



Realtor and Developer

Post-Event Resource Tool-Kit

May 2024



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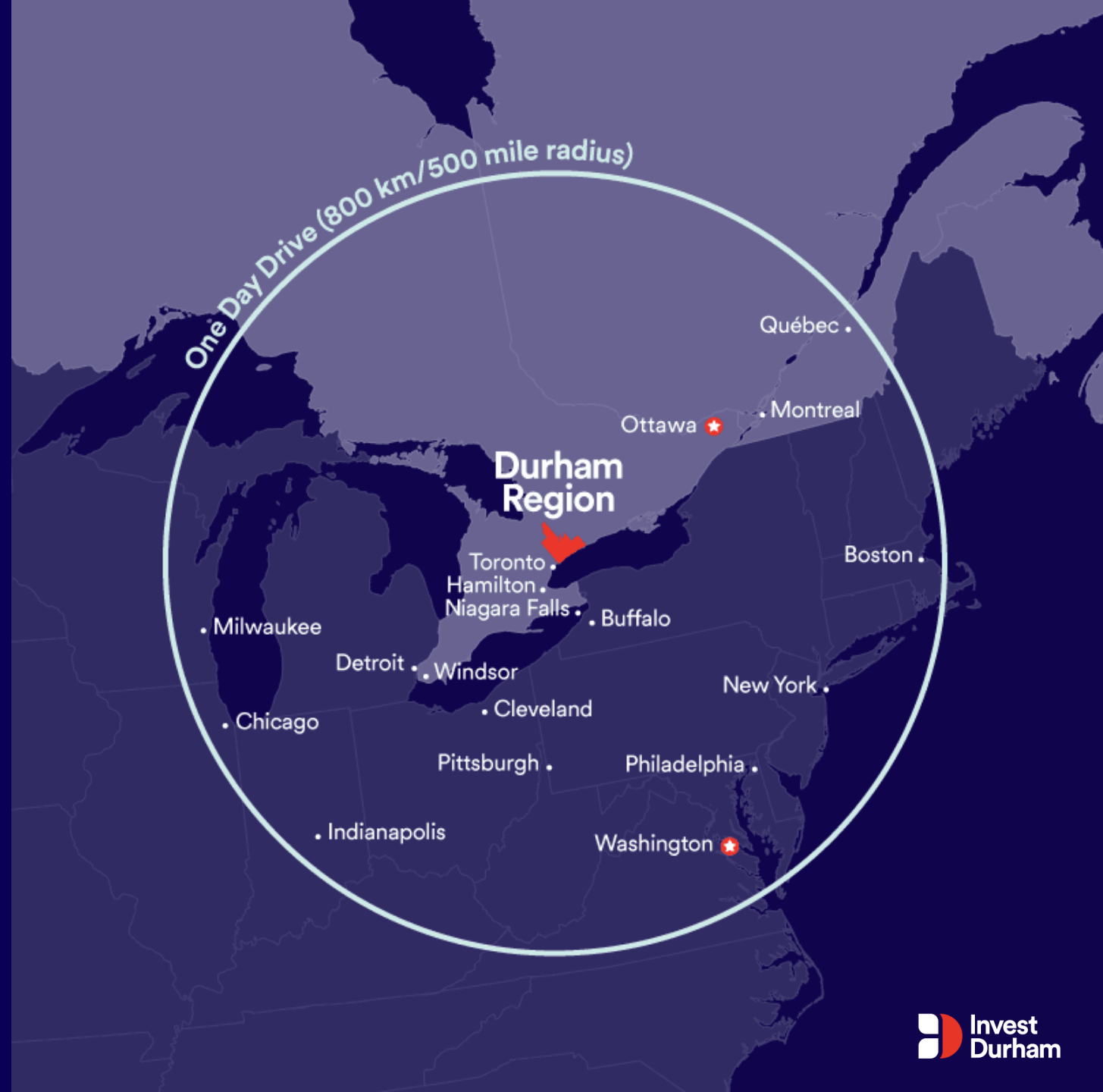
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Welcome to Durham

- 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.





Why Durham Region

Booming Growth

- Growing population and accelerating new development.

Talented

- Home to a top tier workforce.

Innovating the Future

- Solving global challenges.

In-Demand

- Lifestyle where the excitement of the city and the charm of the countryside meet.





Booming Growth

- In 2023, **\$2.9B** of new development.
- Population of **750,000**, forecast of **1,300,000** by 2051.
- **71% growth** year-over-year in non-res development.



Durham Region's Landscape

12,718

of Businesses

72%

of businesses with
1-10 employees

26%

of businesses with
11-100 employees

3%

of businesses with
100+ employees

210,038

of Paid Jobs

9,185

of New Jobs YOY

4.6%

Jobs YOY Growth

860

of New Business
Locations Opened

751

Businesses Import

440

Businesses Export



Durham Region's Landscape

Average Single Family Detached Home (May 2024)
\$1,070,000
+ 314% since 2005 vs
CDN avg of 223%

Population Growth:
+9.3%
between 2018-2023

Forecast
Population, 2051
1,300,000

Home Ownership
79%



Housing Market

Average Selling Price by type – February 2024

Area	Avg. Price	Detached	Semi-Detached	Condo/Town-house	Condo Apt.	Link	Attached Row
Durham	\$919,017	\$1,021,551	\$805,764	\$674,856	\$548,815	\$799,429	\$842,658
Ajax	\$970,533	\$1,100,039	\$873,900	\$713,750	\$563,967	-	\$854,737
Brock	\$761,636	\$761,636	-	-	-	-	-
Clarington	\$831,846	\$902,498	\$645,014	\$628,140	\$543,117	\$768,333	\$771,076
Oshawa	\$820,179	\$910,010	\$710,438	\$647,666	\$456,415	\$711,750	\$779,448
Pickering	\$994,710	\$1,258,047	\$935,900	\$711,872	\$610,333	-	\$943,124
Scugog	\$1,104,695	\$1,104,695	-	-	-	-	-
Uxbridge	\$1,197,653	\$1,336,577	\$885,000	\$644,967	-	-	\$1,675,000
Whitby	\$1,030,308	\$1,138,390	\$928,333	\$687,333	\$609,550	\$933,750	\$860,448

Area	NUMBER OF LISTINGS					NUMBER OF SALES				MOI	SNLR	DOM	SP/LP
	New	Active	YTD	PYTD	% +/-	Month	YTD	PYTD	% +/-				
Durham	1217	801	2045	1,785	15%	745	1281	990	29%	1.1	61.2%	20	102%
Ajax	135	99	232	234	-1%	81	155	132	17%	1.2	60.0%	20	103%
Brock	21	34	48	53	-9%	14	26	20	30%	2.4	66.7%	35	97%
Clarington	211	118	369	285	29%	155	236	172	37%	0.8	73.5%	22	103%
Oshawa	358	209	576	530	9%	212	378	278	36%	1.0	59.2%	18	104%
Pickering	179	132	312	239	31%	103	174	146	19%	1.3	57.5%	21	101%
Scugog	37	35	61	61	0%	20	30	29	3%	1.8	54.1%	42	98%
Uxbridge	44	44	70	64	9%	19	34	29	17%	2.3	43.2%	27	97%
Whitby	231	129	376	306	23%	141	248	184	35%	0.9	61.0%	16	103%



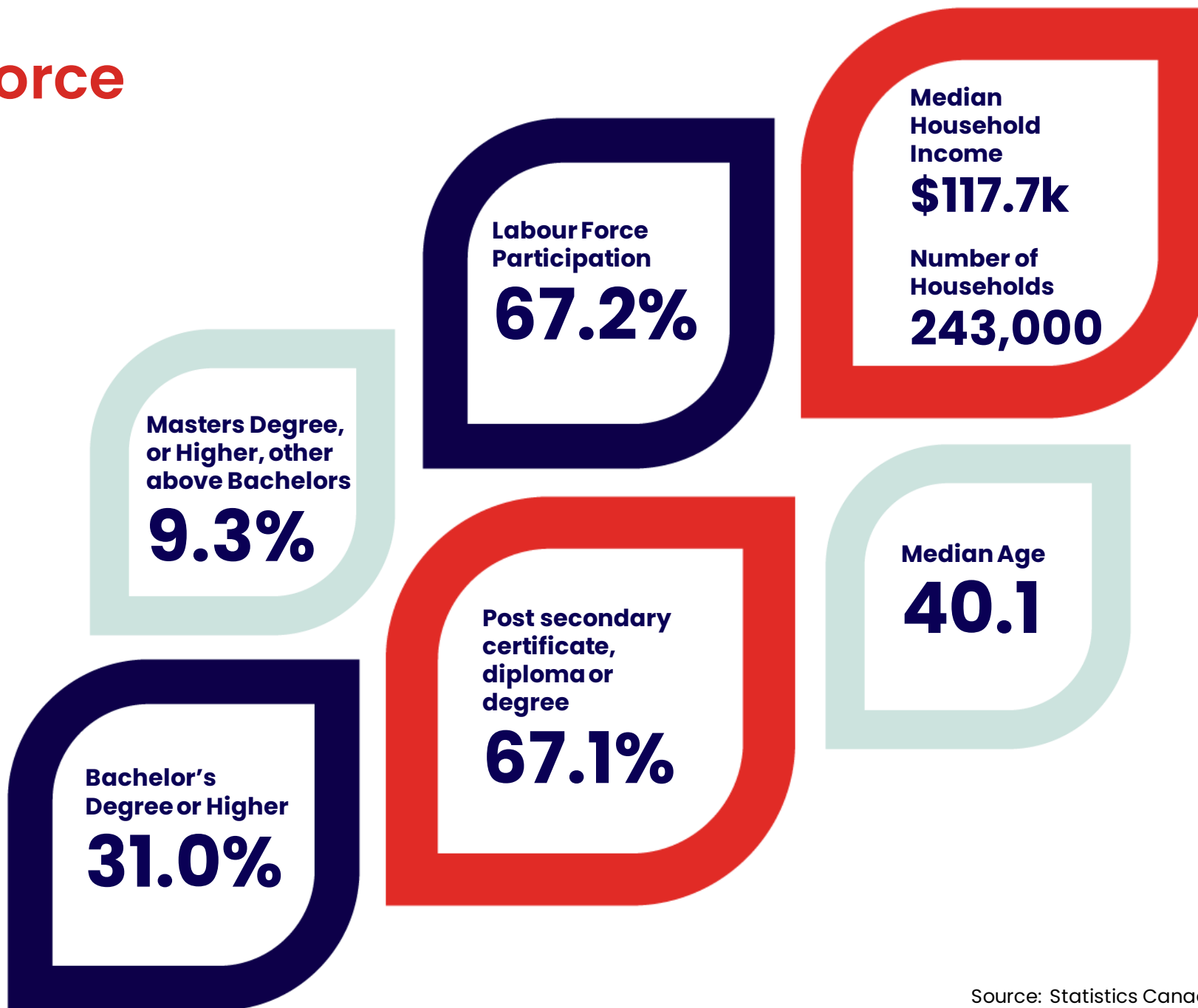
Talented



- **7 campuses across 4 institutions**
- **30,000+ students**
- **Brilliant Catalyst**
- **AI/HUB**
- **PROTO + EV Lab**
- **Skilled trades and agri-food**
- **Engineering, energy, and automotive**
- **Management and communications**
- **Family medicine**

