

**APEX**  
CONDOS

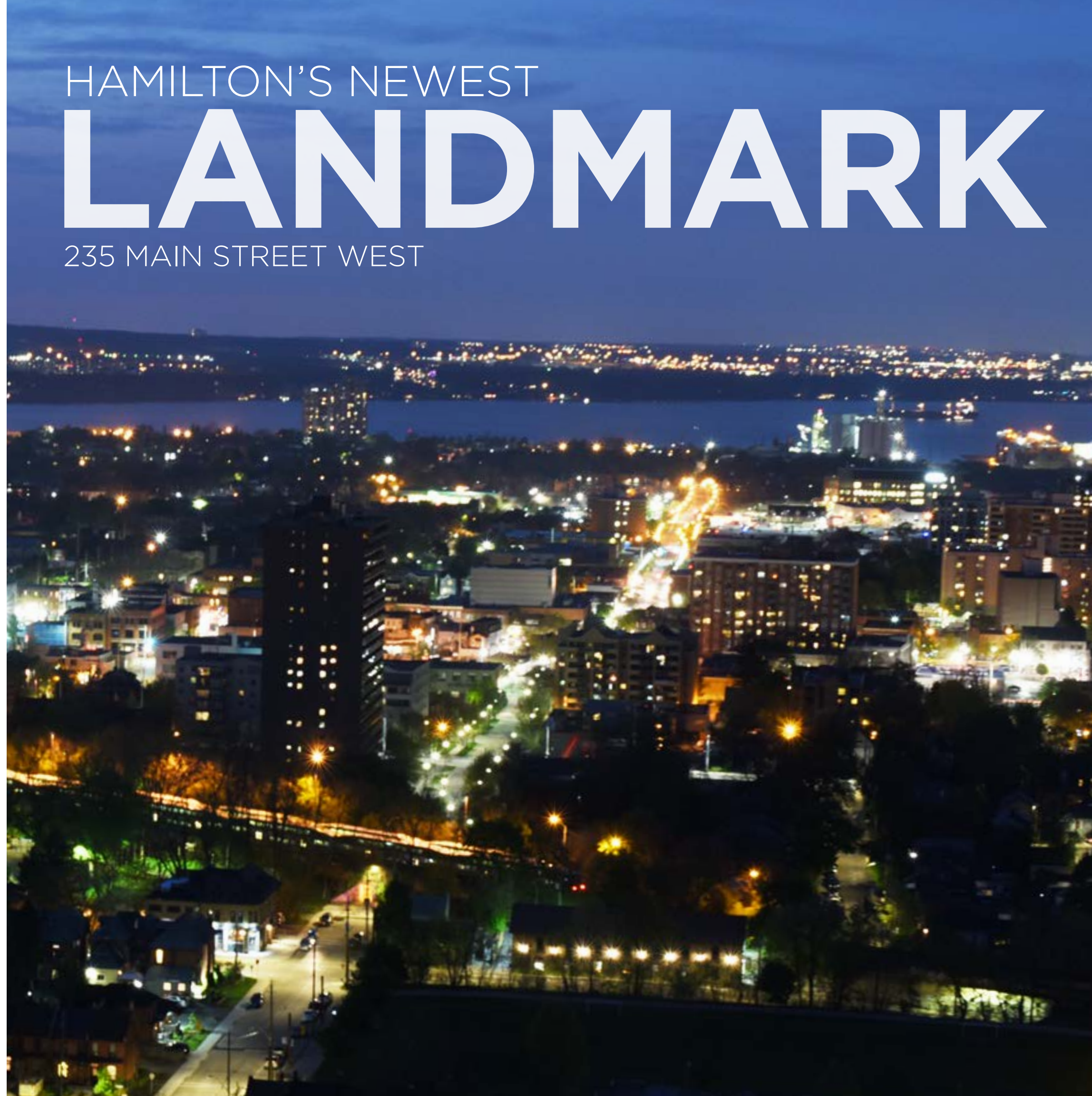
INVESTOR  
**INSIDER**





# HAMILTON'S NEWEST LANDMARK

235 MAIN STREET WEST



Welcome to APEX Condos, Hamilton's latest expression of style and sophistication. Presented to you by award-winning builder Coletara Development, this iconic tower rises 23 storeys and boasts an elegant modern design with 281 well-appointed designer suites and 6 townhomes. With a prime location at 235 Main Street West, APEX puts you at the very centre of Hamilton's vibrant downtown core. You'll enjoy all that Downtown Hamilton Renaissance has to offer, with exciting restaurants, shops, and nightlife right at your doorstep.

