

**ONTARIO
SUPERIOR COURT OF JUSTICE
COMMERCIAL LIST**

BETWEEN:

EMPIRICAL CAPITAL CORP.

Applicant

- and -

IDEAL (WC) DEVELOPMENTS INC.

Respondent

APPLICATION UNDER s. 243(1) of the *Bankruptcy and Insolvency Act*, R.S.C. 1985 c-B-3, as amended and S. 101 of the *Courts of Justice Act*, R.S.O. 1990, c.C-43, as amended

AFFIDAVIT OF SYED MUHAMMAD FARUQI HASAN

I, SYED MUHAMMAD FARUQI HASAN, of the Town of Oakville, in the Province of Ontario.

MAKE OATH AND SAY (or AFFIRM):

Background

1. That I one of the purchasers and/ or home buyer as referred in the motion in reply. I have personal knowledge of the matters to which I hereinafter depose. Where I do not have direct knowledge of any such matter, I have stated the source of my information and verily believe it to be true.

2. That we entered into an Agreement of Purchase and Sale ("APS") March 3, 2021, to purchase a pre-construction home at POTL 5 & 6 municipally known as 6523 & 6544 Winston Churchill Blvd. ("Property") pursuant to the terms and conditions of the APS with IDEAL Developments Inc. ("IDEAL").
3. That as per APS I paid a deposit of \$1,000,000/- towards a purchase price of with the schedule first tentative occupancy date being 31st March 2022.
4. That IDEAL advised us that they could not complete the project and hence were in breach of the APS. The Ideal repeatedly advised me, including all purchasers, that it will return the Deposits to, but as of the date hereof, Ideal has failed, refused and/or neglected to do so.
5. Soon thereafter, I registered a caution on the property on November 26, 2021, have instrument number **PR3937041**. I have also filed a statement of claim against IDEAL and SHAJIRAJ NADARAJALINGAM ("Nada") before the Superior Court of Justice in Brampton, Ontario, having court file number CV-21-00004316-0000.
6. That the civil litigation was stayed due to the current receivership application.

Objections

7. That I strongly opposed to the motion brought before this honorable court by the receiver. More specifically, my objections pertain to paragraphs number 11 to 15 of the Notice of Motion.
8. I hereby respectfully state that the process conducted by the receiver was **not** transparent, fair and reasonable for the reasons mentioned herein below, therefore, the motion should be dismissed with costs.
9. That as per paragraph 11 of the notice of motion, it is stated that "*interest parties were informed for submitting offers for the property for the Property was 5:00 p.m. EST on May 12, 2022 (the "Offer Deadline").*" I was part of the service list and no such

information was communicated to me at that point in time. I was only added to the service list recently.

10. Previously my lawyer Jayson W. Thomas was representing me, but due to a breakdown of our relationship, I was not communicated about any deadline.
11. It is important to mention that my new counsel Mr. Ali Shaikh, reached out to the receiver to express my willingness to make a counteroffer, but the receiver's counsel categorically denied my request. I am hereby specifically stating that I am willing to buy the land in question, and in the interest of justice I should be allowed to make an offer.
12. My unconditional offer to purchase the property in question is \$6,810,000/- (Six Million Eight Hundred & Ten Thousand), and I will be transferring a deposit of \$1,000,000/- (One Million) to my lawyer's trust account shortly.
13. It is the receiver's duty to entertain the highest offer and give me a fair opportunity to buy the land in question. In fact, none of the buyer's know the purchase price in the proposed agreement of purchase and sale. The entire process orchestrated by the receiver clearly appears to be a sham transaction, taking advantage of the legal system.
14. It is also important to bring to this court's attention that the receiver fully knows that home purchasers are interested parties. Still, the receiver never shared any information regarding any offers received. I am confident all home purchaser feel the same and that the Honorable court can verify from another home purchaser who will attend on June 24, 2022.
15. The receiver is under a fiduciary duty to conduct a fair and transparent process. If the entire process is kept secret, then this court should take serious notice of the fact. The receiver is also under a fiduciary duty to act within the best interest of the buyers, therefore, the receiver should have consulted with the buyer at all material times.

16. On the contrary, the receiver entered into a confidentiality agreement and specifically excluded the home buyers. In fact, under his fiduciary duty, the receiver should have made the home buyers a party to the confidentiality agreement.
17. The home buyers have a right to know the offered amount, and they have a right to review the agreement of purchase and sale. The home buyers are unsecured creditors in this transaction and should be able to avail the highest offer in the market.
18. I am also attaching an appraisal report from 2020 for review by this court, having appraised the value of the property on March 2, 2020, set forth in the Altus Group report as \$9,030,000, Nine Million and Thirty Thousand Dollars. The home buyers are not even aware of what are the contents of the current agreement or the amount to be held in trust, if any would be left over to pay off the home buyers. Copy of the Altus Group report is attached herewith as exhibit "A".
19. The third most important fact this court should take notice of is that Ideal is repurchasing the property through Dragon Holding Global Real Estate Funds Inc. This is a crafty way to use the legal system to deprive home buyers of their rightful share. I will go on to explain hereinbelow that Ideal has been involved in multiple litigations, wherein Ideal and its sole director, namely SHAJIRAJ NADARAJALIMGAM took deposits from various individuals and thereafter used the legal system to buy back the same properties through shell corporation.
20. SHAJIRAJ NADARAJALIMGAM game plan is to launch a project, then seek innocent parties to make deposits, and claims to cancel the transaction thereafter. He actively allows and permits the first lender to seek receivership application, after that buying back the same property through a shell, leaving behind penny-less home buyers' families.
21. It is important for this court to notice that the home buyers were kept in the dark about the entire process, thereby making it not transparent.

22. The home buyers were initially given the impression that sufficient funds would be held in trust, and the receiver will act fairly and transparently. But, unfortunately, the receiver was not transparent. I also believe that most of the home buyers oppose this motion. They will be present and can express their own opinions. Although they may not have retained counsel, some are in the process of retaining counsel and should be heard by the bench in the interest of justice.
23. If there are insufficient funds to refund the home buyers fully, then this motion should not be allowed. That my claim is against IDEAL and, by extension, against Nada since he was the sole director and decision-maker of IDEAL. For the sake of brevity and repetition, the contents of the statement of claim may be treated as part of my affidavit.
24. That the notice of motion material clearly reflects that IDEAL collected payments from the home buyers but has failed to provide any response, account or tracing to the receiver pertaining to all payments received.
25. That my deposit to purchase the property in question was part of my life savings given to IDEAL. I request this court to take necessary steps to protect all home buyer's deposits in the interest of justice.
26. It is my understanding that pursuant to Rule 45 of the civil procedure, the court of justice would have the power to preserve any property which could be used for recovery of damages. Moreover, if this motion is allowed, I and 15 families will be deprived of enforcement of orders pursuant to rule 60, since IDEAL assets will no longer exist, especially if there are not enough trust funds to refund offer home buyers.
27. It is also important to bring to the attention of this honorable court that DRAGON HOLDING GLOBAL REAL ESTATE FUNDS SPC. and AMERICAN CORPORATION registered their charge on the property in question March 16, 2021, simultaneously, since their charge registration numbers are PR3799134, PR3799135. I strongly believe that these secured charges appear on the title of the property after all

payments were collected from EMPIRICAL CAPITAL CORP and home buyers. These two charges do not appear to be genuine, and I shall be seeking to amend my statement of claim to implead DRAGON HOLDING GLOBAL REAL ESTATE FUNDS SPC. and AMERICAN CORPORATION as well as seeking to pierce the corporate veil to investigate as well as trace the funds collected by IDEAL and Nada. Unfortunately, the receiver has not investigated the connection between IDEAL, Nada and DRAGON HOLDING GLOBAL REAL ESTATE FUNDS SPC. and AMERICAN CORPORATION.

28. The receiver has not also taken any steps to trace the funds collected by Ideal. Moreover, the receiver also failed to take any steps to investigate how for Ideal venture and Ideal entertainment is actively running their business. In contrast, Nada defaulted in returning any deposits to home buyers. It would have been appropriate if the receiver brought a motion to grant powers to the receiver for tracing as well as obtaining bank records directly from all financial institutions. This investigation will go to the root of the matter and perhaps will assist this court in delivering justice to 15 families.
29. That this court in the interest of justice would have the power to refer IDEAL and SHAJIRAJ NADARAJALINGAM to Canada Revenue Agency to conduct a lifestyle audit on SHAJIRAJ NADARAJALINGAM, especially since SHAJIRAJ NADARAJALINGAM has multiple companies, and drives fancy cars with a lavish lifestyle. It is important for this court to consider that the developer who took deposits from several families for Markham and Richmond Hill project is also Nada. The current proceedings pertain to the project in Mississauga. In contrast, SHAJIRAJ NADARAJALINGAM has also defaulted in Markham and Richmond Hill, known as IDEAL BC development and IDEAL JS development, perhaps involving millions of dollars.
30. It is my understanding that all civil proceedings are currently pending before different courts of law. I strongly believe that Nada has taken deposits under the following companies from several families in lieu of pre-construction homes.
 - a. Ideal Developments Inc.

- b. Ideal (BC) Developments Inc.
- c. Ideal (JS) Developments Inc.
- d. Ideal (MM) Developments Inc.
- e. Ideal (RD) Developments Inc.
- f. Ideal (RD2) Developments Inc.
- g. Ideal (Spadina) Developments Inc.

31. Toronto Star has multiple articles on Ideal and SHAJIRAJ NADARAJALINGAM reflecting how several projects were systematically cancelled. A similar process took place where the first lender got a receiver appointed, and Ideal, through his affiliated company, purchased the same land back. Unfortunately, none of the family got their hard-earned money back till now. I will be filing a motion to have all cases consolidated and joined since the evidence in all those cases is identical.

32. I am also taking steps to speak to the Police for civil fraud and consulting a criminal lawyer on this behalf. I would request that this court refer this matter to the Police and the Canadian Anti-Fraud Centre for further investigation.

33. That in view of my statements and in the interest of justice, I am seeking to have this motion dismissed with costs. Bill of costs shall be provided on the date of hearing. That whatever stated herein is true correct and to the best of my knowledge and belief.

Sworn or Affirmed before me: (select one): in person OR by video conference
Complete if affidavit is being sworn or affirmed in person:

On June ²¹ 06, 2022, at the City of Mississauga, province of Ontario



Signature of Commissioner (or as may be)

Ali Shaikh
Barrister & Solicitor



Syed muhammad Faruqi hasan (Jun 21, 2022 04:11 GMT+6)
SYED MUHAMMAD FARUQI HASAN

EMPIRICAL CAPITAL CORP.

-and-

IDEAL (WC) DEVELOPMENTS INC.

Applicant

Respondent

**ONTARIO
SUPERIOR COURT OF JUSTICE
COMMERCIAL LIST**

**PROCEEDING COMMENCED AT
TORONTO**

**AFFIDAVIT OF SYED MUHAMMAD FARUQI HASAN
JUNE 06, 2022**

Shaikh Law Professional Corporation
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Lawyer for Home Buyer – SYED MUHAMMAD
FARUQI HASAN

This is Exhibit " A " referred to
in the Affidavit of

Syed Muhammed Faruqi Haseen

Sworn before me this 21 day

of June, 2024

Ali Shaikh
A Barrister & Solicitor in and for Ontario

Ali Shaikh

Barrister, Solicitor, Notary Public in and
for the Province of Ontario

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Ph: (905) 795 7757, Fax (905) 795 1271

6532 Winston Churchill Boulevard Mississauga, ON

Effective Date: January 29, 2020



COMMERCIAL

MULTI-FAMILY

LAND

SENIORS' HOUSING

HOSPITALITY

DISPUTE &
SPECIAL SERVICES

SPECIAL PURPOSE

PREPARED FOR
Ideal Developments
Mr. Prasana Balachandran
Director, Corporate Strategy and Legal Affairs
Mississauga, ON
L3R 8C3



March 2, 2020

Project No.: 20720.105665.000

Mr. Prasana Balachandran

Ideal Developments
1100 Rodick Road
Markham, ON
L3R 8C3

[E:prasana@idealdevelopments.com]
[T: 416-754-3500 ext 241]

Dear Mr. Balachandran,

RE: 6532 Winston Churchill Boulevard, Mississauga, ON

Introduction

In accordance with your request, we have completed a short narrative appraisal of the above-mentioned lands ("Appraisal") as of the effective date, January 29, 2020. We are pleased to submit this report summarizing our findings.

The subject property is appraised as though vacant land based on its Highest and Best Use for residential development. The intended user of this report is Ideal Developments. The intended use is to assist in first mortgage financing. No additional intended users are identified or intended by the appraiser. This appraisal has been prepared in accordance with the Canadian Uniform Standards of Professional Appraisal Practice (CUSPAP).

Based on an exterior inspection of the subject property, the investigation and analysis undertaken and subject to the Special Assumptions listed on Page iii and Ordinary Assumptions and Limiting Conditions listed in Appendix A, the estimated market value as of the effective date of January 29, 2020, is:

\$9,030,000

Nine Million and Thirty Thousand Dollars

This short narrative report describes the method and approach to value in support of the conclusion and contains the pertinent data gathered in our investigation of the market.

Respectfully submitted,

Altus Group Limited

Scope of Work

In order to complete this assignment, we undertook the following limited scope of work:

- ▶ A roadside inspection of the subject property, as well as the surrounding neighbourhood, was completed on January 29, 2020. The inspection was limited to a roadside, non-invasive, visual examination of the subject property. The photographs contained in Appendix B were taken on January 29, 2020;
- ▶ Reviewed information provided by the Client including site development plans, residential unit pre-sales and development cost budgets;
- ▶ Reviewed ownership and history of the subject property (i.e. GeoWarehouse records);
- ▶ Reviewed the respective governing land use controls;
- ▶ Reviewed relevant market information relating to the subject property;
- ▶ Estimation of the highest and best use “as if vacant” and the highest and best use of the land “as improved”, as at the Effective Date;
- ▶ Researched and analysed relevant transactions and listings of comparable development parcels;
- ▶ Estimated the current market value based on the Direct Comparison Approach and the Land Residual Approach;
- ▶ Prepared a Short Narrative report identifying the subject property, the terms of reference, and summarizing our findings and conclusions.

Special Assumptions

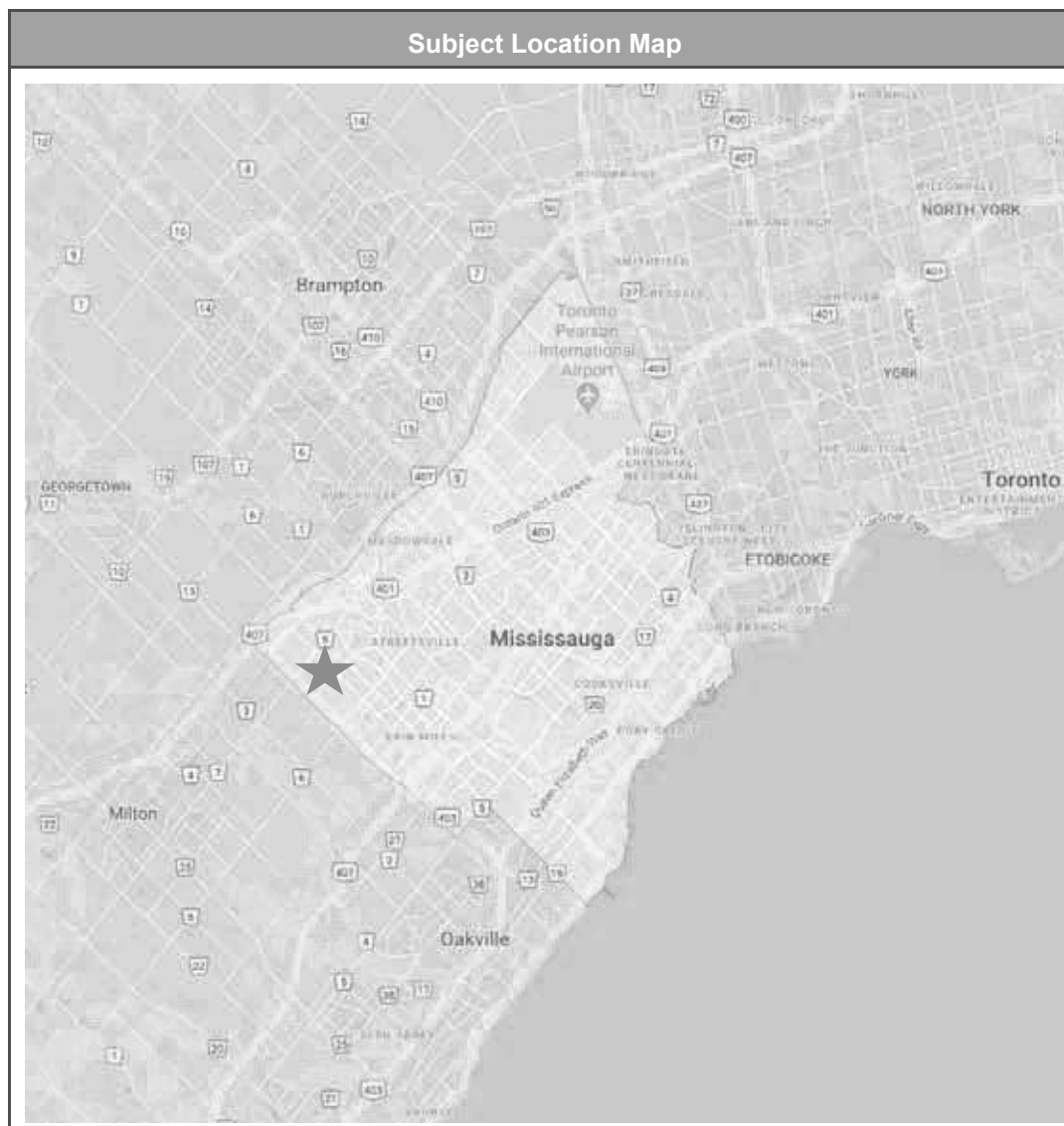
In Appendix “A” of this Report, there is a “Ordinary Assumptions and Limiting Conditions” section, and the reader is referred to this section for further details. It should be noted that the following special assumptions have been included for this assignment. In the event any of the assumptions below are not accurate, the final value estimate cannot be relied on.

