



**SAGEKINGSTON**

INVESTING IN THE FUTURE  
652 PRINCESS STREET, KINGSTON

Fully Zoned + Approved



**Introducing Sage Kingston, the latest condominium by innovator IN8 Developments**



**IN8**Developments

IN8 Developments is the innovator behind the Sage Condominium projects originally developed and constructed in Waterloo Region. Sage Condominium developments offer an unparalleled living experience for the demanding and fast-paced student lifestyle.

Like the other Sage Condo communities, Sage Kingston comes complete with hotel-style amenities, and is designed to encourage students to stay active and healthy while providing an atmosphere where they can thrive.

Sage Kingston will be the first Sage Condo constructed in Kingston and will house 325 suites, comprising of studio, one bedroom, two bedroom and three bedroom suites.

Additionally, Sage Kingston will include a retail level, green study atrium and an impressive lobby.

**All Sage projects have fully leased every year earning guaranteed lease rates.**

Rendering is artist's concept of the completed building and is subject to change. Illustration may show optional features which may not be included in the base price. Landscape areas and plantings are concepts only and may vary from finished landscape. See sales representatives for more information. E. & O. E.

IN8 Developments

# A PROVEN SUCCESS

The Sage Condominium concept has proven to be a successful and profitable investment. Since the original Sage Condo project was completed in 2013, IN8 has been the leading developer of student condominiums with 12 Sage Condo projects in their portfolio to date.

Investors of our first Waterloo projects realized an accelerated performance in capital appreciation due to the increased pricing in our subsequent projects. Buyers of one bedroom units in Sage II realized a 50% appreciation in the value of their condo versus the price in Sage Platinum four years later.

Realize the benefits of investing now and watch your capital grow. Be among the first to purchase in our first Sage Condominium in Kingston.



**SAGE ONE: SOLD OUT IN 3 MONTHS**

58 units, 8 Hickory Street West, Waterloo

- 11-storey condo
- On-time completion in September 2013
- 100% leased four consecutive school years



**SAGE TWO: SOLD OUT IN 4 MONTHS**

198 units, 318 Spruce Street, Waterloo

- 23-storey condo
- On-time completion in September 2015
- 100% leased two consecutive school years
- 10% rental growth in one bedroom units from year one to two



**SAGE THREE: SOLD OUT IN 2 WEEKS**

98 units, 62 Balsam Street, Waterloo

- Three bedroom townhouses plus two 6-storey condos
- On-time completion in May 2015
- 100% leased two consecutive school years



**SAGE FIVE: SOLD OUT IN 3 WEEKS**

169 units, 280 Lester Street, Waterloo

- 8-storey condo
- On-time completion in September 2016
- 100% leased for the 2016 school year
- 1 bedroom units rented 10% higher than lease guarantee



**IVY TOWNS: SOLD OUT IN 3 WEEKS**

68 units, 253 Albert Street, Waterloo

- 4-storey condo
- On-time completion in September 2016
- 100% leased for the 2016 school year



**SAGE SIX: SOLD OUT IN 2 WEEKS**

131 units, 251 Hemlock Street, Waterloo

- 6-storey condo
- On-time completion in September 2017
- 100% leased for the 2017 school year



**IVY TOWNS 2: SOLD OUT IN 2 WEEKS**

34 units, 288 Albert Street, Waterloo

- Three bedroom, stacked townhouse units
- On-time completion in September 2017
- 100% leased for the 2017 school year



**IVY TOWNS 3: SOLD OUT IN 1 WEEK**

43 units, 338 Albert Street, Waterloo

- Three bedroom, stacked townhouse units
- On-time completion in September 2017
- 100% leased for the 2017 school year



**SAGE PLATINUM: SOLD OUT IN 2 WEEKS**

104 units, 250 Albert Street, Waterloo

- 4-storey condo
- Exclusively one bedroom and studio suites
- On-time completion in September 2018
- 100% leased for the 2018 school year



**SAGE PLATINUM II: SOLD OUT IN 2 WEEKS**

161 units, 308 Lester Street, Waterloo

- 4-storey condo
- Exclusively one bedroom and studio suites
- On-time completion in September 2018
- 100% leased for the 2018 school year