APEX offers luxurious features and finishes, superb amenities, and stunning views of Lake Ontario, the Niagara Escarpment and the downtown Hamilton skyline – all within steps of the future Queen Street LRT station. There has never been a better time to buy a new condo in a top-ranking Canadian investment city.

## THE HEIGHT OF REAL ESTATE INVESTING

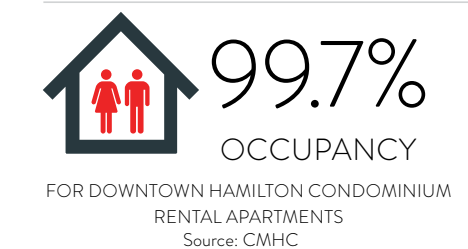
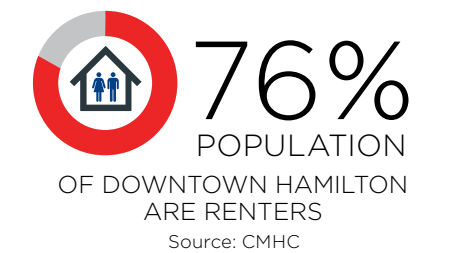
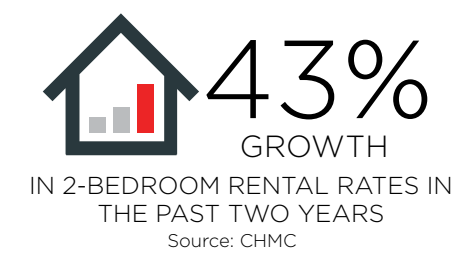
Hamilton has quickly become one of the hottest real estate markets in Ontario. This city offers considerably lower condo prices than Toronto while boasting greater relative increases in property values. Over the past year, condo sale prices in Hamilton Centre have jumped by over 29% with the trend expected to keep increasing. Hamilton's continuing strong economic growth means there will never be a better time to invest than TODAY!

Upscale living accommodations are increasingly becoming an important feature for urban dwellers. With over 76% of the Downtown Hamilton population being renters (Source: City of Hamilton) and 99.7% occupancy for condo-grade apartment units (Source: CMHC), there is a large pool of highly-qualified tenants to ensure your investment is fully occupied.

APEX is in a premium location, with ideal proximity to Hamilton's expanding business centre, GO Train and future LRT transit, internationally recognized post-secondary institutions, and major highways.

With competitive pricing, designer suites, and great amenities, this investment is sure to yield the strong, quality returns you expect!

## LET THE NUMBERS SPEAK FOR THEMSELVES



## HAMILTON HAS THE MOST DIVERSE ECONOMY IN CANADA

Once known as the “Steel Town” of Canada, the local economy has continued to evolve over the past several decades. While Hamilton is still a manufacturing powerhouse, adjustments have been made to better compete in the new global economy. Investments in Healthcare, Education, Technology and the Arts have all been major drivers for the Most Diverse Economy in Canada.

\*Conference Board of Canada, 2016.

### EMPLOYMENT GROWTH

Over the past few years, Hamilton has continued to attract more jobs and employers to the area. While local companies such as Hamilton Health Sciences, McMaster University and ArcelorMittal continue to invest and grow, other recent announcements include IBM Canada’s innovation centre, the \$20 million joint venture between biomedical powerhouse Fraunhofer and McMaster University, and the growing employment base at the 35-acre McMaster Innovation Park. Between a well-educated work force, lower cost of living, and an ambitious Department of Economic Development, Hamilton has an unemployment rate of 6.3%, lower than Toronto, Ontario, and Canada. After decades of investment, Hamilton is beginning to embrace its new-found prosperity.

### DEVELOPMENT BOOM

Hamilton’s economic boom over the last decade has been well-documented. Most impressive is the amount of direct investment by businesses, governments, and developers alike. The City has exceeded a record of \$2 billion in building permits in 2021 alone. This level of investment is expected to continue in the coming years as Hamilton continues to attract more investment capital.