Financing	For the purpose of this report, it is assumed that the subject property is free and clear of all financial encumbrances.
Encumbrances	A search for and interpretation of the title was beyond the scope of this Appraisal. For the purposes of this Appraisal, it is assumed that there are no material encumbrances that would materially affect the opinion of value of the subject property, unless otherwise noted. However, as encumbrances can have a significant impact on marketability, obtaining legal advice is recommended.
Vacant Land	The valuation is subject to the assumption that the property is vacant and unimproved.
Municipal Planning Approvals	The valuation is subject to the assumption that municipal zoning and site plan approvals are in place to permit the infill detached subdivision.
Site Development Costs	A third-party cost consultant report was not available for the Land Residual approach, hence a further assumption is made that the client’s cost estimates for same are reasonable.
Unit Pre-Sales and Estimated Unsold Pricing	The valuation is predicated on confirmed pre-sales for six of the 15 residential units proposed on the property at pricing indicated by the client. The valuation assumes that estimated residential unit selling prices can be achieved on the unsold inventory.

1 Location Overview

The subject property is located in the City of Mississauga, within Peel Region, in the west end of the Greater Toronto Area. Peel Region is comprised of the following three municipalities: the Cities of Mississauga and Brampton and the Town of Caledon. More specifically, the subject property is situated on the west side of Winston Churchill Boulevard, south of Aquitaine Avenue and north of Britannia Road West.

A location map identifying the subject property in the City of Mississauga is displayed below.



Source: Google Maps

The City of Mississauga is located on the southern boundary of Peel Region and is adjacent to Lake Ontario to the south. The City had a population of 721,599 persons as per the 2016 Canada Census, which was a slight 1.1% increase from 2011 (713,443 persons).



The City of Mississauga had a total labour force of 594,765 persons in 2016 and an employment rate of 60.8%, which was slightly below the Region's employment rate (61.8%). Some of the top employers in the City include Accenture Inc, Air Canada, Suncor Energy, Hewlett-Packard (Canada) Co and Maple Leaf Consumer Foods.

The subject property is adjacent to the Meadowvale Town Centre, a 391,300-sf outdoor shopping centre. Meadowvale Town Centre offers a variety of amenities and services and is anchored by GoodLife Fitness, Metro, LCBO and Canadian Tire. As of 2018 estimates the average household income and population within a 3-kilometre radius of the shopping centre is \$115,632 and 100,809 persons, respectively.

1.1 Site Description

Relevant specifications of the subject property are summarized in the table below, followed by an aerial image showing the site boundaries.

Site Description	
Address/Location	6532 Winston Churchill Boulevard, south of Aquitaine Avenue and north of Britannia Road West, Mississauga
Site Area	1.47 acres (64,110-sf) according to Geowarehouse
PINs	13243-0269 and 13243-0378
Assessed Value (2016)	PIN 13243-0269: \$36,000 PIN 13243-0378: \$2,436,000
Topography	Level and at grade. The subject property was observed to be moderately treed along its northern, western and southern boundaries.
Frontage	±280-ft of frontage on Winston Churchill Boulevard along its eastern boundary, ±240-ft of frontage on Collista Court along its southern boundary and ±100-ft of frontage on Ganymede Road along its northern boundary.
Site Position	Midblock
Configuration	Mostly rectangular
Access	As of the effective date the subject has two vehicular access points to the east via Winston Churchill Boulevard. Upon redevelopment the subject will contain a north-south interior roadway running through the centre of the property and the Winston Churchill accesses will be closed.
Site Improvements	Unimproved infill development land.

Aerial View of Subject Property



Source: Google Maps, modified by Altus Group

Transportation Characteristics	
Public Transit	<p>The subject property is well rated with access to public transit. The Meadowvale Town Centre is located just east of the subject and is a major transit hub in the City. A number of bus routes can be accessed from the Centre, which provide access throughout the City.</p> <p>The subject property is in proximity to two Metrolinx GO Stations, Lisgar GO (2.3-km to the north) and Meadowvale GO (1.8-km to the east). Both stations are along the Mississauga GO Line which</p>

Transportation Characteristics	
	provides access between Union Station (Downtown Toronto) in the east and the Town of Milton in the west.
Road Access	The subject is located along a major arterial, Winston Churchill Boulevard, which provides good municipal access north and south and has good accessibility to Highway 401 and 403. Access to Highway 407 is available from Britannia Road West to the south of the subject and Derry Road West to the north of the subject property. Highway 401, 403 and 407 provide convenient access to the remaining 400-series highway and provides excellent access to other areas within the Greater Toronto Area.

1.2 Surrounding Land Uses

Surrounding Land Uses	
North	<ul style="list-style-type: none"> ▶ Low-rise residential uses ▶ Aquitaine Avenue ▶ Retail uses along Winston Churchill Boulevard ▶ Low to mid-rise residential uses (two to 12-storeys) ▶ Low-rise residential neighbourhoods ▶ Derry Road
South	<ul style="list-style-type: none"> ▶ Collista Court ▶ Low-rise residential neighbourhoods ▶ Battleford Road ▶ Low to high-rise residential uses (two to 15-storeys) ▶ Low-rise residential neighbourhoods beyond ▶ Britannia Road West
East	<ul style="list-style-type: none"> ▶ Winston Churchill Boulevard ▶ Meadowvale Town Centre (anchored by Canadian Tire, Metro and GoodLife Fitness) ▶ Low to high-rise residential neighbourhoods (three to 15-storeys) ▶ Glen Erin Drive ▶ Low to high-rise residential neighbourhoods beyond (three to 18-storeys)
West	<ul style="list-style-type: none"> ▶ Low-rise residential neighbourhoods ▶ Tenth Line West ▶ Trelawny Estates low-rise residential subdivision

Surrounding Land Uses



Source: Google Maps



Ownership and History

The subject property is currently owned by Ideal (WC) Developments Inc. There has been no sales activity for this property within the past three years. To the best of our knowledge, the subject property is not under contract for sale. The subject property is not currently listed for sale nor has it been listed in the last 12 months on the open market.

1.3 Land Use Controls

City of Mississauga Official Plan

The City of Mississauga Official Plan designates the subject property as “Residential Low Density II”. Permitted uses in this designation include detached dwellings, semi-detached dwellings, duplex dwellings and triplexes and townhomes, accessory office uses and home occupations.

An excerpt of the Land Use map is included below with the subject location.

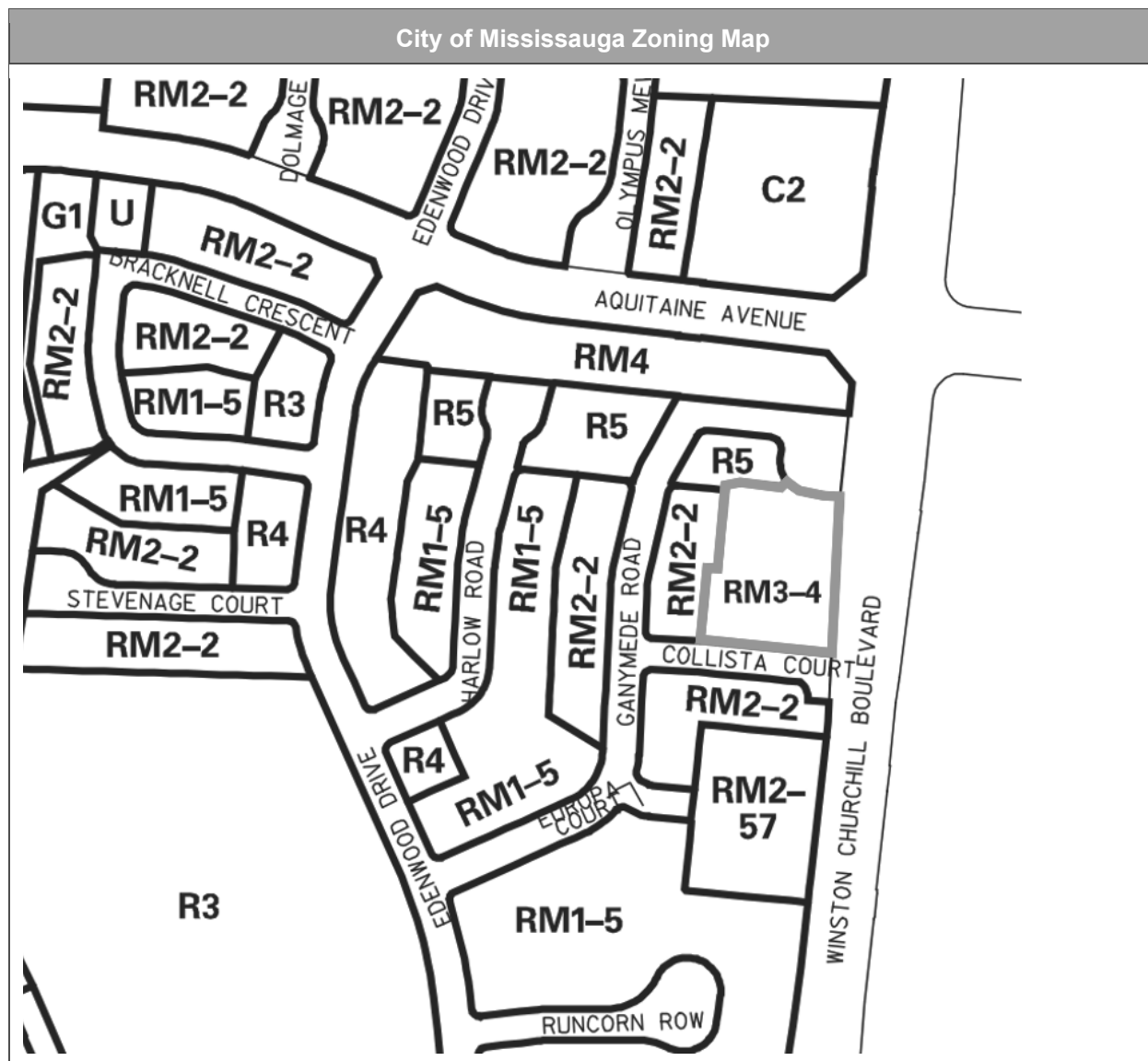


Source: City of Mississauga

Mississauga Zoning By-Law (0225-2007)

Under the City of Mississauga Zoning By-law 0225-2007 the subject property is classified as “RM3-4” – a Semi-Detached on a CEC-Road zone. Permitted uses in the zone are limited to only semi-detached dwellings on a Common Element Condominium road. Exception 4 of this zone permits the development of detached dwellings on a Common Element Condominium road.

An excerpt of the Zoning By-law map is included below with the subject location.



Source: City of Mississauga

Development Plan

The client has provided a Proposed Site Plan Concept dated December 2019, indicating a current development scheme for the subject. The plan illustrates the development of 15 detached dwellings along a Common Element Condominium roadway. The dwellings are proposed to be three-storey higher-end homes with sizes ranging from 2,641-sf to 4,020-sf. Lot depths range from 63- to 106-feet.

For the purposes of this appraisal we have assumed that full municipal zoning and site plan approval has been obtained for the development to proceed as of the effective date. A table summarizing the individual lots and home areas is included on the following page.

Subject Property Lot and Improvement Summary			
Lot #	Lot Frontage (ft)	Home Size (sf)	Including Finished Basement (sf)
1	32	2,673	3,197
2	30	2,673	3,165
3	36	3,535	4,206
4	36	4,020	4,817
5	36	4,020	4,817
6	36	4,020	4,817
7	51	3,379	4,022
8	48	3,145	3,764
9	36	4,020	4,817
10	36	4,020	4,817
11	30	2,673	3,165
12	30	2,673	3,165
13	36	3,535	4,206
14	36	3,535	4,206
15	36	3,535	4,206
Total:		51,456	61,387

An illustration of the subdivision plan and project rendering are included on the following pages.



Subdivision Plan



Source: One Riser Designs

Project Rendering



Source: Client



Limitations

The existing land use controls have been reviewed, and our interpretation is based on interviews with the municipal planning office and/or review of current municipal planning documents. A formal enquiry should be conducted for certainty. For the purposes of this appraisal, we have assumed that the data obtained is correct.

2 Market Overview

Note, the market value estimate opined herein does not factor in any potential future impact (either positive or negative) caused by the recent COVID-19 outbreak to the real estate investment/development sector in the Subject market area.

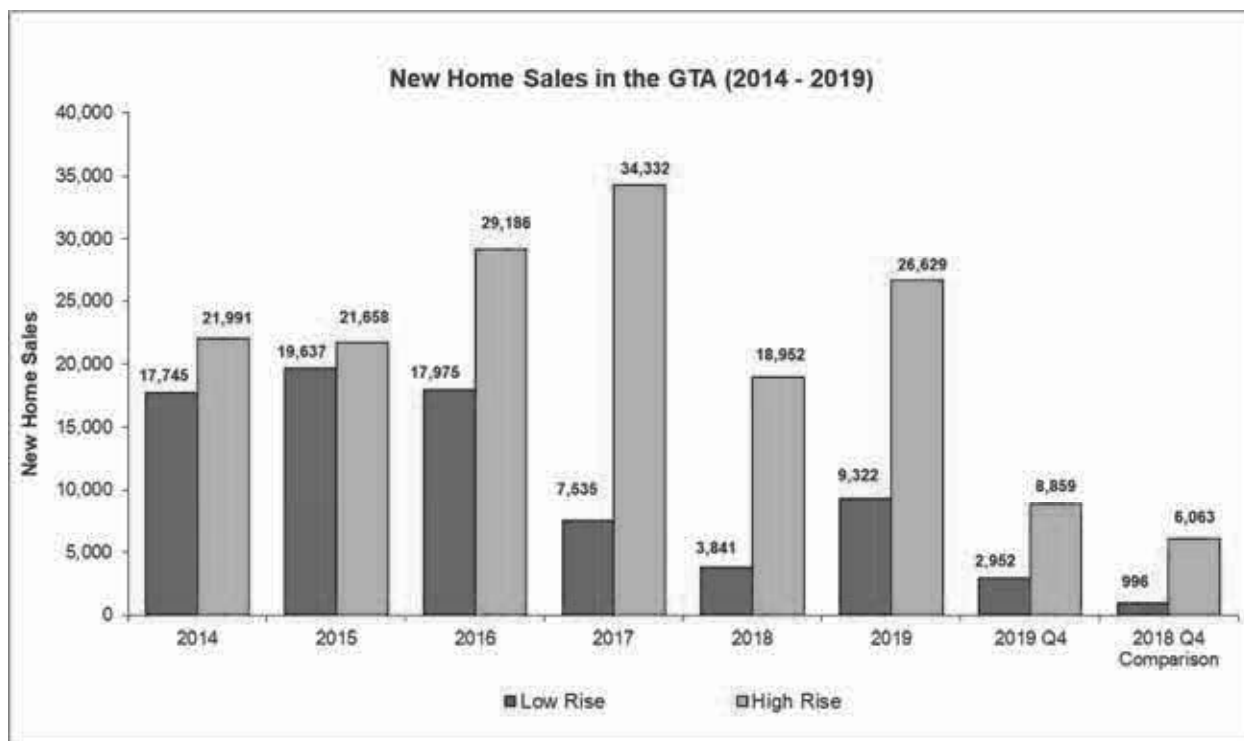
(As of Q4, 2019)

Introduction

- ▶ The Greater Toronto Area housing market appears to have stabilized and improved since 2018 after a volatile period over the past nearly three years. The housing market experienced a particularly buoyant period in late 2016 followed by events in early 2017, when, in response to significant increases in house prices and reported apartment rents primarily in the GTA the Province announced 16 policy measures entitled the “Ontario Fair Housing Plan” (OFHP) as a mechanism to help “cool” the “hot” housing market. The most significant aspects of OFHP were expansion of rent controls to all private units in Ontario, vacant home tax and non-resident speculation tax.
- ▶ Since announcement of the Fair Housing Plan in 2017, the Bank of Canada also increased the benchmark overnight interest rate by 25 basis points on five separate occasions, with the most recent occurring in October 2018. Further, the Office of the Superintendent of Financial Institutions (OSFI) released new mortgage lending guidelines effective January 1, 2018. The most significant change applies to uninsured mortgages, whereby additional “stress tests” are applied, in effect reducing achievable mortgage borrowing. As of January 2020, the benchmark overnight interest rate has remained at 1.75%.
- ▶ Since the above measures took hold, overall housing new housing sales declined, however this was felt differently in the various sectors. The low-rise housing market experienced a major slowdown in sales volume and significant decline in unit pricing as the market adjusted to inflation in values and more stringent lending standards reducing the pool of qualified buyers. New unit pricing in the high-rise market, however, continued to increase and demand was sustained.
- ▶ By mid-2019, there are clear signs that the low-rise market has stabilized and consumer confidence has returned albeit at a lower price threshold. Developers and builders have responded to stabilization in this sector by increasing supply through project launches. The high-rise market has continued to perform well, reaching an all-time high in terms of average pricing coupled with stronger sales figures more akin to the 2014-2016 period. Q4 2019 saw a surge in sales, and is the strongest performing Q4, outperforming the 10-year high in Q4 2011 (10,783 units). This record is due in part to the strong performance of the high-rise market as well as the slight recovery in the low-rise market.
- ▶ The following data and analysis summarize the performance of the GTA housing market through end of Q4 2019 illustrating the significant changes in certain metrics over the past five years.