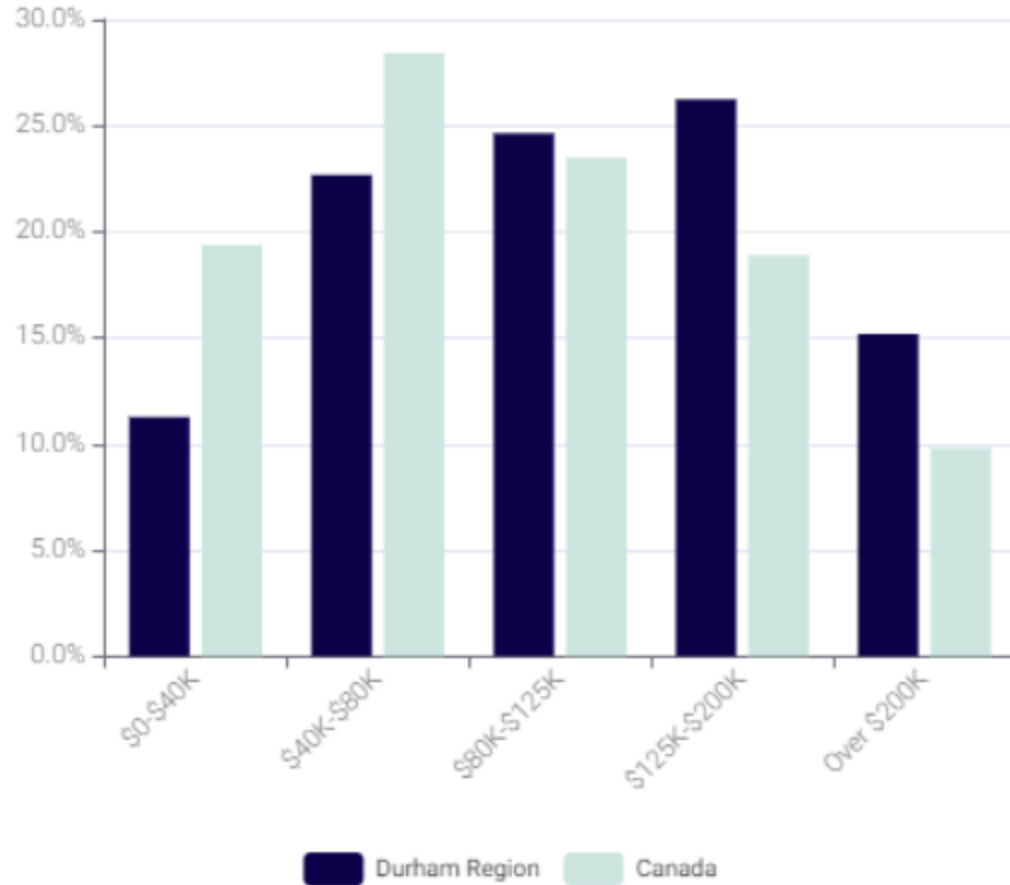


Workforce

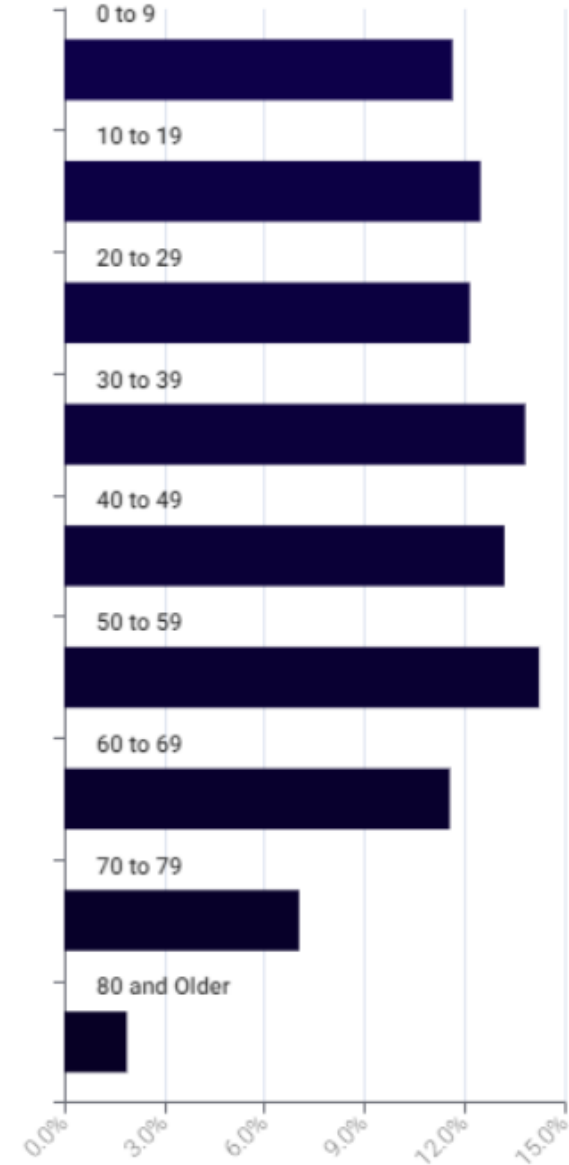


Source: Statistics Canada, 2021 Census

Household Income Distribution

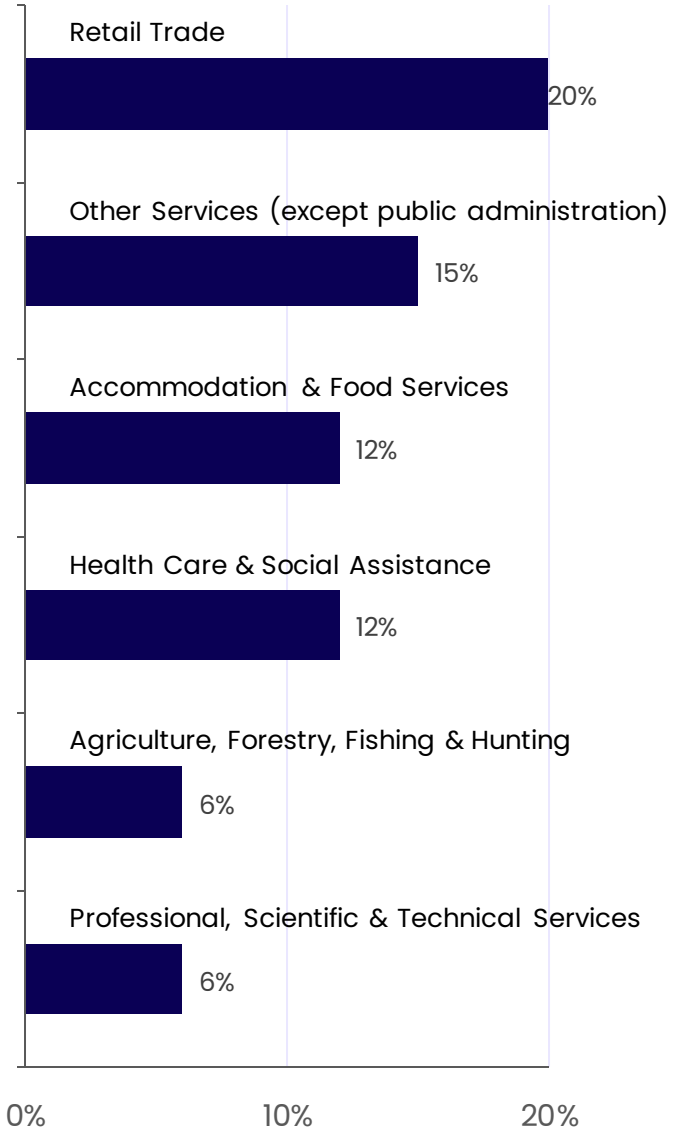


Age Distribution

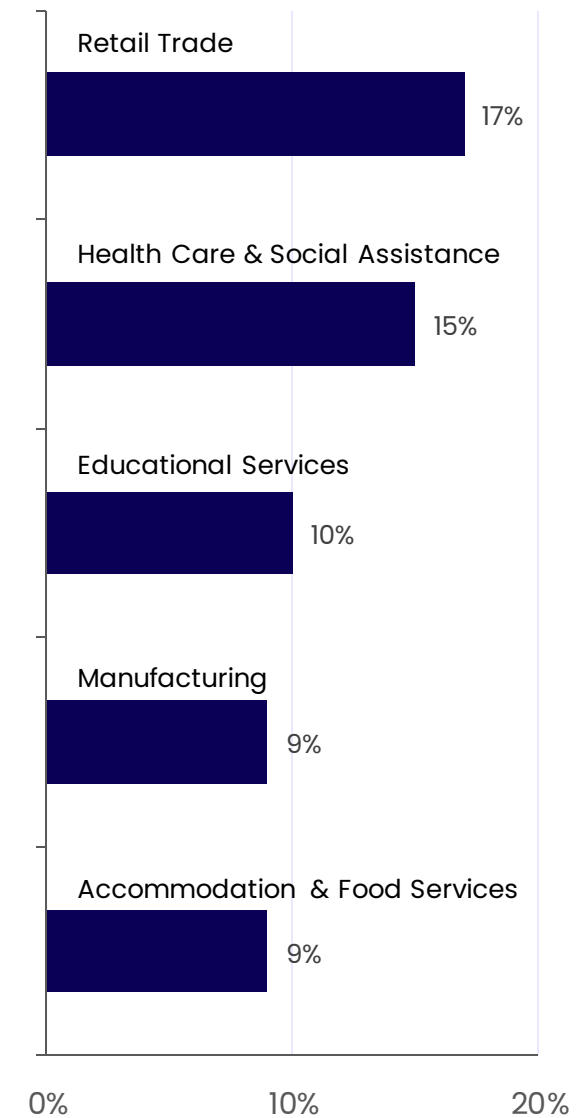


Source: Statistics Canada, 2021 Census

Top Employment Sectors
by number of businesses



Top Employment Sectors
by number of jobs



--- CN Rail / Commuter Rail

--- CP Rail

 Future GO Train Station

 GO Train Station / Commuter Rail

— Highway

— Controlled Access Highway

 Trans-Canada Highway

 Oshawa Airport

 Pickering Airport Lands

 Toronto Pearson International Airport

 Billy Bishop Toronto City Airport

 Canadian National / Canadian Pacific Intermodal Yard

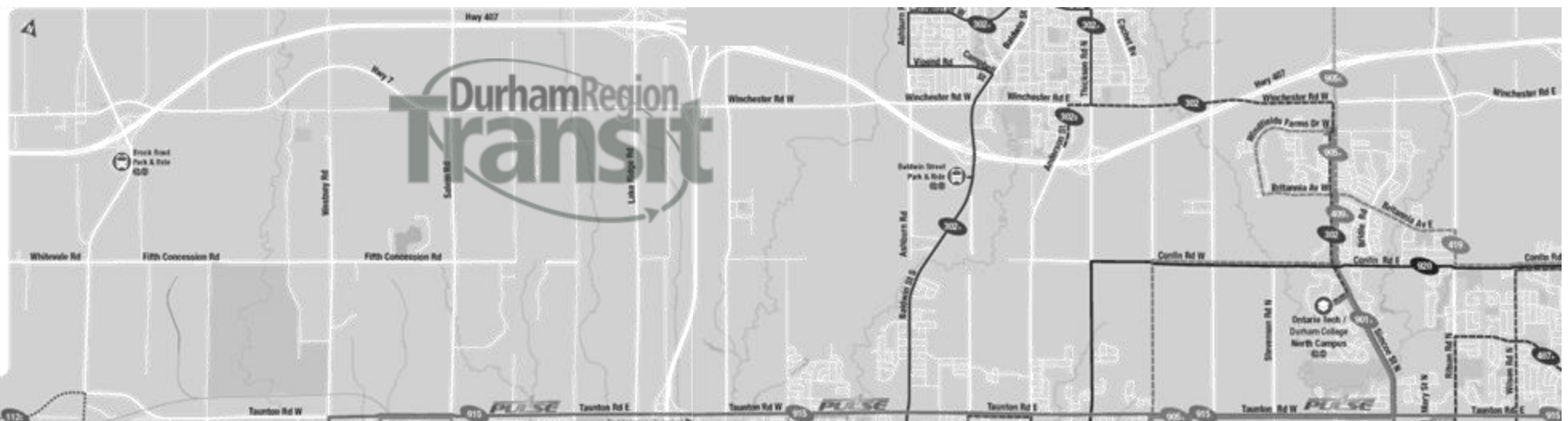
 International Sea Port

Connected



Legend

- Operates at least every 20 minutes, weekdays, from AM peak through PM peak. Operates at least every 30 minutes at other times.
- Operates at least every 30 minutes
- Operates at least every 15 minutes during certain times, operates at least every 30 minute at other times.
- Operates at least every 30 minutes
- Operates at least every two hours
- On Demand available at bus stops in these areas
- On Demand is available at bus stops when scheduled service is not operating
- Pedestrian bridge or tunnel
- Route number
- Branch
- Direction of travel
- Service Frequency
- Hospital
- Train station
- Terminal
- College / University



Getting around in Durham is easy with Durham Region Transit



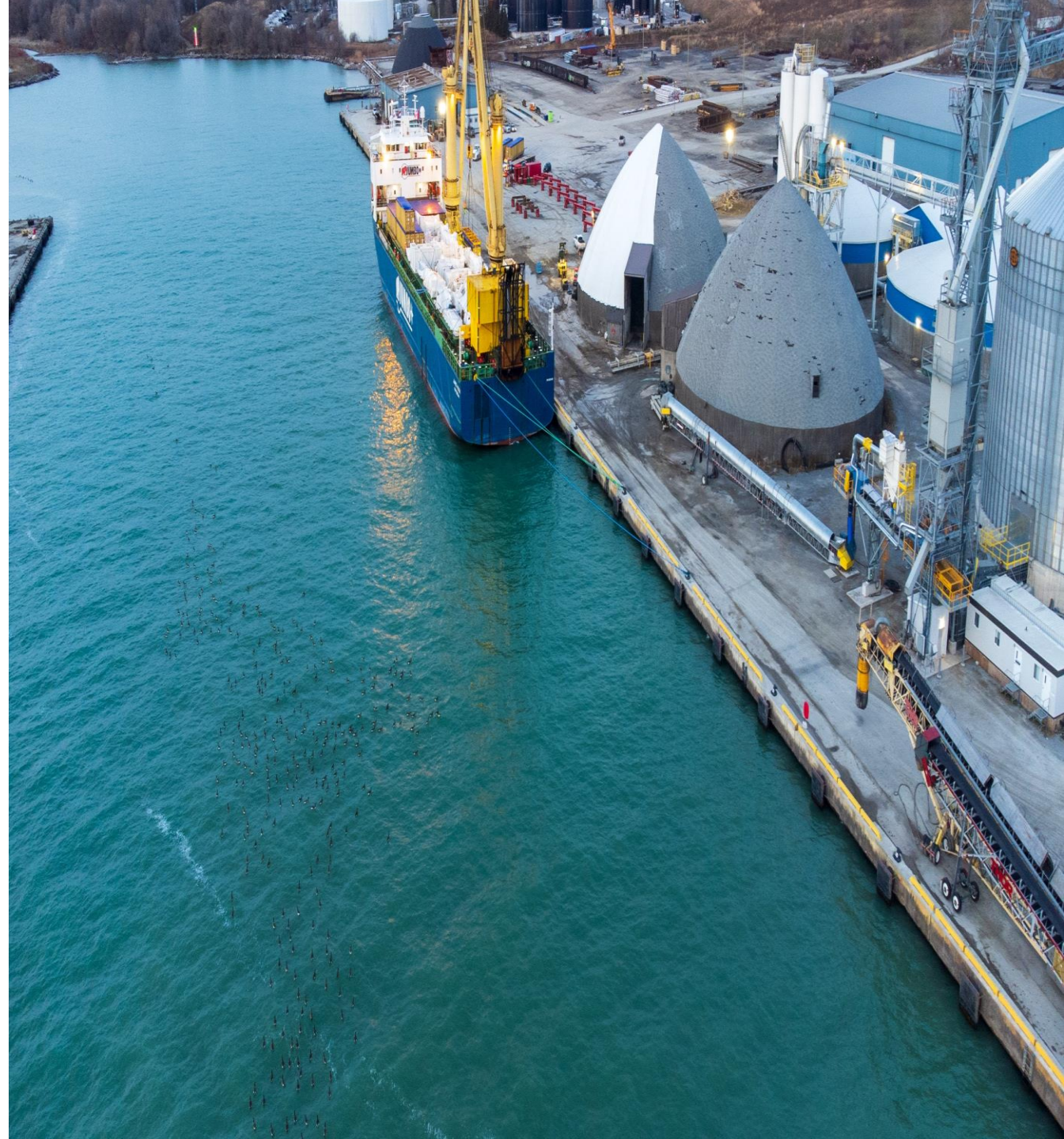


Our Great Lakes Gateway: Port of Oshawa

The Port of Oshawa handled more than 500 vessels carrying over 3 million metric tons of cargo over the past decade. It is currently undergoing a \$30 million modernization to improve capacity and efficiency.

