



# Virtual Realtors Event

Resource Tool-Kit

October 28, 2021



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# Durham Region:

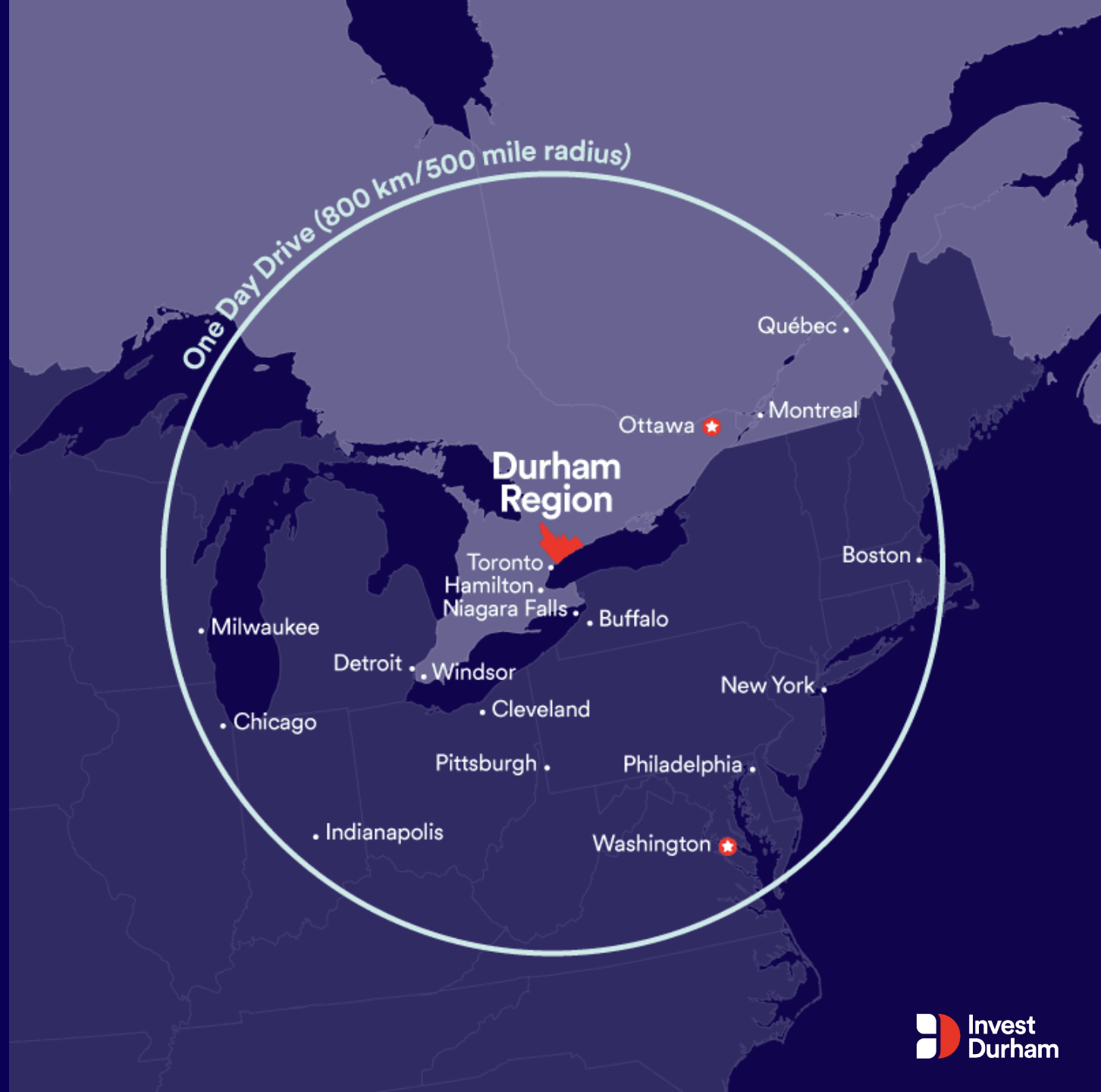
- Booming Growth
- History of Innovating
- Talented
- In-Demand