### MCMASTER UNIVERSITY & MOHAWK COLLEGE | THE BRAIN TRUST OF HAMILTON

Healthcare and Creative industries continue to be large drivers in the new Hamilton economy. McMaster’s 300-acre campus (located 3.5km from APEX Condos) continues to attract world-class talent to Hamilton. Specializing in Health Science, Engineering, Business, and Sciences, McMaster’s 33,000 student base continues to grow. McMaster University is one of two post-secondary institutions in Canada that are consistently ranked within the Global Top 100. The new McMaster Innovation Park, with a buildout value of \$1.75 billion, is set to contain biomanufacturing capabilities and McMaster’s Global Nexus for Pandemics & Biological Threats, proving this to be a catalyst for economic growth in the City.

Mohawk College currently has over 30,000 students studying in 169 post-secondary and apprenticeship programs. The main Fennell Campus (located 3km from APEX Condos) has consistently grown its enrollment and become Ontario’s largest Skilled Trades and Apprenticeship College.

### NO BUSINESS LIKE SHOW BUSINESS

Hamilton is commonly referred to as the “Brooklyn of Canada”! Arts and Culture have thrived in Hamilton on account of the continued support of the Municipality and community. In 2017, the City issued 790 film permits, regularly drawing international movie stars and directors. Being the 3rd largest cluster of film businesses in Canada, Hamilton is home to over 900 film businesses. Hamilton now boasts over

11 recording studios and an amazing 150+ live music venues, with even more virtual performances.

Once a month, Hamilton’s arts and culture hub transforms the urban streetscape into an Art Crawl. The streets and restaurants fill with arts and culture enthusiasts. In 2009, the art crawl inspired the founding of the Supercrawl, a weekend long festival celebrating music, art, fashion and food! The attendance has grown from 3,000 visitors in 2009, to over 250,000 in 2019.

### POPULATION GROWTH

According to the Growth Plan for the Golden Horseshoe, the Hamilton Urban Growth Centre will grow by 28,200 people and jobs combined by 2031. On account of affordability and new urban trends, Downtown Hamilton is expected to absorb a majority of the population and employment growth.

### QUALITY OF LIFE

Investments, employers, and residents are continuing to be drawn to Hamilton for its affordable and high quality of life. Wrapped around the Niagara Escarpment, Hamilton is known as the “Waterfall Capital of the World,” boasting over 100 unique waterfalls within the city. These features, coupled with incredible recreational opportunities such as the Bruce Trail, Royal Botanical Gardens, Bayfront Park, and 31 different trails, continue to support the incredible Hamilton lifestyle.

### INFRASTRUCTURE

How has Hamilton continued to grow economically, while boasting a median household income higher than the Ontario average at \$75,422? It’s simple – commitment to substantial infrastructure investment. Physical infrastructure has continued to be the foundation of growth for the City, including Highway 403 and the QEW, 3 GO Train stations, Red Hill Expressway and Lincoln M. Alexander Parkway, John C. Munro International Airport, and the largest port in Ontario. A strong connection to downtown Toronto with all-day hourly GO service is just another reason Hamilton is one of the most connected spots in the GTA. Economic growth has thrived on account of promoting the movement of goods and people throughout the City and province. These types of transformative investments are expected to continue with the upcoming \$3.4 billion LRT network, with 17 stops running across the lower City and connecting with regional transportation.

Soft infrastructure investments such as the 40-acre waterfront park (Bayfront Park), substantial hospital expansions, over \$530 million committed to Clean Harbour projects to enhance wastewater and storm water infrastructure, and growth of the cycling and trail networks continue to maintain and improve the economic, health and cultural standards of Hamilton.

# A DIVERSE

# ECONOMY

**GREAT BANG FOR YOUR BUCK!**

CONSUMER PRICES  
IN HAMILTON ARE

**10.81%**

LOWER THAN IN TORONTO

RESTAURANT PRICES  
IN HAMILTON ARE

**12.56%**

LOWER THAN IN TORONTO

CONSUMER PRICES, INCLUDING RENT,  
IN HAMILTON ARE

**17.85%**

LOWER THAN IN TORONTO

GROCERY PRICES  
IN HAMILTON ARE

**7.24%**

LOWER THAN IN TORONTO

Source: Numero.com

**YOU CAN BUY MUCH MORE REAL ESTATE IN HAMILTON**

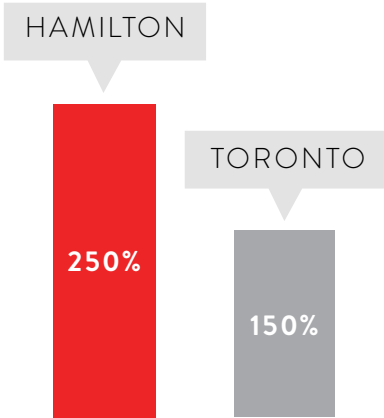
**HAMILTON = \$916 / SQ.FT.**

**TORONTO = \$1,629 / SQ.FT.**

Sources: Launch prices of select competitor new condominium projects in the Downtown Hamilton and Downtown Toronto markets in Q1 2022.