- Connected to CN network via dedicated rail spur adjacent to the east wharf
- Comprehensive onsite material handling facilities
- Secure rail car storage options available
- Prime development sites with convenient rail access
- Three marine docks equipped with ample seaway depth
- Rail transloading with CN Rail service
- Conveniently located less than 3km from Highway 401

HOPAPorts.ca





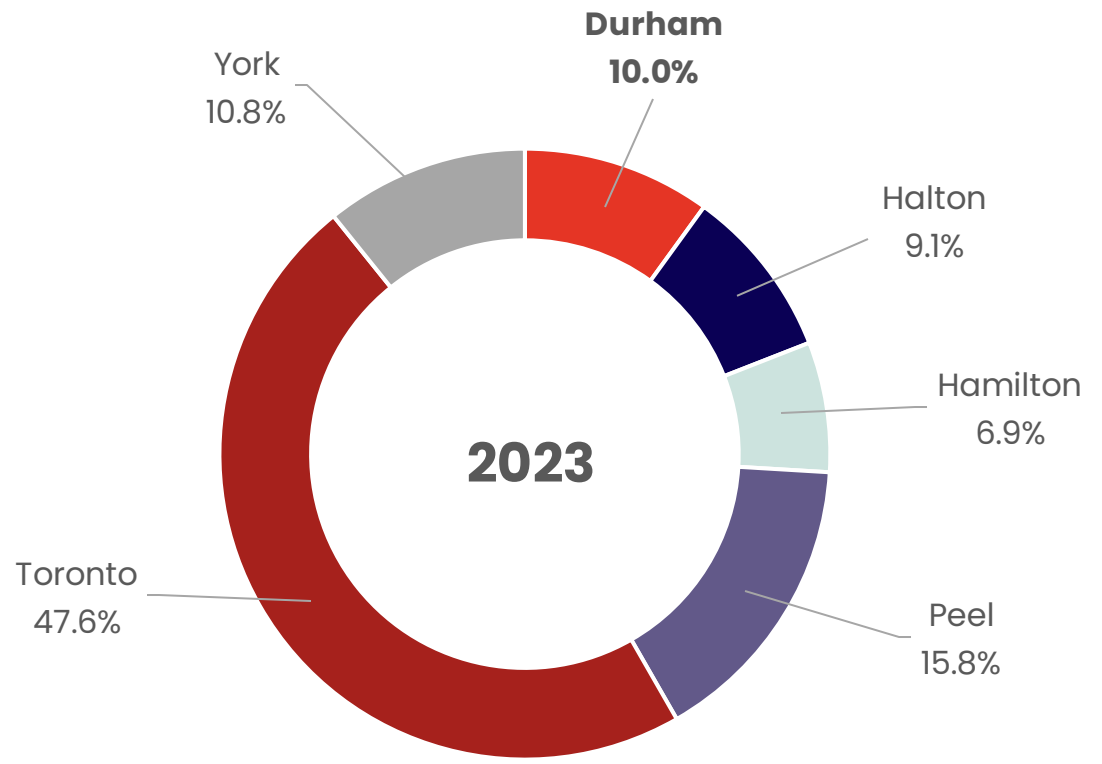
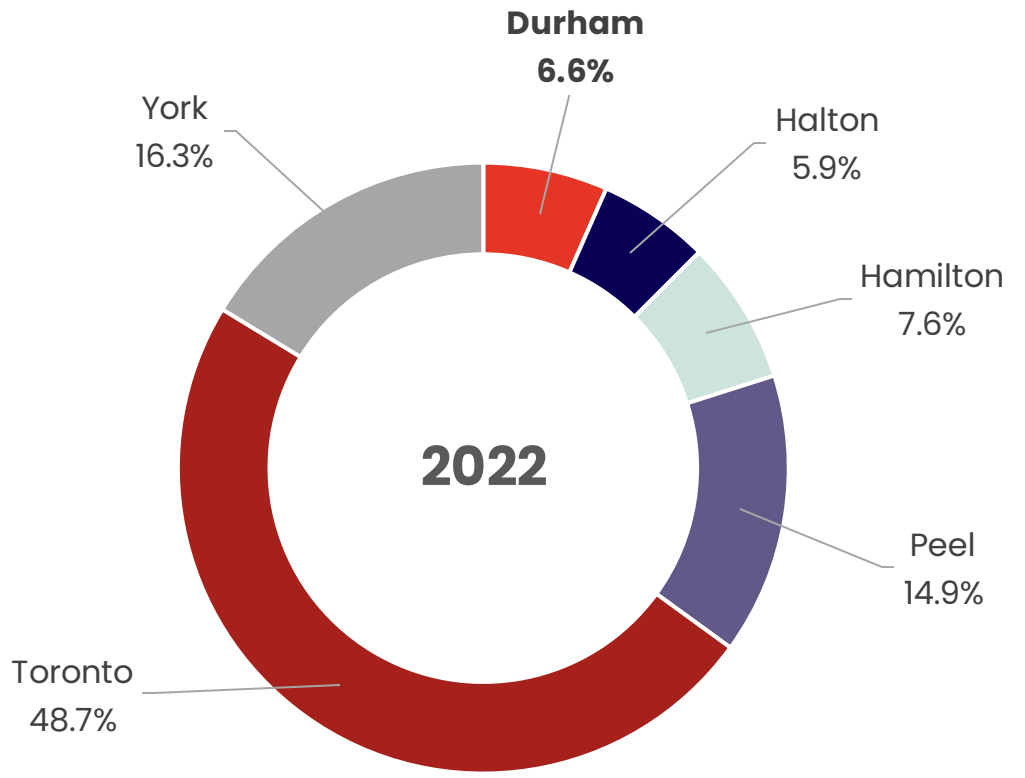
Sample Recent Investments

- **Lactalis Canada**
379,000 sq ft – Oshawa
- **Ajax Industrial on the Park**
1M sq ft – Ajax
- **Hopkins Logistics Hub**
293,000 sq ft – Whitby
- **Kubota Corporate HQ**
565,000 sq ft – Pickering
- **Lakeridge Logistics Centre**
1.2M sq ft – Ajax
- **Martin Brower**
172,000 sq ft – Oshawa
- **Toyota Canada**
350,000 sq ft – Clarington
- **Panattoni**
773,000 sq ft – Whitby
- **Wonderbrands**
1M+ sq ft – Pickering





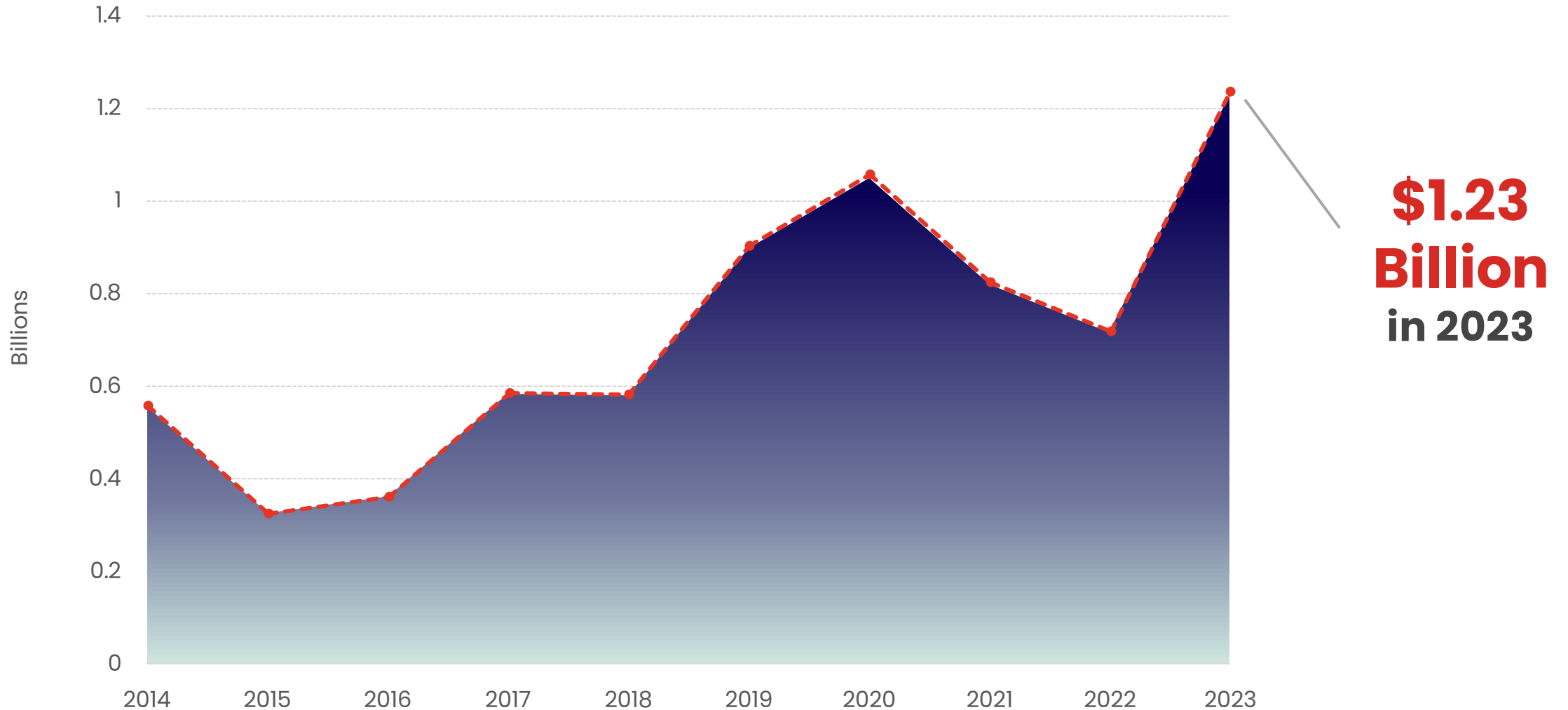
Non-Residential Investment GTHA Market Share by Region



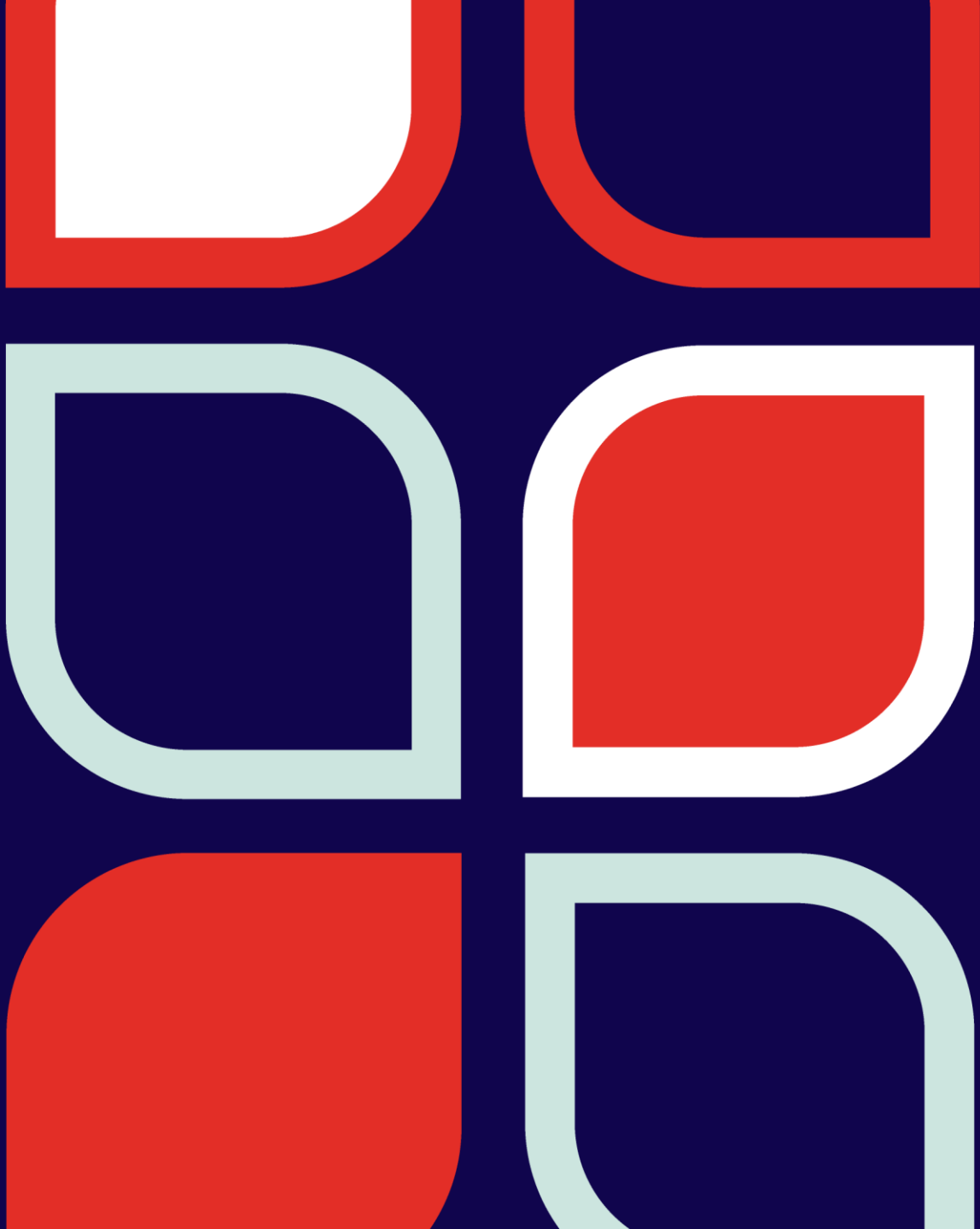
Source: Durham Business Count, 2023



Record-Breaking Non-Residential Investment in Durham



Source: Durham Business Count, 2023



Durham Region Signature Sites



City of Pickering

Multiple Signature Sites

Major Employers

- Search Engine People
- Trench Limited
- Aspect Retail Logistics

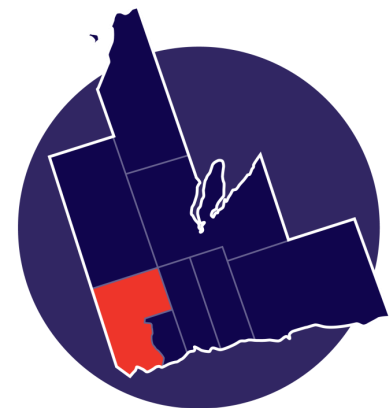
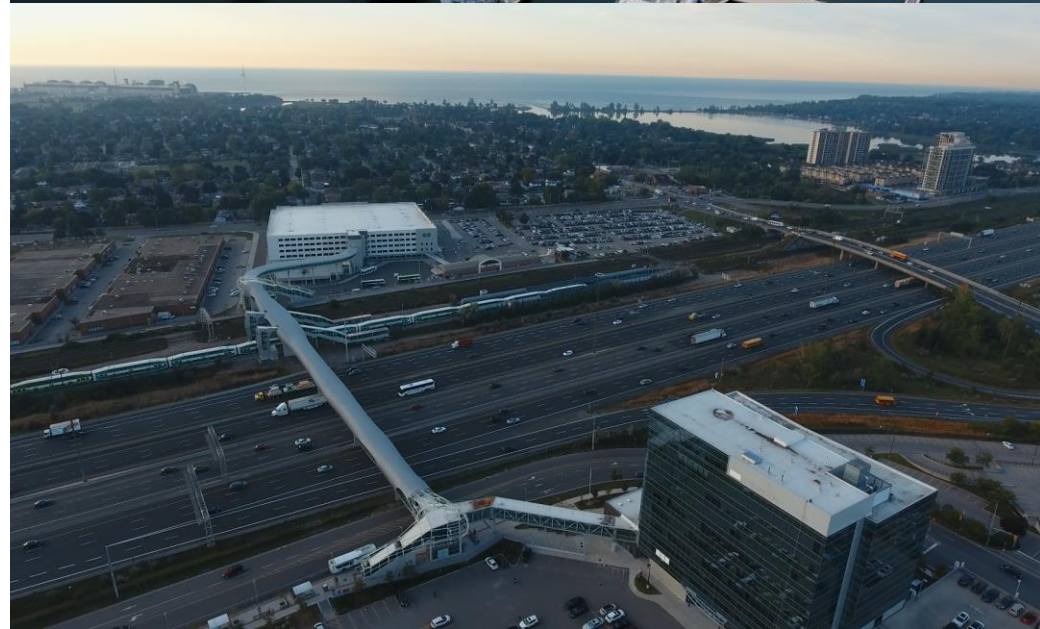
Quick Facts

- Durham Live Casino & Resort
- Porsche Experience Centre

Situated along the western edge of Durham Region, the City of Pickering borders the City of Toronto, the City of Markham, and Rouge Urban National Park. It also houses the shoreline of beautiful Lake Ontario. With an emerging modern downtown and exciting opportunities for growth in the northern areas of the city, Pickering is saturated with natural beauty alongside modern amenities and conveniences.