Greater Toronto Area New Housing Market

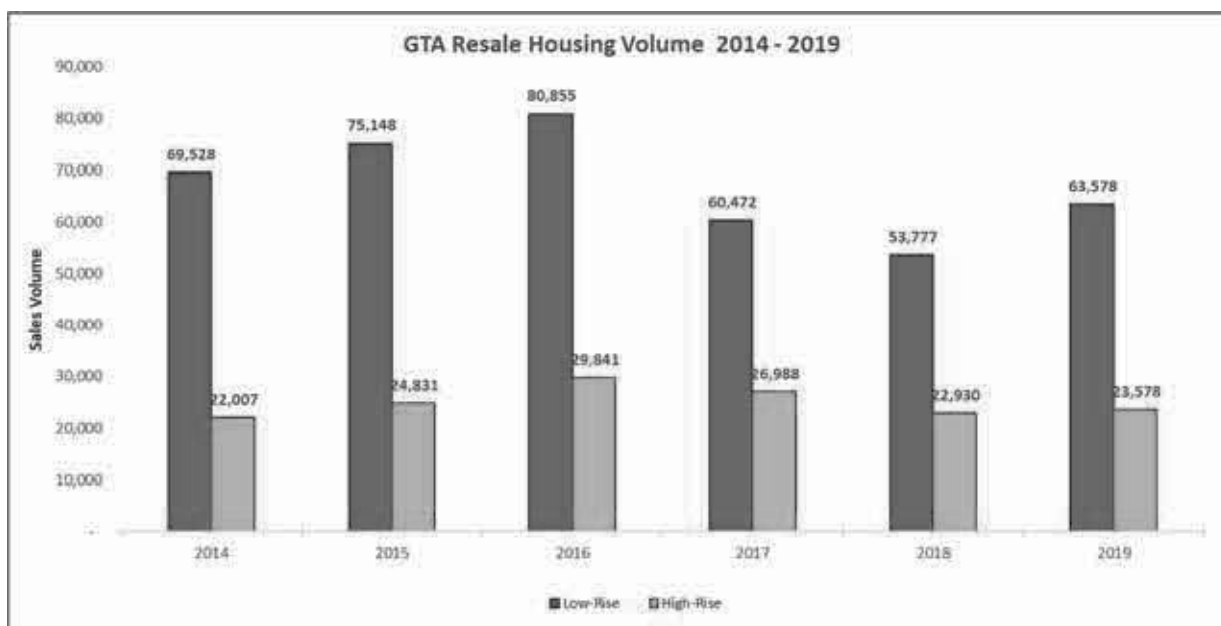
- ▶ The following chart illustrates the trend of new low and high-rise home sales in the GTA since 2014 as reported by Altus Data Solutions.



Source: Altus Data Solutions

- ▶ As shown, 2019 experienced 9,322 new low-rise sales, greatly exceeding 2018 which saw just 3,841 new low-rise sales. Condominium apartment sales in 2019 significantly surpassed 2018 sales with 26,629 compared to 18,952.
- ▶ Quarter over quarter, Q4 2019 (11,811 unit sales) experienced a 61% increase in sales activity compared to Q3 2019 (7,324 unit sales).
- ▶ In particular, high-rise sales activity increased by 65.1% in Q4 2019 relative to Q3 2019, from 5,365 units to 8,859 units. Over the same period, low-rise sales activity increased by 50.7% from 1,959 units to 2,952 units.
- ▶ Q4 2019 was the best performing fourth quarter, reaching 11,811 new unit sales and outperforming the previous 5-year high in Q4 2016 (10,747 new unit sales).
- ▶ Notably, the most significant increase in unit sales from Q4 2018 to Q4 2019 was seen in the low-rise market (196.4% increase), from 996 units to 2,952 units.
- ▶ The high-rise market also experienced a large increase in unit sales (46.1%) from 6,063 units sold in Q4 2018, to 8,859 units sold in Q4 2019.
- ▶ We also note that remaining inventory was 17,116 units at the end of Q4 2019, just 3.8% higher than the end of Q4 2018 (16,492 units) but 8.7% lower than the end of Q3 2019 (18,745 units).

Greater Toronto Area Resale Market

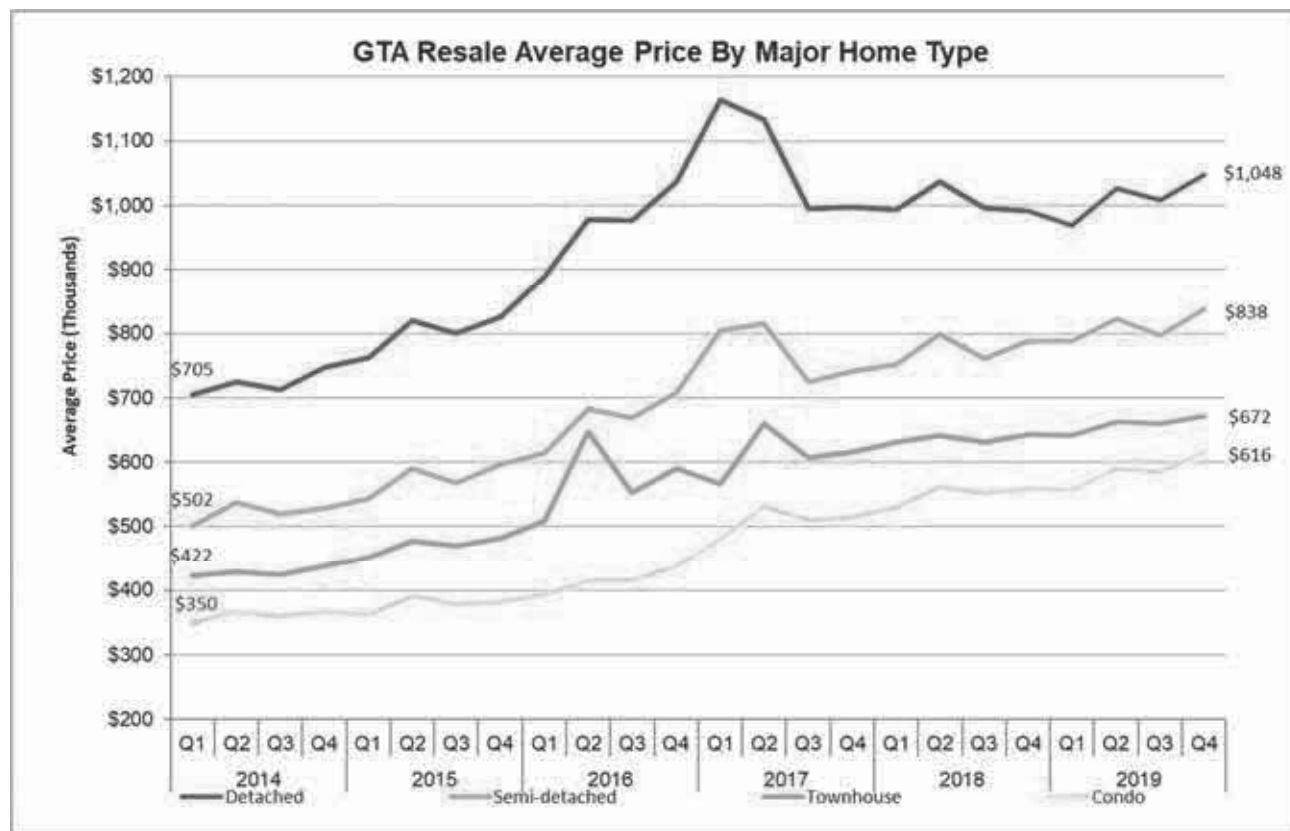


Source: TREB

		Total Sales By Year					
		2014	2015	2016	2017	2018	2019
Sales	Detached	45,218	48,943	54,017	41,897	33,807	40,533
	Semi-detached	9,738	10,287	10,689	8,521	7,256	8,337
	Townhouse	14,572	15,918	16,149	10,054	12,714	14,708
	Condo	22,007	24,831	29,841	26,988	22,930	23,578
	Total	91,535	99,979	110,696	87,460	76,707	87,156

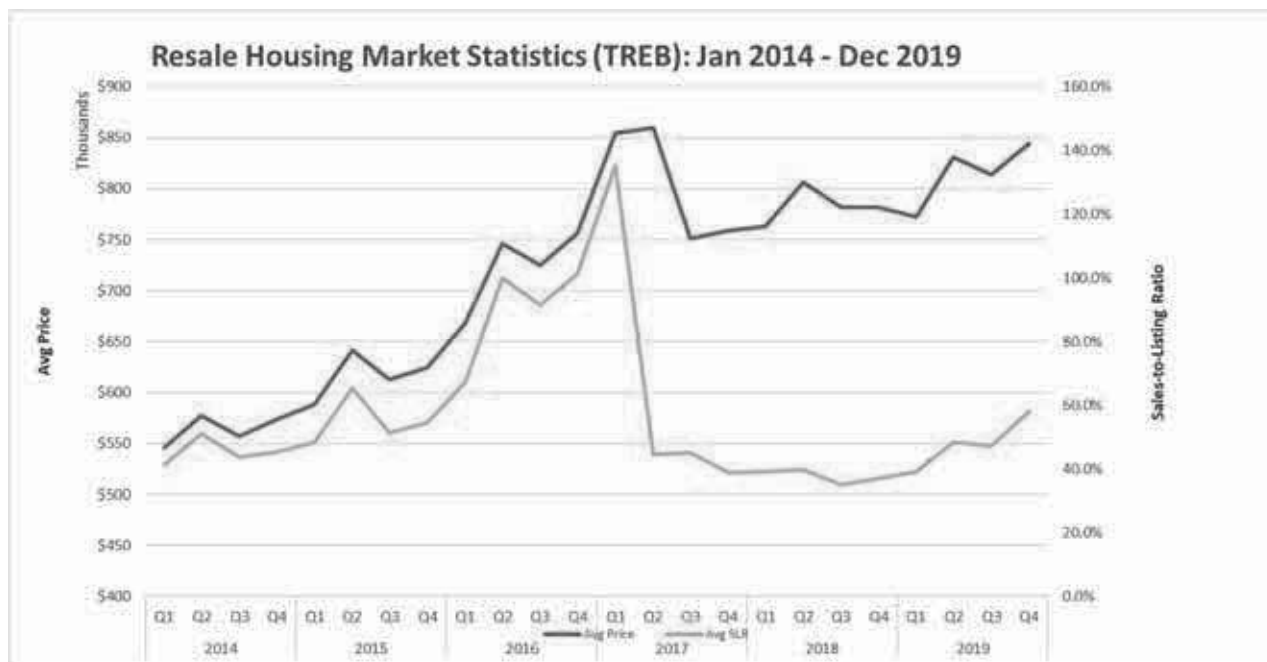
- ▶ GTA resales totalled 19,745 units as reported by TREB for Q4 2019, up by 14.3% in comparison to Q4 2018 (17,281). Quarter over quarter, Q4 2019 resales were down 17.2% compared to Q3 2019 (23,842).
- ▶ Low-rise transactions accounted for the vast majority of activity in the resale market in 2019 due in large part to detached sales which represented 46.5% of all residential resale transactions.

Greater Toronto Area Resale Market Cont.



- ▶ In Q4 2019, the average resale price was \$1.048 million for detached homes, which reflects an increase in pricing by an average of 4% compared to Q3 2019. Average pricing for semi-detached (\$838k) increased by 5.1% over the quarter, average pricing for townhouses (\$672k) increased by 2% over the quarter, and condominium apartments (\$616k) increased by an average of 5.44% in comparison to Q3 2019.
- ▶ Year-over-year, all housing types experienced an average price increase from Q4 2018. The largest increase was seen in the condo resale market at 10.5% from Q4 2018 to Q4 2019. Average resale price of detached homes increased by 5.7%, semi-detached homes increased by 6.3%, townhouses increased by 4.7%.
- ▶ Despite the recent recovery, the average resale prices of detached homes (\$1,048,070) has experienced a significant decrease of 9.9% from the peak price over the past 5 years in Q1 2017 (\$1,162,969).

Greater Toronto Area Resale Market Cont.



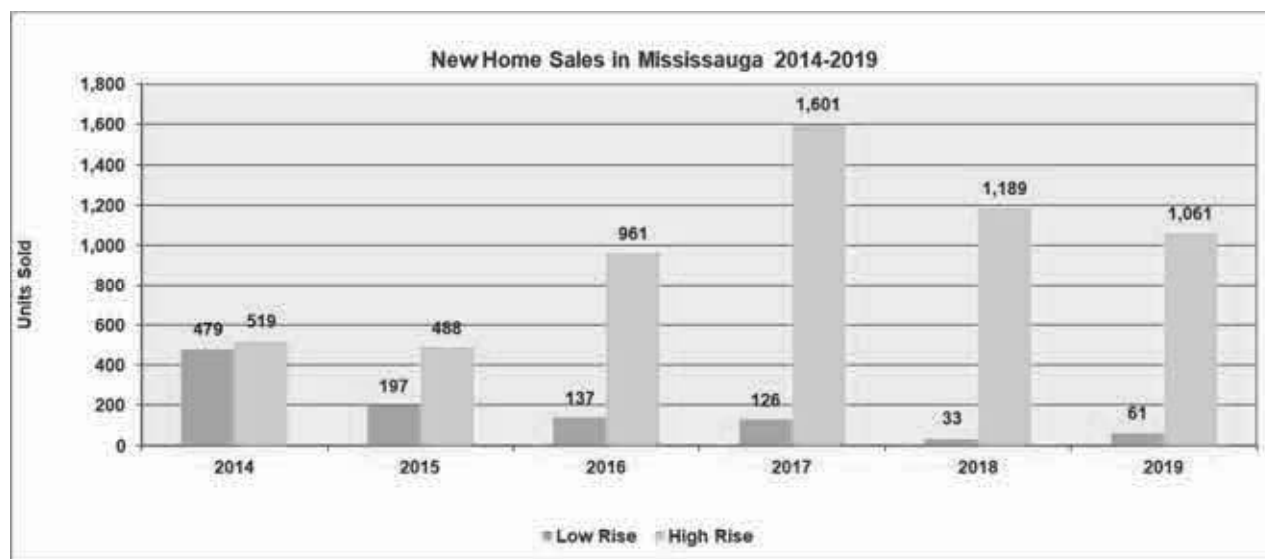
Source: TREB

- ▶ According to TREB, the Q4 2019 average resale price in the GTA was \$844,522, up 8.0% in comparison to Q4 2018 (\$781,955). Additionally, average resale pricing is also up 3.7% in comparison to Q3 2019 at \$814,160.
- ▶ Quarter over quarter, the market experienced a 22.6% increase in sales-to-listing ratio (SLR) from 47.3% in Q3 2019 to 58% in Q4 2019 due in large part to a significant decrease in listings.

Mississauga New Housing Market Overview

Since 2014 the Mississauga new housing market has seen steady demand although the market has shifted towards high-rise product. New home sales increased 12% from 998 units in 2014 to 1,122 units in 2019, with the market having peaked in 2017 (1,727 units).

Over this timeline the main trend is the decrease in both demand and supply of low-rise housing and the significant increase in demand for high-rise housing. In 2014 the new low-rise housing accounted for 48% of sales while high-rise housing accounted for 52%. From 2017 to 2019 the proportion of new high-rise sales has increased significantly to 93% in 2017, 97% in 2018 and 95% in 2019. Conversely, the proportion of new low-rise sales has decreased significantly to 7% in 2017, 3% in 2018 and 5% in 2019. The following chart illustrates this trend.



Source: Altus Data Solutions / *As of December 2019

MCAP Lot Pricing

MCAP is a major financier of residential subdivisions in Toronto, and their “Lot Values” report published semi-annually (in May/June and November/December) serves as the benchmark values for the same. Detached lot prices are not available for the City of Mississauga as the City is largely built out and activity is limited to infill subdivisions. However, data is available for other municipalities in Peel Region, the City of Brampton and Town of Caledon. The following table demonstrates the average pricing (mid-point) for traditional lot depth pricing as reported by MCAP for Brampton and Caledon from Fall 2014 to present.

MCAP Traditional Depth Lot Pricing, Peel Region Municipalities 2014-2019								
Year	Detached Lots (30-36 f.f.)	Detached Lots (40 f.f.)	Detached Lots (50 f.f.)	Detached Lot Averages	Detached Lots (30-36 f.f.)	Detached Lots (40 f.f.)	Detached Lots (50 f.f.)	Detached Lot Averages
	Brampton				Caledon			
2014 Fall	\$7,600	\$7,300	\$8,100	\$7,667				
2015 Spring	\$7,600	\$7,300	\$8,100	\$7,667				
2015 Fall	\$8,600	\$8,400	\$9,100	\$8,700	\$8,500	\$8,400	\$7,900	\$8,267
2016 Spring	\$9,400	\$8,400	\$9,100	\$8,967	\$8,900	\$8,700	\$8,300	\$8,633
2016 Fall	\$12,750	\$14,750	\$12,250	\$13,250	\$8,900	\$11,250	\$9,250	\$9,800
2017 Spring	\$15,500	\$14,750	N/A	\$15,125	\$14,500	\$14,000	N/A	\$14,250
2017 Fall	\$15,500	\$14,750	N/A	\$15,125	\$14,500	\$14,000	N/A	\$14,250
2018 Spring	\$13,500	\$13,000	N/A	\$13,250	\$14,500	\$13,500	N/A	\$14,000
2018 Fall	\$11,000	\$13,000	N/A	\$12,000	\$12,500	\$11,500	N/A	\$12,000
2019 Spring	\$12,000	\$11,500	N/A	\$11,750	\$12,500	\$11,500	N/A	\$12,000
2019 Fall	\$13,000	\$12,000	N/A	\$12,500	\$13,000	\$12,000	N/A	\$12,500
Change 2014-Present	71%	64%	N/A	63%	53%	43%	N/A	51%

Source: MCAP

As of Fall 2019, MCAP's estimates of serviced lot pricing in Brampton have increased slightly after having decreased in 2018. Historically, pricing has seen a significant increase between 2014 and the peak of 2017 with pricing for 30-36-ft detached lots increasing to \$15,500 pff (Fall 2017) from \$7,600 pff (Fall 2014) and 40-ft lots increasing to \$14,750 pff (Fall 2019) from \$7,300 pff (Fall 2014). After the Ontario Fair Housing Plan was released the pricing on lots declined but has since shown signs of recovery. Pricing for 30-36-ft detached lots increased to \$13,000 pff from \$12,000 the year prior and pricing for 40-ft detached lots increased to \$12,000 pff from \$11,500 the year prior.