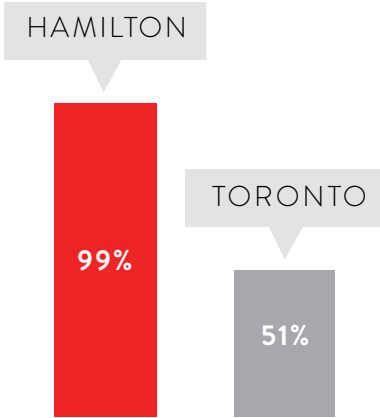
**THE FUTURE OF TORONTO REAL ESTATE IS HAMILTON**

Over the past decade, Hamilton has continued to stand apart from its neighbours. Excellent job opportunities and a high quality of life have produced results that simply speak for themselves!



**SALES PRICE OVER THE PAST 10 YEARS.**

Sources: Hamilton-Burlington Real Estate Board, "Hamilton Central Zone", Toronto Real Estate Board



**RENTS OVER THE PAST 10 YEARS.**

Sources: Hamilton-Burlington Real Estate Board "Hamilton Central Zone", Toronto Real Estate Board



# THE FUTURE



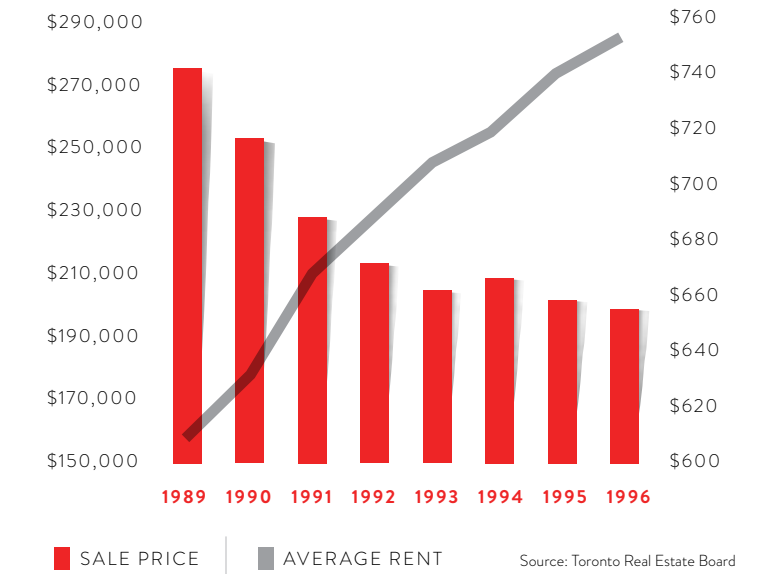
# IS NOW

**RENTAL INCOME INCREASES IN ALL MARKET CONDITIONS**

Real Estate has been and is expected to be one of the highest-yield, safe investments an individual can make. Market research has shown that rental income continues with property values, guaranteeing appropriate investment returns at any entry point.