Recent or Upcoming Investments

- Durham Live
- Kubota Canada Ltd
- Seaton Residential Community
- City Centre Revitalization
- Kingston Road Intensification
- FGF Brands



Population by Commute Time

★ Pickering City Hall

— Highway

▭ Municipal Boundary

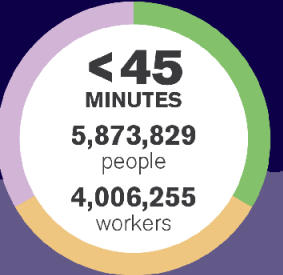
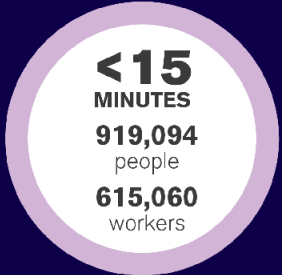
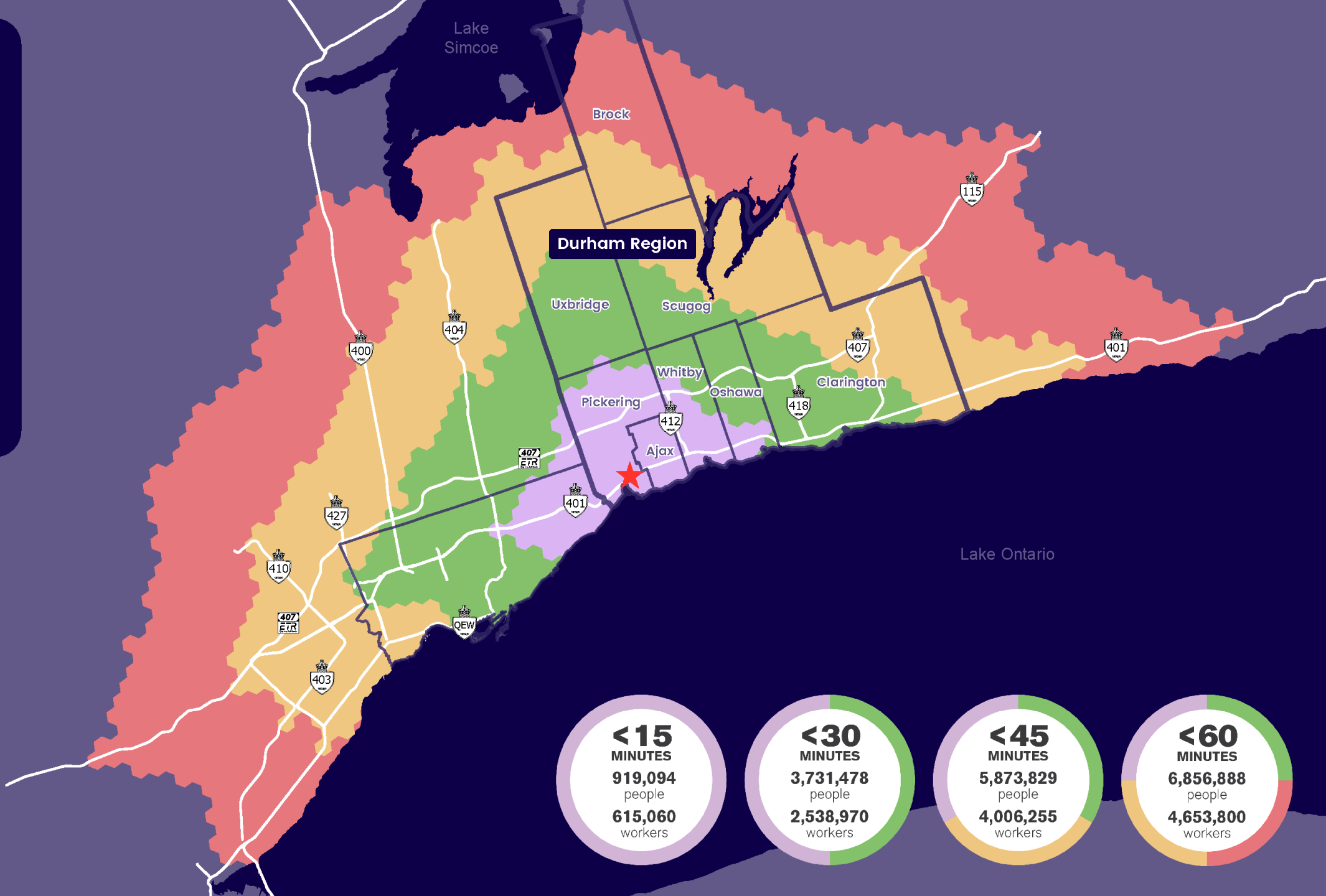
Commute Time

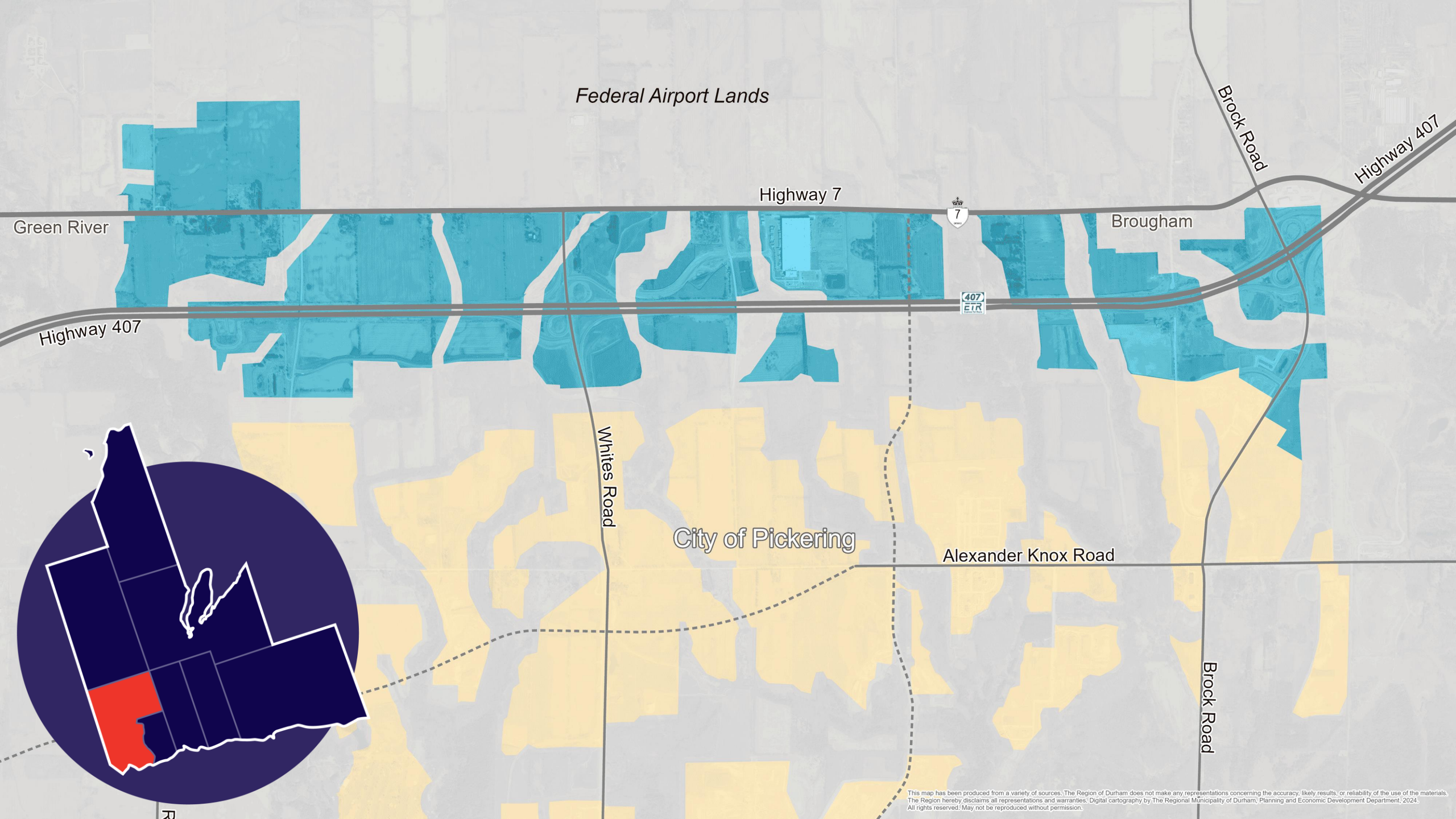
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15-30 Minutes

30-45 Minutes

45-60 Minutes





Federal Airport Lands

Highway 7



Brock Road

Highway 407

Brougham

Green River

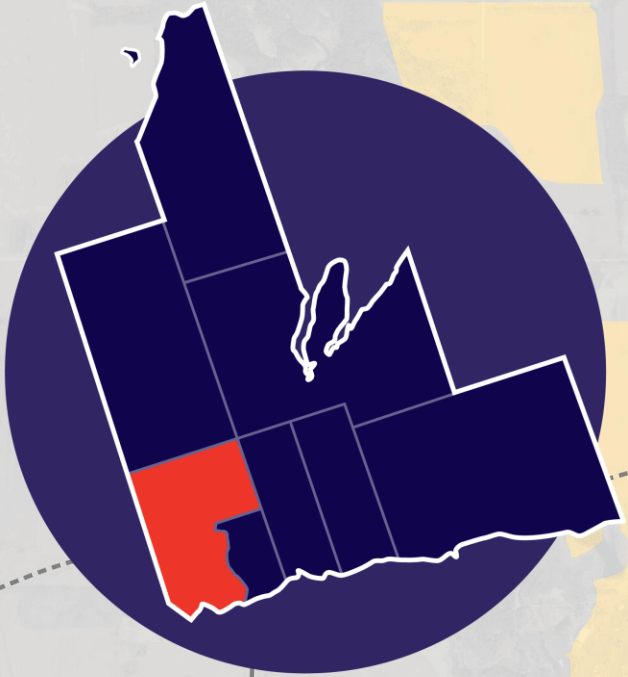
Highway 407

Whites Road

City of Pickering

Alexander Knox Road

Brock Road



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Town of Ajax

6

Signature Sites

Major Employers

- Gordon Food Service
- Safran Landing Systems
- Volkswagen

Quick Facts

- 150 acres of public open space
- 7km waterfront trail

Located just minutes east of Toronto along the 401, Ajax is home to a diverse, growing population who enjoy an interconnected network of parks, nature trails, and cycling infrastructure as well as modern community facilities and amenities.

Ajax boasts a well-balanced local economy with 8 key sectors.

Recent or Upcoming Investments

- H&M – 715,000 sq. ft. warehouse
- Lakeridge Logistics Centre – 1.2 million sq. ft. warehouse
- Ajax Industrial on the Park – Three energy efficient buildings
- Harwood Business Park – combined 640,000 sq. ft.



