

WHAT TO EXPECT FROM PRE-CONSTRUCTION MARKET AFTER PANDEMIC IS OVER?

182,405

Istanbul

Confirmed Cases by Province/State/Dependency

67,797 confirmed

Madrid China

21,980 confirmed

Italy

14,991 confirmed

Iran

9,999 confirmed

North Atlantic Ocean

ALGERIA

LIBYA

EGYPT

SAUDI ARABIA

CANADA

Vancouver

High Rise Condos Supply And Demand

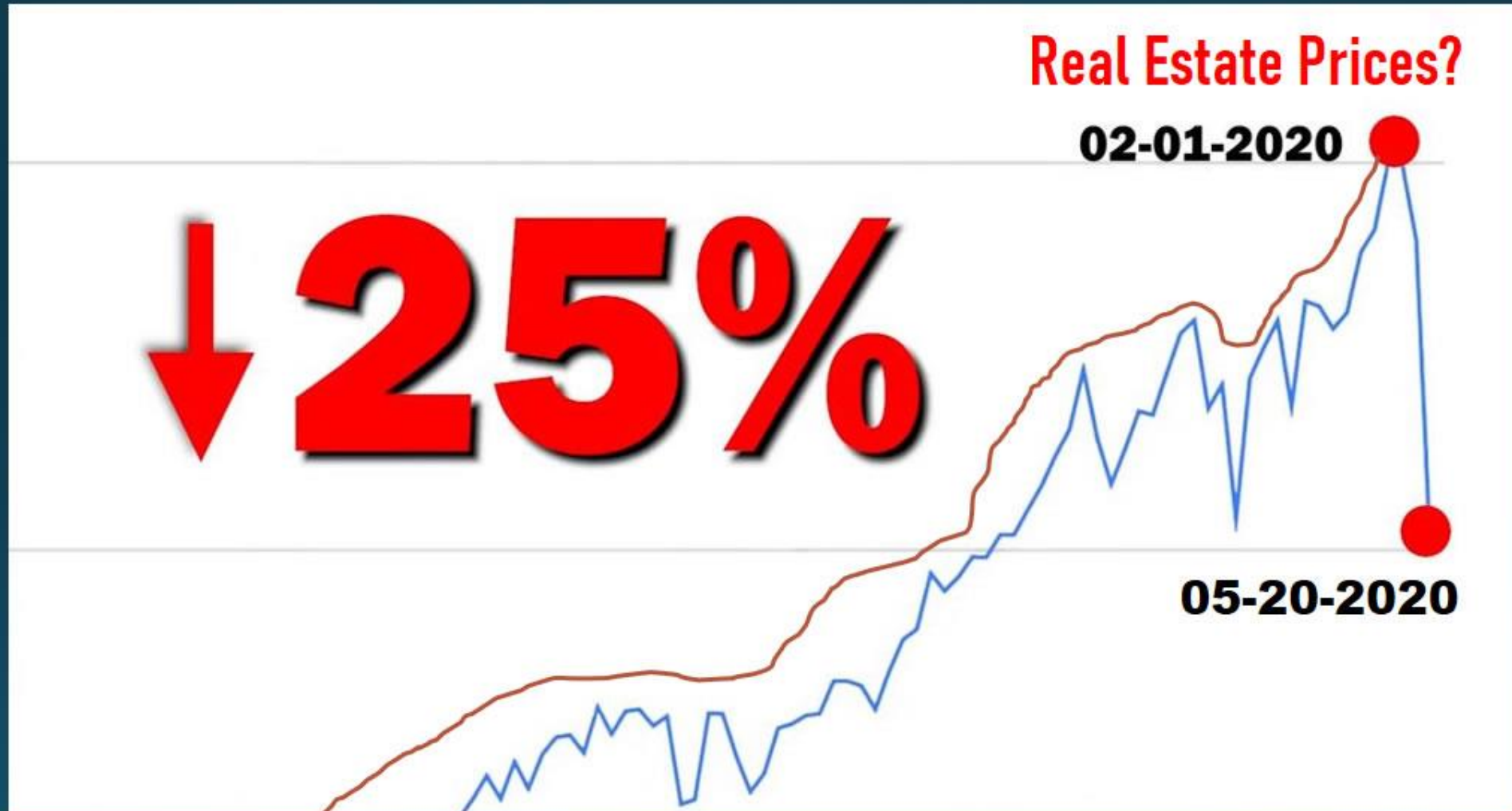
Condos Completion vs Requirements for GTA