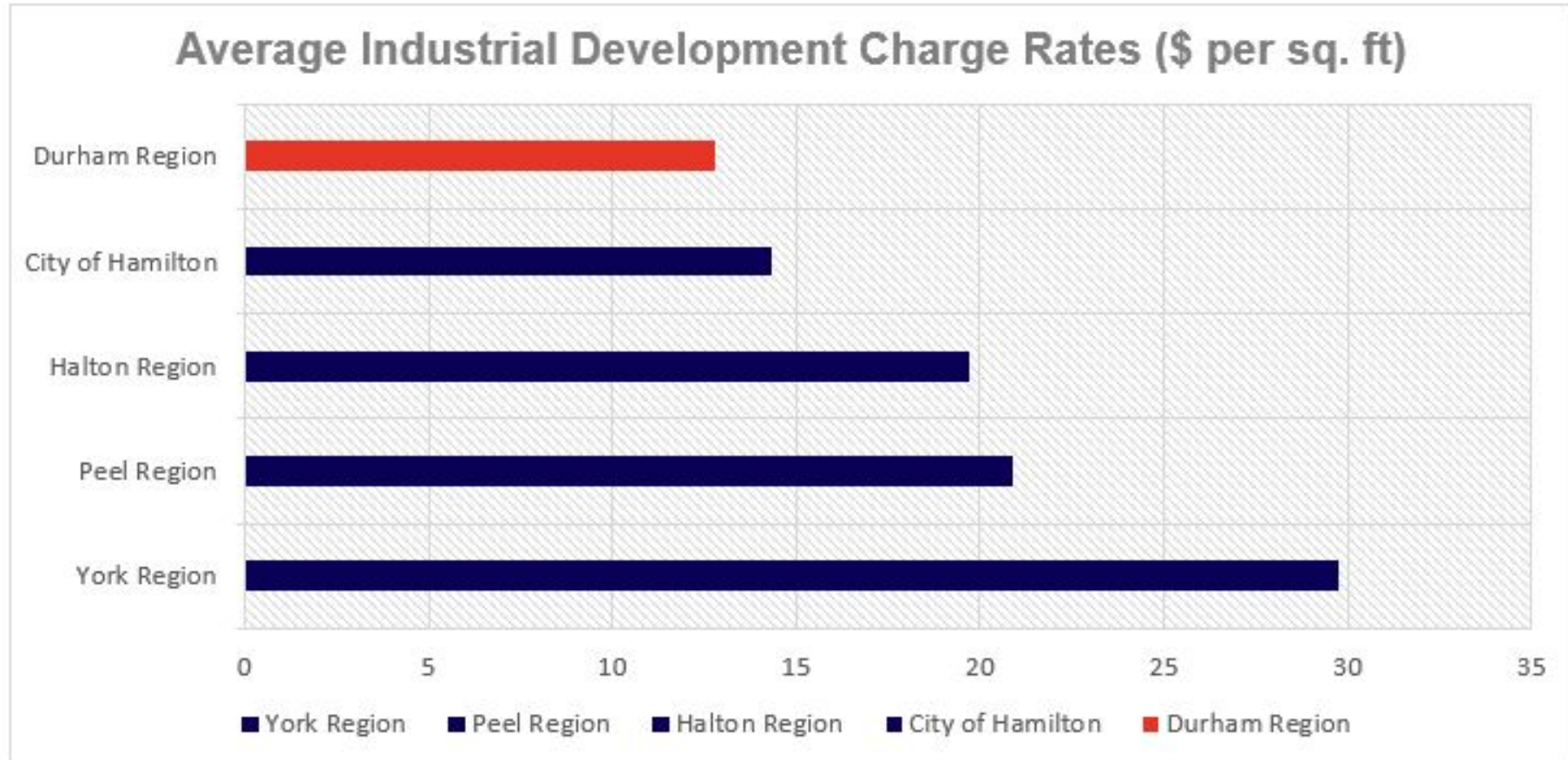
## Key Takeaways

- At the heart of Ontario
- A large geographic region
- Access to 130 million people within an 800- kilometer radius
- Large and growing tech sector
- Clean Energy Capital of Canada