As of Fall 2019, MCAP's estimates of serviced lot pricing in Caledon have increased slightly after having decreased in 2018. Historically, pricing has seen a significant increase between 2015 and the peak of 2017 with pricing for 30-36-ft detached lots increasing to \$8,500 pff (Fall 2017) from \$14,500 pff (Fall 2014) and 40-ft lots increasing to \$8,400 pff (Fall 2019) from \$14,000 pff (Fall 2014). After the Ontario Fair Housing Plan was released the pricing on lots declined but has since shown signs of recovery. Pricing for 30-40-ft detached lots increased to \$13,000 pff from \$12,500 the year prior and pricing for 40-ft detached lots increased to \$12,000 pff from \$11,500 the year prior.

Detached and Semi-Detached Market

The following is a high-level overview of the detached and semi-detached sector in the City of Mississauga and is based on our research and analysis.

There are currently six actively marketed detached and semi-detached residential projects in the City of Mississauga, comprising a total of 91 units, of which 63%, or 57 units, have been sold as of the end of January 2020, with 38 being sold in 2019 alone. The projects range in opening date from September 2016 to January 2020. Unit sizes range from 1,841 to 4,970-sf, with available unit prices ranging from \$899,900 to \$3,129,000, or \$363 to \$758 on a per sf basis.

The table on the following page summarizes the actively marketed detached and semi-detached projects in the City of Mississauga.



Actively Marketed Detached and Semi-Detached Projects - Mississauga

No.	Project Name	Opening Date	Type	Frontage (Feet)	Number of Units	Total Sales	2019		2020		Remaining Inventory	Home Size Range (SF)		Pricing Range (Per Unit)		Pricing Range (PSF)	
							% Sales	Sales	% Sales	Sales		Low	High	Low	High	Low	High
1	Old Barber House	Apr-19	Detached	40	4	2	50%	2	0	0%	2	3,168	4,283	\$2,399,900	\$2,699,900	\$629	\$758
		Apr-19	Semi-Detached	40	2	0	0%	0	0	0%	2	2,103	2,161	\$1,339,900	\$1,349,900	\$625	\$637
	Project Total				6	2	33%	2	0	0%	4	2,103	4,283	\$1,339,900	\$2,699,900	\$625	\$758
2	Longview Ravine Estates	Nov-18		38*	10	7	70%	5	0	0%	3	2,850	3,990	\$1,259,900	\$1,730,000	\$418	\$453
		Nov-18	Detached	35	4	1	25%	1	0	0%	3	2,991	3,453	\$1,319,900	\$1,479,900	\$427	\$441
	Nov-18		32	21	17	81%	16	0	0%	4	2,850	3,453	\$1,319,900	\$1,479,900	\$427	\$463	
	Jan-20	Semi-Detached	20	8	3	38%	0	3	38%	5	2,552	3,033	\$1,060,000	\$1,100,000	\$363	\$419	
	Project Total				43	28	65%	22	3	7%	15	2,552	3,990	\$1,060,000	\$1,730,000	\$363	\$463
3	Chroma	Nov-17	Semi-Detached	25	6	4	67%	2	0	0%	2	1,846	1,846	\$899,900	\$899,900	\$487	\$487
		Nov-17		25	14	11	79%	8	0	0%	3	1,841	1,841	\$899,900	\$899,900	\$489	\$489
	Project Total				20	15	75%	10	0	0%	5	1,841	1,846	\$899,900	\$899,900	\$487	\$489
4	Streetsville Centre	Sep-17	Semi-Detached	20	6	4	67%	4	0	0%	2	2,370	2,370	\$1,250,990	\$1,250,990	\$528	\$528
5	Silver	Sep-16	Detached	73	5	3	60%	0	0	0%	2	2,896	3,357	\$1,900,000	\$1,995,800	\$566	\$689
6	The Archways	Feb-16	Detached	50-70	11	5	45%	N/A	N/A	N/A	6	3,605	4,970	\$2,500,000	\$3,129,000	\$577	\$700
	Total				91	57	63%	38	3	3%	34	1,841	4,970	\$899,900	\$3,129,000	\$363	\$758

*Pricing for sold units only (inventory pricing is not available)

Source: Altus Data Solutions December 2019

Location of Actively Marketed Detached and Semi-Detached Projects



Source: Google Maps, modified by Altus Group

Active Low-Rise Residential Development Applications

We have reviewed the available information on comparable proposed low-rise residential projects in the same general area as the subject, which are in various stages of planning. The map below illustrates the location of the subject property in relation to the applications.

Active Low-Rise Residential Development Applications						
No.	Property	Use	# of Units	Site Areas (Ac)	Status	Comments
1	1444-1458 Cawthra Road	Residential	16	1.21	Under Review	Official Plan and Zoning Amendment to permit the development of four two-storey detached dwellings and 12 three-storey townhome dwellings.
2	1575 Hurontario Street	Residential	42	0.89	Under Review	Official Plan and Zoning Amendment to permit the development of 42 back-to-back stacked townhomes.
3	1853 Cormack Crescent	Residential	22	1.98	Under Review	Zoning Amendment to permit the development of 22 detached homes.
4	200 South Service Road and 201 Radley Road	Residential	5	0.68	Under Review	Zoning Amendment to permit the development of 5 detached homes.
5	2103-2119 Primate Road	Residential	26	2.14	Under Review	Zoning Amendment to permit the development of 26 detached homes.
6	1110 Lorne Park Road	Residential	7	0.35	Under Review	Official Plan and Zoning Amendment to permit the development of 7 freehold townhomes.
7	7170 Goreway Drive	Residential	14	1.00	Under Review	Official Plan and Zoning Amendment to permit the development of 14 townhouse dwellings on a condominium road.
8	1725 Barbertain Road	Residential	75	11.44	Under Review	Official Plan and Zoning Amendment to permit the development of 75 townhomes on a common element condominium road.
9	2476 and 2482 Confederation Parkway	Residential	4	0.36	Under Review	Zoning Amendment to permit the development of 4 semi-detached homes
10	2512-2532 Argyle Road	Residential	101	1.60	Under Review	Official Plan and Zoning Amendment to permit the development of 101 back-to-back stacked townhomes.
11	3016-3032 Kirwin Avenue and 3031 Little John Lane	Residential	64	1.58	Under Review	Official Plan and Zoning Amendment to permit the development of 64 back-to-back stacked townhomes.
12	1745, 1765 and 1775 Thomy-Brea Place	Residential	37	5.20	Under Review	Official Plan and Zoning Amendment to permit the development of 37 street townhomes.
13	5150 Ninth Line	Residential	119	11.93	Under Review	Zoning Amendment to permit the development of 119 condominium and freehold townhomes.
14	36-46 Main Street	Residential	26	2.00	Under Review	Official Plan and Zoning Amendment to permit the development of 7 freehold townhomes and 19 condominium townhomes.
15	376 and 390 Derry Road West	Residential	126	6.35	Under Review	Official Plan and Zoning Amendment to permit the development of 126 townhomes and 8,805-sf of retail space.
16	51, 57 Tannery Street and 208 Emby Drive	Residential	156	4.42	Under Review	Official Plan and Zoning Amendment to permit the development of 156 back-to-back stacked townhomes.
17	66 Thomas Street	Residential	239	6.84	Under Review	Official Plan and Zoning Amendment to permit the development of 239 back-to-back stacked townhomes.
18	6611 Second Line West	Residential	19	2.05	Under Review	Official Plan and Zoning Amendment to permit the development of 6 semi-detached dwellings and 13 condominium townhomes.
Total Anticipated Units			1,098			

Source: City of Mississauga

There are currently 18 active low-rise residential development applications in the City of Mississauga. Overall, 1,098 units are anticipated in the future.

Subject Marketing “Jewels of the Meadows”

According to the client, marketing for the subject property was launched in August 2019 under the development name “Jewels of the Meadows”. The project is identified as being a high-end detached development with large four to five-bedroom homes. The dwellings will contain higher-end finishes such as wide oak hardwood flooring, granite kitchen countertops, stainless steel appliances and 10-ft main floor ceiling heights. Of note, a semi-detached residential project was marketed on the property in 2017 but was cancelled.

The current project contains a total of 15 detached dwellings, ranging in size from 3,165 to 4,817-sf (inclusive of finished basement). We understand that, and as of the effective date, a total of six units had been pre-sold (40% of the project) at pricing ranging from \$1,450,000 to \$1,799,900 for units ranging from 3,165 to 4,206 sf (inclusive of finished basement). Pre-sale pricing ranges from \$428 to \$458 per sf. Sale pricing is generally supported by our review of new homes sales in the subject market area, albeit towards the upper end given the large home sizes. Based on information provided by the client, pre-sales are secured by deposits received to date from unit purchasers, ranging from 6% to 21% of the sale price.

Available inventory comprises nine units ranging in size from 3,165 to 4,817 sf (inclusive of finished basement). The developer’s pricing list for the available unsold inventory was as follows:

- ▶ Type A (Pearl) (3,165 sf incl. fin. basement) - \$1,450,000 (\$458 per sf)
- ▶ Type B (Emerald) (4,206 sf incl. fin. basement) - \$1,799,900 (\$428 per sf)
- ▶ Type C (Diamond) (4,817 sf incl. fin. basement) - \$1,989,900 (\$413 per sf)

The project is proposed to be built and occupied by Fall 2020. The following table illustrates the pre-sales pricing and ask pricing for available inventory for the subject development.

Subject Pre-Sale and Ask Pricing					
Lot #	Agreement Date	Frontage	Home Size (sf)*	Sale/Ask Price	Price Per SF
Pre-Sales					
1	6-Dec-19	32	3,197	\$1,450,000	\$454
2	20-Jan-20	30	3,165	\$1,450,000	\$458
7	14-Aug-19	51	4,022	\$1,749,900	\$435
8	3-Apr-18	48	3,764	\$1,699,990	\$452
11	31-Aug-19	30	3,165	\$1,449,900	\$458
15	3-Jan-20	36	4,206	\$1,799,900	\$428
Total Sold			21,519	\$9,599,690	\$446
Available Inventory					
3		36	4,206	\$1,799,900	\$428
4		36	4,817	\$1,989,900	\$413
5		36	4,817	\$1,989,900	\$413
6		36	4,817	\$1,989,900	\$413
9		36	4,817	\$1,989,900	\$413
10		36	4,817	\$1,989,900	\$413
12		30	3,165	\$1,450,000	\$458
13		36	4,206	\$1,799,900	\$428
14		36	4,206	\$1,799,990	\$428
Total Available			39,868	\$16,799,290	\$421

*Includes finished basement

3 Highest and Best Use

The reader is referred to Appendix A for the definition of highest and best use.

The four criteria that the optimum or highest and best use must meet are:

- ▶ Legal permissibility
- ▶ Physical possibility
- ▶ Financial feasibility
- ▶ Maximum profitability

Highest and Best Use as if Vacant Land

Given the location of the subject property, the size and configuration of the site, as well as market conditions; it is concluded that the Highest and Best Use of the subject property, as vacant land as at January 29, 2020, would be for development of a low density infill subdivision as proposed by the client.

Highest and Best Use as Improved

As per the scope of this appraisal, the Highest and Best Use as improved, as at January 29, 2020 is not applicable.

4 Valuation

The subject property is valued as vacant land with its Highest and Best Use being detached residential uses as proposed by the client as of the effective date.

Approaches to Value

There are six possible approaches available for the valuation of vacant land/development sites.

1. Direct Comparison - The Direct Comparison Approach is most common and uses a simple comparison of transactions that have occurred, involving similar vacant land, and acting as a proxy for the subject property. The approach is successfully applied where there is a reasonable volume of transactions having similar characteristics compared to the subject property.
2. Allocation - This technique is based on the typical ratio of land value to improvement value for specific categories of real estate in specific locations.
3. Extraction - This technique is a similar procedure to Allocation in that the contribution of the improvements is deducted from the total property value.
4. Subdivision Development - This technique, applicable chiefly to undeveloped lands, calls for estimating total value as if the lands were subdivided and sold, and subtracting the development costs.
5. Land Residual - This technique capitalizes into value the residual income imputable to the lands as derived from an actual or hypothetical new and proper building improvement.
6. Ground Rent Capitalization - This technique is used to value lands when the ground rent corresponds to the value of the landowner's interest in the property and market-derived capitalization rates are available to convert the ground rent into an indication of market value.

Valuation Methodology Selected

We have undertaken to value the subject property as though vacant using both the Direct Comparison Approach and the Land Residual Approach.

The Direct Comparison Approach recognizes the principle of substitution, according to which a buyer will not pay more for one property than for another that is equally desirable. By this approach, an opinion of value is developed by applying a comparative analysis of properties that are similar to the subject property that have recently sold, are listed for sale or are under contract, by focusing on the similarities and differences that affect value.

The Land Residual approach considers the "As Complete" value of the project (as supported by recent pre-sales data) offset by development costs and allowance for a reasonable developer's profit. The remainder, when development costs/developers' profit are subtracted from the estimated completed value, is an approximation of the underlying land value.

The remaining approaches to estimating value are not applicable.



Direct Comparison Approach

We have identified a sufficient number of transactions of comparable development sites to apply the Direct Comparison Approach. Differences between the transactions and the subject property are identified and the appropriate effect on the prices paid is noted in order to make a direct comparison.

We have identified seven important differences upon which to assess each transaction:

- ▶ Time of Sale
- ▶ Financing
- ▶ Location
- ▶ Scale
- ▶ Planning Status
- ▶ Development Timing
- ▶ Site Character

Direct Comparison Approach Rationale

Based on our preceding review of the approved development, land use controls, as well as our review of comparable surrounding transactions, the subject will be valued based on the most relevant parameter for comparison of sales; price buildable unit.

We have identified five transactions of reasonably comparable sites intended for detached residential development in the Cities of Mississauga, Brampton and Richmond Hill as well as the Town of Oakville, summarized in the table on the following page. A map identifying the location of the comparables is included on the next following page.

The comparable transactions are dated between May 2018 and March 2019, and reflect unit values from \$387,500 to \$893,000 per buildable residential unit (pbu). The range in unit values is attributed to various factors, namely development scale, location, site configuration, approval status at the time of sale, as well as market conditions.

Our analysis of the sales in comparison to the subject property is summarized hereafter.

Summary of Comparable Detached Residential Land Transactions						
No.	Address	Vendor/	Closing Date	Developable Site Area (Acres)	Units	Official Plan
		Purchaser	Purchase Price	Site Area (SF)	Price / Buildable Unit	Zoning
1	9401 Creditview Road	9401 Creditview Road Brampton Inc	Mar-19	1.95	8	Residential
	Brampton	Creditview 11 Holding Inc	\$3,100,000	84,820	\$387,500	A
2	2123 Hixon Street	Halton Catholic District School Board	Nov-18	3.74	14	Low Density Residential
	Oakville	Hixon Investments Inc	\$8,000,000	163,073	\$571,429	RL3-0
3	19-25 Poplar Drive	An Individual(s) Acting In His/Her Own Capacity	Jan-18 to Aug-18	1.74	10	Neighbourhood
	Richmond Hill	Silver Stream Homes	\$8,930,000	75,735	\$893,000	RU
4	320 Derry Road West	Cachet Developments	Jul-18	9.00	45	Residential Low Density II, Business Employment and Greenlands
	Mississauga	Exquisite Bay Development Inc	\$21,166,846	391,892	\$470,374	R11, RM2, E2-112, D, G1, G2
5	Coronation Drive	Halton Catholic District School Board	May-18	6.85	48	Low Density Residential
	Oakville	Menkes Developments	\$34,019,506	298,342	\$708,740	RL8 sp:388
	6532 Winston Churchill Boulevard	Ideal (WC) Developments Inc		1.47	15	Residential Low Density II
	Mississauga			64,110		RM3-4

Location of Comparable Land Sales



Source: Scribble Maps

Indices No. 1, 4 and 5 are further detailed below:

- ▶ **Index 1 – 9401 Creditview Road, Brampton (\$387,500 per buildable unit):** is the March 2019 sale of a 1.95-ac parcel located in the City of Brampton. More specifically, the property is located on the east side of Creditview Road, south of Williams Parkway. The property is mostly rectangular in configuration and has 210-ft of frontage on Creditview Road along its western boundary. At the time of sale, the property was unimproved but was observed to be heavily treed. Surrounding uses consist of primarily low-rise residential uses in all directions with a ravine located along the property’s eastern boundary.



At the time of sale, the property was designated as “Residential” in the Official Plan and is zoned “A” – an agricultural zoning classification. We understand that the purchaser has acquired the property with the intention of developing the site with eight detached dwellings. As of the effective date no development applications have been submitted for this development, but a pre-consultation meeting has taken place with City planning staff.

Upward adjustment is required for the property’s inferior location, planning status and development timing at the time of sale and improvements in market conditions, offset partially by larger lot sizes. Overall a higher rate per buildable unit is indicated for the subject property.

- ▶ **Index 4 – 320 Derry Road West, Mississauga (\$470,374 per buildable unit):** is the July 2018 transaction of an 11.59-ac parcel located in the City of Mississauga. More specifically, the site is located on the south side of Derry Road West, east of McLaughlin Road. The property is irregular in configuration and has 320-ft of frontage on Derry Road West along its northern boundary and 670-ft of frontage on Longview Place along its western boundary. At the time of sale, the property was unimproved. Surrounding land uses include industrial and commercial uses to the south and east, low rise residential and retail uses to the north and west. The site has an estimated net developable area of 9.00-ac.