Real Estate Prices During Crisis



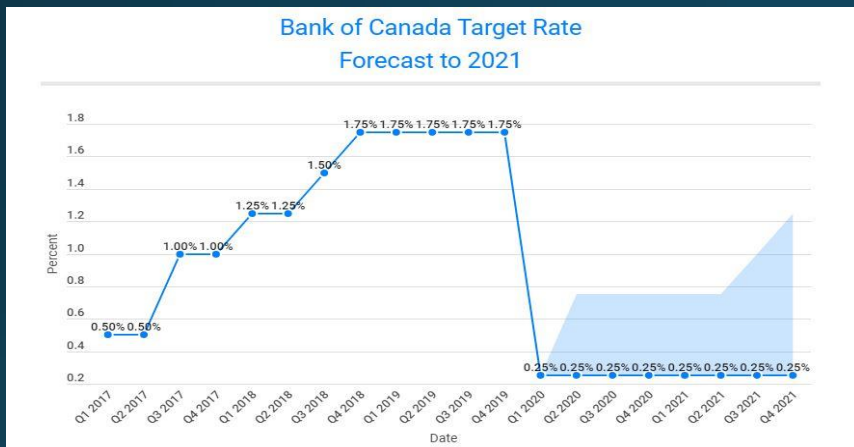
2020 Market Crash (COVID -19)



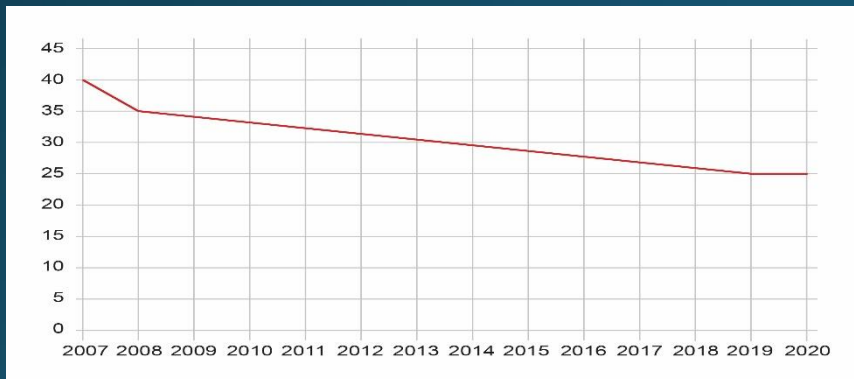
How Canadian Government Regulate The Demand

- 1) Bank of Canada Rates
- 2) Mortgage Amortization
- 3) Stress Test
- 4) 15% International Buyers Tax

1)



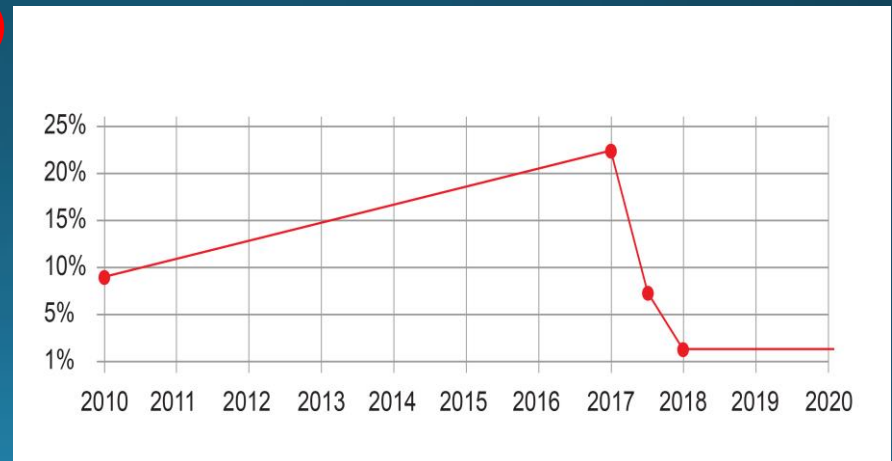
2)



3)



4)



Weakening Any Of These Rules Will Bring Hundreds Of Thousands Of Buyers To The Market

- ❑ - High Mortgage Rates (Prime 3.95%) – New Prime 2,45%
- ❑ - Low Mortgage Amortization (25 Years)
- ❑ - Stress Test (Difficult to qualify)
- ❑ - International Buyer Tax (15%)

The government has many ways to manage demand like never before. Real Estate and Construction industry plays a significant role in the country's economy (GDP) and the government will do everything to support it.

What Will Happened In The Pre-construction Market Right After The Quarantine Is Over?

- Large projects will be on hold, mostly until next year
- Small projects (100-150 units) will hit the market with discounts and special incentives
- Remaining inventory in previous projects will be offered for sale with discounts and special incentives.
- Very limited inventory on the market (extremely low number of new launches during the 2020 year)
- Some developers (mostly small inexperienced developers) will cancel the previously sold projects
- Experienced Investors will buy the market inventory
- End users will still wait 5-8 month

What Will Happened In The Pco-nstruction Market 6 To 12 Months After The Pandemic Is Over?

