

PROJECT INTRO

Here. Downtown Kitchener, Ontario. A city referred to as the Silicon Valley of the North because tech companies just keep flocking. Something about this place just works. IN8 Developments knows that here, Kitchener, is where the future is happening. A place that has a heart and grit that everywhere doesn't. Where Canada's next great city is being built and created by young professionals. So we're building somewhere for you to live that's right in the centre of it all. Be here. Here at DTK.

DTK Condo Residences in Downtown Kitchener is here. Design and urban living curate the experience awaiting you here. Within each suite, throughout every common space, and in and around the thriving city core, lies a unique encounter. A fusion of livability and unprecedented technology, a lifestyle of modern convenience is here.

From grand heights, sleek lines and an unmarred lower-level podium, DTK is a visually stunning, high rise tower featuring progressive design. The tallest tower to ever grace the Region, DTK is a modernist sculpture at 33 stories of mathematical precision. A one-of-a-kind work of high-performance architecture, DTK affords residents incredible panoramic cityscape views from almost every suite.

DTK presents a highly livable, affordable residential experience of unparalleled quality, distinctive aesthetic, technical innovation and design excellence. More than 400 one and two bedroom residences reflect minimalist contemporary architectural design exemplifying the modern city savvy socialite.

The building offers attractive amenities unrivaled in the Downtown Core. Situated atop the podium level of retail shops and services, exists a richly layered landscape. Enjoy the perks of a dedicated pet-park for you and your furry friends, or frolic in the fruits of your own sustainable organic garden. Get ready to set a new standard for quality and sophistication in outdoor living here.

DTK is the newest neighbour nestled between Duke and Frederick Streets in the Business District of Downtown Kitchener. This desirable, progressive core is close to office, shopping, and dining. Performing Arts, museums, rapid transit and every city service are all nearby.

Rockclimbing is here. Adventure is here. Concerts and street festivals and farmers markets are here. Great restaurants, bars and coffee shops, even board game cafés are here. So who says you have to go over there anyway? Work here. Grow here. Explore here. Play here. Love here. Be here. Here at DTK.

FEATURES COPY

Redefine your expectations here. Each residence is delivered fully finished with inspired interiors including XX foot ceilings, exquisite marble and wood flooring, custom cabinetry, and personalized built-in appliances. Buyers have the unique opportunity to customize their suite with choice in exquisite flooring and countertop materials, paint selections, and lighting. Here, everything is exactly as it should be. Here is precisely where you should be. Here is where inspiration is born.

(List Features)

REASONS TO INVEST ... KITCHENER INFO

Waterloo Region is a top-tier entrepreneurial ecosystem and one of the most dynamic economies in North America. Kitchener, part of the greater Waterloo Region is a unique and expanding community built on innovation, education, and collaboration.

Waterloo Region's diverse and thriving economy is reflected in major industries of advanced manufacturing, information and communications technology, automotive, business and financial services. Located approximately an hour west of Toronto, Waterloo Region is a key partner within the globally recognized Toronto-Waterloo Innovation Corridor.

The University of Waterloo, Wilfrid Laurier University and Conestoga College serve as a hub for world-class research and idea generation for industries operating here. These leading edge educational facilities produce some of the highest caliber talent in the world, generating a deep talent pool of professionals who continually regenerate our local economy and labour force.

In 2016 Canadian Real Estate Wealth Magazine conducted two polls asking both which province, and specific market offers the best investment opportunities. An astounding 50% of those surveyed agreed Ontario offers the ultimate investment opportunities. Within the Ontario market an overwhelming, 22% of those polled voiced Kitchener-Waterloo as being the best place to invest. The GTA followed second at 16%.

Kitchener represents a diverse and unique grassroots community with urban amenities and easygoing, relaxed small town feel.

With extensive public transportation, residents in Kitchener enjoy a reasonable 16-minute median commute time. Drastically lower than commute times with larger metropolitan areas such as Toronto. **\$68 Million** was invested into developing KW's ION Rapid transit system. When ION light rail launches in 2018, users can pay one fare and transfer seamlessly between bus and light rail services. Ion will streamline transit within the Region, operating on a 19-kilometre, 19 station route spanning from Conestoga Mall in Waterloo to Fairway in Kitchener. DTK is located steps from the Frederick Street ION station stop, 10 minute walk from Via Rail and GO Transit commuter station, and minutes from a future multi-modal transit hub that would complete the Province's promised high-speed rail link between Toronto and Windsor, by 2025.