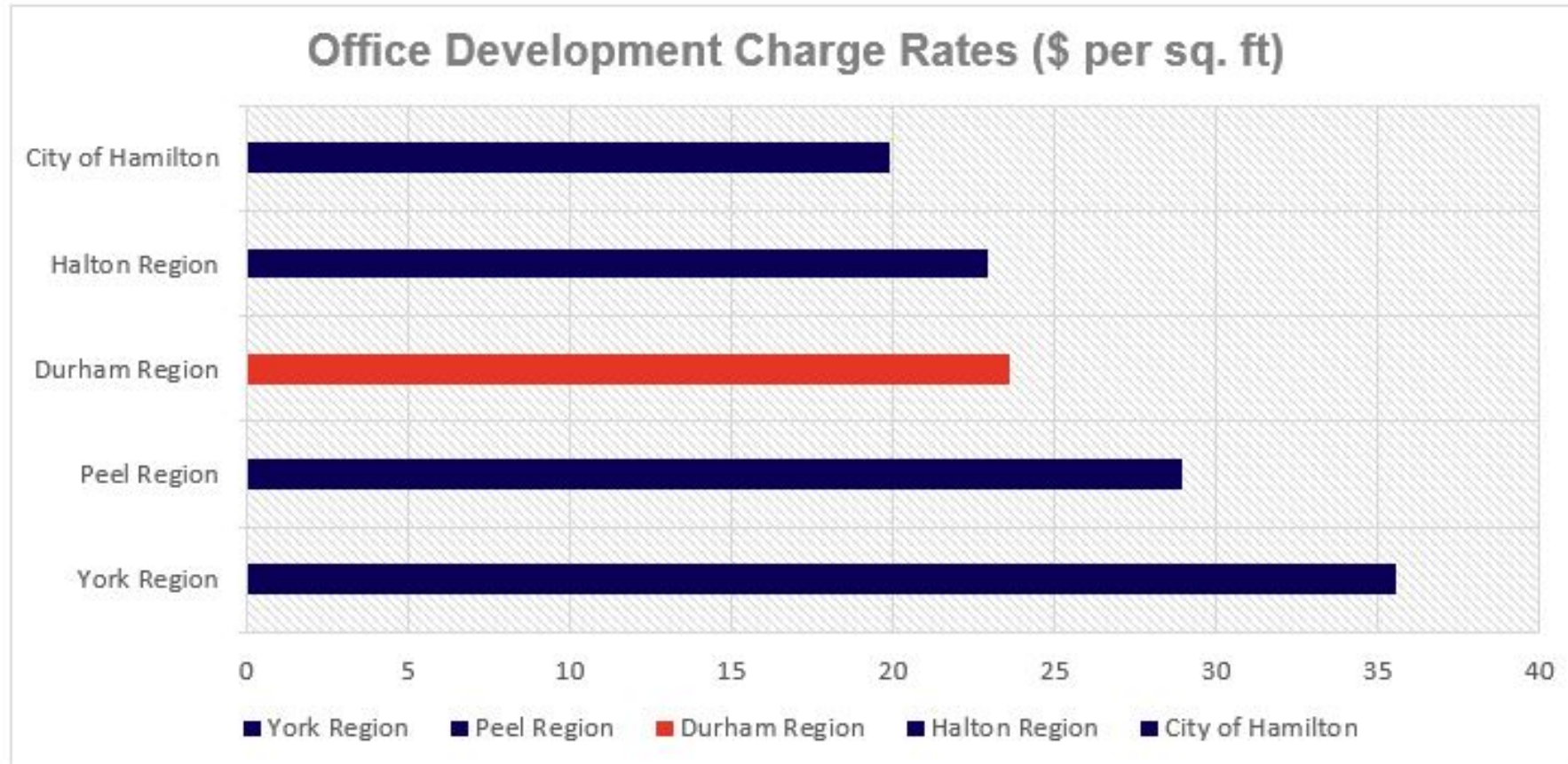
# Competitiveness



Information source: Durham Region Competitiveness Study, Watson and Associates, Economists Ltd., in association with MDB Insight, Cushman and Wakefield, January 2019