- Large projects will finally hit the market after huge delays.
- Construction cost will go up significant (construction materials, construction timing, development charges).
- Most end buyers will come back to the market.
- Number of international buyers will go up (even if 15% Tax will be in place)
- Large number of investors will look for investment opportunities.
- Supply will be lower than previously projected.
- Demand will significantly exceed supply.
- Pre- construction Prices will jump.

Why Prices Will Jump?

- Construction cost increase.
- Timing.
- Low supply.
- Development charge increase.
- Lack of construction equipment and labor
- Inflation

The Tailor Queensway Residences

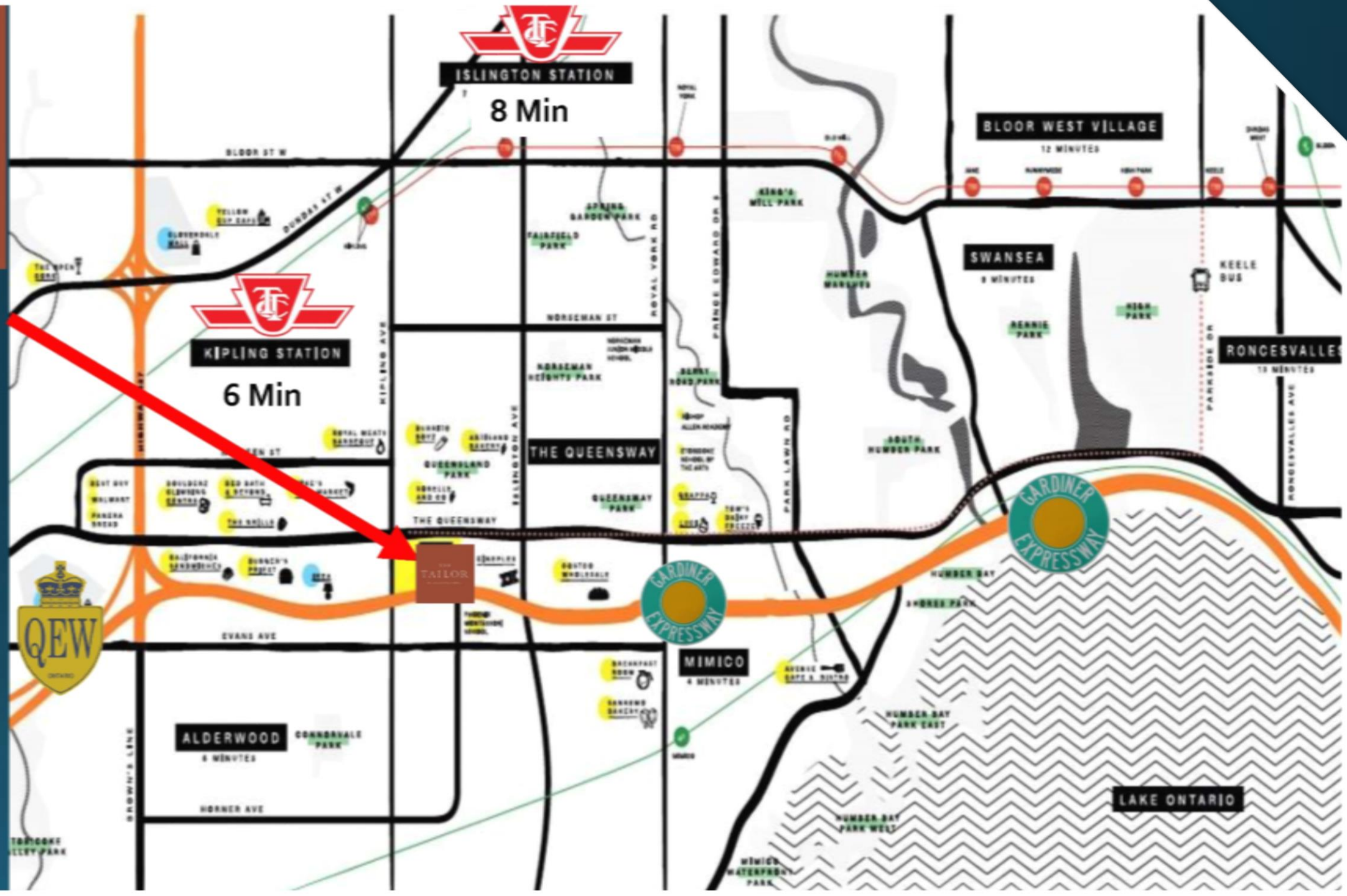


THE
TAILOR
QUEENSWAY RESIDENCES

THE TAILOR

QUEENSWAY RESIDENCES

ON THE MAP





BUILDING FACTS

➤ **The Tailor Queensway Residences**
in Toronto's Etobicoke neighbourhood

➤ **140**
Suites

➤ **10 storeys**
includes mechanical penthouse

➤ **7,500+ sq. ft.**
of indoor and outdoor amenity space

THE TAILOR CONDOS LOCATION

 Drive to downtown Toronto in 15 minutes

 Get to Union Station in 17 minutes via the GO Train.