Downtown Kitchener is a City that feels authentic on every level. Boasting an eclectic mix of entrepreneurs, a multi-faceted arts and culture community, and a tightly-knit supportive structure. Everything a thriving community needs is here. Downtown Kitchener has over 90 retail businesses, and 100 food and drink providers. From the internationally-recognized KW Symphony to the Centre in the Square Performance Centre, from polka-ing at the world's second largest Bavarian Festival, Oktoberfest, to crooning at Kitchener's lively Blues Festival, from taking it all in at the Contemporary Art Forum to taking to the hills at Chicopee Ski Resort, arts entertainment, recreation and most importantly opportunity are all here.

TECHNOLOGY AND JOB CREATION

Change is happening here. Following a targeted, long term city strategy to attract public and private reinvestment, Kitchener projects employment in the downtown core, including the Innovation District, to rise to 18,500 by 2020, up from 11,600 in 2009. According to CBRE's 2017 Scoring Canadian Tech Talent Report, Waterloo Region added 8,400 tech jobs from 2011 to 2016, a 65.6% growth rate, Outpacing growth of Silicon Valley. making it the second fastest rate of tech labour pool growth in North America after Charlotte, North Carolina at 77.1%.

Waterloo Region is a hub of tech triumphs. Google is here. Blackberry is here. Microsoft is here. Shopify is here. Communitech is here. Founded in 1997, Communitech is a private innovation hub committed to making Waterloo Region a global innovation leader. Today, they are the reason behind the success of a community of over 1400 companies from small startups to global initiatives. The 80,000 sq ft Communitech facility is a place for congregation, collaboration and realization. Ideas happens here.

WE WILL CONTINUE TO ENGINEER AN OPPORTUNITY-LOADED ECOSYSTEM THAT STRETCHES FROM WATERLOO TO TORONTO AND AROUND THE GLOBE. WE WILL BE KNOWN AS CANADA'S ANSWER TO SILICON VALLEY. THE POLITE ONE. THE ONE RECOGNIZED AS THE DESTINATION OF CHOICE FOR THE WORLD'S SMARTEST PEOPLE. FOR THE NEXT 20 YEARS, WE MAY NOT BE ABLE TO PREDICT WHAT THE TECHNOLOGY TRENDS WILL BE, BUT WE WILL DO EVERYTHING IN OUR POWER TO MAKE SURE THEY ARE DEVELOPED IN WATERLOO REGION.

STEVEN WOODS, CHAIR OF THE BOARD, COMMUNITech CORPORATION
IAIN KLUGMAN, PRESIDENT AND CEO, COMMUNITech CORPORATION

Development, growth and employment is on the rise. 766 Million dollars were recently invested into the new Regional Courthouse facilities. In combination with the vested interest in light rails, it is clear that DTK is ideally located in the heart of all that is happening in Downtown Kitchener. The City's recently approved Perimeter Development Corp.'s new 120,000-square foot, six-storey, glass-fronted office on King Street West will house Gowling WLG as lead tenant. Additionally, Deloitte Canada is relocating its regional office into a refurbished 28,000 square foot brick-and-beam former industrial warehouse, turned into a collaborative work space for tech-savvy employees. Rezoning approvals, and major tenant acquisitions reinforce Kitchener's ambitions to transform its former industrial core into a thriving tech-friendly downtown.

DTK is ideally located here, in the Toronto-Waterloo Corridor. This corridor spans from Toronto, Canada's largest city and financial centre to the Waterloo Region, which has the second highest density of startups in the world.

IN 2017 WATERLOO REGION TECH COMPANIES ATTRACTED \$291.1M IN VENTURE CAPITAL. A 14% INCREASE FROM FY16. TALENT ATTRACTION AND RETENTION IS AN ONGOING STRATEGIC PRIORITY IN THE REGION. Communitech Annual Report 2017

The 2017 Global Startup Ecosystem Report suggests that the Toronto and Waterloo Regions are increasingly behaving as one ecosystem. To date, an estimated 2,700 startups thrive here thanks to world-class talent, entrepreneurial culture, an affordable rental market, and a global base of customers that all look for inspiration and opportunity here.