The property was designated as “Residential Low Density II”, “Business Employment” and “Greenlands” in the Official Plan and is zoned “R11”, “RM2”, “E2-112”, “D”, “G1” and “G2” – a variety of residential, employment, development and greenlands zones. The property was zoned to permit the development of 37 detached dwellings and 8 semi-detached dwellings. Furthermore, the approval included a 1.61-ac employment block located along Derry Road West. The site requires plan of subdivision approvals prior to development.

Upward adjustment is required for the inferior larger site area and development scale, as well as for more significant servicing requirements and improvements in market conditions. This is offset slightly by the benefits from the additional employment block located along Derry Road West. Overall a higher rate per buildable unit is indicated for the subject property.

- ▶ **Index 5 – Coronation Drive, Oakville (\$708,740 per buildable unit):** is the May 2018 sale of a 6.85-acre parcel located on the west side of Coronation Drive, near Dundas Street and Eighth Line in North Oakville. The property is rectangular in configuration and has 500-ft of frontage on Coronation Drive along its eastern boundary. At the time of sale, the property was unimproved and had formerly been reserved as a school site. The surrounding land uses primarily comprise of low-rise residential dwellings.



At the time of sale, the property was designated as “Low Density Residential” in the Official Plan and was zoned “RL8 sp:388”, permitting low density residential uses. Furthermore, a draft plan of subdivision was approved permitting 48 detached lots at the time of sale. Lot frontage ranges from 42-ft to 50-ft. The site was acquired by Menkes, which has marketed new homes for sale since October 2019 as “Glen Ashton Estates”. Home sizes range from 2,661 to 3,937 sf with pricing ranging from \$1,599,990 to \$2,061,990.

Downward adjustments are required for the property’s superior location in the Town of Oakville and larger lot sizes. This is offset slightly by the larger development scale and more significant internal servicing requirements. A lower rate per buildable unit is indicated for the subject property.



Reconciliation of Direct Comparison Approach

The comparable transactions in the Cities of Brampton, Richmond Hill and Mississauga and the Town of Oakville were completed between May 2018 and March 2019 and reflect unit values from \$387,500 to \$893,000 per buildable unit.

The upper end of the range is indicated by **Indices 3 and 5 (\$893,000 and \$708,740 per buildable unit, respectively)**. Index 3 requires downward adjustment for its superior Oak Ridges location and larger lot sizes. Index 5 requires downward adjustment for its superior location in North Oakville and larger lot sizes. Both sales require non-offsetting upward adjustment for improvement in market conditions. Overall, a lower value per buildable unit is indicated for the subject property.

The lower end of the range is indicated by **Indices 1 and 4 (\$387,500 and \$470,374 per buildable unit, respectively)**. Index 1 requires upward adjustment for its inferior location and planning status. Index 4 requires upward adjustment for its larger development scale, significant servicing requirements and improvements in market conditions. Overall a higher value per buildable unit is indicated for the subject property.

Index 2 (\$571,429 per buildable unit) requires upward adjustment for its inefficient development layout and improvements in market conditions. An offsetting downward adjustment is required for its superior location in Oakville. Overall, a similar to slightly lower value per buildable unit is indicated for the subject property.

Based on the above and noting the subject property characteristics; we conclude an adjusted value range per buildable unit to be between **\$525,000 and \$575,000** for the subject property. Based on 15 units, a value range at **\$7,875,000 to \$8,625,000** is concluded on the basis of the Direct Comparison Approach.

Direct Comparison Approach Summary			
	Buildable Units	Value per Buildable Unit	Estimate of Market Value Range
6532 Winston Churchill Blvd.	15	@ \$525,000 to \$575,000	\$7,875,000 to \$8,625,000
Value Range (Rounded)			\$7,875,000 to \$8,625,000

Land Residual Approach

- ▶ In order to estimate the subject value as vacant land under the Land Residual Approach, we have considered estimated revenue from the sale of the detached homes and relied on hard and soft development expenses as provided by the client (with minor modifications made by the Appraiser). Total revenues are based on actual sales to date and estimates on available unit pricing, detailed previously in this report.
- ▶ We have largely relied on inputs from the client on project costs, supplemented partially by minor adjustments made by the Appraiser. The required development costs should be supported by an independent cost consultant report for greater certainty, however for the purposes of this Appraisal we have assumed the costs are reasonable.

Estimated Revenues

- ▶ We have carried forward pricing from the six pre-sales to date as identified in the Market Overview section.
- ▶ With respect to unsold inventory comprising nine units, we have revised pricing on available inventory downwards from the client ask pricing indicated in our Market Overview. Based on our review of pre-sales achieved to date at the subject as well as other active projects in the Mississauga marketplace, we conclude the following achievable pricing:
 - ▶ Type A (3,165 sf incl. fin. basement) - \$1,449,900 (\$458 per sf)
 - ▶ Type B (4,206 sf incl. fin. basement) - \$1,749,900 (\$416 per sf)
 - ▶ Type C (4,817 sf incl. fin. basement) - \$1,849,900 (\$384 per sf)
- ▶ Gross revenue is based on pre-sales to date totaling \$9,599,690 as well as estimated pricing on the unsold inventory, totaling \$15,949,100. Per the client, an allowance of \$50,000 per unit for upgrades has been added. Total revenue is \$26,298,790 as summarized in the table below.

Estimated Unit Revenue for Land Residual						
Lot #	Frontage	Home Size (sf)*	Pricing	PSF	Upgrade Allowance	Total
Pre-Sales						
1	32	3,197	\$1,450,000	\$454	\$50,000	\$1,500,000
2	30	3,165	\$1,450,000	\$458	\$50,000	\$1,500,000
7	51	4,022	\$1,749,900	\$435	\$50,000	\$1,799,900
8	48	3,764	\$1,699,990	\$452	\$50,000	\$1,749,990
11	30	3,165	\$1,449,900	\$458	\$50,000	\$1,499,900
15	36	4,206	\$1,799,900	\$428	\$50,000	\$1,849,900
Total Sold		21,519	\$9,599,690	\$446	\$300,000	\$9,899,690
Available Inventory						
3	36	4,206	\$1,749,900	\$416	\$50,000	\$1,799,900
4	36	4,817	\$1,849,900	\$384	\$50,000	\$1,899,900
5	36	4,817	\$1,849,900	\$384	\$50,000	\$1,899,900
6	36	4,817	\$1,849,900	\$384	\$50,000	\$1,899,900
9	36	4,817	\$1,849,900	\$384	\$50,000	\$1,899,900
10	36	4,817	\$1,849,900	\$384	\$50,000	\$1,899,900
12	30	3,165	\$1,449,900	\$458	\$50,000	\$1,499,900
13	36	4,206	\$1,749,900	\$416	\$50,000	\$1,799,900
14	36	4,206	\$1,749,900	\$416	\$50,000	\$1,799,900
Total Available		39,868	\$15,949,100	\$400	\$450,000	\$16,399,100
Total		61,387	\$25,548,790	\$416	\$850,000	\$26,298,790

*Includes finished basement

- ▶ Total revenue was adjusted downward to account for the Harmonized Sales Tax (HST) payable estimated at 10.3% of gross revenue, or \$2,706,940.
- ▶ Further to unit sale prices, an allowance of \$450,000 (\$30,000 per unit) is included for Purchaser Recoveries per the client.
- ▶ Total Net Revenue is hence calculated to be \$24,041,850

Project Costs (Client Back-up included Appendix "D")

- ▶ Project costs totaling \$13,087,500 as indicated by the client are summarized as follows. Where noted, an adjustment was made by the Appraiser, however we have relied largely on the client's estimates and assumed they are reasonable.
 - ▶ Land purchase details (property taxes and land transfer tax) are estimated at \$275,600. The land transfer tax was added by the Appraiser.
 - ▶ Soft costs total \$3,155,214. This figure includes professional fees, planning application fees, development charges, parkland dedication and building permit fees.
 - ▶ Hard construction costs for new homes were estimated at \$7,819,280. This figure includes road extension costs, underground site servicing costs, site grading costs,



servicing connection costs and building construction costs. Per the client, house construction was estimated at \$130 per sf.

- ▶ A development contingency allowance totaling 7.5% of the total project costs, excluding DCs, parkland and financing. The estimated contingency is \$718,379. This figure is above the 5% allowance indicated in the client's model but is warranted based on our professional experience and development status of the subject.
- ▶ Financing costs are estimated at \$1,118,977. This is based on client estimate of \$1,365,977 but excludes land financing costs of \$247,000 as the Appraisal Value is on an "all-cash" basis.

Profit Margin

- ▶ A profit figure of \$1,923,348 (\$128,223 per buildable unit) is based on a profit margin of 8% of revenues, which is relatively low but reasonable given pre-sales achieved to date and the relatively small project scale.]

Residual Land Value Summary

- ▶ Based on the foregoing analysis, the land residual approach indicates a total market value estimate for the subject property of \$9,030,000 or \$602,000 per buildable unit (Net Revenues less Costs and Profit). The analysis is summarized below.

Subject Property Land Residual Summary					
	Saleable SF	Units	Value per SF	Value per Unit	Revenue
Project Revenue					
Detached Home Sales	51,296	15	\$513	\$1,753,253	\$26,298,790
Less: HST					-\$2,706,940
House Sale Net Revenue:					<u>\$23,591,850</u>
+ Purchaser Recoveries					\$450,000
Net Revenue Including Recoveries					<u><u>\$24,041,850</u></u>
Project Costs:					
			Cost per SF	Cost Per Unit	Cost
Land Purchase Details (Taxes + LTT)			\$5	\$18,373	\$275,600
Soft Costs			\$62	\$210,348	\$3,155,214
Hard Costs			\$152	\$521,285	\$7,819,280
Contingency			\$14	\$47,892	\$718,379
Financing			\$22	\$74,598	\$1,118,977
Sub-Total - Project Costs:			<u>\$255</u>	<u>\$872,497</u>	<u>\$13,087,450</u>
Profit Margin as a factor of Total Revenue @	8.0%		\$37	\$128,223	\$1,923,348
Total Costs and Profit:					<u><u>\$15,010,798</u></u>
Residual Land Value (Revenue Less Costs & Profit):					<u>\$9,031,052</u>
Rounded:			<u>\$176</u>	<u>\$602,000</u>	<u>\$9,030,000</u>

4.1 Reconciliation and Final Value Conclusion

The Direct Comparison Approach indicates a current market value range of \$7,875,000 to \$8,625,000 (based on an estimated unit value range of \$525,000 to \$575,000 per buildable unit). The Land Residual Approach indicates a market value of \$9,030,000 (\$602,000 per buildable unit).

The Direct Comparison Approach has limitations in terms of the quality of directly comparable land sales that reflect the development efficiency of the subject and the advanced development status including 40% pre-sales.

The Land Residual Approach results in a value 4.7% higher than the upper end of the Direct Comparison Approach. This Approach better captures the site-specific inputs from the property related to revenues and costs, albeit it is based on reliance on a cost budget provided by the client.

Given the foregoing, we have placed greater reliance on the Land Residual Approach and have concluded on the basis of that result. A current market value based on a per buildable unit rate of \$602,000 results in a final market value estimate for the subject property of **\$9,030,000**.

Reconciliation and Final Value Estimate			
Approach	Buildable Units	Value per Buildable Unit	Estimate of Market Value Range
Direct Comparison Approach	15	\$525,000 to \$575,000	\$7,875,000 to \$8,625,000
Land Residual Approach	15	\$602,000	\$9,030,000
Final Estimate of Value			\$9,030,000

4.2 Final Value Conclusion

Based on an exterior inspection of the subject property, the investigation and analysis undertaken and subject to the Special Assumptions listed on Page iii and Ordinary Assumptions and Limiting Conditions listed in Appendix A, the estimated current market value of the subject property, as of the effective date of January 29, 2020, is as follows:

\$9,030,000

Nine Million and Thirty Thousand Dollars

Based on this estimate of current market value, the liquidity of the subject property is expected to be “Good”. An estimated exposure time of 3 to 6 months would have been required prior to the effective date to sell the subject property at its current market value.

If you have any questions, John Galluzzo, BComm, AACI, P.App, PLE and Alex Manefski, BES, MRICS, PLE, AIC Candidate Member would be pleased to discuss this short narrative valuation report further.

5 Certification

Effective Date: **January 29, 2020**
 Property Appraised: **6532 Winston Churchill Boulevard, Mississauga, ON**

I certify that, to the best of my knowledge and belief that:

- ▶ The statements of fact contained in this report are true and correct.
- ▶ The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions and conclusions.
- ▶ I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved. I am therefore an independent and external professional.
- ▶ I am not in a conflict of interest to undertake this assignment.
- ▶ I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- ▶ My engagement in and compensation for this assignment was not contingent upon developing or reporting predetermined results, the amount of the value estimate, or a conclusion favouring the client.
- ▶ My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Canadian Uniform Standards of Professional Appraisal Practice, Valuation - Professional Standards of the Royal Institution of Chartered Surveyors and the International Valuation Standards.
- ▶ I have the knowledge and experience to complete this assignment competently, and where applicable, this report is co-signed in compliance with Canadian Uniform Standards of Professional Appraisal Practice, Valuation - Professional Standards of the Royal Institution of Chartered Surveyors and the International Valuation Standards.
- ▶ The subject property was inspected by **Alex Manefski, BES, MRICS, PLE, AIC Candidate Member** on **January 29, 2020**. The inspection was considered sufficient to describe the real estate, develop an opinion of highest and best use and make meaningful comparisons with other market data. A detailed inspection to report building condition is beyond the scope of this assignment. **John Galluzzo, BComm, AACI, P.App, PLE** did not inspect the subject property.
- ▶ No one provided professional assistance or third-party professional assistance to the undersigned.
- ▶ As of the date of this report, John Galluzzo, BComm, AACI, P.App, PLE, Alex Manefski, BES, MRICS, PLE, AIC Candidate Member, and Lucas Zomparelli, BComm AIC Candidate Member have fulfilled the requirements of The Appraisal Institute of Canada Continuing Professional Development Program for designated and candidate members, and are members in good standing of the Appraisal Institute of Canada.
- ▶ I, John Galluzzo, BComm, AACI, P.App, PLE, directly supervised the appraisers who prepared this appraisal report and, having reviewed the report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser's certification and I am taking full responsibility for the appraisal and the appraisal report.

Based on an exterior inspection of the subject property, the investigation and analysis undertaken coupled with the limited information available, and subject to the Special Assumptions listed on Page iii and Ordinary Assumptions and Limiting Conditions listed in Appendix A, the estimated current market value of the subject property, as of the effective date of January 29, 2020, is as follows:

\$9,030,000

Nine Million and Thirty Thousand Dollars

Appraiser



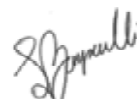
John Galluzzo, BComm, AACI, P.App, PLE
 AIC Member #: 703046

Co-Signer



Alex Manefski, BES, MRICS, PLE,
AIC Candidate Member
 AIC Member #: 907119

Co-Signer



Lucas Zomparelli, BComm AIC
Candidate Member
 AIC Member #: 913347

Signing Date: March 2, 2020
Attachments and Appendices

Appendix A Terms of Reference

Ordinary Assumptions and Limiting Conditions

Definitions

Ordinary Assumptions and Limiting Conditions

The following Ordinary Assumptions and Limiting Conditions apply to **real estate appraisals** prepared by Altus Group ("Altus"). Any Special Conditions have been added as required.

The certification that appears in this appraisal report is subject to compliance with the Personal Information and Electronics Documents Act (PIPEDA), Canadian Uniform Standards of Professional Appraisal Practice (CUSPAP), Professional Standards of the Royal Institution of Chartered Surveyors (RICS), International Valuation standards (IVS), published by the International Valuation Standards Council and any other Appraisal Organization to which the author is a member and the following conditions.

1. This report is prepared only for the client and authorized users specifically identified in this report and only for the specific use identified herein. No other person may rely on this report or any part of this report without first obtaining consent from the client and written authorization from the authors. Liability is expressly denied to any other person and, accordingly, no responsibility is accepted for any damage suffered by any other person as a result of decisions made or actions taken based on this report. Liability is expressly denied for any unauthorized user or for anyone who uses this report for any use not specifically identified in this report. Payment of the appraisal fee has no effect on liability. Reliance on this report without authorization or for an unauthorized use is unreasonable.
2. Because market conditions, including economic, social and political factors, may change rapidly and, on occasion, without warning, this report cannot be relied upon as of any date other than the effective date specified in this report unless specifically authorized by the author.
3. The author will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The property is appraised on the basis of it being under responsible ownership. Unless otherwise stated in this report, no registry office search has been performed and the author assumes that the title is good and marketable and free and clear of all encumbrances. Matters of a legal nature, including confirming who holds legal title to the appraised property or any portion of the appraised property, are outside the scope of work and expertise of the author. Any information regarding the identity of a property's owner or identifying the property owned by the listed client and/or applicant provided by the author is for informational purposes only and any reliance on such information is unreasonable. Any information provided by the author does not constitute any title confirmation. Any information provided does not negate the need to retain a real estate lawyer, surveyor or other appropriate experts to verify matters of ownership and/or title.
4. Verification of compliance with governmental regulations, bylaws or statutes is outside the scope of work and expertise of the author. Any information provided by the author is for informational purposes only and any reliance is unreasonable. Any information provided by the author does not negate the need to retain an appropriately qualified professional to determine government regulation compliance.
5. No survey of the property has been made. Any sketch in this report shows approximate dimensions and is included only to assist the reader of this report in visualizing the property. It is unreasonable to rely on this report as an alternative to a survey, and an accredited surveyor ought to be retained for such matters.
6. This report is completed on the basis that testimony or appearance in court concerning this report is not required unless specific arrangements to do so have been made beforehand. Such arrangements will include, but not necessarily be limited to: adequate time to review the report and related data, and the provision of appropriate compensation.
7. Unless otherwise stated in this report, the author has no knowledge of any hidden or unapparent conditions (including, but not limited to: its soils, physical structure, mechanical or other operating systems, foundation, etc.) of/on the subject property or of/on a neighbouring property that could affect the value of the subject property. It has been assumed that there are no such conditions. Any such conditions that were visibly apparent at the time of inspection or that became apparent during the normal research involved in completing the report have been noted in the report. This report should not be construed as an environmental audit or detailed property condition report, as such reporting is beyond the scope of this report and/or the qualifications of the author. The author makes no guarantees or warranties, express or implied, regarding the condition of the property, and will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. The bearing capacity of the soil is assumed to be adequate.
8. The author is not qualified to comment on detrimental environmental, chemical or biological conditions that may affect the market value of the property appraised, including but not limited to pollution or contamination of land, buildings, water, groundwater or air which may include but are not limited to moulds and mildews or the conditions that may give rise to either. Any such conditions that were visibly apparent at the time of inspection or that became apparent during the normal research involved in completing the report have been noted

in the report. It is an assumption of this report that the property complies with all regulatory requirements concerning environmental, chemical and biological matters, and it is assumed that the property is free of any detrimental environmental, chemical legal and biological conditions that may affect the market value of the property appraised. If a party relying on this report requires information about or an assessment of detrimental environmental, chemical or biological conditions that may impact the value conclusion herein, that party is advised to retain an expert qualified in such matters. The author expressly denies any legal liability related to the effect of detrimental environmental, chemical or biological matters on the market value of the property.