Connection to 3 main highways (QEW, 427, and Gardiner) within 3 minutes.



7 minutes to Islington Station and 6 minutes to Kipling Station.



10-minute drive to Lakeshore and Humber Bay.



Minutes to retail, entertainment, restaurants, Sherway Gardens Mall, cafés, and more.



10-minute drive to Pearson International Airport and 15-minute drive to Billy Bishop Airport.



Parks, greenspaces, and nearby trails at your doorstep.

ETOBICOKE – LAKESHORE STATS



129,080

Population



11.8%

Population growth
(2011-2016)*



25-44

Average age*



43% of residents
live in condominiums
(5+ storeys)*



Average Household Income*



\$128,448



\$102,721

WHY THE TAILOR CONDOS ?

Price per square foot (PSF)



41%
lower
PSF than
downtown
core



\$1,065
PSF



\$1,200
PSF



\$850
PSF



Get more square feet while still living in the 416

\$550,000
650 sq.ft.



\$2,700 rent



+\$71
monthly cashflow

\$750,000
650 sq.ft.



\$2,900 rent



-\$495**
monthly cashflow

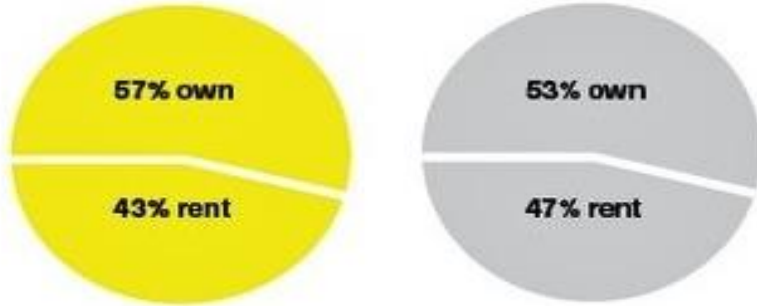
- ETOBICOKE
- DOWNTOWN
- ETOBICOKE WATERFRONT



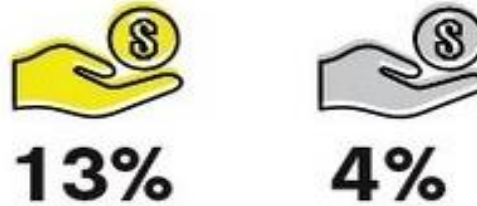
WHY THE TAILOR CONDOS ?

36%** more living space than downtown.

Rent vs. own**



Total yearly rental return**



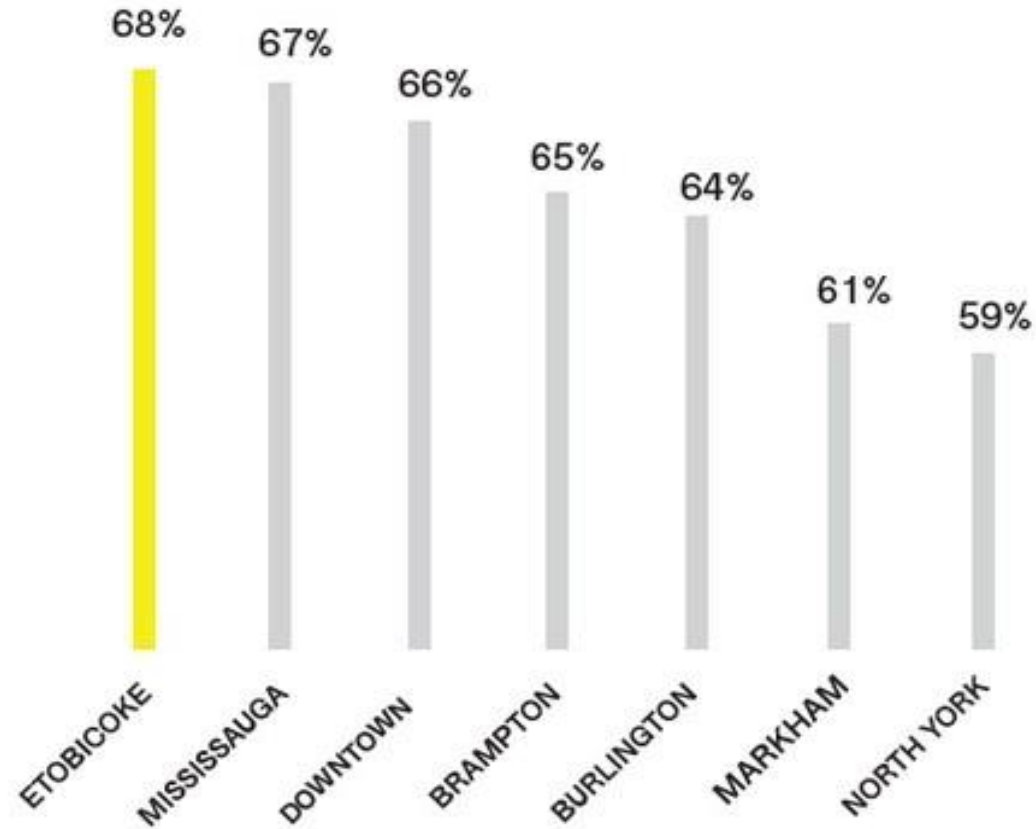
Get more square feet while still living in the 416