Population by Commute Time

★ Ajax Town Hall

— Highway

▭ Municipal Boundary

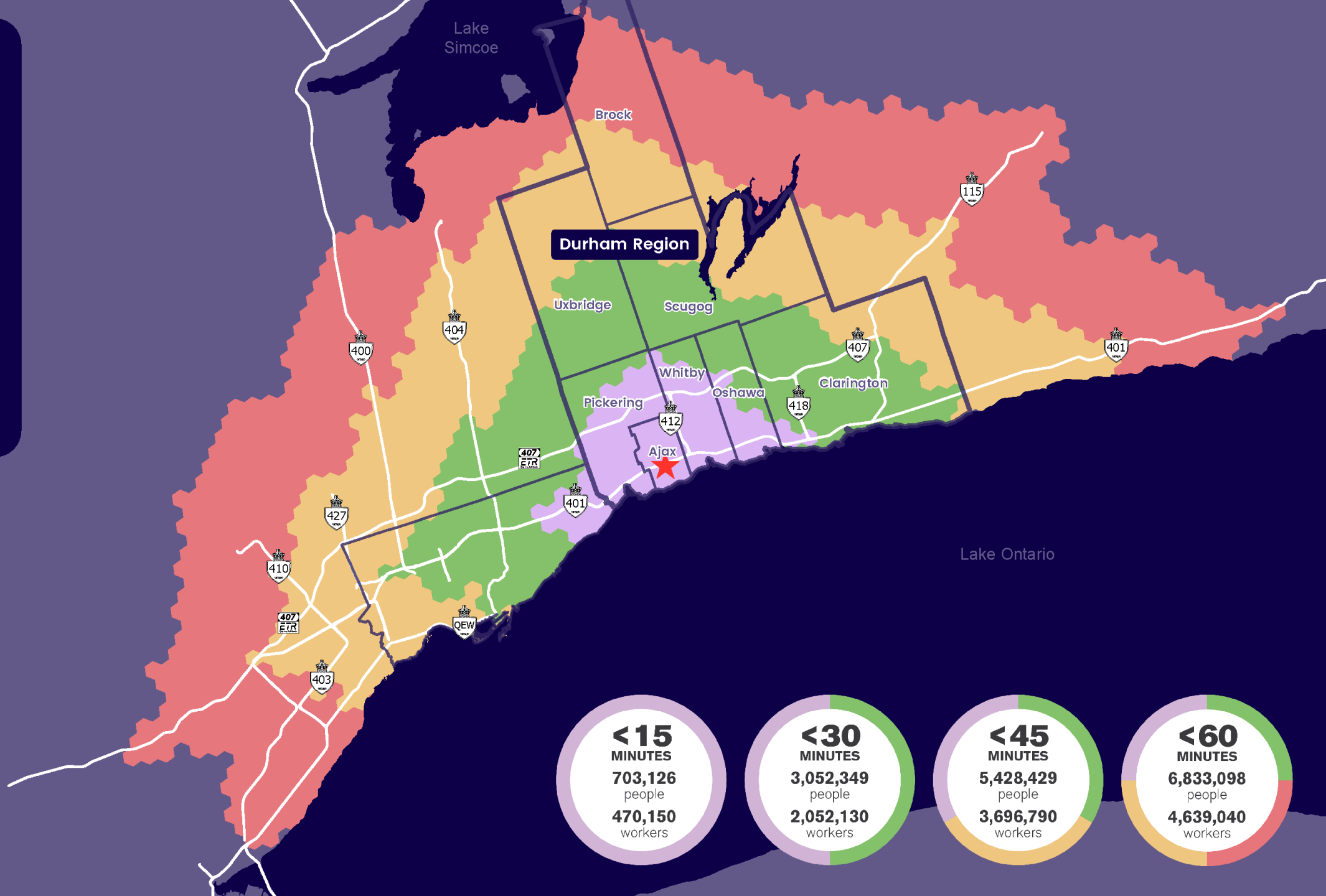
Commute Time

01-15 Minutes

15-30 Minutes

30-45 Minutes

45-60 Minutes





Town of Whitby

13

Signature Sites

Major Employers

- Gerdau
- Thermo Fisher
- Atlantic Packaging

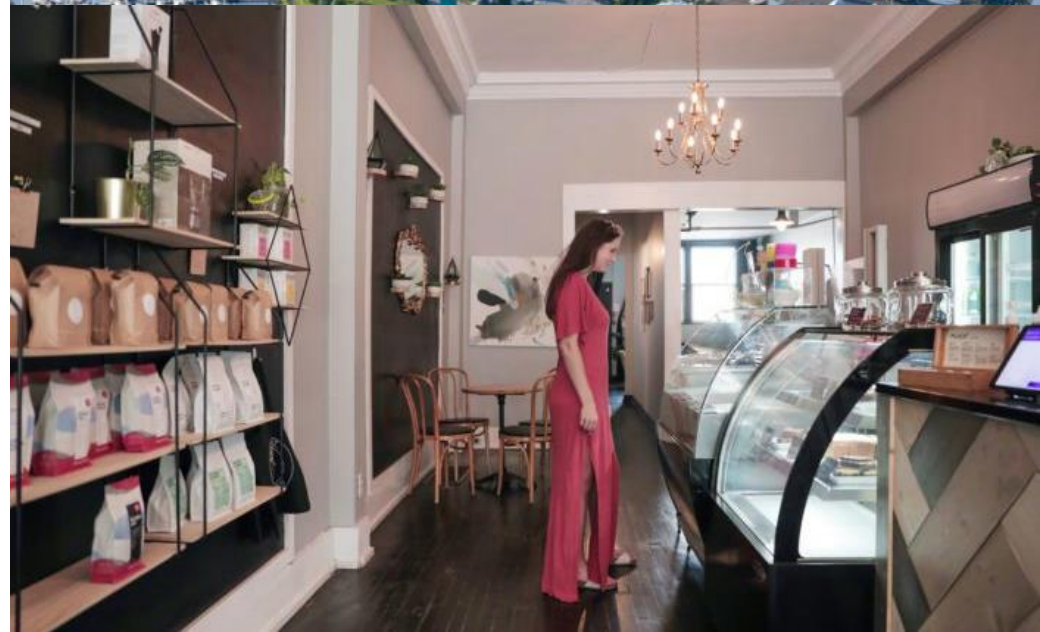
Quick Facts

- Beautiful waterfront
- Two vibrant downtowns



The Town of Whitby is located at the heart of Durham Region, on the north shore of Lake Ontario.

A growing innovation district is in downtown Whitby. And, as one of the fastest-growing communities in Canada, Whitby is committed to enhancing and developing its infrastructure, facilities and services to promote sustainable economic growth.



Recent or Upcoming Investments

- 4680 Garrard Road – 776,000 sq. ft.
- 5380 Baldwin Street South – 311,680 sq. ft.
- 220 Water Street – 389,374 sq. ft.
- 1900 Boundary Road – 340,000 sq. ft.
- 901 Hopkins Street – 340,000 sq. ft.
- West Whitby Health Clinic – 154,000 sq. ft. medical clinic
- Mazda Distribution Centre – 279,000 sq. ft. industrial facility
- Whitby Financial Services Centre – 35,000 sq. ft.



Population by Commute Time

★ Whitby Town Hall

— Highway

▭ Municipal Boundary

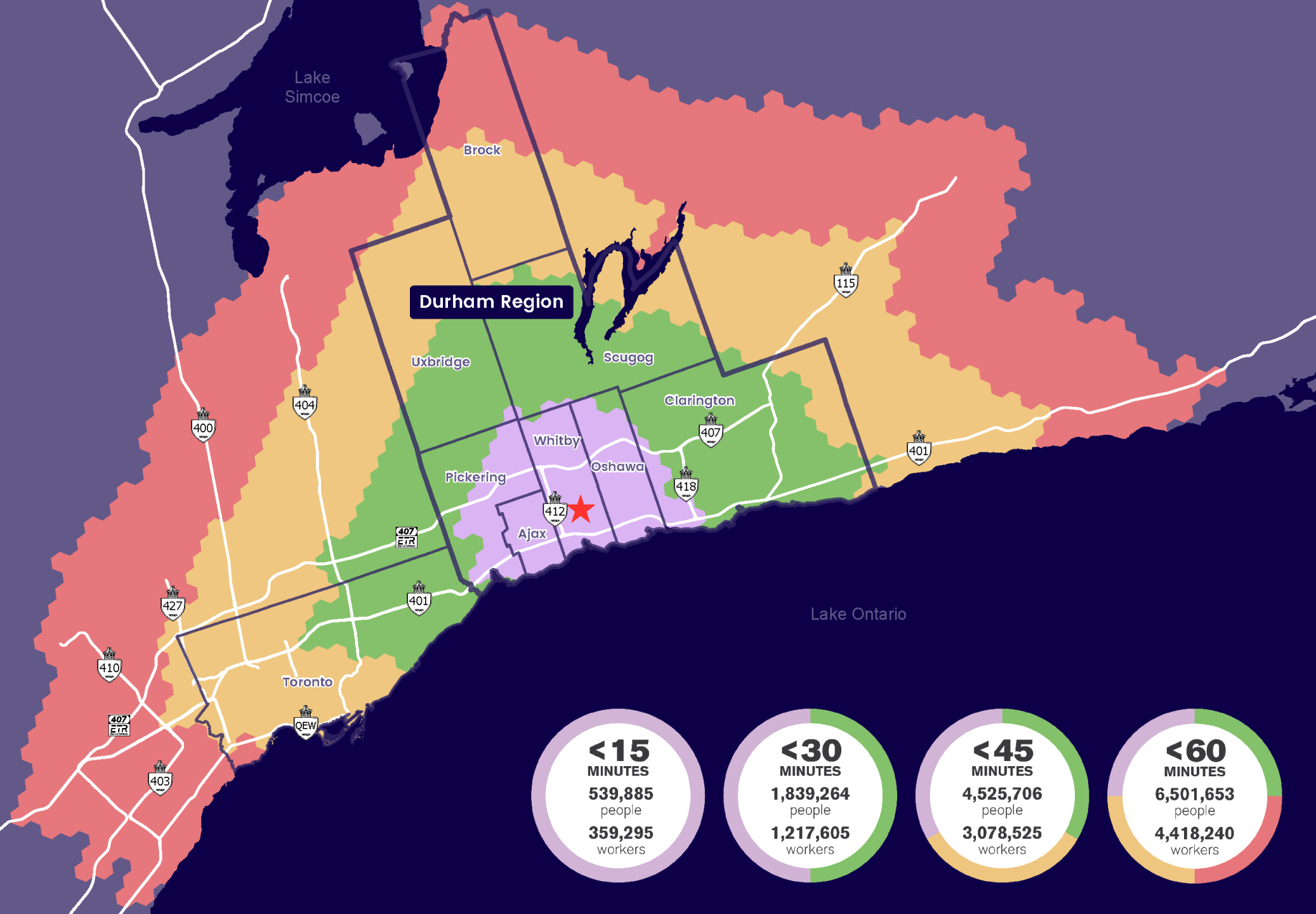
Commute Time

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15-30 Minutes

30-45 Minutes

45-60 Minutes



Seventh Concession Road

Columbus Road

Salem Road



Cochrane Street

Lake Ridge Road

Coronation Road



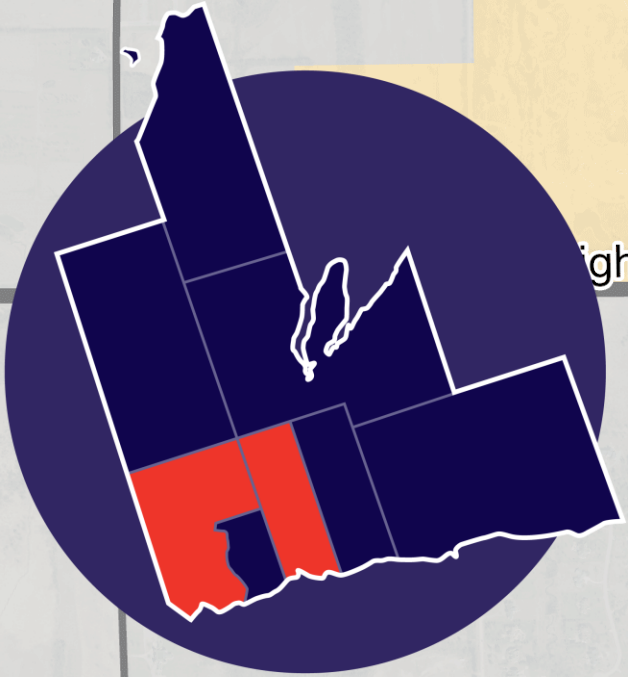
Kinsale

Winchester Road



Highway

Macedonian Village





8

Signature Sites

Major Employers

- Aosom Canada
- EHC Global
- General Motors

Quick Facts

- Beautiful waterfront park with port
- Rapidly developing downtown



The City of Oshawa is the largest municipality in Durham Region by population, and one of the fastest growing in Canada. Home to the main campuses of Ontario Tech University, Durham College, Trent University Durham GTA and the Queen’s University Lakeridge Health MD Family Medicine Program.

World-class academic research assets, executive airport, deep seaport, two new GO Train stations underway and \$1.5B in record-breaking building permits over past 2 years.

Recent or Upcoming Investments

- OPG new corporate headquarter – 2,000+ highly skilled staff
- Lakeshore East GO Train expansion – two new stations with economic value of ~\$1.1B in transit-oriented, walkable, urban development, bringing ~21,000 permanent new jobs.
- Lactalis Canada Inc. – largest global distribution facility
- Martin Brower – distribution centre handling logistics and supply chain operations for McDonald’s Restaurants.