**SAGE X: NOW UNDER CONSTRUCTION**

137 units, 257 Hemlock Street, Waterloo

- 6-storey condo
- Studio, one and two bedroom suites
- Construction began on-time in May 2018
- Occupancy scheduled for September 2019



**DTK CONDOS: NOW UNDER CONSTRUCTION**

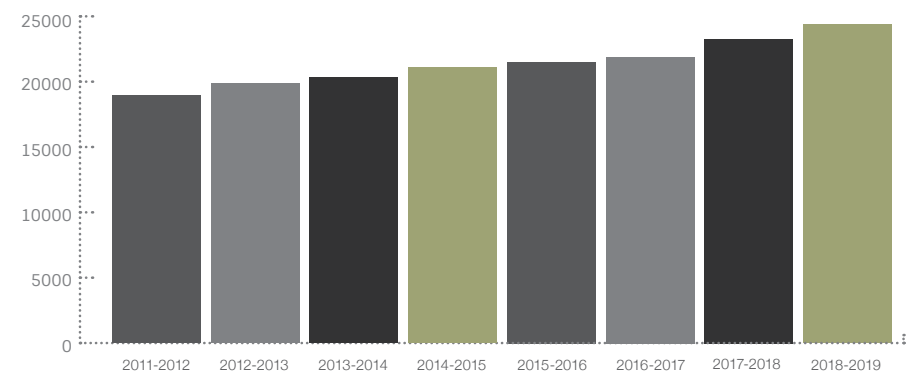
494 units, 32 Duke Street, Kitchener

- 39-storey condo in downtown location
- One and two bedroom suites
- Construction began on-time in November 2018



## A GROWING INVESTMENT

Student enrollment is up to approximately 24,649 in 2018 from 23,764 enrollments reported for the 2017-18 academic year\*.



Queen's University is one of Canada's most distinguished post-secondary institutions and one of Canada's oldest degree granting institutions.

### QUEEN'S 2018: BY THE NUMBERS

Undergraduate (full time)	19,523
Graduate (full time)	4,464
BISC + Post-graduate Medicine	662
Faculty	8,921
<b>Total</b>	<b>33,570</b>

### Queen's University Has a Top Reputation and High Quality Students

- Queen's University has the highest endowment fund per full-time student in Ontario
- Home to students from more than 123 countries with the fastest growing rate for International Students
- Queen's is the top choice for Ontario's elite private school students
- #1 graduation rate in Canada with 89.5% graduating within 7 years\*\*
- 94.7% retention rate in 2017
- 89.1% average grade of incoming students in 2017
- Ranked 5th in the Medical Doctoral category for overall academic excellence\*\*
- Queen's continues to excel in overall student satisfaction for doctoral schools placing 2<sup>ND</sup> Canada wide as published in the *Macleans 2019 Rankings* report

## QUICK FACTS

Over **95%** OF STUDENTS attending Queen's are from outside Kingston

Only **4,500** BEDS ON CAMPUS

**53%** INCREASE in student enrollment from 2000 - 2016

## WEALTHY & MATURE STUDENTS

Only **30%** of students receive Government financial assistance compared to 64% at other universities

**187%** GROWTH in temporary resident student visas from 2015 - 2017

**5,000** UPPER YEAR GRADUATE STUDENTS



## WHY INVEST IN KINGSTON?

**Growth of student housing has not kept pace with school growth. Kingston has the lowest vacancy rate in Ontario.**

When we look for opportunities for Sage Condominium projects, we look at the local market. **THE OVERALL VACANCY RATE FOR 1 TO 3 BEDROOM PLACES IN KINGSTON DECREASED IN 2018 TO 0.4%\***. This is the lowest the vacancy rate has been in decades, likely due to factors such as the number of students that move to Kingston to attend Queen's University where there are only approximately 4,500 beds on campus and the heritage protected neighbourhoods surrounding the school.

With limited supply of accommodations, rental rates in Kingston have moved up. Currently Kingston has the 3rd highest rental rates in Ontario coming in behind only Toronto and Ottawa.