- ETOBICOKE
- DOWNTOWN
- ETOBICOKE WATERFRONT



RESALE CONDO STATS

RESALE CONDO SALES-
TO-LISTING RATIO BY
NEIGHBOURHOOD
IN THE GTA



*City consensus profile, Ward 3 | Etobicoke-Lakeshore.

**No representations are made with respect to the actual numbers achieved.

† Urbanation Q1 sales listing ratio

1 Bedroom - Sales Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price ^	Sold Price	Type	Style	Br	+ ^	W	Ex	Balc	L	Pk	Maint	Contract Date	Sold Date
15 Zorra St				1101	Toronto W08	Islington-....	\$469,000	\$467,000	Condo Apt	Apartme...	1		1	N	Open	Y	1	356	10/28/2019	11/6/2019
1185 The Queens...				802	Toronto W08	Islington-....	\$469,000	\$535,000	Condo Apt	Apartme...	1		1	E	Open	Y	1	424.24	2/12/2020	2/13/2020
1185 The Queens...				108	Toronto W08	Islington-....	\$474,654	\$502,000	Condo Apt	Apartme...	1		1	S	Terr	Y	1	455.72	11/12/2019	11/13/2019
1185 The Queens...				1005	Toronto W08	Islington-....	\$489,000	\$555,100	Condo Apt	Apartme...	1		1	Sw	Open	Y	1	419	3/5/2020	3/14/2020
15 Zorra St				2302	Toronto W08	Islington-....	\$499,000	\$571,000	Condo Apt	Apartme...	1		1	Nw	Open	Y	1	426.92	3/13/2020	3/17/2020
1185 The Queens...				430	Toronto W08	Islington-....	\$524,900	\$525,000	Condo Apt	Apartme...	1		1	S	Open	Y	1	434.11	2/6/2020	2/13/2020
1185 The Queens...				1202	Toronto W08	Islington-....	\$529,900	\$550,000	Condo Apt	Apartme...	1		1	E	Open	Y	1	424.24	2/6/2020	2/15/2020
1185 The Queens... Ave				409	Toronto W08	Islington-....	\$589,888	\$575,000	Condo Apt	Apartme...	1		2	Nw	Open	Y	1	519	2/29/2020	3/4/2020

1 Bedroom + Den - Sales Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price ^	Sold Price v	Type	Style	Br	+ ^	W	Ex	Balc	L	Pk	Maint	Contract Date	Sold Date
1185 The Queens... Way				309	Toronto W08	Islington-....	\$579,000	\$570,000	Condo Apt	Apartme...	1	1	2	Nw	Open	Y	1	518.36	2/11/2020	2/17/2020
15 Zorra St				808	Toronto W08	Islington-....	\$568,880	\$566,000	Condo Apt	Apartme...	1	1	2	Sw	Open	Y	1	449.88	2/16/2020	2/21/2020
15 Zorra St				605	Toronto W08	Islington-....	\$509,900	\$565,000	Condo Apt	Apartme...	1	1	1	S	Terr	Y	1	450.55	2/24/2020	2/25/2020
15 Zorra St W				2203	Toronto W08	Islington-....	\$519,000	\$545,000	Condo Apt	Apartme...	1	1	1	S	Terr	Y	1	422.43	3/2/2020	3/3/2020
1185 The Queens...				201	Toronto W08	Islington-....	\$469,900	\$531,000	Condo Apt	Apartme...	1	1	1	E	Open	Y	1	472.85	1/15/2020	1/23/2020
1185 The Queens... Ave				310	Toronto W08	Islington-....	\$499,000	\$525,000	Condo Apt	Apartme...	1	1	1	N	Open	Y	1	482.08	1/16/2020	1/17/2020
15 Zorra St				1608	Toronto W08	Islington-....	\$499,900	\$518,500	Condo Apt	Apartme...	1	1	2	W	Open	Y	1	449.88	1/11/2020	1/23/2020