Population by Commute Time

★ Oshawa City Hall

— Highway

▭ Municipal Boundary

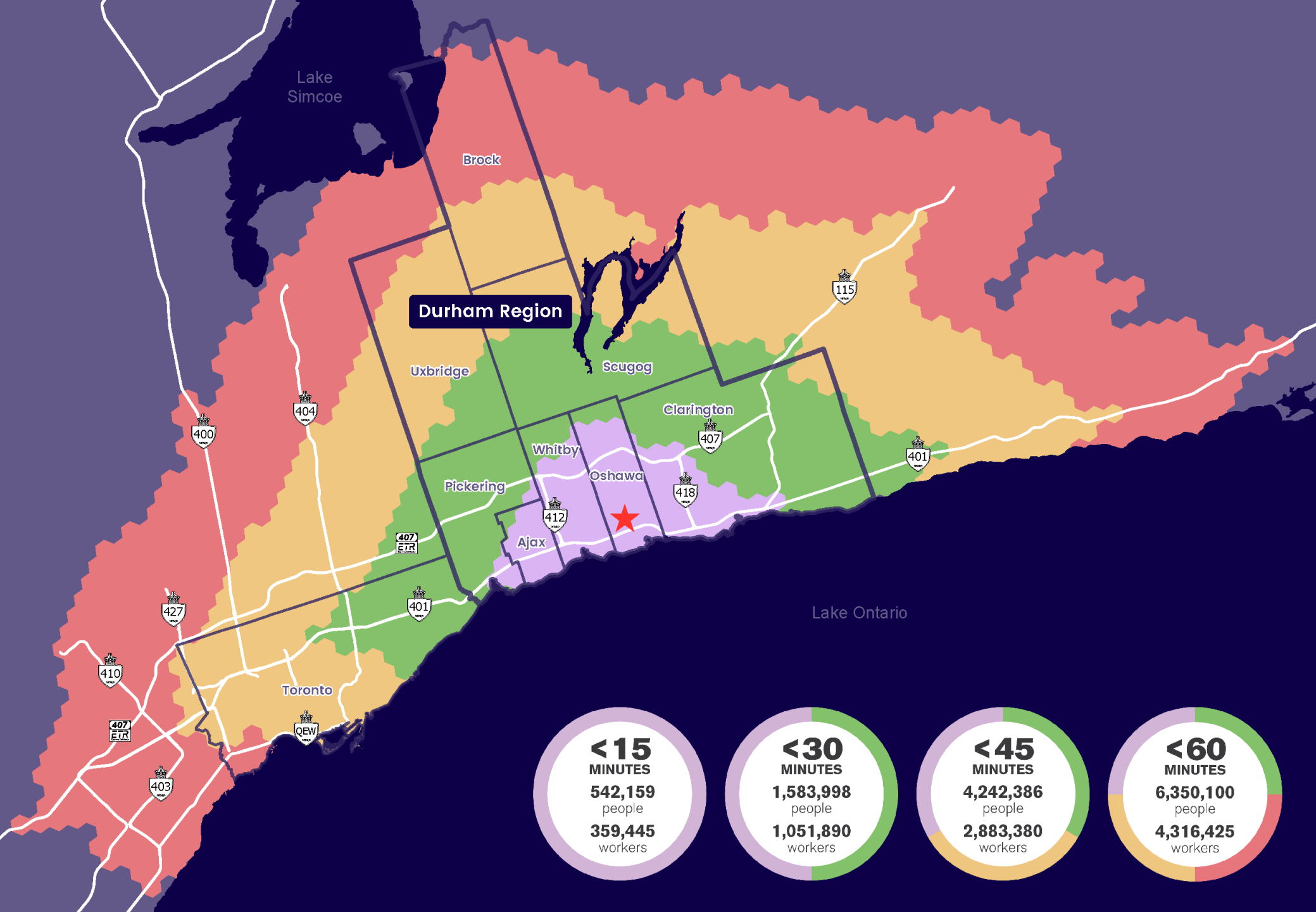
Commute Time

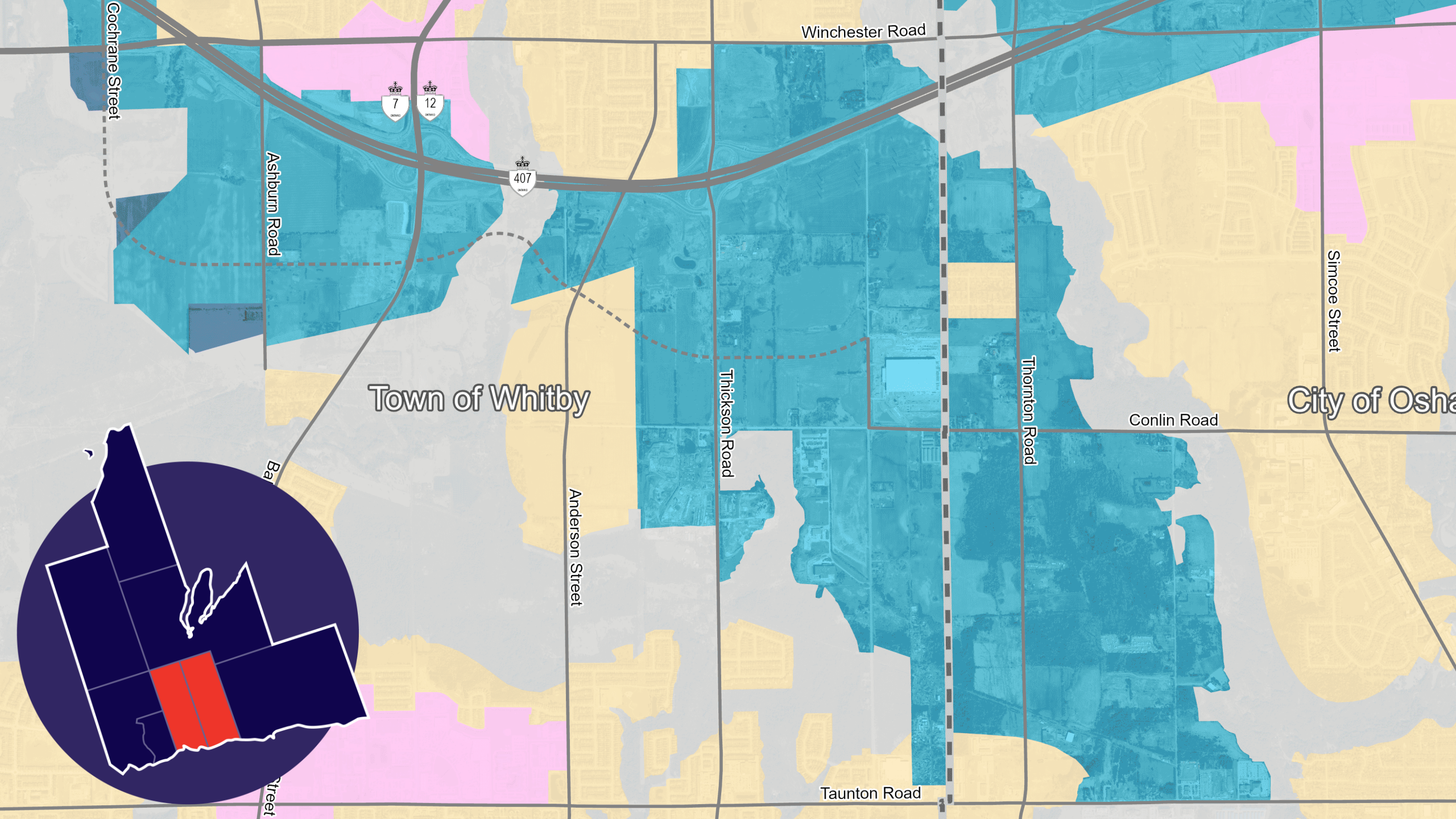
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15-30 Minutes

30-45 Minutes

45-60 Minutes





Winchester Road



Cochrane Street

Ashburn Road

Town of Whitby

Simcoe Street

City of Oshawa

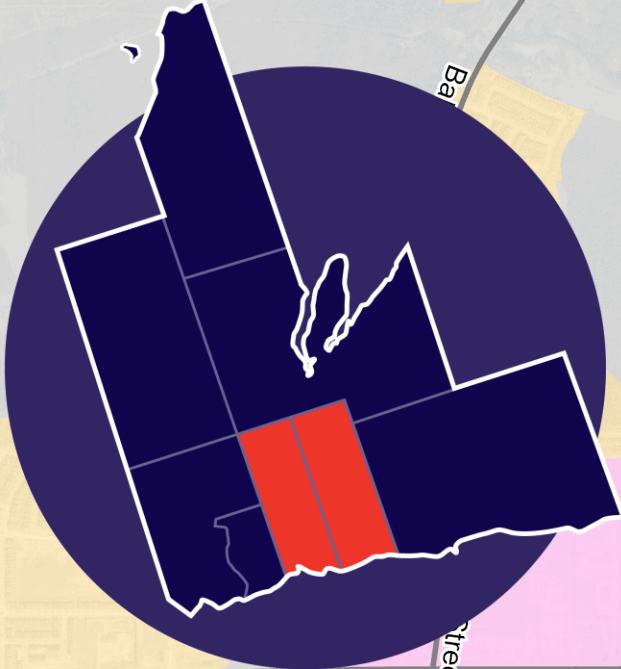
Conlin Road

Thickson Road

Thornton Road

Anderson Street

Ba

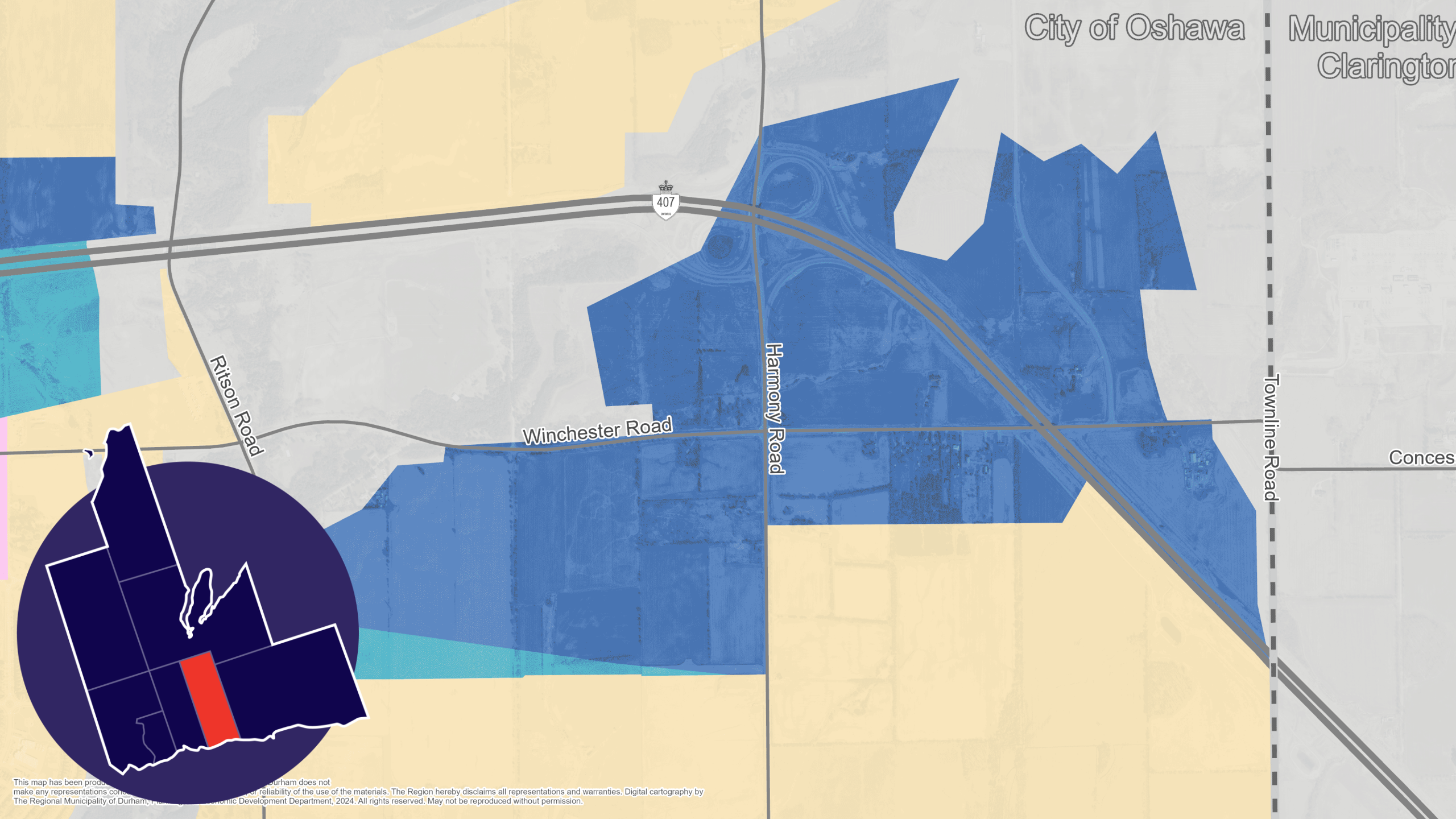


Taunton Road

Street

City of Oshawa

Municipality
Clarington



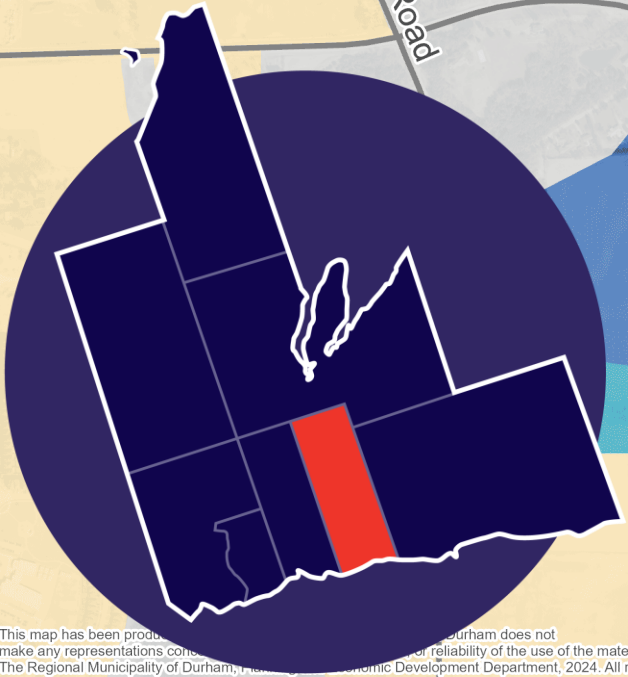
Ritson Road

Winchester Road

Harmony Road

Townline Road

Conces





Municipality of Clarington

4

Signature Sites

Major Employers

- OPG
- Toyota
- Algoma Orchards

Quick Facts

- Motorsport Park
- Canada's first site for on-grid SMRs
- Provincial Park

Clarington is a thriving community that proudly embraces its reputation as a business-friendly and investment-ready destination. Proud host of cutting-edge nuclear technologies, including Canada's first site for on-grid SMRs and the Darlington Refurbishment Project - a \$12.8 billion project, contributes to the creation of 14,200 jobs per year.

GO East Clarington - the expansion of Lakeshore East GO Train service in Clarington will see two-way, all-day train service with two new stations in Courtice and Bowmanville.