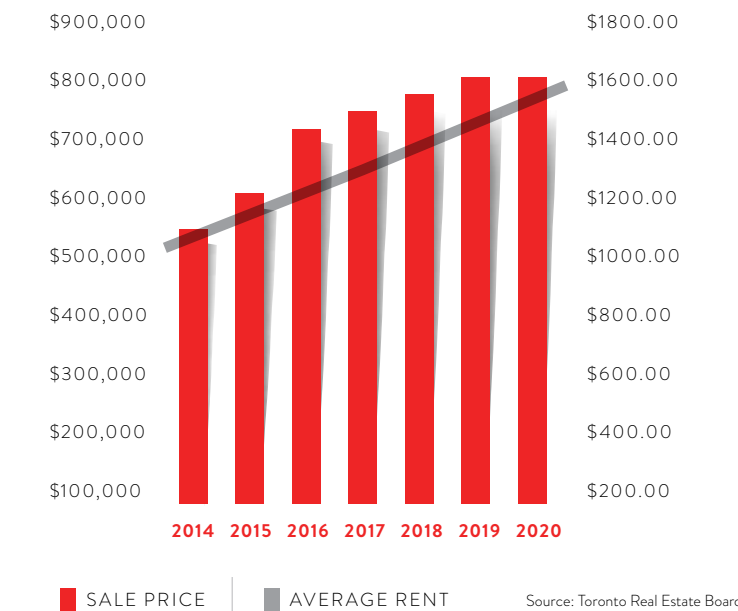
Additionally, when market values fluctuate, rental income historically continues to increase. This means investor returns increase in both up and down cycles. The demand for residential rental space in Downtown Hamilton is apparent through record low vacancy levels. With 28% of the downtown population being millennials, there is an appetite for having the ability to live, work and play all in the same proximity. Millennials are joined by retiring baby boomers, which are downsizing their large home to live in a carefree condo environment.

All suites at APEX Condos are priced to ensure a quality, long-term investment return. We look forward to sharing in your success!



Source: Toronto Real Estate Board

**WHEN MARKET VALUES FLUCTUATE, RENTAL INCOME HISTORICALLY CONTINUES TO INCREASE**



Source: Toronto Real Estate Board

## DISCOVER HASSLE-FREE INVESTING

We work hard to make your investment decision an easy one. Besides a quality Return on Investment, APEX Condos offers a turn-key investment opportunity for first-time or seasoned investors alike. Sit back and relax while your investment thrives.

### 1 LOW CONDOMINIUM FEES

We know that mortgage terms have changed, but with our low condominium fees your finances will be freed up to increase your ability for a higher mortgage and easier entry into the rental housing market.

### 2 DESIGNER SUITES

Designer colour palettes ensure a stunning look in four style options. Classic, Fusion, Urban, and Coastal are the options available to you.

### 3 BUILDER WITH PERFECT TARIION RECORD

Our track record of 20 years is impeccable and we assure you that we will deliver a product that not only meets the Tarion New Home Warranty standard, but also surpasses your expectations!

### 4 STRONG OCCUPANCY

Condo rentals in downtown Hamilton are currently occupied at 99.7%. Coupled with our competitive product and premium location, you are assured strong occupancy as an investor.

### 5 TURN-KEY INVESTMENT

All APEX suites are designed with the end-user in mind and are delivered turn-key and move-in ready. This means quality finishes that are standard, such as solid surface countertops, stainless steel kitchen appliances, in-suite washer/dryer, and backsplash. We deliver a seamless experience from the time of purchase through to handing over the keys. No detail goes unnoticed and is taken care of each step of the way.

### 6 OCCUPANCY SCHEDULED FOR 2025

With our seamless track record of strong sales and efficient construction management, we can assure you that APEX will be on schedule. All public rights have been obtained and are ready for construction.



## MAKING YOUR INVESTMENT CHOICE AN EASY ONE

A great building begins with incredible design and beautiful finishes. APEX's signature design is thoughtfully planned out with spaces created for long-term investment. Each stylish suite showcases sophisticated interiors and features open-concept living spaces leading out to a private balcony. Every carefully designed kitchen boasts elegant solid surface countertops and detailed craftsmanship. Finished suites come fully equipped with brand-name appliances and are move-in-ready upon completion.

### THE BUILDING

- Sleek glass, brick, and concrete exterior
- Steel and concrete building support walls, precast concrete sub-floors
- Underground parking electronic remote entrance
- Phone entry system for residents, secure controlled access for visitors
- Storage locker provided for each suite
- Waste disposal chutes
- Bicycle parking

### SUITE FEATURES

- Selection of European-style kitchen cabinetry, with complementary hardware
- 9-foot ceilings\* in white stippled finish, excluding dropped and boxed areas
- Stainless steel fridge, stove, dishwasher, and range hood
- Stainless steel single or double sink (per floor plans)
- In-suite stackable washer/dryer set
- Wide plank vinyl flooring throughout living, bedroom, and kitchen areas
- Balconies with sliding aluminum/glass patio doors and dividers
- Tile flooring and tub/shower surround in bathrooms
- All suites pre-wired for cable and telephone

### AMENITY FEATURES

- Lobby
- Party Room
- Fitness Centre
- Outdoor Terrace
- Shared Co-Workspace

\*Specifications and materials are approximate only, may vary, and are subject to substitution and may change without notice.