2 Bedroom - Sales Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price ^	Sold Price v	Type	Style	Br	+	W	Ex	Balc	L	Pk	Maint	Contract Date	Sold Date
15 Zorra St				2304	Toronto W08	Islington-...	\$739,999	\$710,100	Condo Apt	Apartme...	2		2	Se	Open	Y	1	550.76	2/4/2020	3/3/2020
15 Zorra St				2207	Toronto W08	Islington-...	\$689,800	\$710,000	Condo Apt	Apartme...	2		2	Sw	Open	Y	2	629.24	1/27/2020	2/11/2020
15 Zorra St				1804	Toronto W08	Islington-...	\$699,900	\$695,000	Condo Apt	Apartme...	2		2	Se	Open	Y	1	583.1	2/18/2020	2/24/2020
15 Zorra St				209	Toronto W08	Islington-...	\$659,990	\$650,000	Condo Apt	Apartme...	2		2	W	Open	Y	1	548.43	3/17/2020	5/8/2020
15 Zorra St				1909	Toronto W08	Islington-...	\$619,000	\$635,000	Condo Apt	Apartme...	2		2	Nw	Open	Y	1	520	2/10/2020	2/18/2020
1185 The Queens...				1104	Toronto W08	Islington-...	\$629,900	\$631,000	Condo Apt	Apartme...	2		2	Sw	Terr	Y	1	604.83	12/9/2019	12/12/2019

Sales Statistics for 3 Bedroom is not available!

1 Bedroom - Lease Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price ^	Leased Price	Type	Style	AI	FUR	Br	+ ^	Wr	Exp	Term	Balc	Park	SecGrd	Maint	Contract Date	Leased Date
15 Zorra St				1301	Toronto W08	Islington-...	\$2,000	\$2,050	Comm Ele...	Apartment...	N	N	1		1	N	1 Year	Open	1			5/28/2019	6/20/2019
1185 The Queenswa...	Ave			1105	Toronto W08	Islington-...	\$2,000	\$2,100	Condo Ap...	Apartment...	N	N	1		1	W	1 Year	Open	1			6/19/2019	6/21/2019
15 Zorra St				701	Toronto W08	Islington-...	\$2,000	\$2,000	Condo Ap...	Apartment...	N	N	1		1	Se	1 Year	Open	1			7/8/2019	7/15/2019
1185 The Queenswa...	Ave			612	Toronto W08	Islington-...	\$2,000	\$2,025	Condo Ap...	Apartment...	N	N	1		1	Ne	1 Year	Open	1			7/19/2019	8/6/2019
1185 The Queenswa...				918	Toronto W08	Islington-...	\$2,000	\$2,025	Condo Ap...	Apartment...	N	Par...	1		1	E	1 Year	Terr	1			8/21/2019	8/24/2019
1185 The Queenswa...	Ave			811	Toronto W08	Islington-...	\$2,000	\$2,000	Condo Ap...	Apartment...	N	N	1		1	E	1 Year	Open	1			10/8/2019	10/22/2019
1185 The Queenswa...				115	Toronto W07	Stonegate-...	\$2,000	\$2,000	Condo Ap...	Apartment...	N	N	1		1	S	Monthly	Terr	1			1/21/2020	2/3/2020
1185 The Queenswa...				918	Toronto W08	Islington-...	\$2,000	\$2,000	Condo Ap...	Apartment...	N	N	1		1	E	1 Year	Terr	1			2/3/2020	2/16/2020
1185 The Queenswa...				431	Toronto W08	Islington-...	\$2,000	\$2,000	Condo Ap...	Apartment...	N	N	1		1	S	1 Year	Open	1			3/18/2020	3/25/2020
1185 The Queenswa...	Ave			204	Toronto W08	Islington-...	\$2,050	\$2,050	Condo Ap...	Apartment...	N	N	1		1	S	1 Year	Open	1			12/27/2019	1/5/2020
15 Zorra St				1603	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Multi-L...	N	N	1		1	E	1 Year	Open	1			6/12/2019	7/2/2019
15 Zorra St				610	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Apartment...	N	N	1		1	Nw	1 Year	Open	1			11/19/2019	12/13/2019
1185 The Queenswa...	Way			426	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Apartment...	N	N	1		1	Sw	1 Year	Open	1			3/11/2020	3/27/2020
15 Zorra St				2401	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Apartment...	N	N	1		1	N	1 Year	Open	1			4/8/2020	4/12/2020