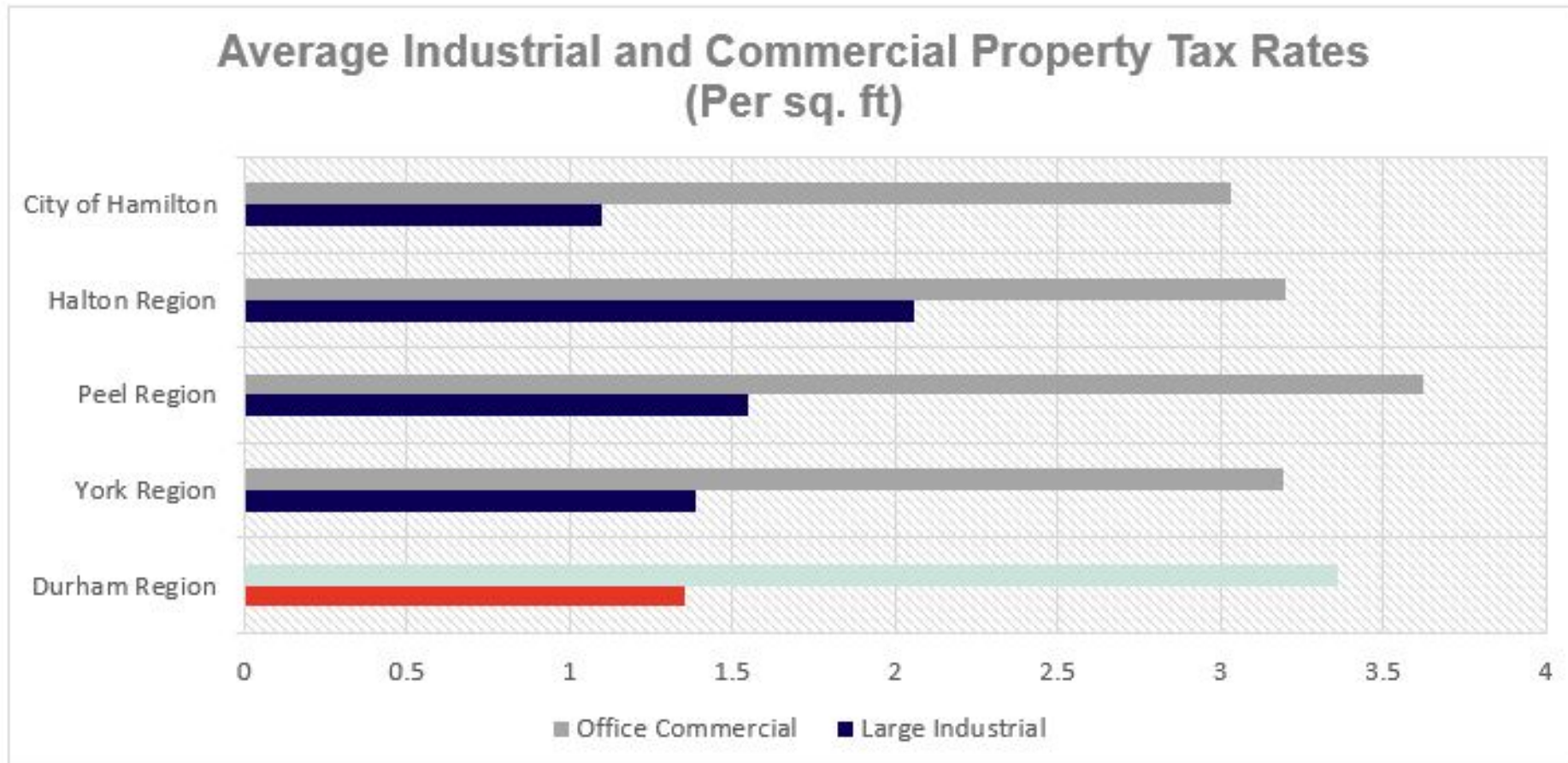
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