POPULATION GROWTH

Waterloo Region has the 10th largest population in Canada and the 4th largest in Ontario, making it one of the largest and fastest growing regions in the Province. Waterloo Region’s growth rate was 5.5%, between 2011-2016, a figure which exceeded both provincial and national growth rates of 4.6% and 5% respectively. In 2016, the Census population of Waterloo Region was 535,154. Between 2011 and 2016, the population of Waterloo Region grew by 28,058 individuals, approximately 5,600 people per year. Ontario’s Growth Plan projects that Waterloo Region’s population will grow by

Population and Dwelling Census Counts			
	Kitchener-Cambridge Waterloo	Waterloo Region	Ontario
2011	496,383	507,096	12,851,821
2016	523,894	535,154	13,448,494
% Change	5.5%	5.5%	4.6%
Total Dwell-ings	210,896	214,299	5,598,391
Source: Statistics Canada, 2016 Census of Population Programs REGION WIDE INCLUDES WOOLWICH, WELLESLEY AND WILMOT TOWNSHIPS			

185,000 people over the next 15 years.

REAL ESTATE MARKET GROWTH

Never before has Kitchener’s real estate market been more robust. According to The Region of Waterloo 2016 Building Activity and Growth Monitoring, Report, (PDL-CPL-17-10) The total value of building permits issued for new construction in Waterloo Region was 1.4 billion dollars in 2016, a substantial increase of 36% over 2015 values and more than 30% higher than the 10 year average.

People are moving here. New data collected by the Kitchener-Waterloo Association of Realtors in 2017 illustrates that the average sale price for a home in Kitchener Waterloo increased by 20.7 per cent year-over-year. This meant an increase from \$387,291 to \$467,513.

2017 was the first time average sale prices jumped above \$400,000, just six years after exceeding the \$300,000 threshold. An increase to \$500,000 within one year is foreseeable, as RE/MAX has forecast an average sale price of \$499,233 for Waterloo Region in 2018.

ALL HOUSING TYPES REALIZED AN INCREASE OF AT LEAST 20 PER CENT OVER 2016.
KITCHENER WATERLOO ASSOCIATION OF REALTORS

Yearly Total Sale Price and Total Units Sold over the last 10 years:						
	KITCHENER-WATERLOO ONLY			REGION-WIDE		
	NUMBER OF SALES	AVERAGE PRICE	MEDIAN PRICE	NUMBER OF SALES	AVERAGE PRICE	MEDIAN PRICE
2008	4,930	\$262,051	\$240,000	5,477	\$267,267	\$244,000
2009	4,908	\$262,595	\$244,900	5,505	\$268,110	\$247,000
2010	4,848	\$284,071	\$259,900	5,455	\$290,665	\$263,000
2011	4,615	\$294,319	\$270,000	5,194	\$302,281	\$275,000
2012	4,583	\$303,665	\$281,000	5,181	\$311,766	\$286,000
2013	4,613	\$315,432	\$290,000	5,205	\$323,841	\$295,000
2014	4,729	\$327,984	\$300,000	5,326	\$335,496	\$305,000
2015	5,018	\$340,614	\$315,000	5,634	\$349,519	\$319,000
2016	5,939	\$378,575	\$350,000	6,613	\$387,291	\$355,000
2017	5,860	\$457,415	\$423,000	6,549	\$467,513	\$429,900
Source: Kitchener-Waterloo Association of REALTORS® REGION WIDE INCLUDES WOOLWICH, WELLESLEY AND WILMOT TOWNSHIPS						

Detached homes sold for an average price of \$549,046, an increase of 21.5 per cent compared to 2016. During this same period, the average sale price for an apartment style condominium was \$271,940 for an increase of 18.3 per cent. Townhomes and semis sold for an average of \$353,692 (up 23.6 per cent) and \$378,275 (up 25.9 per cent) respectively.