1 Bedroom + Den - Lease Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price ^	Leased Price v	Type	Style	AI	FUR	Br	+ ^	Wr	Exp	Term	Balc	Park	SecGrd	Maint	Contract Date	Leased Date	
15 Zorra St				1703	Toronto W08	Islington-...	\$2,100	\$2,200	Condo Ap...	Apartment...	N	N	1	1	1	E	1 Year	Open	1				6/4/2019	6/12/2019
1185 The Queenswa...	Ave			532	Toronto W08	Islington-...	\$2,150	\$2,150	Condo Ap...	Apartment...	N	N	1	1	1	N	1 Year	Open	1				6/27/2019	7/9/2019
15 Zorra St				1205	Toronto W08	Islington-...	\$2,150	\$2,150	Condo Ap...	Apartment...	N	N	1	1	1	S	1 Year	Open	1				1/7/2020	2/7/2020
15 Zorra St				404	Toronto W08	Islington-...	\$2,150	\$2,150	Condo Ap...	Apartment...	N	N	1	1	1	S	1 Year	Open	1				2/13/2020	3/15/2020
1185 The Queenswa...	Ave			1017	Toronto W08	Islington-...	\$2,200	\$2,150	Condo Ap...	Apartment...	N	N	1	1	1	E	1 Year	Open	1				10/22/2019	10/23/2019
1185 The Queenswa...	Ave			1106	Toronto W08	Islington-...	\$1,950	\$2,100	Condo Ap...	Apartment...	N	Y	1	1	1	W	1 Year	Open	0				6/17/2019	7/5/2019
1185 The Queenswa...	Ave			506	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Apartment...	N	N	1	1	1	W	1 Year	Open	1				6/8/2019	6/14/2019
1185 The Queenswa...	Ave			214	Toronto W08	Islington-...	\$2,100	\$2,100	Condo Ap...	Apartment...	N	N	1	1	1	N	1 Year	Open	1				8/10/2019	8/14/2019

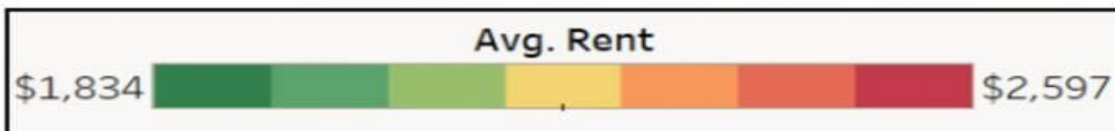
2 Bedroom - Lease Statistics

St#	Street Name	Abbr	Dir	Apt/Unit	Municipality	Community	List Price	Leased Price	Type	Style	AI	FUR	Br	+	Wr	Exp	Term	Balc	Park	SecGrd	Maint	Contract Date	Leased Date
1185	The Queenswa...			525	Toronto W08	Islington-...	\$2,799	\$2,800	Condo Ap...	Apartme...	N	N	2		2	Sw	1 Year	Open	1			11/7/2019	12/3/2019
15	Zorra St			104	Toronto W08	Islington-...	\$2,600	\$2,600	Condo Ap...	Apartme...	N	N	2		2	S	1 Year	Terr	1			6/10/2019	6/28/2019
1185	The Queenswa...			915	Toronto W08	Islington-...	\$2,600	\$2,600	Condo Ap...	Apartme...	N	N	2		2	Ne	1 Year	Open	1			10/23/2019	10/29/2019
1185	The Queenswa...			1115	Toronto W08	Islington-...	\$2,575	\$2,575	Condo Ap...	Apartme...	N	N	2		2	Se	1 Year	Open	1			11/16/2019	11/28/2019
15	Zorra St			1204	Toronto W08	Islington-...	\$2,560	\$2,560	Condo Ap...	Apartme...	N	N	2		2	Se	1 Year	Open	1			12/20/2019	1/16/2020
15	Zorra St			1009	Toronto W08	Islington-...	\$2,550	\$2,650	Condo Ap...	Apartme...	N	N	2		2	Nw	1 Year	Encl	1			6/1/2019	7/10/2019
15	Zorra St			809	Toronto W08	Islington-...	\$2,500	\$2,500	Condo Ap...	Apartme...	N	N	2		2	Nw	1 Year	Open	1			5/6/2019	6/28/2019
15	Zorra St			604	Toronto W08	Islington-...	\$2,500	\$2,500	Condo Ap...	Apartme...	N	N	2		2	Se	1 Year	Open	1			1/14/2020	2/1/2020
1185	The Queenswa...			703	Toronto W08	Islington-...	\$2,500	\$2,550	Condo Ap...	Apartme...	N	N	2		2	Se	1 Year	Open	0			1/22/2020	1/26/2020

Lease Statistics for 3 Bedroom is not available!