**Sage Kingston will provide a premium product to an in-demand, under served market.**

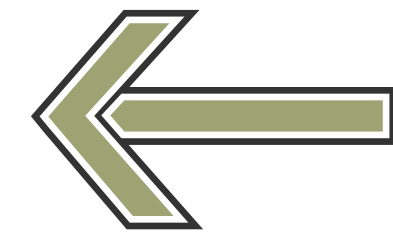
**Current supply of student rentals are 50-100 year old houses with no amenities**

## SUPPLY SHORTAGE

- Queen's University is surrounded by heritage protected 2 storey residential neighbourhoods and Lake Ontario which serves as a natural boundary that reduces the land availability. Princess Street is the closest possible street to develop a condo building
- Atlas Group construction cost guidelines show Kingston to be 10% more costly than Toronto in part caused by excavation costs of the limestone bedrock Kingston sits upon
- Heritage protection creates very few lots that can be developed. The higher construction costs will also deter builders from entering Kingston
- New buildings hold more value over time due to continued shortage of supply and minimal competition

**KINGSTON, ONTARIO**  
**\$800/MONTH**

**WATERLOO/HAMILTON, ONTARIO**  
**\$500/MONTH**



**Students in Kingston pay 40% more per bedroom in a 5-7 bedroom house compared to Hamilton and Waterloo markets**

**Private 1 and 2 bedroom luxury accommodations are highly sought after, with people willing to pay extra for amenities and their own space.**

### QUICK FACTS



Clearly **low supply has led to record low vacancy rates**. **Wealthy students** and a growing number of **international students** desire luxury private accommodations, and they **can afford higher prices**. This creates the perfect environment for very high & sustainable **rental rate growth**



Sage Kingston Condominiums makes investing simpler, offering owners a tailored management package.

### Sage Kingston Easy Investment Package

By choosing our investor package you can ensure your investment is safe and profitable. Our package includes:

- **2 Year Lease Guarantee**
- **2 Years Free Property Management**
  - Renting your suite
  - Signing lease agreements and parental guarantors
  - Collection of post-dated cheques
  - Coordination of tenant move-in
  - Field all tenant phone calls and inquiries
  - Complete maintenance management
  - Bill payments and cheque deposits
  - Provide regular statements



## MAKING IT GREATER

Enhance your suite and make moving in easy with a **FREE FURNITURE PACKAGE.**

Free furniture packages are included in your purchase price and will be a new and attractive feature in Kingston that will allow owners to charge higher rental rates. All furnishings are delivered to the suite with installation provided, enabling residents to simply move right in and enjoy.

- Double bed with mattress
- Nightstand, desk and chair
- Sofa with coffee table, media unit, 50" flatscreen TV
- Dining table and chairs

Ask a Sales Representative for a complete furniture package chart.



## PROPERTY MANAGEMENT

Sage Living is the property management division for all Sage Condominium Projects. Sage Living are experienced and proven operators of University investment condos. Over the last 5 years we have leased over 2,000 beds on behalf of condo owners.

**Lease Guarantee:** Sage Living will offer a minimum guaranteed lease rate on all leases. This lease guarantee provides a minimum amount investors will receive for the first two years. Any lease rate growth above the guaranteed rate is to the sole benefit of investors.

**SAGE  
LIVING**



# WITHIN WALKING DISTANCE

**Walk Score**

WALK SCORE  
**82**

Sage Kingston has an impressive Walk Score of 82. All essential amenities, entertainment and conveniences are within a 15 minute walking radius or short 6 minute bike ride.

Situated along Princess Street - the closest non-residential street to campus, Sage Kingston is a short walk from over 200 businesses in Kingston's downtown core and from Queen's University.

IN8 Developments is excited to bring the Sage Condominium concept to Kingston. Living at Sage Kingston is a golden opportunity for both investor and student alike. Sage Kingston offers a higher degree of living in a great location unmatched by most student housing accommodations.