“WITH THE CONTINUED INFLUENCE OF GTA BUYERS MIGRATING TO WATERLOO REGION LAST YEAR, 2017 WAS A GREAT YEAR IF YOU WERE SELLING YOUR HOME. THE QUALITY OF LIFE ENJOYED LIVING IN WATERLOO REGION HAS ALWAYS BEEN AT THE TOP COMPARED TO MANY OTHER COMMUNITIES, EVEN THOUGH OUR HISTORICAL HOME PRICES HAVE BEEN RELATIVELY AFFORDABLE. I THINK THIS SECRET IS OUT NOW, AND THE ACTIVITY OF BUYERS FROM THE GTA LAST YEAR CERTAINLY DEMONSTRATES THIS,”

TONY SCHMIDT, PRESIDENT OF KITCHENER WATERLOO ASSOCIATION OF REALTORS

RENTAL MARKET DEMAND

The need for both urban and affordable condominium and rental accommodations is evident. Demand for rental accommodations across the Region increased by a record setting 7% while vacancy rates dropped to a very low 1.9%. A number of factors contributed to this spike in demand including strong immigration, a 40% increase in study permit holders and an increasing senior population. Downsizers are attracted to the new luxury rental supply as these units are an alternative to condominium apartment ownership without the associated fees. High employment rates and increased wages have also encouraged more youth to move out of their parent’s homes to form an independent household. Census data indicates 86% of these identifying as renters.

Rental Condominium Apartments and Private Apartments Total Vacancy Rate by Building Size				
Size	Rental Condominium Apartments		Apartments in the RMS	
	October 2016	October 2017	October 2016	October 2017
3-19 Units			2.5	2.0
20-49 Units	0.4	0.6	1.6	1.0
50-99 Units	2.5	1.3	1.8	1.2
100+ Units	0.6	0.4	2.5	2.6
Total	1.4	0.7	2.2	1.9
Apartments surveyed in the Rental Market Survey (RMS) include only those units in purpose built rental buildings with at least three rental units. Source: CMHC Rental Market Report 2017				

“GROWTH IN DEMAND MATCHED UNPRECEDENTED GROWTH IN SUPPLY. AN IMPROVING JOB MARKET FOR YOUNGER PEOPLE, ERODING AFFORDABILITY AND STRONG IMMIGRATION RAISED RENTAL DEMAND.”

ERICA MCLERIE, SENIOR MARKET ANALYST, CMHC.

Between July 2016 and June 2017 1,293 condominium apartments were completed with 30.3% of those being rentals. The rental condominium apartment vacancy rate was a mere 0.7% in September 2017, indicating a lack of supply and a high demand for luxury rental options in new building with more amenities. These statistics also verify that the rental demographic is willing and wanting to pay a premium for a more luxurious condominium rental rather than opting for traditional purpose-built rental accommodations.

Source: RENTAL MARKET REPORT KITCHENER-WATERLOO-CAMBRIDGE CMA CMHC

Number of Rental Households in Kitchener CMA by Income			
Income Range	2011	2016	Increase
\$20,000-\$39,999	16,455	17,590	6.9%
\$40,000-\$59,999	11,870	14,300	20.5%
\$60,000-\$79,999	6,530	9,255	41.7%
\$80,000-\$99,999	3,215	5,535	72.2%
\$100,000 +	3,665	6,055	65.2%
Source: Statistics Canada 2016 Census			

Since 2011 the increase in number of rental households by income has been staggering. Propensity to rent can be attributed to aging populations and market changes. Resale data shows that sales are down in the lower price ranges, indicating of fewer first-time buyers entering the market. The gap between owning and renting widened significantly due to the strong resale price growth. There appears to be an increasing preference to rental accommodations, even in the highest income earners.

Google Adwords Keyword Planner Average Monthly Search Kitchener Area			
Keyword Search	February 2014	January 2018	Increase
"condo"	50	130	160%
"condo rental"	30	100	233%
"apartment rental"	320	1000	212%

Downtown Kitchener is trending. Google it!. People are looking to Kitchener more than ever for rental and real estate opportunities, investments and places to live. Traffic in online searches has increased at unprecedented rates. People are looking here. People want to be here. We tallied search results from Google Adwords Keyword Planner and the results were clear. The demand is here.