Average Rent for All Property Types by Municipality (and former municipality) by Month, GTA, April 2019 to April 2020

Area	2019						2020						
	Apr	Q2 May	Jun	Jul	Q3 Aug	Sep	Oct	Q4 Nov	Dec	Jan	Q1 Feb	Mar	Q2 Apr
Richmond Hill	\$2,257	\$2,294	\$2,292	\$2,320	\$2,379	\$2,354	\$2,317	\$2,374	\$2,270	\$2,286	\$2,294	\$2,313	\$2,387
Toronto	\$2,476	\$2,486	\$2,513	\$2,527	\$2,577	\$2,574	\$2,592	\$2,597	\$2,567	\$2,571	\$2,527	\$2,483	\$2,362
Etobicoke	\$2,288	\$2,318	\$2,360	\$2,397	\$2,518	\$2,489	\$2,438	\$2,476	\$2,410	\$2,443	\$2,394	\$2,377	\$2,337
Mississauga	\$2,210	\$2,325	\$2,301	\$2,340	\$2,358	\$2,353	\$2,407	\$2,406	\$2,291	\$2,256	\$2,261	\$2,265	\$2,269
Vaughan	\$2,377	\$2,332	\$2,340	\$2,354	\$2,331	\$2,276	\$2,307	\$2,303	\$2,301	\$2,302	\$2,257	\$2,286	\$2,260
North York	\$2,172	\$2,299	\$2,352	\$2,368	\$2,419	\$2,419	\$2,379	\$2,414	\$2,365	\$2,349	\$2,312	\$2,315	\$2,227
Markham	\$2,210	\$2,331	\$2,346	\$2,304	\$2,333	\$2,320	\$2,315	\$2,309	\$2,326	\$2,297	\$2,229	\$2,166	\$2,188
Brampton	\$2,079	\$1,999	\$2,143	\$2,226	\$2,388	\$2,278	\$2,219	\$2,203	\$2,094	\$2,068	\$2,132	\$2,248	\$2,173
Oakville	\$2,381	\$2,393	\$2,428	\$2,580	\$2,326	\$2,288	\$2,488	\$2,566	\$2,527	\$2,535	\$2,537	\$2,555	\$2,152
York	\$2,270	\$2,379	\$2,359	\$2,380	\$2,289	\$2,274	\$2,288	\$2,321	\$2,247	\$2,210	\$2,188	\$2,222	\$2,114
East York	\$2,219	\$2,224	\$2,099	\$2,345	\$2,474	\$2,475	\$2,398	\$2,345	\$2,320	\$2,214	\$2,181	\$2,179	\$2,087
Scarborough	\$1,834	\$1,983	\$1,986	\$1,964	\$2,021	\$2,036	\$2,035	\$1,997	\$2,023	\$1,988	\$1,973	\$2,033	\$2,023



1 BR UNIT INVESTMENT CALCULATIONS FOR YEAR 1 AFTER COMPLETION

Unit Price	450,000
Downpayment	20% - 90,000
Closing cost	20,000
Total investment	110,000
Mortgage	360,000
Mortgage payment (3%) per year	18,180
Maintenance per year	3,600
Property tax per year	2,400
Total expenses per year	24,180
Projected rent	27,600
Cash flow per year	3,420
Principal paid down per year	7,550
Appreciation (6% per year)	27,000
Total profit per year	37,970
Return on Investment (ROI)	35% per year
Return on Investment (ROI)without property appreciation	10% per year
CAP rate	4.8%



**RESALE PRICE FOR 1BR
based on next door
similar condos
(530,000)**

1 BR + DEN UNIT INVESTMENT CALCULATIONS FOR YEAR 1 AFTER COMPLETION

Unit Price	500,000
Downpayment	20% - 100,000
Closing cost	22,000
Total investment	122,000
Mortgage	400,000
Mortgage payment (3%) per year	20,180
Maintenance per year	4,000
Property tax per year	2,650
Total expenses per year	26,830
Projected rent	28,800
Cash flow per year	1,970
Principal paid down per year	8,630
Appreciation (6% per year)	30,000
Total profit per year	40,600
Return on Investment (ROI)	33% per year
Return on Investment (ROI)without property appreciation	9% per year
CAP rate	4.4%



**RESALE PRICE FOR
1BR+D
based on next door
similar condos
(560,000)**

2 BR UNIT INVESTMENT CALCULATIONS FOR YEAR 1 AFTER COMPLETION

Unit Price	580,000
Downpayment	20% - 116,000
Closing cost	25,000
Total investment	141,000
Mortgage	439,000
Mortgage payment (3%) per year	22,160
Maintenance per year	5,000
Property tax per year	3,070
Total expenses per year	30,230
Projected rent	34,200
Cash flow per year	3,970
Principal paid down per year	9,470
Appreciation (6% per year)	34,800
Total profit per year	48,240
Return on Investment (ROI)	34% per year
Return on Investment (ROI)without property appreciation	10% per year
CAP rate	4.5%



**RESALE PRICE FOR 2BR
based on next door
similar condos
(650,000)**

Contact Maxim Baginskiy for private appointment!



mbaginskiy@gmail.com



416-832-8343