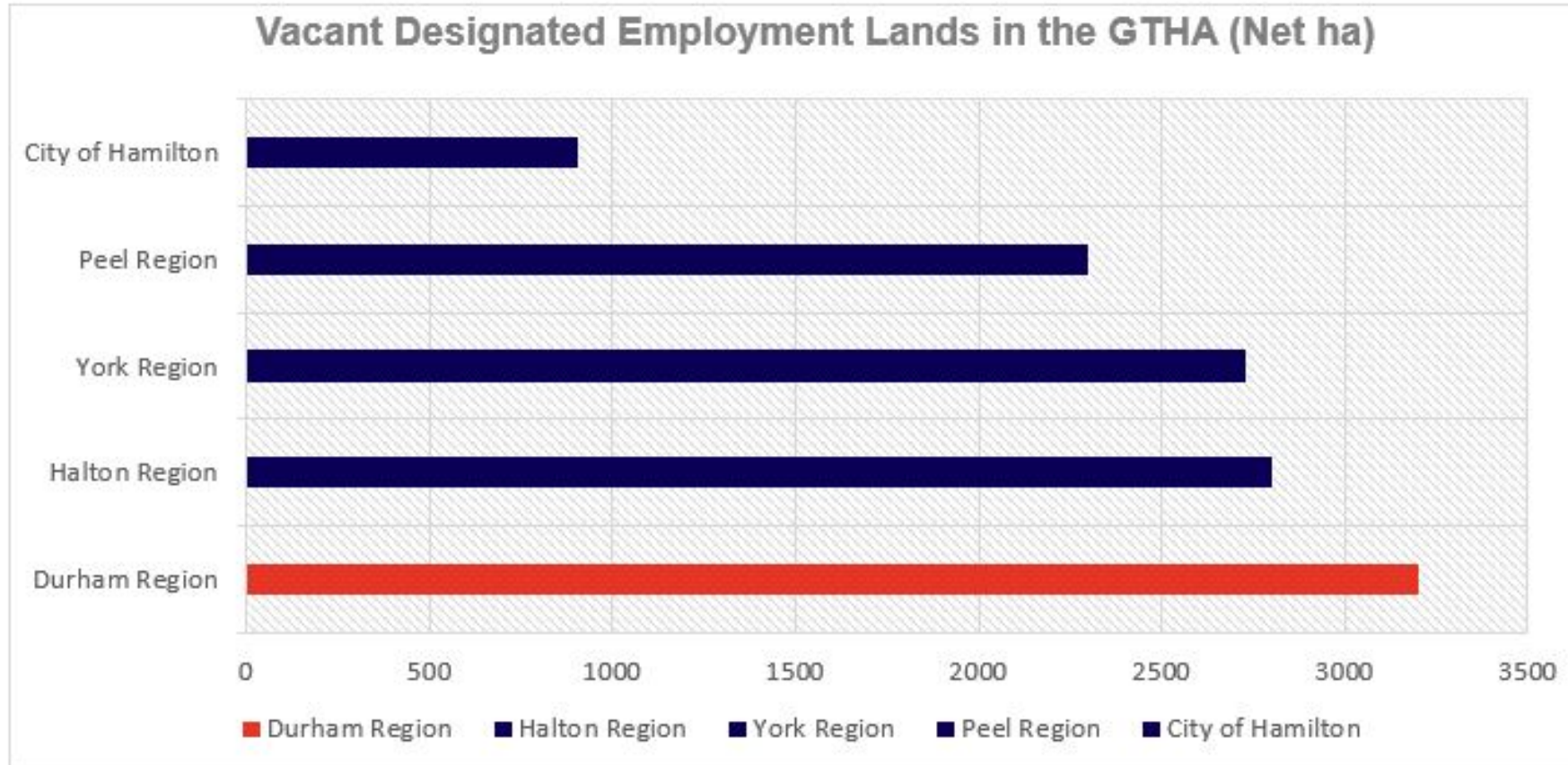
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# Competitiveness