Recent or Upcoming Investments

- Future home to two GO Train Stations
- Bowmanville Hospital Redevelopment/Expansion
- Darlington Refurbishment Project



Population by Commute Time

★ Clarington Town Hall

— Highway

▭ Municipal Boundary

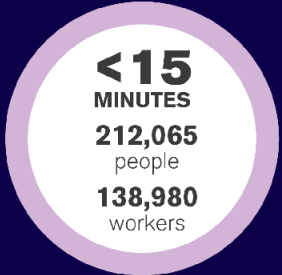
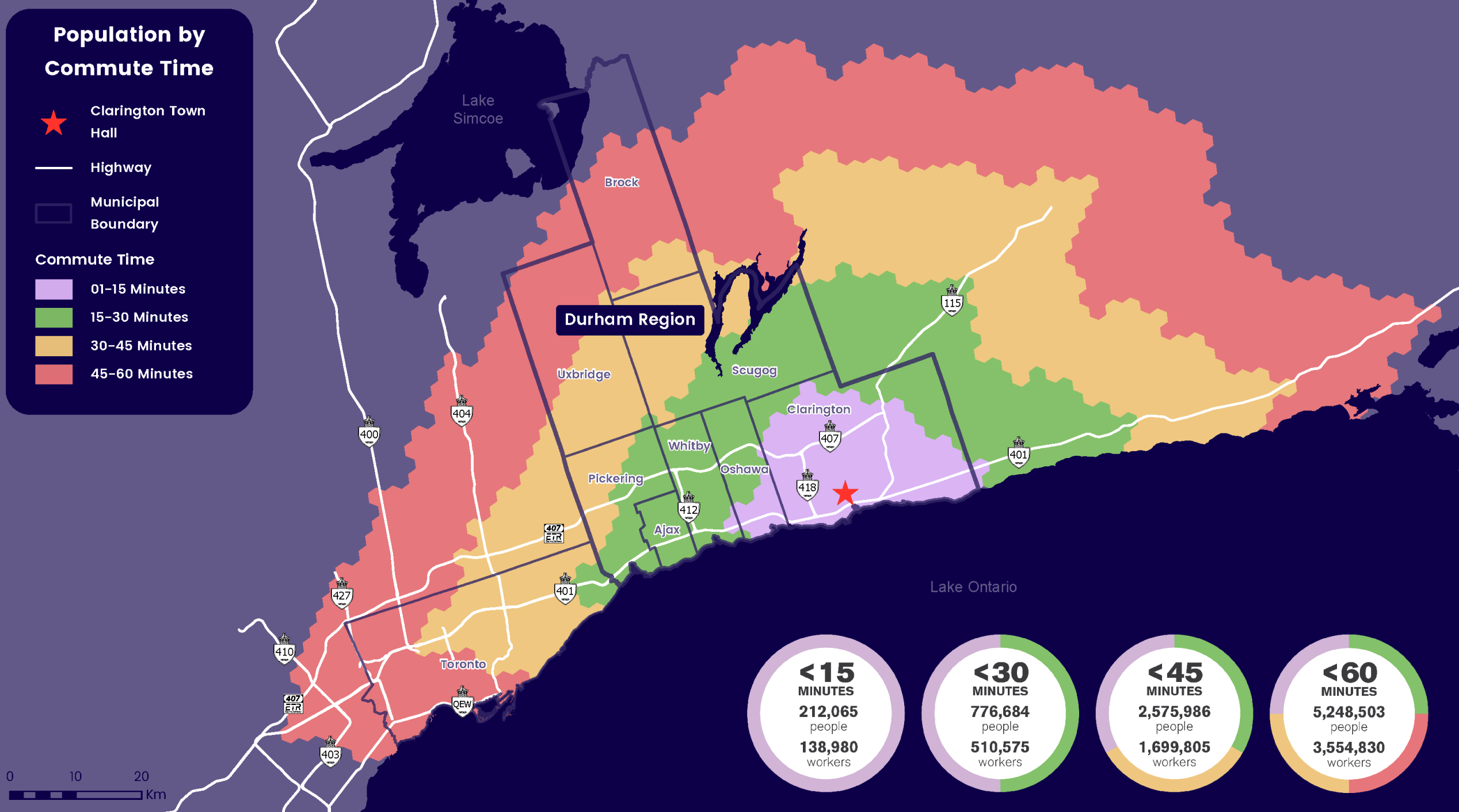
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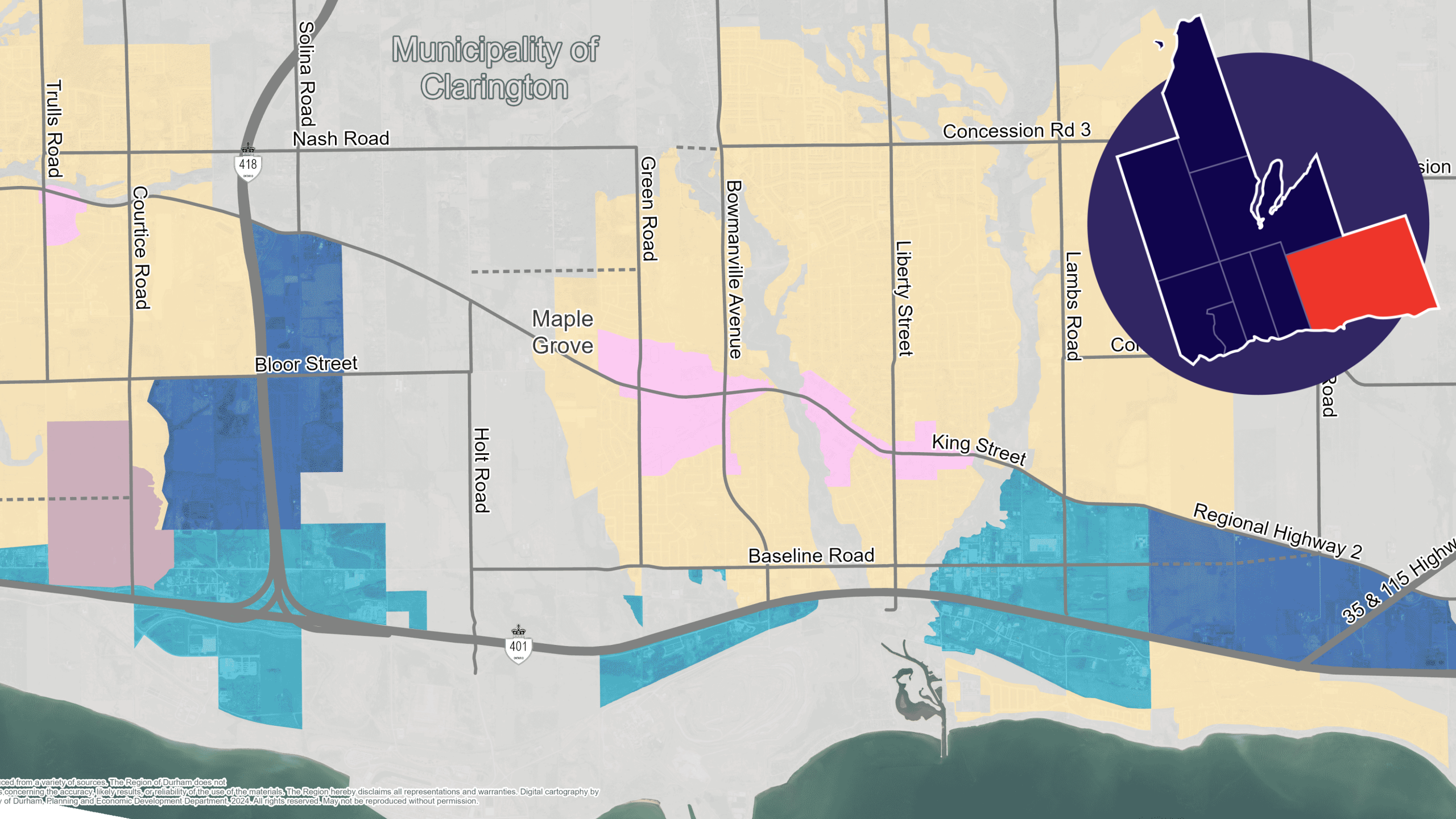
15-30 Minutes

30-45 Minutes

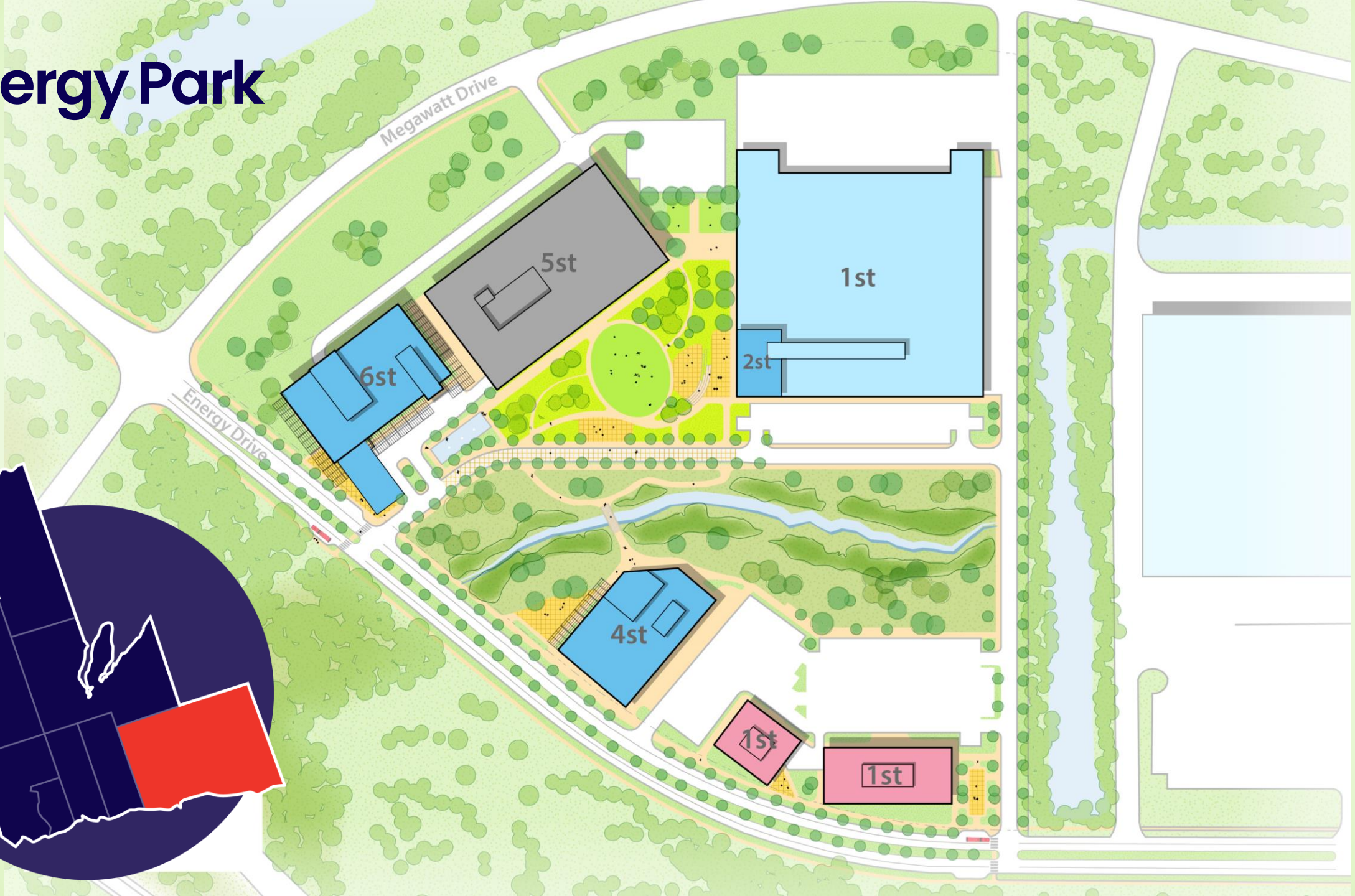
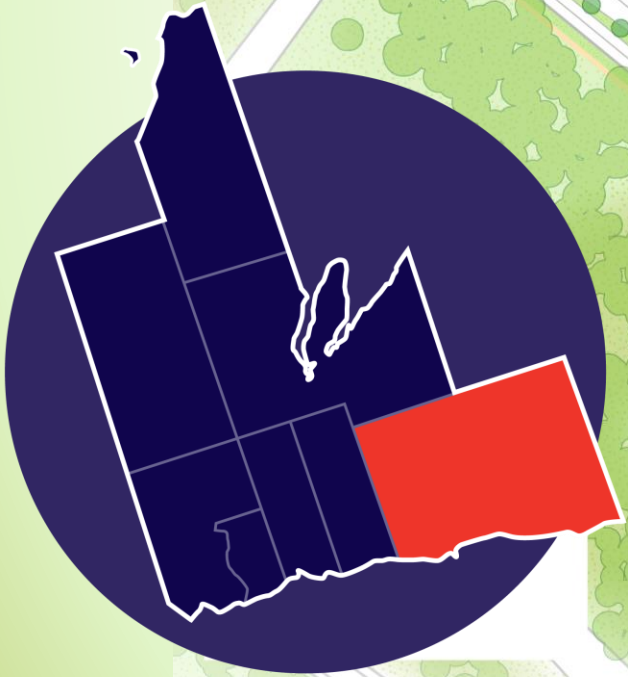
45-60 Minutes



Municipality of Clarington



Energy Park



Energy Park



East Penn

OPG

Darlington Nuclear,
SMR

Durham-York
Energy Centre



Township of Brock

2

Signature Sites

Major Employers

- Sunderland Co-op
- Stock Transportation
- Flex-N-Gate

Quick Facts

- Lakefront community
- Three main street areas

Nestled on the shores of Lake Simcoe and the Trent-Severn Waterway, designated as the Smallmouth Bass Capital of Canada and home to Beaverton Harbour.

Brock features quaint countryside, historic hamlets, three distinct villages and small-town charm. The Township is an agricultural hub with a full range of commercial and industrial businesses.

Recent or Upcoming Investments

- An Environmental Assessment for a sanitary sewer pumping station to service the Beaverton Employment Area is proceeding
- An Environmental Assessment to address sanitary sewage capacity in Cannington and Sunderland is proceeding
- A new health care facility is under construction by Brock Community Health Centre in Cannington





Township of Scugog

Multiple Signature Sites

Major Employers

- Adamson Systems Engineering
- Lake Scugog Lumber Inc.
- Maple Leaf Foods

Quick Facts

- Great Blue Heron Casino
- Historic downtown

Situated on the shores of Lake Scugog and characterized by scenic countryside and small hamlets. Experience downtown Port Perry with its heritage buildings, charming storefronts, galleries, musical theatre, restaurants, award-winning craft brewery and waterfront park.

Enjoy street festivals, concerts and events on the water. Scugog is also home to a world-class local health-care system.

Recent or Upcoming Investments

- Environmental Assessment for Port Perry Employment Area sanitary sewer pumping station currently underway
- Future home of The Tessera Group's corporate headquarters
- Lakeridge Health Port Perry Hospital and the Medical Associates of North Durham medical building recently underwent extensive renovations





Township of Uxbridge

5

Signature Sites

Major Employers

- Dagmar & Lakeridge Ski
- Stanmore Load Lifter
- Castool

Quick Facts

- 300kms+ of trails
- Wooden Sticks Golf

Trail Capital of Canada and home to a future Urban Provincial Park, offering outdoor adventure. Key sectors include agriculture, professional services, advanced manufacturing, a thriving agri-tourism industry, and arts community.

