, no amenities, and high maintenance costs
- 1- and 2-bedroom new purpose-built luxury accommodations are scarce and highly sought after
- Students at Queen's pay \$750-800/month for a bedroom in a 5-7 bedroom house. More than 40% more than the same type of accommodation in Waterloo or Hamilton
- Low supply has led to record low vacancy rates and very high rental rates
- In addition, wealthy students and a growing number of international students desire luxury private accommodations and they can afford higher prices

Barriers to Entry to Build in Kingston:

- Queen's University is surrounded by heritage protected 2 storey residential neighbourhoods.
- Princess Street is the closest possible street to develop a condo building.
- Altus Group construction cost guidelines show Kingston 10% more costly than Toronto
- Kingston sits on top limestone bedrock. Making any excavation very expensive for builders
- Heritage protection creates very few lots that can be developed over time. The increased cost of construction will also deter builders from entering Kingston.
- This means each new building constructed will be more valuable over the long-term due to continued shortage of supply and minimal competition

Sage Living Hands-Off Investment Solution:

- Sage Living will take care of finding a tenant, securing a lease agreement, rent collection, and maintenance service requests from your tenant.
- Sage Living specializes in student housing with a portfolio of over 2000 beds under management
- Sage Living manages 11 different condo buildings. Conducting property management specifically for individual condo owners.
- For the 4th year in a row Sage Living has maintained 0% vacancy rate across its entire portfolio
- Sage Living has consistently achieved the lease guarantee rates in years 1 and 2. In some cases, it achieves rates 10-20% higher than guaranteed rate.

Please see our attached feature sheet and incentives.



SMITH & HINEMAN
Celebrating a 30-Year Partnership based on a Handshake.™

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smithhineman@sutton-masters.com

Gary Smith  **Kelley Hineman**
Cell: 613-541-9947 Sutton Group Masters Realty Inc., Brokerage
Independantly owned and operated
Office: 613-384-5500 • Sales Representatives
TOLL FREE: 800-746-1991 Cell: 613-583-5849

SAGEKINGSTON

FEATURED SUITES						
Layout	Type	Starting Price	Baths	Balcony	Exposure	Lease
Studio 5	Studio	\$249,990	1		South	\$1,100
1B9	1 Bedroom	\$324,990	1	40	North	\$1,450
1B4	1 Bedroom	\$334,990	1	48	South	\$1,550
1B16	1 Bedroom	\$349,990	1	108	South	\$1,575
2B1	2 Bedroom	\$429,990	2	0	Northeast	\$1,900
2B12	2 Bedroom	\$459,990	2	83	West	\$2,000
3B3	3 Bedroom	\$489,990	1	79	Southwest	\$2,600

HST and Appliances are included in the base price. Property tax estimated at 1%

SUITE FEATURES AND FINISHES	
15 minutes from Queen's University	Resident Rooftop Terrace
82 Walk Score	Gorgeous Material Selections
Atrium with Garden and Glass Ceiling	Fitness Center
8,000+ Sq. Ft. of Retail Space	Study Lounge
Largest Building Near Queen's	Free Furniture Package
Underground Parking	Games Room

The growth projections and historical data in this region should not be overlooked. Queen's enrollment growth, international student growth, housing shortage, and record low vacancy rates. Queen's is an elite Canadian University attracting top students and high-quality tenants. Kingston poses many barriers to entry for future construction making Sage Kingston rare and valuable asset. Please speak to a sales representative for more information and ask about our limited time incentives. Secure your investment today.

****FULLY-ZONED****

<p><u>*MAINTENANCE</u></p> <p>\$0.39/Sq. Ft.</p> <p>Excludes: Hydro (electricity) Includes: Water, Gas, Common Area Upkeep, Building Insurance, Reserve Fund, Landscaping and Garbage Removal</p>	<p><u>*DEPOSIT STRUCTURE</u></p> <p>\$5,000 on Signing Balance of 5% in 30 days 5% in 120 days 5% October 1, 2019 5% on February 1, 2021</p>	<p><u>*PARKING/LOCKER NOTES</u></p> <p>Conventional Parking: \$25,000 Conventional Locker (15+ Sq. Ft.): \$2,000</p> <p><u>Occupancy:</u> September 2021</p>
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IN8 Developments


westdale
PROPERTIES


MILBORNE
GROUP

As per plan or applicable investment. This list is just a sample list of the complete project. Please see a Sales Representative for a full list of standard features and more details. Prices, specifications, features and offerings are subject to change without notice. Exclusive listing Brokerage is Milborne Real Estate Inc. E. & O.E January, 2019 (V.1.0)

SAGEKINGSTON

LIMITED TIME INCENTIVE OFFER

2 YEAR LEASE GUARANTEE

2 YEAR FREE PROPERTY MANAGEMENT AND LEASING SERVICES

FREE FURNITURE PACKAGE TO FURNISH ENTIRE SUITE

SUITE FEATURES AND FINISHES	
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<p>\$0.39/Sq. Ft.</p> <p>Excludes: Hydro (electricity) Includes: Water, Gas, Common Area Upkeep, Building Insurance, Reserve Fund, Landscaping and Garbage Removal</p>	<p>\$5,000 on Signing Balance of 5% in 30 days 5% in 180 days 5% in October 1,2019 5% on February 1,2021</p>	<p>Conventional Parking: \$25,000 Conventional Locker (15+ Sq. Ft.): \$2,000</p> <p><u>Occupancy:</u> September 2021</p>

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westdale
PROPERTY

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Date: _____
 Source: _____
 Sales Rep: _____

SAGE KINGSTON

SAGE KINGSTON WORKSHEET

SELECT SUITE CHOICE(S)	
PROVIDE TOP THREE SELECTIONS	
1st Suite/Model:	_____
2nd Suite/Model:	_____
3rd Suite/Model:	_____
Additional Notes:	_____

SELECT PARKING & LOCKER TYPE
CHECK SELECTION(S)
Conventional Parking: \$25,000
Locker: \$2,000

Internal Allocation for Office use only

Suite:	_____	Time:	_____
Price:	_____	Type (Check)	Investor Partial End User End User
Appointment Date	_____	Additional Notes	_____

PLEASE EMAIL TO INFO@SAGEKINGSTON.CA

PURCHASER 1:

FULL LEGAL NAME _____

SIN # _____

DOB (MM/DD/YY) _____

ADDRESS _____ SUITE # _____

CITY _____ PROVINCE _____

POSTAL CODE _____

CELL _____

HOME _____

E-MAIL _____

OCCUPATION _____

PURCHASER 2:

FULL LEGAL NAME _____

SIN # _____

DOB (MM/DD/YY) _____

ADDRESS _____ SUITE # _____

CITY _____ PROVINCE _____

POSTAL CODE _____

CELL _____

HOME _____

E-MAIL _____

OCCUPATION _____

DEPOSIT STRUCTURE

_____ FIVE THOUSAND DOLLARS (\$5,000) Due: **upon Signing**

_____ BALANCE TO FIVE PERCENT (5%) Due: **in 30 days**

_____ FIVE PERCENT (5%) Due: **in 120 days**

_____ FIVE PERCENT (5%) Due: **October 1st, 2019**

_____ FIVE PERCENT (5%) Due: **February 1st, 2021**

COOPERATING BROKER

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 REALTOR

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Notes

Please Make Cheques Payable to: **LEVY ZAVET PC, In Trust**