9. The analyses set out in this report relied on written and verbal information obtained from a variety of sources the author considered reliable. Unless otherwise stated herein, the author did not verify client-supplied information, which the author believed to be correct.
10. The term "inspection" refers to observation only as defined by CUSPAP and reporting of the general material finishing and conditions observed for the purposes of a standard appraisal inspection. The inspection scope of work includes the identification of marketable characteristics/amenities offered for comparison and valuation purposes only.
11. The opinions of value and other conclusions contained herein assume satisfactory completion of any work remaining to be completed in a good and workmanlike manner. Further inspection may be required to confirm completion of such work. The author has not confirmed that all mandatory building inspections have been completed to date, nor has the availability/issuance of an occupancy permit been confirmed. The author has not evaluated the quality of construction, workmanship or materials. It should be clearly understood that this visual inspection does not imply compliance with any building code requirements as this is beyond the professional expertise of the author.
12. The contents of this report are confidential and will not be disclosed by the author to any party except as provided for by the provisions of the CUSPAP and/or when properly entered into evidence of a duly qualified judicial or quasi-judicial body. The author acknowledges that the information collected herein is personal and confidential and shall not use or disclose the contents of this report except as provided for in the provisions of the CUSPAP and in accordance with the author's privacy policy. The client agrees that in accepting this report, it shall maintain the confidentiality and privacy of any personal information contained herein and shall comply in all material respects with the contents of the author's privacy policy and in accordance with the PIPEDA.
13. The author has agreed to enter into the assignment as requested by the client named in this report for the use specified by the client, which is stated in this report. The client has agreed that the performance of this report and the format are appropriate for the intended use.
14. This report, its content and all attachments/appendices and their content are the property of the author. The client, authorized users and any appraisal facilitator are prohibited, strictly forbidden, and no permission is expressly or implicitly granted or deemed to be granted, to modify, alter, merge, publish (in whole or in part) screen scrape, database scrape, exploit, reproduce, decompile, reassemble or participate in any other activity intended to separate, collect, store, reorganize, scan, copy, manipulate electronically, digitally, manually or by any other means whatsoever this appraisal report, appendices, all attachments and the data contained within for any commercial, or other, use.
15. If transmitted electronically, this report will have been digitally signed and secured with personal passwords to lock the appraisal file. Due to the possibility of digital modification, only originally signed reports and those reports sent directly by the author can be reasonably relied upon.
16. Where the intended use of this report is for financing or mortgage lending or mortgage insurance, it is a condition of reliance on this report that the authorized user has or will conduct lending, underwriting and insurance underwriting and rigorous due diligence in accordance with the standards of a reasonable and prudent lender or insurer, including but not limited to ensuring the borrower's demonstrated willingness and capacity to service his/her debt obligations on a timely basis. Liability is expressly denied to those that do not meet this condition. Any reliance on this report without satisfaction of this condition is unreasonable.
17. Unless specifically stated, the value conclusions contained in this report applies to the real estate only, and does not include personal property, machinery and equipment, trade fixtures, business value, goodwill or other non-realty items. This report is limited to surface rights only and does not include any inherent subsurface or mineral rights. Income tax considerations have not been included or valued unless so specified in this report. No representations are made as to the value changes that may be attributed to such considerations.
18. It is assumed that legal, engineering, or other professional advice, as may be required, has been or will be obtained from properly qualified legal professional sources and that this report will not be used for guidance in legal or technical matters such as, but not limited to, the existence of encroachments, easements or other discrepancies affecting the legal description of the property. It is assumed that



there are no concealed or dubious conditions of the subsoil or subsurface waters including water table and flood plain, unless otherwise noted.

19. It is assumed that any and all liabilities that might accrue against the real estate such as taxes, hypothecs, contracts or services of any kind, are paid when due. Taxes and other fees (e.g. broker commissions) incurred during the hypothetical sale of the real estate are not addressed in this report.
20. This report may contain estimates of future financial performance, estimates or opinions that represent the author's view of reasonable expectations at a particular point in time, but such information, estimates or opinions are not offered as predictions or as assurances that a particular level of income or profit will be achieved, that events will occur, or that a particular price will be offered or accepted.

Actual results achieved during the period covered by our prospective financial analyses will vary from those described in this report, and the variations may be material.

21. This report assumes that the property will be competently managed, leased and maintained by financially sound owners over the expected period of ownership. This engagement does not entail an evaluation of management's or owner's effectiveness, nor is the author or Altus responsible for future marketing efforts and other management or ownership actions upon which actual results will depend.
22. The value is based on the purchasing power of the Canadian dollar as of that date.
23. The issuance of a draft report is for the initial review of findings by the client and is provided provisionally and subject to completion of the final report.

It is on no account to be published or disclosed or used for any other purpose than review by the client.

Altus accepts no liability for the misuse of a draft report.

Amendments to the report may be considered if new information subsequently comes to light, although additional fees may accrue in the analysis of this information.

If within **one week** of delivery of the draft PDF there have been no further comments or queries, the author and Altus Group consider this as the Client's tacit approval of the contents and opinions expressed therein and the final report will be issued accordingly.

Definitions

Altus InSite Investment Trends Survey

Altus InSite undertakes a survey of the Canadian real estate industry to determine the informed consensus opinion on investment performance trends and valuation parameters from Canada's key investors, lenders and other opinion leaders. The results of this quarterly survey are presented online as a series of data reports and charts for the Office, Retail, Industrial and Multiple Unit Residential asset classes for seven major markets across Canada.

Highest and Best Use

Highest and best use may be defined as:

“The reasonably probable use of a property, that is physically possible, legally permissible, financially feasible and maximally productive, and that results in the highest value.”¹

The highest and best use of both land as though vacant and the property as developed must meet four criteria. The highest and best use must be:

Physically Possible: The size, shape, terrain and soil conditions of a parcel of land affect its physical utility and adaptability. The size, design and condition of an improved property may suggest that rehabilitation, conversion or demolition is in order

Legally Permissible: Depends on public restrictions such as zoning, building codes, historic preservation regulations and environmental controls, as well as the private or contractual restrictions found in deeds and long-term leases

Financially Feasible: Uses that should produce returns that exceed the income required to satisfy operating expenses and debt service (interest and amortization)

Maximum Return: Among financially feasible uses, the use that produces the highest price or value consistent with the rate of return warranted by the market.

Fee Simple²

An interest consisting in absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, expropriation, police power and escheat.

¹ *Canadian Uniform Standards of Professional Appraisal Practice*, Appraisal Institute of Canada. 2020. Section 3.30

² *The Appraisal of Real Estate: 3rd Canadian Edition*. Vancouver. University of British Columbia Real Estate Division. 2010. Section 6.2

Leased Fee³

An ownership interest held by the landlord with the rights of use and occupancy conveyed by the lease to others. The rights of the lessor (the leased fee owner) and the leased fee are specified by contract terms contained with the lease.

Leasehold⁴

The interest held by the lessee (the tenant or renter) through a lease conveying the rights of use and occupancy for a stated term under certain conditions.

Liquidity

I have provided my opinion on the liquidity of the subject property if it were placed on the open market for sale. The summary shows a single-word description from Excellent through Poor, explained as follows:

Excellent Liquidity

- May achieve a price above market value and within a brief marketing period
 - ▶ High competition among buyers, keen and able to make an acquisition
 - ▶ Rare availability of similar assets
 - ▶ A high availability of both debt and equity
 - ▶ Brief marketing period is possible
 - ▶ Evidence of similar properties achieving price above a common view of market value
 - ▶ Overwhelming strengths of investment character

Good Liquidity

- Likely to achieve market value within a reasonable marketing period
 - ▶ Buyers, keen and able to make an acquisition
 - ▶ Restricted availability of similar assets
 - ▶ A good availability of both debt and equity
 - ▶ Reasonable marketing period and brokerage effort required in order to achieve market value
 - ▶ High confidence of brokers able to achieve market value estimate
 - ▶ Similar properties demonstrate pricing at a common view of market value
 - ▶ Investment character strengths outweigh the weaknesses

Modest Liquidity

- Value may be difficult to achieve; a more extensive marketing period may be required
 - ▶ Selective and few buyers
 - ▶ Demand/supply of investment opportunities is in balance
 - ▶ A good availability of debt but at higher margins
 - ▶ More cautious sources of equity
 - ▶ Strengths and weaknesses of investment character offset each other
 - ▶ More extensive marketing effort required in order to achieve value
 - ▶ Similar properties demonstrate pricing at a common view of market value

³ *The Appraisal of Real Estate: 3rd Canadian Edition. Vancouver. University of British Columbia Real Estate Division. 2010. Section 6.4*

⁴ *Ibid.*

Poor Liquidity

Value is difficult to gauge and achieve notwithstanding an extensive marketing period

- ▶ Very few buyers and limited to a speculative nature only
- ▶ Unusual assets, or high, or potentially high availability of similar assets
- ▶ Poor availability of debt even at higher margins
- ▶ Very cautious sources of equity
- ▶ Limited trading activity
- ▶ Extensive marketing period required
- ▶ Overwhelming weaknesses of investment character
- ▶ Low broker confidence

Market Value

Market Value is defined by the Appraisal Institute of Canada in the *Canadian Uniform Standards of Professional Appraisal Practice* as:

“The most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in other precisely revealed terms for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress.”⁵

Implicit in this definition are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- ▶ buyer and seller are typically motivated;
- ▶ both parties are well informed or well advised, and acting in what they consider their best interests;
- ▶ a reasonable time is allowed for exposure in the open market;
- ▶ payment is made in terms of cash in Canadian dollars or in terms of financial arrangements comparable thereto; and
- ▶ the price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Exposure Time

Exposure Time is an estimate of the length of time that the property interest being appraised would have been offered on the market before the hypothetical consummation of a sale at the estimated value on the effective date of the appraisal.

Exposure Time is a retrospective estimate based upon experience and the opinions gathered from real estate brokers active in the field. The estimate of time period for reasonable exposure is not intended to be a prediction, but is an estimate of the amount of time that the property would have required to be exposed for sale on the open market in an appropriate manner, and using an experienced broker.

⁵ *Canadian Uniform Standards of Professional Appraisal Practice*, Appraisal Institute of Canada. 2020. Section 3.44

Appendix B Visual Identification

Photographs of Subject Property

Photographs of Subject Property



View of the subject looking northwest from Winston Churchill Boulevard



View north along Winston Churchill Boulevard from the subject



View of the subject looking west from Winston Churchill Boulevard



View of the subject looking northwest from Winston Churchill Boulevard



View of the subject looking north from Collista Court



View of the subject looking southwest from Winston Churchill Boulevard

Appendix C Economic Overview

Ontario Overview

#AltusEconomicFlash - Ontario									
	Expected Trend*	Snapshot	Analysis	Ontario	Canada				
GDP 	▼ 2019		<p>Following a year of modest growth in 2019 weigh down by subdued housing growth and trade uncertainty, economic growth is expected to accelerate in 2020. Expect economic growth to remain steady over the rest of the forecast horizon.</p>						
	▲ 2020					<p>Annual % Change Real GDP</p>			
Employment 	▲ 2019		<p>Job gains were robust in 2019 despite modest economic growth. Over the rest of the forecast period, job growth is expected to decelerate from its lofty pace but remain strong. As trade uncertainty subsides, business investment is expected to increase, substituting labour for capital.</p>						
	▼ 2020					<p>Annual % Change Jobs</p>			
Retail Sales 	▼ 2019		<p>Retail sales growth is expected to decelerate but remain solid in 2020. Over the forecast horizon, solid employment and population growth is expected to support moderate consumer spending.</p>						
	▼ 2020					<p>Annual % Change Sales</p>			
Key Financial Trends 	<p>Trade tensions and geopolitical risks are still dampening the outlook. Low 10 year bond yields are projected through 2020 as major central banks continue to cut policy rates and increase bonds purchases in an attempt to boost inflation and stave off a recession. CAD is expected to strengthen modestly over the forecast horizon as oil prices hover around \$60 a barrel.</p>			10 year bond yield (%)	1.70	1.98	1.46	1.58	1.82
				Inflation Rate (%)	1.90	2.55	1.79	1.99	2.03
				\$ Canadian Dollar (per US\$)	0.75	0.74	0.76	0.77	0.78
	<p>Sources: • Statistics Canada • Conference Board of Canada</p>		<p>Key Takeaway: Economic growth to pick up in 2020 but remain below capacity. Job growth to remain solid but at a more sustainable pace.</p>	3-year Trend History	Last Year	This Year	Next Year	3-Year Trend Horizon	
	<p>All Forecasts by Altus Group Economic Consulting (as of Q4 2019)</p> <p>Historical data / forecasts covers Ontario and Canada</p>			2015-2017	2018	2019	2020	2021-2023	
<p>* Expected Trend shows rise, steady or fall in rate of growth</p>				<p>Contact: economics@altusgroup.com</p>					

Economic Trends - Ontario

Economic Conditions

- Ontario's economy is forecasted to grow at a pace just below 2.0% in 2020, an improvement from 2019's performance. Despite slower global economic growth persisting into 2020 and fiscal restraint, Ontario's economy is expected to benefit from a solid labour market, accommodative credit conditions and modest exports growth. Ontario's economic conditions are projected to remain steady over the forecast horizon, aided by a stronger housing market, ratification of CUSMA (the new NAFTA), and major non-residential projects such as the Darlington refurbishment, the Gordie Howe bridge and a new petrochemical plant in Sarnia. Growth is also expected to be supported by lower interest rates, higher wages and strong population growth. Downside risks include renewed trade tensions between the U.S. and China and a global downturn that's more significant than anticipated.

Income Growth

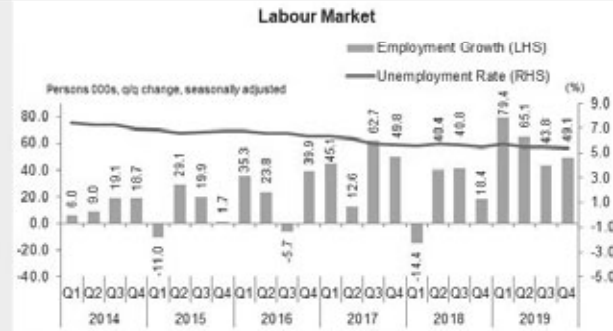
- After growing at a 4.0% average annual pace from 2015-2017, income growth accelerated to 4.9% in 2018 and 4.3% in 2019, supported by a tight labour market that pushed wages higher.
- Personal income growth to remain solid in 2020 and beyond as the labour market remains tight in the midst of steady economic growth. All told, expect income growth to remain solid over the rest of the forecast horizon as skilled labour shortages become more pronounced.



Source: Altus Group Economic Consulting based on Conference Board and Statistics Canada

Labour Market

- Employment increased in the fourth quarter of 2019 by 79,100 workers. On a year-over-year basis, employment was driven by job gains in the construction; health care & social assistance; and professional, scientific & technical services sectors. Employment totalled 7.5 million workers in the fourth quarter of 2019.
- The unemployment rate decreased slightly to 5.4% in the fourth quarter of 2019.
- Firm employment growth is likely over the forecast horizon, though not as strong as in recent years. Overall, employment is expected to increase by about 393,600 net new jobs between 2019-2023.



Source: Altus Group Economic Consulting based on Statistics Canada

Housing Market

- In the fourth quarter of 2019, work started on 17,221 new homes, 21% lower than the same period in 2018. Expect housing starts to remain strong in 2020. Starts will likely average a solid 70,600 units from 2019-2023.
- Sales of existing homes increased by 11% year-over-year in the fourth quarter of 2019, while new listings decreased by 9% in the same period. The price of existing homes increased by 9% in Q4 2019, compared to the same period in 2018.