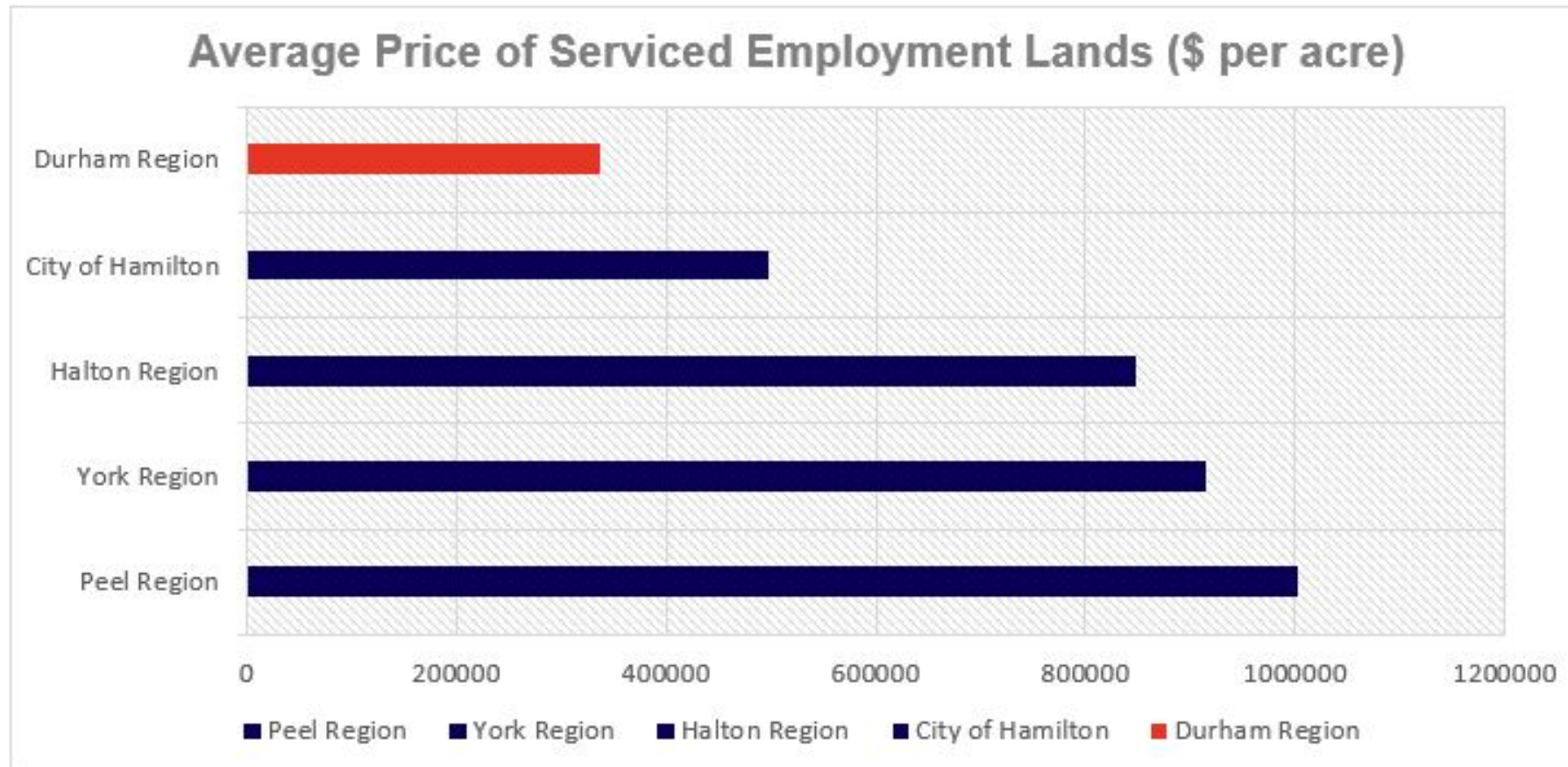


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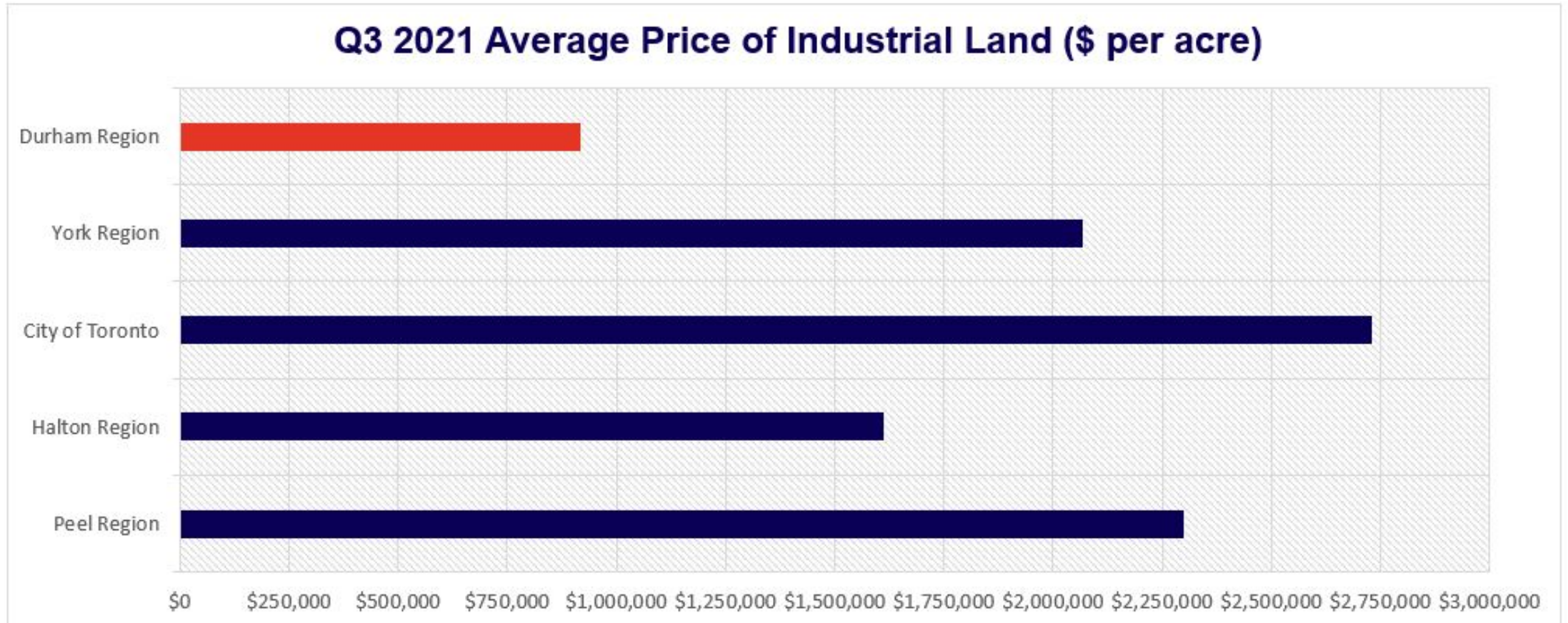
# Competitiveness