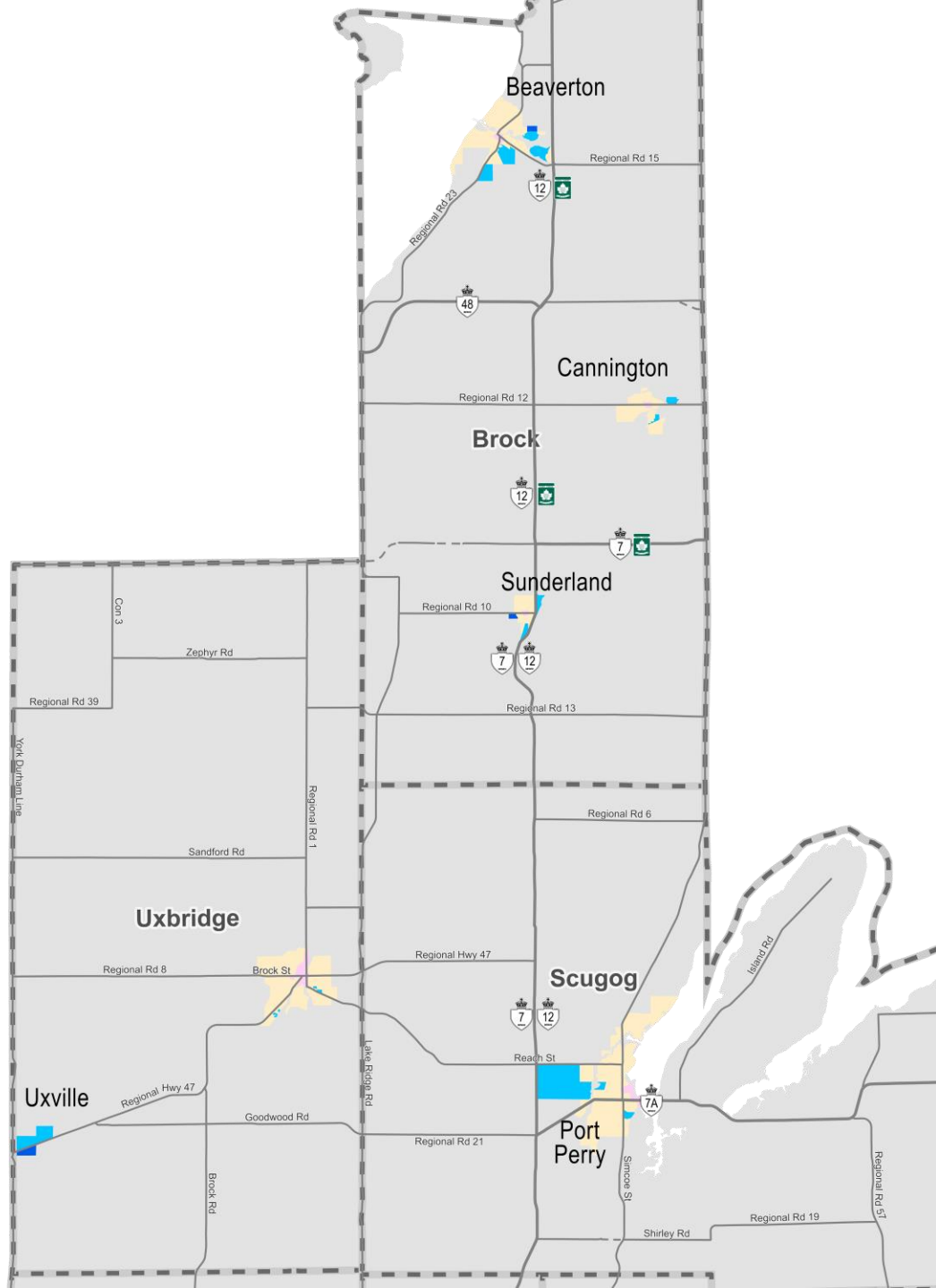
Historic downtown, featuring foodie-friendly restaurants, shops, and brewery. Close to Toronto, Uxbridge maintains its small-town feel.



Recent or Upcoming Investments

- Uxbridge Downtown Revitalization project
- Oak Valley Health Hospital Redevelopment
- Proposed Uxbridge Urban Provincial Park
- Wooden Sticks Hotel Development
- Industrial Park expansion at 123 Highway 47







Aspirations: A 30-Year Vision: READY, SET, FUTURE; A Place Blueprint for Durham

PLACE

PEOPLE

Durham is a leader in Ontario for workforce skill and education attainment.

LOCATION

Intensification and renewal in Durham's urban cores, and vibrant and diverse downtowns.

ACCELERATION

Durham's innovation ecosystem is solving global challenges.

CREATIVITY

Durham has a distinct identity for arts, cultural and creative industries.

ENABLERS

Collaboration, a resourcing plan, and performance metrics will unlock the potential of this strategy.



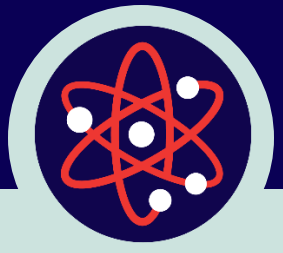
Durham Region: Established and Future Economy

The Region's key sectors are not siloed, through innovation and technology established industries are transforming and converging, creating new opportunities.



Applied Digital Technology

- Data analytics
- Immersive technology
- Applied AI
- Cyber Security
- Next-Gen automation
- Medical technology



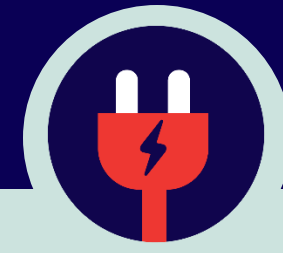
Future Energy

- Professional services
- Nuclear energy
- Medical isotopes
- Renewable energy
- Battery storage
- Energy efficiency



Arts, Culture and Creative

- Music
- Film and television
- Digital media
- E-Gaming and E-Sports
- Cuisine and culinary



Next Generation Mobility

- EV technologies and charging infrastructure
- C/AV technologies
- Software development
- Additive manufacturing
- Vehicle testing/prototyping



Agri-Food

- Agri-technology
- Agri-tourism
- Local food supply and value chain
- Vertical/Indoor farming
- Diversified uses

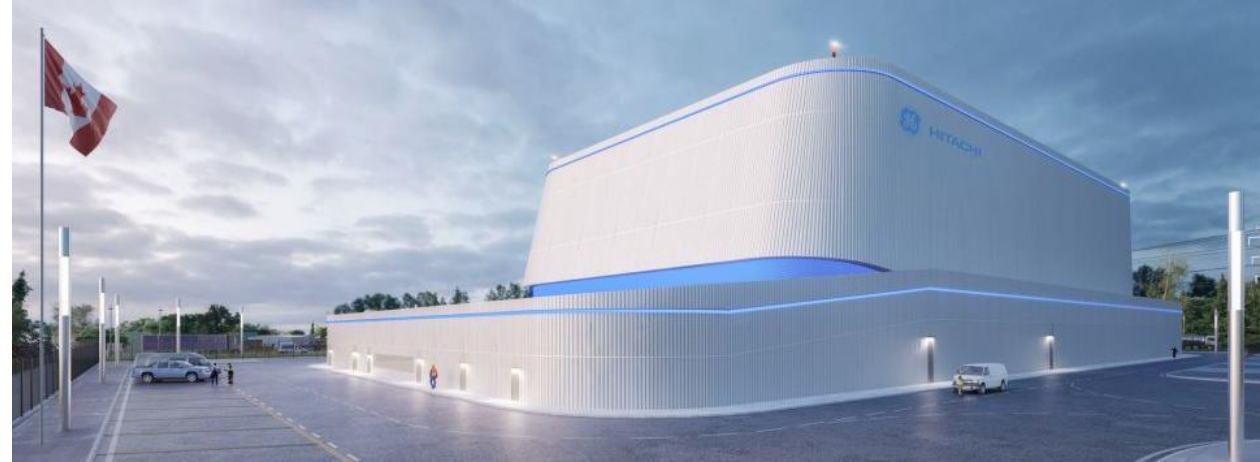


The Clean Energy Capital of Canada

Our energy sector is home to a vibrant cluster of 250+ companies and 10,000+ professionals.

The region is at the forefront of energy innovation and committed to a clean economy as Canada's Clean Energy Capital:

- Small Modular Reactors
- Nuclear Projects and Refurbishment
- Hydroelectric Power
- Geothermal Field
- Clean Energy Research Laboratory
- Automotive Centre of Excellence (ACE)
- Electric Vehicle Infrastructure
- Hydrogen Testing and Storage
- Microgrids Research & Energy Park
- Energy Storage
- Energy Efficient Buildings
- District Energy





Innovation Ecosystem



The 1855 Accelerator supports entrepreneurial technology companies in the growth phase – helping them move to the next stage in the business development cycle.



Durham's Regional Innovation Centre (RIC), Spark Centre, provides support to earlier stage and pre-revenue technology start-up companies acting as a "one-stop-shop" with a variety of services and resources available.



Brilliant Catalyst is Ontario Tech University's tech incubator and is open to students and start up founders in the community. Brilliant provides top-tier experiential learning, guidance, mentorship, and support to innovative businesses.



Innovation Ecosystem

OPEN.innovate

Providing safe, inclusive, and accessible spaces for Durham Region's growing population of entrepreneurs in the creative industry. The vision aims to create accessible learning pathways, tools, and mentorships opportunities for young people looking to build careers in industries like music and film.



**Lakeridge
Health**

The LHEARN Centre is a hub for cutting edge training, education, and research. Every year, LHEARN welcomes more than 1,600 students across a range of health disciplines as they pursue studies in state-of-the-art facilities under the guidance of expert instructors.





Invest Durham

OUR TEAM is committed to provide seamless concierge services to support the development and growth of your organization and your investment.

OUR ROLE is to provide the business intelligence, sector specialized market research, and strategic government and industry partners in our investment community.

OUR MISSION is to lead, facilitate and advance economic development and tourism in Durham Region.



Planning

Material research and reports to aid evaluation.

Advice on business location and site selection.

Concierge foreign direct investment trade services and delegation tours.

Setup

Business advisory and project support.

Workforce availability and immigration requirements.

Introduction to professional services.

Site Selection servicing.

Launch

Welcome to Durham Region!

Corporate public relations and marketing support.

Durham Region and municipal leadership coordination for opening.

Expansion

Aftercare support, business retention and expansion projects.

Opportunities for collaboration, networking events, education and training in the region.



Foreign Trade Services

Durham Region offers a full concierge service to businesses expanding to Canada to ensure landing in the region is seamless and convenient.

Services include:

- Coordinating with other levels of government;
- Connecting you with experts for administrative services such as bookkeeping, payroll, accounting, legal, start-up;
- Identifying federal/provincial/municipal financial incentives that may offset capital and development costs, and tax incentives for manufacturers;
- Research for local evaluation and risk assessment including commercial and industrial operation rates (utilities), real estate, labour index, etc.; and
- Resources available in the local ecosystem to support the facility and sector-specific economy



Life in Durham

- A range of housing choices from lakefront homes to modern condo high rise.
- Waterfronts and rolling hills make Durham an outdoor destination featuring trails, waterfronts, ski hills, golf, sailing, and more.
- Strong local food movement supported by local agri-food producers and award-winning restaurants.
- Vibrant music scene, with five venues that hold 500+ attendees.
- Family friendly living, including state-of-the-art sport facilities, cultural events, STEM programming for kids, and excellent parks and recreation programs.





Lifestyle Offering

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





Lifestyle Offering

- 13+ Craft breweries and wineries
- 8 FeastON certified restaurants
- 26 Museums and galleries
- 11 Farmers' Markets
- 32+ Live music venues
- 3 Food Truck alleys
- 8 Vinyl record shops

Follow @DurhamTourism!



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](#)





Downtowns of Durham

- Durham Region's 14 downtowns add to the vibrancy and quality of life for residents and visitors.
- 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





Development Charges (non-residential)

- 2023/2024

Municipality <i>*linked to municipal development charges page</i>	Non-residential (per sq.ft.) <i>*subject to updates</i>
<u>City of Pickering</u>	\$6.78 (City wide) \$2.26 (Seaton)
<u>Town of Ajax</u>	\$9.48
<u>Town of Whitby</u>	Commercial - \$28.50, Industrial - \$7.74
<u>City of Oshawa</u>	Commercial - \$16.96, Industrial – N/A
<u>Municipality of Clarington</u>	Non-Industrial - \$13.56, Industrial - \$4.74
<u>Town of Uxbridge</u>	\$7.11
<u>Township of Scugog</u>	Commercial - \$12.97, Industrial - \$6.83
<u>Township of Brock</u>	\$5.38
<u>Region of Durham</u>	Commercial - \$44.55*, Industrial - \$21.56*

Durham Region Water and Sanitary Sewer Rates (2024) – 1/2

Monthly Water Consumption and Sanitary Sewer Usage Rate Schedule

Block	Volume Intervals	Water	Sewer
First Block	0 to 45 cubic metres/month	\$1.276/cubic metre	\$2.171/cubic metre
Second Block	46 to 4,500 cubic metres/month	\$1.085/cubic metre	\$1.910/cubic metre
Third Block	Over 4,500 cubic metres/month	\$0.996/cubic metre	\$1.1606/cubic metre

For multiple units, the consumption block limits are calculated by multiplying the above consumption blocks limits by the number of units. For example, the first block rate limit for an 8 unit mall is 360 cubic metres per month. All usage by residential customers billed at first block rate.

Basic Service Charges: Monthly Water Services Charges, Based on Water Meter Size

		Meter or Fire Line Size										
Millimeters	STD	25	38	51	64	76	102	127	152	203	254	305
Inches		1	1½	2	2½	3	4	5	6	8	10	12
Service Charge (\$)	21.44	43.57	92.74	200.29	-	352.08	700.08	-	1,301.13	2,218.14	3,609.54	-
Minimum Charge (\$)	-	73.00	139.00	268.00	-	459.00	906.00	-	1,655.00	2,720.00	4,309.00	-
Unmetered Fire Line Service Charge (\$)	-	16.56	22.25	43.06	57.07	75.67	151.35	203.20	279.46	465.65	743.05	1,047.67

Flat Rate: \$50.44 per month per unit

Durham Region Water and Sanitary Sewer Rates (2024) – 2/2

Sanitary Sewer Service Charges: Uniform for All Customers

Service Charge	\$8.52 per month
Minimum Charge	\$58.00 per month (for meters 25mm and larger)
Flat Rate	\$57.86 per month per unit

Late payment charge is 2%. A bill payment is late if not made within 16 days of the date on which the bill is issued.



Ajax Waterfront.



Thermea Spa, Whitby

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Area Municipality Contacts – Economic Development

- [Scugog, Uxbridge, Brock](#)
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If this information is required in an accessible format, please contact
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