Source: Altus Group Economic Consulting based on CMHC

Economic Trends - Ontario (Continued)

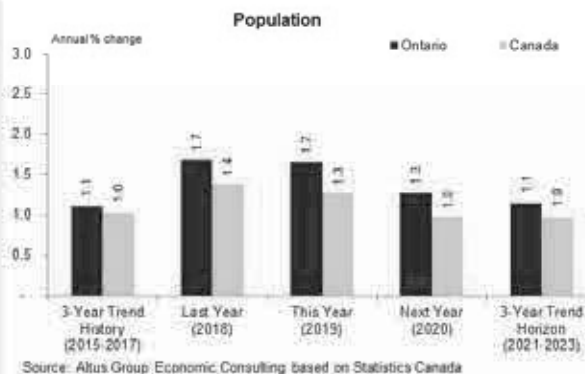
Non-residential Construction

- In the third quarter of 2019, non-residential investment decreased by 0.5% to \$4.6 billion (seasonally adjusted) compared with the previous quarter.
- The fall in non-residential spending was a result of lower levels of industrial and institutional investment.
- The outlook for spending is positive, sustained by the construction of large office projects (e.g. CIBC Square), and Ontario's ongoing \$190 billion infrastructure investment over 13 years. This significant public sector investment includes hospital and highway upgrades, new regional express rail lines, and the \$5.3 billion Eglinton Crosstown LRT line, which is scheduled for completion in 2022.



Population Growth

- Population growth was strong in 2018 and 2019, as solid economic conditions supported international migration and attracted migrants from other provinces.
- Population growth is expected to decelerate but remain relatively strong in 2020, as firm economic conditions continue to attract international and interprovincial migrants. Slower, but solid, population growth is expected from 2020 onwards.



National Economic Context

- Canada's economic growth advanced at a 1.6% average annual pace from 2015-2017, below output potential. Following robust economic growth of 3.0% in 2017, Canada's economy slowed to 2.1% in 2018 on account of international trade tensions, cooling housing markets in Toronto and Vancouver, and a low price of Western Canadian Select oil, which dampened business investment and subdued export growth. Despite impressive employment growth and signs of the housing market regaining strength, economic growth in 2019 was constrained by rising trade tensions between the U.S. and China, slowing global economic growth, China's restrictions on Canada's agricultural exports, capacity constraints distributing oil to markets, and sluggish business investment. Below potential (2%) economic growth is projected to continue into 2020 and beyond. More accommodative monetary policy, a competitive dollar, on-going U.S. demand, improved investment, government spending and the prospect of ratification of the new NAFTA should cushion the evolving economic headwinds.

Appendix D Client Pro-forma Budget

Meadowvale Pro-Forma

Project Details				
Land Area		1.46 acres	0.59 hectares	
Unit Count				
	<i>Residential Type A</i>	4	2,673 sq ft	27%
	<i>Residential Type B</i>	4	3,535 sq ft	27%
	<i>Residential Type C</i>	5	4,020 sq ft	33%
	<i>Residential Type D</i>	1	3,379 sq ft	7%
	<i>Residential Type E</i>	1	3,145 sq ft	7%
	Total	15		
Estimated Lane Length		0.00 m		
Public Road		20.00 m		
Demolition		2.00 unit		
Total Building Area				
	<i>Residential Type A</i>	10,692 sq ft	993.32 sq m	21%
	<i>Residential Type B</i>	14,140 sq ft	1,313.65 sq m	27%
	<i>Residential Type C</i>	20,100 sq ft	1,867.35 sq m	39%
	<i>Residential Type D</i>	3,379 sq ft	313.92 sq m	7%
	<i>Residential Type E</i>	3,145 sq m	292.18 sq m	6%
		51,456.00 sq ft	4,780.42 sq m	

Land Purchase Details

Land Purchase		\$	9,500,000.00
Land Transfer Tax	0.00%	\$	-
Property Tax	1.00%	\$	95,000.00

Total Land Costs	\$ 9,595,000.00
-------------------------	------------------------

Soft Costs

Professional Fees		\$	1,673,882.47
Planning Application Fees		\$	14,242.00
Development Charges		\$	946,109.80
Parkland Dedication		\$	475,000.00
Building Permit Fees		\$	70,981.18

Total Soft Costs	\$ 3,180,215.46
-------------------------	------------------------

Hard Costs

Road Extension	\$2,500.00/linear metre	\$	50,000.00
Underground Site Servicing		\$	750,000.00
Lane Construction (1)	\$2,500.00/linear metre	\$	-
Site Grading	\$2,000.00/unit	\$	30,000.00
Servicing Connections	\$20,000.00/unit	\$	300,000.00
Building Construction - residential	\$130.00/sq ft	\$	6,689,280.00

Total Hard Costs	\$ 7,819,280.00
-------------------------	------------------------

Total Cost to Construct	\$ 20,594,495.46
--------------------------------	-------------------------

Contingency (Hard and Soft)	5.0%	\$	549,974.77
		\$	21,144,470.23

Financing

Financing Charges and Fees		\$	1,365,977.99
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Total Financing	\$ 1,365,977.99
------------------------	------------------------

Net of HST Cost	\$ 22,510,448.22
------------------------	-------------------------

HST

<i>Residential Type A</i>	9.93%	\$	605,998.16
<i>Residential Type B</i>	10.21%	\$	755,012.21
<i>Residential Type C</i>	10.33%	\$	1,053,393.81
<i>Residential Type D</i>	10.13%	\$	177,315.93
<i>Residential Type E</i>	10.13%	\$	177,315.93

Total HST	\$ 2,769,036.04
------------------	------------------------

Total Project Cost	\$ 25,279,484.25
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Revenue	\$ 27,698,966.00
----------------	-------------------------

Profit	\$ 2,419,481.75
---------------	------------------------

Profit Margin (net of HST)	10.75%
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Meadowvale Pro-Forma

Revenue - Option 1

<i>Residential Type A</i>	\$	1,475,496	\$	5,901,984.00	552	552
<i>Residential Type B</i>	\$	1,799,315	\$	7,197,260.00	509	509
<i>Residential Type C</i>	\$	1,989,900	\$	9,949,500.00	495	495
<i>Residential Type D</i>	\$	1,750,322	\$	1,750,322.00	518	518
<i>Residential Type E</i>	\$	1,699,900	\$	1,699,900.00	541	541
Upgrades	\$	50,000	\$	750,000.00		
					\$	27,248,966.00

Incentives

<i>Residential Type A</i>	\$	-	\$	-		
<i>Residential Type B</i>	\$	-	\$	-		
<i>Residential Type C</i>	\$	-	\$	-		
<i>Residential Type D</i>	\$	-	\$	-		
					\$	-

Recoveries

<i>Residential Type A</i>	\$	30,000.00	\$	120,000.00		
<i>Residential Type B</i>	\$	30,000.00	\$	120,000.00		
<i>Residential Type C</i>	\$	30,000.00	\$	150,000.00		
<i>Residential Type D</i>	\$	30,000.00	\$	30,000.00		
<i>Residential Type E</i>	\$	30,000.00	\$	30,000.00		
					\$	450,000.00

\$ 27,698,966.00

Purchase Price by Unit Type

<i>Residential Type A</i>	\$	1,525,496.00	\$	6,101,984.00
<i>Residential Type B</i>	\$	1,849,315.00	\$	7,397,260.00
<i>Residential Type C</i>	\$	2,039,900.00	\$	10,199,500.00
<i>Residential Type D</i>	\$	1,749,900.00	\$	1,749,900.00
<i>Residential Type E</i>	\$	1,749,900.00	\$	1,749,900.00

Meadowvale Pro-Forma

Consultants			
Survey	\$1,500.00/unit	\$	22,500.00
Architecture		\$	60,000.00
Engineering			
	<i>Civil</i>	\$	60,000.00
	<i>Soil/Geotechnical</i>	\$	5,000.00
	<i>Noise</i>	\$	5,000.00
	<i>Structural</i>	\$0.55/sq ft	\$ 28,300.80
	<i>Traffic</i>	\$	5,000.00
	<i>Electro-Mechanical</i>	\$0.55/sq ft	\$ 28,300.80
	<i>Lighting/Utility</i>	\$	7,000.00
Planning		\$	25,000.00
Environmental		\$	3,000.00
Arborist/Landscape Architect		\$	6,000.00
Archaeological			N/A
Health and Safety	\$0.12/sq ft	\$	6,174.72
Field Review Consultant	\$0.25/sq ft	\$	12,864.00
Code Consultant	\$0.25/sq ft	\$	12,864.00
Cost Consultant	flat fee	\$	50,000.00
Legal	flat fee	\$	15,000.00
	Total		\$352,004.32
Administration & Marketing			
Project Insurance	\$3,000.00/unit	\$	45,000.00
Tarion Enrolment	\$1,250.00/unit	\$	18,750.00
Marketing	\$5,000.00/unit	\$	75,000.00
Sales Comissions	3.50%	\$	853,128.15
Project Management Fees	\$22,000.00/unit	\$	330,000.00
	Total		\$1,321,878.15
Total			\$1,673,882.47
Per Unit			\$111,592.16

Meadowvale Pro-Forma

Source of Funds

Investor Equity		\$	4,000,000.00
Deposits - Buyer (5%)	\$ 1,362,448.30		
Excess Deposits Available	\$ 1,362,448.30		
Deposits Used		\$	1,362,448.30
Deferred Sales Commission		\$	426,564.08

Total Source of Funds \$ 5,789,012.38

Project Budget \$ 22,510,448.22

Required Financing -\$ 16,721,435.84

Financing Charges

Credit Facility		\$	16,721,435.84
Lenders Charges	1.00%	\$	167,214.36
Bonding Fees	2.00%	\$	27,248.97
Interest on Construction Loan (12 months)	8.00%	\$	869,514.66
Bank Charges		\$	30,000.00
Legal Costs		\$	25,000.00
Land Loan (6 months)	8.00%	\$	247,000.00

\$ 1,365,977.99

Meadowvale Pro-Forma

Application Fees

Common Element Condo

<i>Base Fee</i>	\$13,027.00	\$13,027.00	
<i>Unit Fee</i>	\$81.00/unit	\$	1,215.00
		Total	\$ 14,242.00

Development Charges

Residential - Other Residential

<i>PDSB</i>	\$3,224.00		
<i>DPCSB</i>	\$1,343.00		
<i>Region of Peel</i>	\$36,828.83		
<i>GO Transit</i>	\$493.77		
<i>City of Mississauga - Other Services</i>	\$26,724.81		
	\$68,614.41/unit	\$1,029,216.15	
<i>Credits</i>	2	-\$137,228.82	
		Total	\$891,987.33

Area Specific Charge

<i>City of Mississauga SWM</i>	\$91,727.94/hectare	\$54,122.47	
		Total	\$946,109.80

Parkland (greater of)

5%	0.0295 hectares	\$	-
1/300 units	0.0500 hectares	\$	-
		Total	\$ -

Building Permit Fees

Group C Major Occupancy (Residential) - SDI	\$14.75/sq m	\$	70,511.18
Demolition - Group C	\$235.00/unit	\$	470.00
		Total	\$ 70,981.18

1. Assuming 2.5 bathrooms/unit with 3 fixtures per bathroom = 8 fixtures per unit
2. Assuming 1 dishwasher, 1 washer dryer set per unit = 3 appliances per unit
3. Assuming 2" service per unit



Narrative Appraisal

Residential Development

6532 Winston Churchill Blvd

Mississauga, Ontario

Effective Date: September 26, 2020

Report Date: October 13, 2020

Prepared For

Omar Khan

Managing Director

Ideal Developments

Prepared By

Vicente Gamboa, AACI, P. App

Associate Vice President, Toronto

Valuation & Advisory Services

Our File: TOR201507

October 13, 2020

Ideal Developments
68 Allstate Parkway
Markham, ON L3R9X1

Attention: Omar Khan
Managing Director

Dear Mr. Khan;

Re: Appraisal of Residential Development
6532 Winston Churchill Blvd, Mississauga, Ontario

In accordance with your request, we have inspected the above property and have carried out an Appraisal in order to estimate its current market value as is as at September 26, 2020. Based on our analysis, the current market value as is of the Fee Simple estate of the Subject Property, as of September 26, 2020 is estimated to be:

VALUE TYPE	INTEREST APPRAISED	DATE OF VALUE	VALUE
Current Market Value As Assumed - Complete	Fee Simple	September 26, 2020	\$27,150,000

The As-Complete valuation assumes the subject is improved with 15 detached dwellings with a total sellable floor area of 51,456 square feet. The development is assumed to be constructed in good workmanlike manner with superior luxury-type finishes. If these assumptions prove to be incorrect, we reserve the right to revise our value.

Due to the rapidly changing profile of the COVID-19 Pandemic, coupled with the recent nature of its declaration as a Global Pandemic there may be immediate, short and long-term effects on the commercial real estate market and broader economy. Notwithstanding the foregoing, it is understood that overall global and domestic economic activity has slowed in recent days/weeks, but this has not translated to tangible real estate data as of the effective date. The Province of Ontario is currently in Stage 3 of re-opening caused by the COVID-19 Pandemic. Our valuation assumes the economy will continue to re-open and there will be no further negative events that may impact the development timeline or project costs.

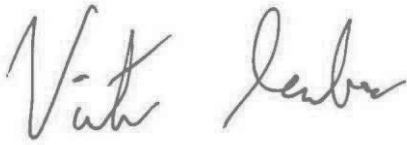
The above value estimate is based on an exposure period of 9 to 12 months, assuming the basis of a transaction involving cash to the vendor, and is subject to the Hypothetical Conditions, Extraordinary Assumptions and Extraordinary Limiting Conditions as detailed in the Terms of Reference of this report, in addition to the Ordinary Assumptions and Limiting Conditions contained in the Appendix. Any alterations to either the information provided or the assumptions in this report may have a material impact on the value contained.

This report describes the methods and approaches to value in support of the final conclusions and contains the pertinent data gathered in our investigation of the market.

Should you have any questions, we would be pleased to discuss the valuation further.

Yours very truly,

COLLIERS INTERNATIONAL REALTY ADVISORS INC.

A handwritten signature in cursive script, appearing to read "Vicente Gamboa".

Vicente Gamboa, AACI, P. App
Associate Vice President, Toronto

A handwritten signature in cursive script, appearing to read "Timour Petrov".

Timour Petrov, AACI Candidate
Associate, Toronto

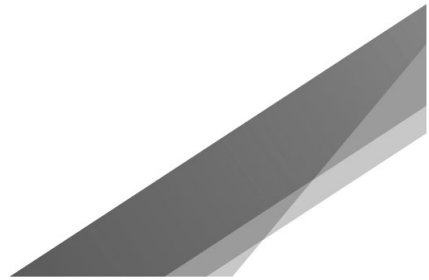


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Executive Summary



PROPERTY INFORMATION

Property Name	Residential Development
Address	6532 Winston Churchill Blvd, Mississauga
Nearest Major Intersection	Derry Rd & Winston Churchill Blvd
Purpose	Current Market Value As Is
Intended Use	First Mortgage Financing
Property Type	Land
Rights Appraised	Fee Simple
Effective Date	September 26, 2020
Site Area	Approximately 1.436 Acres (62,538 SF)
Access	The Subject has points of ingress/egress from Winston Churchill Blvd.
Services	Full municipal services are available to the Subject property. For the purposes of this report it has been assumed that there is adequate capacity for full services to be provided to a development of the Subject.
Land Use Controls	
Official Plan	Residential Low Density II
Zoning	RM3-4 (Semi-Detached Exception 4)
Highest And Best Use	As further detailed herein, the Highest and Best Use of the Subject Property is medium density residential development.

VALUATION CONCLUSIONS

Direct Comparison Approach

<u>Unit Type (Count)</u>	<u>Sell-out Value</u>
A (4)	\$1,450,000
B (1)	\$1,749,900
C (4)	\$1,799,900
D (5)	\$1,989,900
E (1)	\$1,699,900
Total (15)	\$26,398,800
Add:	
Upgrades	\$750,000
As-Complete Value (rounded)	\$27,150,000

The above value estimate is in conjunction with the Assumptions and Limiting Conditions stated within this appraisal. Of particular note are the Hypothetical Conditions, Extraordinary Assumptions and Extraordinary Limiting Conditions outlined within the Terms of Reference section.