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# Competitiveness



Information source: CBRE



# Competitiveness

## Average Industrial Real Estate Costs in Greater Toronto Area

Source: Cushman Wakefield Q3 2020 Report; \$CAD; per Square Foot

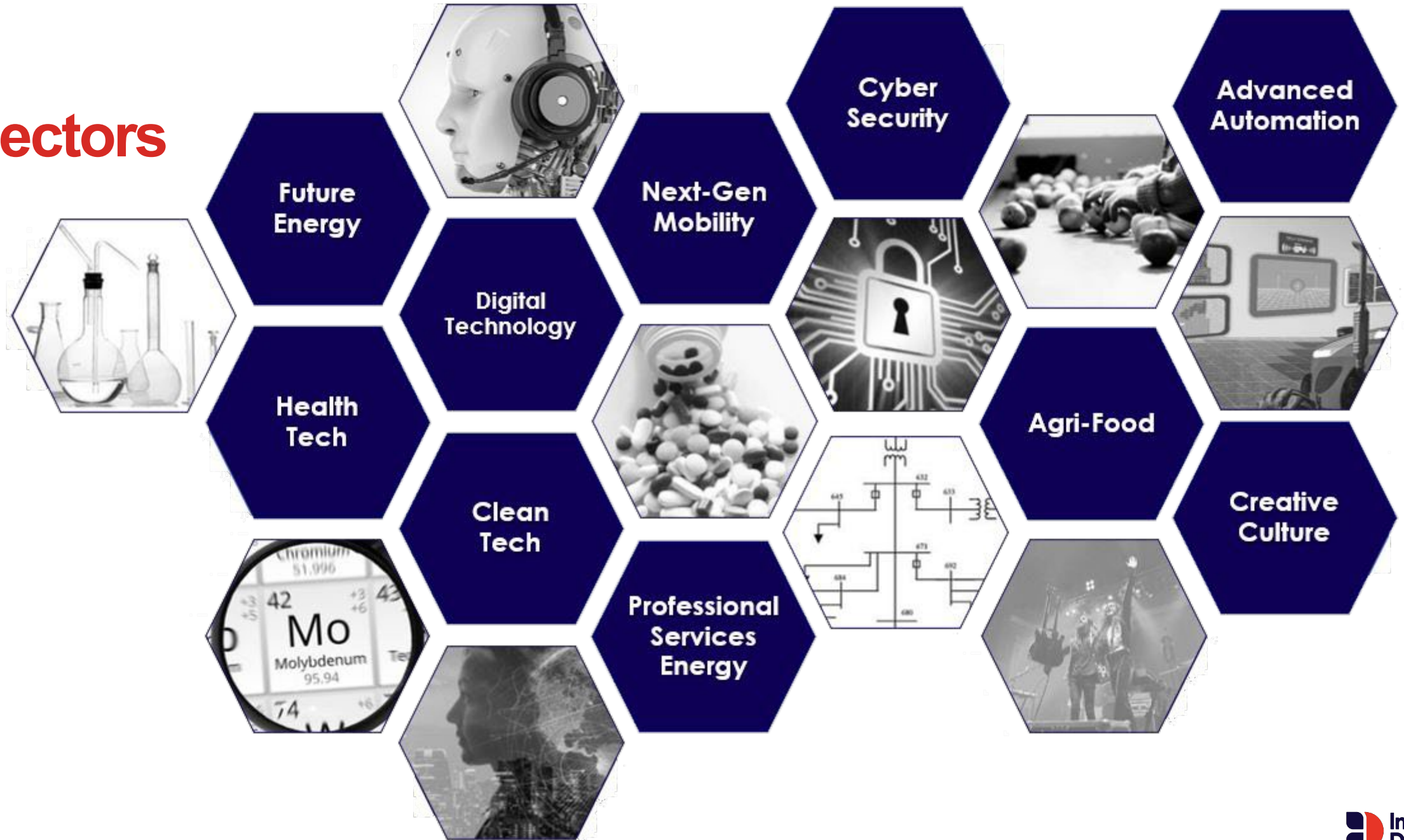
Market	Overall WTD Average Asking Sale Price	Overall Weighted Average Taxes, Maintenance, Insurance
GTA Central	\$182.56	\$3.54
GTA West	\$247.62	\$3.81
GTA North	\$315.62	\$3.81
<b>GTA East</b>	<b>\$172.04</b>	<b>\$3.46</b>



# Competitiveness

	Electricity Rates (Cents per kWh) – General Service Over 1,000 kW	Electricity Rates (\$ per kWh) – Small Commercial	Natural Gas Rates (Cents/m <sup>3</sup> )	Wastewater Rates (\$/m <sup>3</sup> )
Durham Region	<b>2.92</b>	0.016	10.65	2.88
York Region	<b>2.48</b>	0.019	10.65	4.14
Peel Region	<b>2.48</b>	0.019	10.65	2.41
Halton Region	<b>5.02</b>	0.012	10.65	2.44
City of Hamilton	<b>2.48</b>	0.019	10.65	3.1

Information source: Durham Region Competitiveness Study, Watson and Associates, Economists Ltd., in association with MDB Insight, Cushman and Wakefield, January 2019



# Durham Region



Average Single Family Detached Home (2020)  
**\$908,900**

Expected Population, 2051  
**1,300,000**

Average Household Income (2016)  
**\$109,439**

[View the full Durham Region Planning Department Community Profile Website](#)  
Review Invest Durham's [Cost Advantage](#)



# Signature Sites

Municipality	Signature Site/Area
City of Pickering	Seaton Employment Lands, Innovation District
Town of Ajax	<ul style="list-style-type: none"><li>• Pat Bayly Square, 65 Bayly Street West and 420 Harwood Avenue</li><li>• GTA East Industrial Park, Salem Road and Kerrison Drive</li><li>• Hunt Street Property, 285-289 Hunt Street and 232-234 Mackenzie Avenue</li></ul>
Town of Whitby	North Whitby Employment Lands
City of Oshawa	Northwood Business Park



# Signature Sites

Municipality	Signature Site/Area
Municipality of Clarington	314 Bennett Road, Bowmanville 19 Courtice Court, Courtice 505 Lake Road, Bowmanville
Township of Scugog	Port Perry Employment Area 1205 Scugog Line 6
Township of Uxbridge	Parratt Road Industrial Area Uxville Industrial Park, 9 Sangster Road Outlying Downtown Uxbridge, 2 Victoria Drive
Township of Brock	Beaverton Employment Area, 950 Concession Road 5 Outlying Downtown Beaverton, 428 Mara Road





# Durham Tourism

## Urban Excitement and Country Charm

- Outdoor life includes mountain biking, golfing, hiking, downhill skiing, and sailing – the Trail Capital of Canada
- Dozens of craft breweries and wineries, award winning restaurants
- Family friendly and date-night entertainment for diverse audiences

Follow Durham Tourism!