\*9' ceilings are approximate and can vary within 6" +/- . Fire hose cabinets may affect square footage in some suites. E. & O. E.

\*\*Water damage not warranted as flooring runs through kitchen areas. Coletara recommends wide plank vinyl flooring rather than laminate flooring.

## THE COLETARA ADVANTAGE

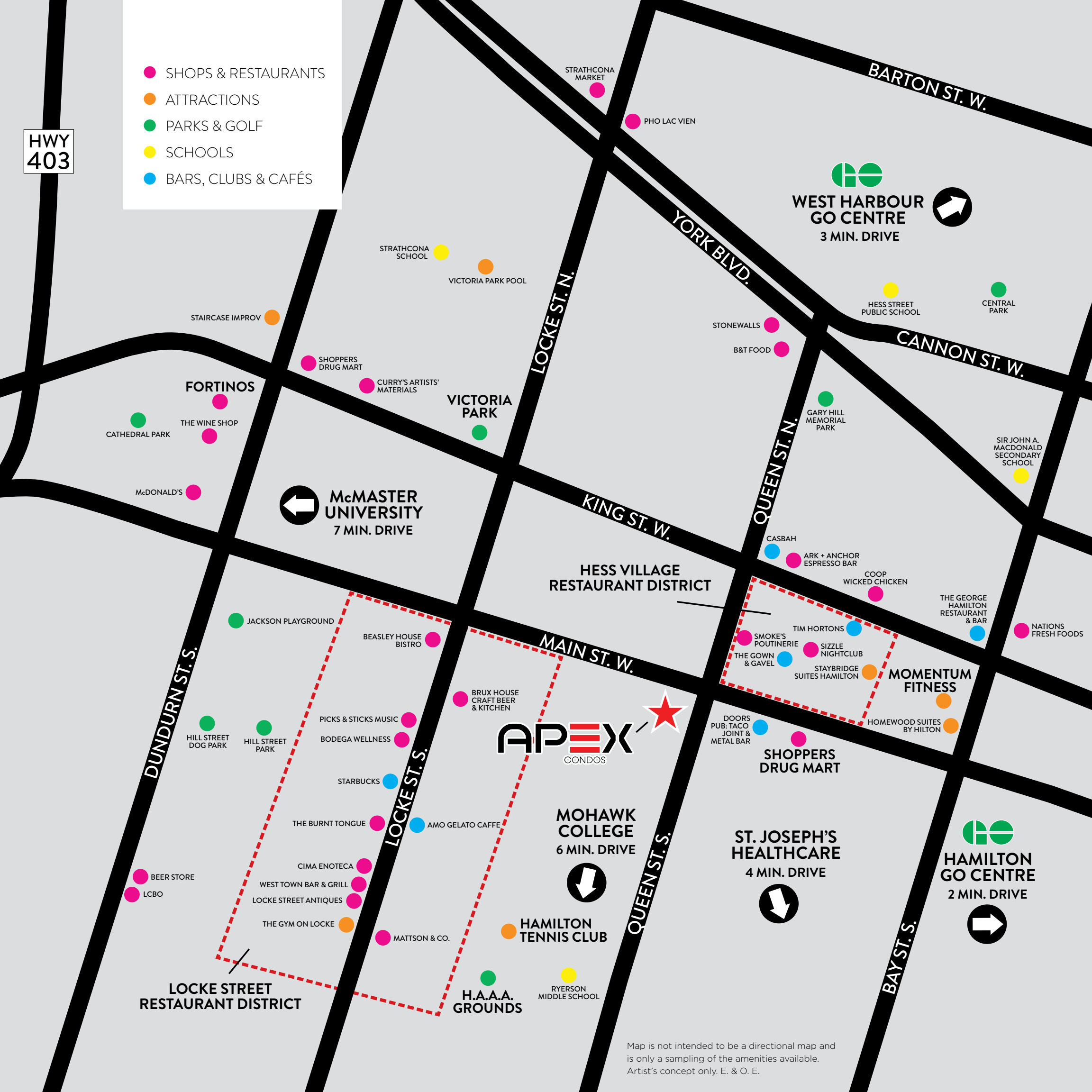
Early investors have a long track record of strong returns in Coletara projects. Regardless of unit size, each suite is designed and priced for optimal returns.