**EVERYTHING A STUDENT NEEDS WITHIN 15 MINUTES OR LESS**  
 EDUCATION • RECREATION • SHOPPING • LEISURE

Map is artist's concept for illustrative purposes only. Map may not be exactly to scale. E. & O. E.



[ VIEW FROM ROYAL MILITARY COLLEGE ACROSS FROM KINGSTON'S WATERFRONT ]



Kingston is located between Ottawa, Montreal and Toronto and within 3 hours of 33% of Canada's population



## A CENTRAL LOCATION

**Kingston's Downtown Core is home to all the conveniences a student wants and needs.**

Located at 652 Princess Street, Sage Kingston is situated along the main vein heading to the Downtown area. Queen's University is a 15 minute walk or short bike ride south of Sage Kingston. Daily conveniences are in close proximity, but residents will also benefit from the retail level of Sage Kingston located on the Princess Street side at ground level, perfect for early mornings, quick fixes and late nights.

Public transit runs on Princess Street regularly en route to a variety of grocery stores, retail shops, restaurants, pubs and outdoor areas.



Over 200 business' reside in Kingston's Downtown Core, minutes from Sage Kingston





## THE ULTIMATE EXPERIENCE

**Sage Kingston offers so much more.**

Residents receive high-end finishes, great locations and the best amenities plus a superior level of service and comfort.

**Living at Sage Kingston will positively impact student life by creating a desirable and safe atmosphere conducive to student success.**



# DISTINCTIVE FEATURES

**Sage Kingston has many unique characteristics not often found in student housing. Each suite offers designer finishes including granite countertops, glass shower doors and an abundance of energy saving features to make your suite efficient and stylish.**

## Building Features

- Mixed-use building with residential and retail areas
- A welcoming lobby
- Central atrium with natural light
- Study rooms, lounge and games room, fitness centre and amenity room
- Controlled access to the amenity areas
- Surveillance cameras in public areas
- Surface and underground parking
- Garbage chute
- Secured bike storage

## Suite Features

- High ceilings
- Oversized windows
- Balcony with sliding glass doors (as per plan)
- Cable and telephone outlets in living room and bedrooms
- Pre-wired high speed internet access
- Hardwired in-suite smoke detectors
- In-suite sprinkler system

## Suite Finishes and Fixtures

- Select between one of two designer finish and colour schemes
- Swiss laminate flooring throughout living and dining area, kitchen and bedroom(s)
- Porcelain tile in bathroom (as per plan)
- Granite kitchen countertop (as per plan)
- Contemporary, high-gloss lacquer slab kitchen cabinets with stainless steel hardware
- Glass or ceramic kitchen tile backsplash
- Stainless steel refrigerator, slide-in range, microwave, ducted exhaust, and built-in dishwasher
- Undermount, stainless steel sink with chrome pull-out and spray faucet
- Front-load stacked washer and dryer
- Chrome trim shower door with acrylic shower enclosure (as per plan)

- Custom high-gloss lacquer vanity with granite top, undermount sink and chrome faucet with mirror above
- Contemporary linear light in kitchen, bathroom vanity light and surface mounted fixtures in bedrooms
- Contemporary profile, painted 4" baseboards with matching door casings
- Solid-core, paint-grade suite entry door with contemporary satin chrome lever and privacy viewer
- Paint grade interior doors with contemporary satin chrome lever
- Closets with sliding doors (as per plan) and plastic coated wire shelving (as per plan)

## Green Features

- Individual hydro meters for separate hydro billing and individual control over hydro consumption
- Individually controlled, energy efficient, centralized heating and cooling system
- Energy saving wall construction and thermally broken aluminum, double-glazed windows with Low-E Argon coating and Argon gas
- Energy efficient lighting
- Low VOC (Volatile Organic Compound) paints and adhesives
- High-pressure, low-flow showerheads and faucets and low flush toilets for water efficiency in bathrooms
- Lighting controlled by motion detectors in stairwells
- Front-loading washing machine and dishwasher

## Defining Your Experience

### INNATE:

Inherent in the essential character. Originating in, or arising from the intellect or the constitution of the mind, rather than learned through experience. An innate knowledge.



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**IN8** Developments