[DurhamTourism.ca](http://DurhamTourism.ca)

[Instagram](#)

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## Urban Excitement and Country Charm

- 53 Golf courses
- 350 KMs of nature trails
- 551 Parks
- 3 Lakes
- 1 Provincial park
- 14 Beaches
- 14 Distinct main street  
and downtown areas

[DurhamTourism.ca](http://DurhamTourism.ca)





# Co-Working

The future of remote work is now.

Durham Region offers multiple co-working spaces in municipalities across the Region.

View a list of Durham Region's [Co-Working Spaces](#)



The Work Hub Co-Working, Ajax



## Downtowns of Durham

Durham Region's downtowns represent our heritage and our spirit and add to the vibrancy and quality of life for residents and visitors.

Durham Region is home to fourteen distinct downtowns:

[DowntownsOfDurham.ca](http://DowntownsOfDurham.ca)



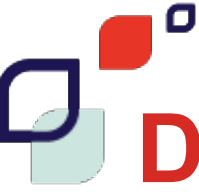


## Downtowns of Durham

Each downtown offers unique shopping, dining and other experiences along with opportunities for co-working and office space, great investment opportunities both residential and commercial.

[DowntownsOfDurham.ca](http://DowntownsOfDurham.ca)





# Development Charges (non-residential)

2021/2022

Municipality <i>*linked to Development Charges page</i>	Non-residential (per sq.ft.)
<a href="#">City of Pickering</a>	\$4.43 (City wide) \$1.57 (Seaton)
<a href="#">Town of Ajax</a>	\$7.19
<a href="#">Town of Whitby</a>	Commercial - \$20.73, Industrial - \$5.63
<a href="#">City of Oshawa</a>	Commercial - \$12.60, Industrial – N/A
<a href="#">Municipality of Clarington</a>	Non-Industrial - \$10.28, Industrial - \$3.59
<a href="#">Town of Uxbridge</a>	\$5.31
<a href="#">Township of Scugog</a>	Commercial - \$9.86, Industrial - \$5.18
<a href="#">Township of Brock</a>	\$4.09
<a href="#">Region of Durham</a>	Commercial - \$20.61, Industrial - \$11.11



# Tax Rates – 2021

Municipality *linked to Tax Rate Schedule page	Commercial Occupied	Industrial Occupied
<a href="#">City of Pickering</a>	0.478719%	0.668061%
<a href="#">Town of Ajax</a>	0.495031%	0.690825%
<a href="#">Town of Whitby</a>	0.559096%	0.780229%
<a href="#">City of Oshawa</a>	0.822793%	1.148221%
<a href="#">Municipality of Clarington</a>	0.581524%	0.811527%
<a href="#">Town of Uxbridge</a>	0.415304%	0.579564%
<a href="#">Township of Scugog</a>	0.479142%	0.668651%
<a href="#">Township of Brock</a>	0.666658%	0.930332%
Region of Durham	0.865494%	1.207813%
Education	0.880000%	0.880000%



# Electricity Rates

Local Distribution Company *link to rates	Service Area	Non-residential pricing
<a href="#">Elexicon Energy</a>	<ul style="list-style-type: none"> <li>Pickering</li> <li>Ajax</li> <li>Whitby</li> <li>Clarington (urban areas)</li> <li>Uxbridge</li> <li>Scugog</li> <li>Brock</li> </ul>	Up to 750 kWh/month: 9.8 ¢/kWh Over 750 kWh/month: 11.5 ¢/kWh
<a href="#">Hydro One Networks</a>	<ul style="list-style-type: none"> <li>Clarington (rural areas)</li> <li>Uxbridge</li> <li>Scugog</li> <li>Brock</li> </ul>	Up to 750 kWh/month: 9.8 ¢/kWh Over 750 kWh/month: 11.5 ¢/kWh (up to October 31, 2021)
<a href="#">Oshawa PUC Networks Inc.</a>	<ul style="list-style-type: none"> <li>Oshawa</li> </ul>	Off peak: 9.8 ¢/kWh Mid peak: 11.3 ¢/kWh On peak: 17.0 ¢/kWh





# Big Investments

## Just a few recent investments...

- Panattoni – 631,000-square-foot speculative industrial development (fully leased) - Oshawa
- Thermëa Spa – \$20M facility - Whitby
- Broccolini - prospective industrial development on 63-acre site - Whitby
- Amazon and H&M Facilities - Ajax
- Pickering Casino Resort - Pickering
- Kubota Corporate HQ –565,000 square ft facility in Seaton area - Pickering
- Toyota Eastern Canada Parts Distribution 350,000 square-foot facility - Clarington
- Ontario Power Generation - New Corporate HQ - Clarington





# Contacts

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[InvestDurham.ca](https://www.investdurham.ca) [in](#) [🐦](#) [📷](#)

If this information is required in an accessible format, please contact  
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