Project	Area (SQ. FT)	Purchase Price	Sale/Assignment Value	Profit
ORIGIN CONDOS	818	\$245,900 (\$301/SF)	\$630,000 (\$770/SF)	<b>1189% (7 Years)</b>
LIBERTY SQUARE CONDOS	818	\$244,400 (\$299/SF)	\$475,000 (\$581/SF)	<b>696% (7 Years)</b>
PLATINUM CONDOS	401	\$274,188 (\$684/SF)	\$398,000 (\$993/SF)	<b>226% (3 Years)</b>

ASSUMPTIONS: Deposit 15-20% as applicable, 85% Financing, 3.0% Interest Rate, 300 Month Amortization, \$100/Month cash flow during holding period. Specific units with resale data available. Investment hold period of 7, 7, 3 years, respective to the above chart.

- SHOPS & RESTAURANTS
- ATTRACTIONS
- PARKS & GOLF
- SCHOOLS
- BARS, CLUBS & CAFÉS

HWY 403



Map is not intended to be a directional map and is only a sampling of the amenities available. Artist's concept only. E. & O. E.

**PREMIUM LOCATION, PRIME INVESTMENT**

APEX Condos is truly at the centre of it all. Located minutes from the City's business centre, world-class restaurant districts, and post-secondary schools - work and play are never far away.



Sources: Walkscore.com

**ALL AT YOUR FINGERTIPS:**

- Less than 4 km to McMaster University and Mohawk College
- Less than 5 km to three major hospitals: St. Joseph's Healthcare, Hamilton General Hospital, and McMaster Children's Hospital
- Less than 2 km from two high-order transit stations: Hamilton GO Centre and West Harbour GO Station
- Regional Train & Bus transportation from Hamilton - Toronto: 1 Hour
- Steps away from Hamilton's downtown hub of shopping, dining and entertainment
- Located on the B-Line transit corridor, APEX Condos benefits from the best transit network in the City
- 3 of 154 Sobi Bike-Share hubs are located steps from APEX (including 1 located on APEX property)
- Less than 1 HOUR drive to Toronto, Kitchener/Waterloo, Guelph, and the U.S. Border

**TRAVEL TIMES FROM APEX TO THE HAMILTON GO STATION**



**TRAVEL TIMES FROM APEX TO WEST HARBOUR GO STATION**



**TRAVEL TIMES FROM APEX TO MCMASTER UNIVERSITY**



**TRAVEL TIMES FROM APEX TO BUSINESS CENTRE**



Sources: All distances measured using Google Maps (May 2018).

**OFF-CAMPUS HOUSING IN HIGH DEMAND**

The City of Hamilton is home to a number of outstanding post-secondary institutions that are recognized internationally for their research and instructional strength as well as providing local area businesses with a well-educated workforce. Hamilton has five colleges and universities with a combined total student population over 64,000 students.



**MCMASTER UNIVERSITY = 33,000**  
NUMBER OF STUDENTS

- Ranked in the world's Top 75 by the Times Higher Education World University Rankings
- One of five Canadian universities (and one of only two in Ontario) consistently ranked among the world's Top 100
- Named Canada's most research-intensive, medical-doctoral university in the October 2017 results from Research Infosource
- 1,011 full-time faculty members, a majority of which hold doctoral degrees
- Home to more than 70 research centres and institutes

**MOHAWK COLLEGE = 30,000**  
NUMBER OF STUDENTS

- Full-time and part-time education options located at three campuses throughout Hamilton
- Recognized as a leader in health and technology education
- Achieved the highest student satisfaction scores amongst all colleges in the Greater Toronto and Hamilton areas

**THE HAMILTON LIFESTYLE**

1. Overflowing with shops and restaurants, parks, art galleries and more, a plethora of opportunities are offered to those who call Hamilton home.
2. Bayfront Park, Princess Point and the Royal Botanical Gardens Arboretum, which includes the RBG Cootes Paradise Sanctuary and 31 different trails, are just a few of the many parks and preserves in and around Hamilton.
3. The Hamilton LRT will be a rebirth for the Main & King corridor. Pedestrian-friendly city blocks will be the meeting place between community and convenience.

A Collection of Condominiums Presented by

**COLETARA**  
DEVELOPMENT

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