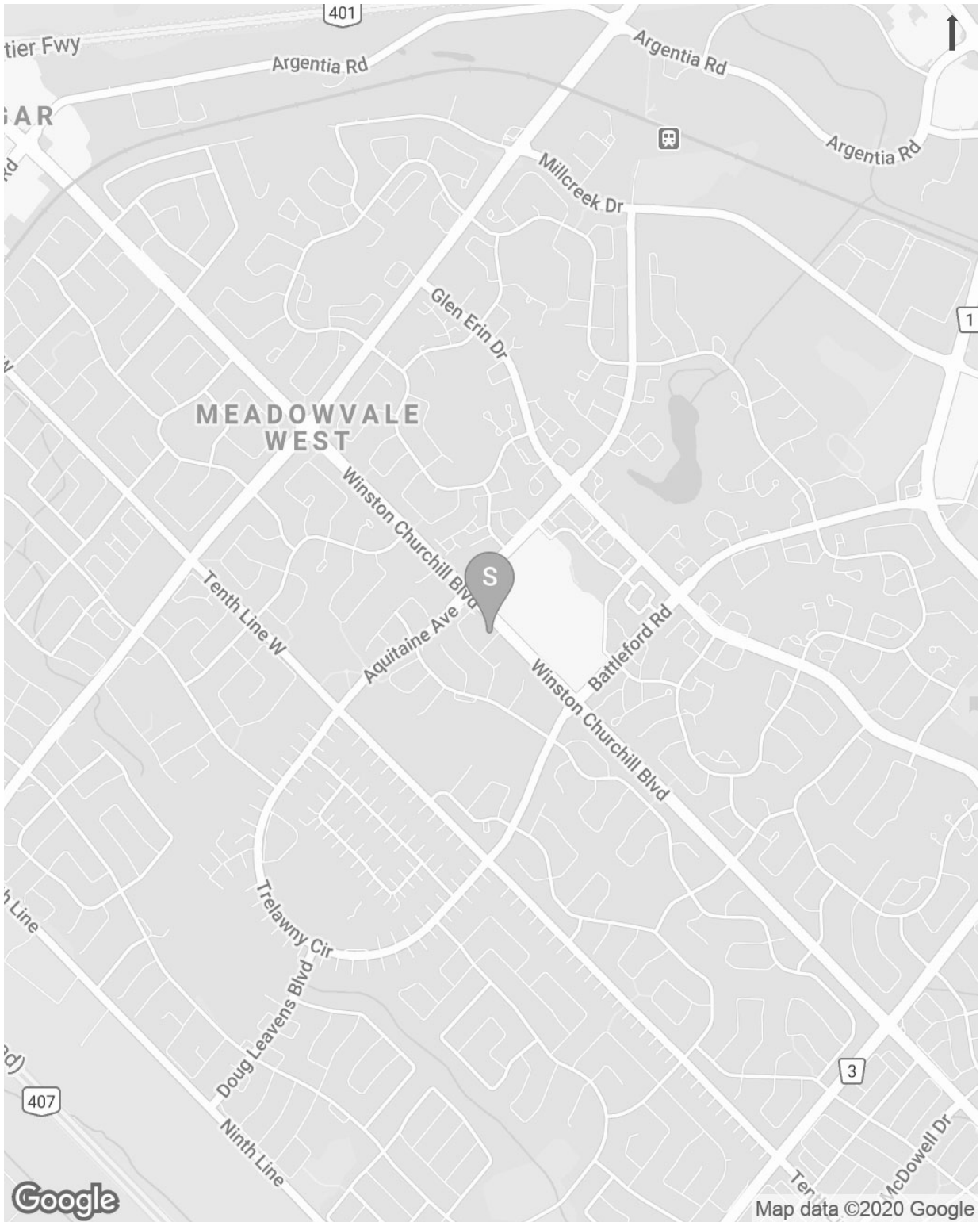
Comparable Sales

Index	Development	Address	Opening Date	Occupancy Date	Total Lots	Unit Size Range (SF)	Price Range	Status
1	Old Barber House	5155 Mississauga Road, Mississauga	Apr-19	Feb-21	4	3,168 to 4,283	\$2,399,900 to \$2,699,900	Pre-Construction
2	Tuxedo Park Boutique Towns	3123 Cawthra Road, Mississauga	Dec-19	Jun-21	2	3,080 to 3,080	\$1,849,900	Pre-Construction
3	Longview Ravine Estates	320 Derry Road West, Mississauga	Nov-18	Apr-20	18	2,850 to 3,990	\$1,319,900 to \$1,850,000	Construction
4	Cleave View Estate by the Credit (Detached Dwellings)	9330 Mississauga Road, Brampton	Jun-16	2017-12	39	2,259 to 5,295	\$1,202,490 to \$2,319,990	Under Construction
Subject	Jewels of the Meadows	6532 Winston Churchill Blvd, Mississauga	-	-	15	2,673 - 4,020	-	Pre-Construction

Regional Map



Location Map



Aerial Map



Photographs of Subject Property



VIEW OF SUBJECT SITE FACING SOUTHWEST



VIEW OF DEVELOPMENT APPLICATION NOTICE



VIEW WITHIN SUBJECT SITE NEAR SOUTHWESTERN BOUNDARY



VIEW AT SUBJECT'S SOUTHERN BOUNDARY



VIEW ALONG WINSTON CHURCHILL BLVD FACING NORTH



VIEW ALONG WINSTON CHURCHILL BLVD FACING SOUTH

Terms of Reference

Client and Intended User

The Client of this appraisal is Ideal Developments, and the Intended User is Ideal Developments

Purpose and Intended Use of Report

The purpose of this valuation is to estimate the current market value as is of the Subject Property described.

This appraisal is provided on a confidential basis and for the sole and exclusive use by Ideal Developments and any other Intended User specifically identified for first mortgage financing only and any third party use of or reliance on this Appraisal Report or any materials prepared by Colliers International Realty Advisors Inc. (Colliers), is strictly prohibited, except to the extent that Colliers has provided prior permission in writing, such permission to be provided or withheld in Colliers's sole and exclusive discretion. In the event that Colliers has not provided said permission Ideal Developments shall ensure and be responsible for notifying the third party in writing that it should not rely on the Appraisal Report and any use by such third party of the Appraisal Report or any materials prepared by Colliers shall be at its own risk and that Colliers makes no representations or warranties of any kind. Notwithstanding anything to the contrary, Colliers shall not owe any duty to any third party with respect to the Appraisal Report.

Land value is subjective and includes many influencing factors including service availability, land entitlements, restricted development areas and other planning, heritage and built form restrictions. The value conclusion contained is predicated upon information sourced from municipal agents, brokers and developers in the market and is subject to Hypothetical Conditions, Extraordinary Assumptions and Extraordinary Limiting Conditions as detailed within the Terms of Reference section of this report. Any alterations to either the information provided or the assumptions in this report may have a material impact on the value contained.

The appraisal report must be used in its entirety and any reliance on any portion of the appraisal report independent of others may lead to erroneous conclusions.

Indemnification and Limitation of Liability

Ideal Developments shall indemnify, defend and hold Colliers fully harmless from and against any and all claims, liabilities, damages, costs and expenses (including court costs and reasonable legal fees) resulting from or arising out of the Client's breach of the professional service agreement relating to the Appraisal Report, wrongful acts or omissions (including any failure to perform any duty imposed by law), misrepresentation, distortion or failure to provide complete and accurate information, or any unauthorized use or reliance by third parties on the Appraisal Report or any materials prepared by Colliers. Except for Ideal Developments' s indemnification obligations, neither party shall be liable to the other party for any special, consequential, punitive or incidental damages of any kind whatsoever. Moreover, to the maximum extent permitted by law, Colliers' total liability for any losses, claims or damages arising out of or connecting or relating to this agreement (under any applicable theory of law) shall be limited in the aggregate to the total sum of fees and costs received by Colliers from Ideal Developments for the applicable subject report(s).

Property Rights

The property rights appraised are those of the Fee Simple Interest. The Fee Simple Interest refers to absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, expropriation, police power and escheat.

Effective Date

The effective date of this valuation is September 26, 2020.

This Appraisal Report is prepared in the context of the market conditions and other factors (including assumptions and/or materials provided by parties and sources outside of the control of Colliers) prevailing as of the effective date. Real estate markets and assets are subject to significant volatility and change; and can be affected by numerous economic and political conditions as well as other conditions. The value contained (if any) in this Appraisal Report is made as of the effective date only and should not be relied on as of any other date without receiving prior written authorization from Colliers.

Property Inspection

The following table illustrates the Colliers professionals involved with this appraisal report, and their status with respect to the property inspection.

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
Vicente Gamboa, AACI, P. App	No	-	-
Timour Petrov, AACI Candidate	Yes	Site Only	September 26, 2020

Market Value Definition

For the purposes of this valuation, market value is defined as:

"The most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and the seller each acting prudently, knowledgeably, and for self-interest, assuming that neither is under duress."

(The Appraisal Institute of Canada "Canadian Uniform Standards of Professional Appraisal Practice". 2020 ed., p. 10)

Exposure Time

An estimate of market value is related to the concept of reasonable exposure time. Exposure time is defined as:

"The estimated length of time the property interest being appraised would have been offered on the market before the hypothetical consummation of a sale at the estimated value on the Effective Date of the appraisal."

(The Appraisal Institute of Canada "Canadian Uniform Standards of Professional Appraisal Practice". 2020 ed., p. 6)

Exposure Time is a retrospective function of asking price, property type, and past market conditions and encompasses not only adequate, sufficient and reasonable time, but also adequate, sufficient and reasonable marketing effort. Exposure time is a necessary element of a market value definition but is not a prediction of a specific date of sale.

In practice, the exposure time assumes the following:

- The property was extensively marketed. Potential purchasers could inspect the property at will.
- The owner provided interested agents with any and all relevant property information.
- Negotiations of any offers to purchase were performed in a timely manner.
- The property was maintained at a physical status equivalent to its present condition.
- Market level financing was readily available.
- The seller was not under duress.

Ongoing discussions with agents familiar with the market have indicated that properties like the Subject Property typically require a marketing period of 9 to 12 months depending on a variety of factors including its location, vacancy levels, tenant quality, size, market conditions, and motivation of the vendor/purchaser. In consideration of these factors, it is concluded that for the Subject Property to sell at the market value estimated as of the effective date of this report, an exposure period of approximately 9 to 12 months would be required.

Scope of the Valuation

This report has been written in a Narrative format, and complies with the reporting requirements set forth under the Canadian Uniform Standards of Professional Appraisal Practice. As such, all relevant material is provided in this report including the discussion of appropriate data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Additional supporting documentation concerning the data, reasoning, and analyses are retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated.

During the course of preparing this valuation, the following was completed:

- An inspection of the Subject Property and the surrounding area.
- A search of title was conducted for the limited purpose of confirming past and present ownership. Mortgages registered on title, if any, have not been examined. Investigation with respect to Subject title, encumbrances, and rights-of-way, which may or may not be registered on title have not been investigated, unless expressly noted herein. It is assumed that the Subject Property is not subject to unusual encumbrances or rights-of-way that would materially or adversely impact the market value of the property.
- Existing mortgage financing was not reviewed. The valuation herein assumed the Subject Property is free and clear of mortgage financing.
- A review of available data regarding local market conditions, local development trends, and prevailing land use development patterns.
- Verification of current land use and zoning regulations has been undertaken with reference to publicly available land use documents.
- Municipal and neighbourhood information, including tax information, were sourced as noted below and verified where appropriate and possible.
- Site area and dimensions are from information obtained from the Client Plans. Should further confirmation of site size and dimensions be required, a legal survey should be commissioned.
- A review of sales and listing data on comparable properties has been undertaken. Comparable market information was obtained from our information database and local real estate professionals knowledgeable in the Mississauga real estate market. It was confirmed, when appropriate, with public information at the Geowarehouse or the parties involved when there was reason to doubt its accuracy.

- Discussions have been held with market participants where applicable.

SOURCES OF INFORMATION	
ITEM	SOURCE
Assessment / Tax Information	MPAC
Zoning Information	City of Mississauga
Official Plan Information	City of Mississauga
Site Size Information	Client Plans
Building Size Information	Client Plans
Demographics	PinPoint.com
Comparable Information	RealNet, TREB
Legal Description	Geowarehouse

Ordinary Assumptions and Limiting Conditions

This report is subject to the Ordinary Assumptions and Limiting Conditions set forth within the Appendix to this appraisal in addition to any specific assumptions that may be stated in the body of the report. These conditions are critical to the value stated and should be thoroughly read and understood before any reliance on this report should be considered.

Extraordinary Limiting Conditions

An Extraordinary Limiting Condition refers to a necessary modification to, or exclusion of, a Standard Rule which may diminish the reliability of the report. The following Extraordinary Limiting Conditions were invoked within this report:

Due to the Coronavirus pandemic, local health authorities are strongly advising (or mandating) limited exposure to or contact with other people. Entering properties for inspection purposes is contrary to local health authority advice and is not possible at this time. This appraisal assignment was completed without physical access to the interior/exterior of this property. Property details have been identified and collected through other means as noted in this report.

As of the date of this report Canada and the Global Community is experiencing unprecedented measures undertaken by various levels of government to curtail health related impacts of the Covid-19 Pandemic. The duration of this event is not known. While there is potential for negative impact with respect to micro and macro-economic sectors, as well as upon various real estate markets, it is not possible to predict such impact at present, or the impact of current and future government countermeasures. There is some risk that the Covid-19 Pandemic increases the likelihood of a global recession, however without knowledge of further anticipated government countermeasures at the national and global levels it is not possible to predict any impact at this point in time. Accordingly, this point-in-time valuation assumes the continuation of current market conditions, and that current longer-term market conditions remain unchanged. Given the market uncertainties of the Covid-19 pandemic, a force majeure event, we reserve the right to revise the value estimation set out in this report for a fee, with an update appraisal report under a separate appraisal engagement, incorporating market information available at that time.

Hypothetical Conditions

Hypothetical Conditions are a specific type of an Extraordinary Assumption that presumes, as fact, simulated but untrue information about physical, legal or economic characteristics of the Subject Property or external conditions, and are imposed for purposes of reasonable analysis. No Hypothetical Conditions were invoked within this report.

Extraordinary Assumptions

An Extraordinary Assumption is an assumption, directly related to a specific assignment, which, if found to be false, could materially alter the opinions or conclusions. Extraordinary Assumptions presume as fact otherwise uncertain information about or anticipated changes in the physical, legal or economic characteristics of the Subject Property, or about conditions external to the Subject Property such as market conditions or trends, or the integrity of data used in the analysis. The following Extraordinary Assumptions were invoked within this report:

- The Subject Property is currently improved with a Land. It is assumed, for the purpose of this report, that the Subject Property is vacant and unimproved.
- It is assumed, for the purposes of this report, that there is adequate capacity for full services to be provided to a development of the Subject Property.
- It is assumed, for the purposes of this report that the Subject Property is not subject to any encumbrances or rights of way that would materially affect the impact of the market value of the Subject Property.
- **The As-Complete valuation assumes the subject is improved with 15 detached dwellings with a total sellable floor area of 51,456 square feet. The development is assumed to be constructed in good workmanlike manner with superior luxury-type finishes. If these assumptions prove to be incorrect, we reserve the right to revise our value.**
- *Due to the rapidly changing profile of the COVID-19 Pandemic, coupled with the recent nature of its declaration as a Global Pandemic there may be immediate, short and long-term effects on the commercial real estate market and broader economy. Notwithstanding the foregoing, it is understood that overall global and domestic economic activity has slowed in recent days/weeks, but this has not translated to tangible real estate data as of the effective date. The Province of Ontario is currently in Stage 3 of re-opening caused by the COVID-19 Pandemic. Our valuation assumes the economy will continue to re-open and there will be no further negative events that may impact the development timeline or project costs.*

Assemblage

When relevant to the assignment, CUSPAP requires that assemblage must be considered and analyzed as to the effect on value. In the instance of the Subject Property, assemblage is not considered to be a relevant factor, and the impact has not been considered and has not been analyzed within the valuation analyses contained herein.

Anticipated Public or Private Improvements

When relevant to the assignment, CUSPAP requires that anticipated public or private improvements must be considered and analyzed as to the effect on value. In the instance of the Subject Property, public or private improvements are not considered to be a relevant factor, and therefore no analysis is deemed necessary.

Personal Property

When relevant to the assignment, CUSPAP requires that personal property must be considered and analyzed as to the effect on value. In the instance of the Subject Property, personal property is not considered to be a relevant factor, and therefore no analysis is deemed necessary.

Property Data

Municipal Address

The Subject Property is municipally described as 6532 Winston Churchill Blvd, Mississauga, Ontario.

Legal Description

The Subject Property's legal description is as follows:

P.I.N.	Legal Description
132430378	PART LOT 9 CONCESSION 11 (NEW SURVEY) TRAFALGAR, DESIGNATED AS PART 1, PLAN 43R37427 CITY OF MISSISSAUGA

Current Ownership

Available data indicates the following ownership information:

PARCEL	REGISTERED OWNER	SOURCE OF TITLE INFORMATION
6532 WINSTON CHURCHILL BLVD, MISSISSAUGA	IDEAL (WC) DEVELOPMENTS INC.	Geowarehouse

Ownership History

Ownership of the property last transferred on January 20, 2014. According to the information available, the current owner, IDEAL (WC) DEVELOPMENTS INC, acquired the property from IDEAL (WC) DEVELOPMENTS INC for the reported consideration of \$1,155,000. Between Partners

There have been no transfers of the Subject Property within the past three years.

Source: Geowarehouse

Current Contracts

The subject lands are not currently listed for sale.

Recent Activity

Lot 10 at the subject development is currently listed for \$1,989,900 on MLS. Lot 14 is currently listed for \$1,599,997 on MLS, with the pricing subject to certain conditions. The development is being actively marketed by the builder. Presales are discussed in the Cumulative Sell-Out Value section of the report.

Title Encumbrances

For the purposes of this analysis, the instruments registered against the title(s) to the property are assumed not to have a significant effect on the property's marketability or its market value. For greater certainty a legal opinion should be solicited for a full explanation of the effects of these encumbrances. The Subject Property has been valued as if free and clear of any financing.

Realty Taxes / Assessment

The Subject Property assessment details are summarized as follows according to data provided by MPAC.

ASSESSMENT & TAXES				
ROLL NO	TOTAL 2020 ASSESSMENT	TOTAL ASSESSMENT PER SF	TOTAL 2020 TAX LEVY*	TOTAL TAX LEVY PER SF
05-15-0-080-00113-0000-0 2	\$2,436,000	\$38.95	\$19,146	\$0.31

*Based on 2020 tax bill provided by client.

Relative to the value estimated herein, the above assessment appears reasonable. We recommend a full tax review for certainty. It is assumed that the site will be reassessed upon redevelopment.

Development Summary

The subject development, marketed at the Jewels of the Meadows, includes 15 detached homes on primarily 30 and 36-foot lots. There will be two large lots with frontages of 48 and 75.5 feet respectively. The homes will have a sellable area (above ground) ranging from 2,673 to 4,020 square feet. Each home will have either 4 or 5 bedrooms, depending on the model. Summary statistics are provided below. Please see the following pages for a site plan and sample floorplans.

Unit Finishes

The client has provided plans and renderings that indicate the dwellings will have luxury level finishes including 10' main floor ceilings, open concept floor plans and high-end materials throughout such as wide-plank hardwood and granite counters throughout. Some dwellings will also have an elevator serving all levels. We have included a list of finishes and features on the following pages.

Project Details		
Land Area	1.46 acres	0.59 hectares
Unit Count		
<i>Residential Type A (Detached 2673 sf)</i>	4	2673
<i>Residential Type B (Detached 3379 sf)</i>	1	3379
<i>Residential Type C (Detached 3535 sf)</i>	4	3535
<i>Residential Type D (Detached 4020 sf)</i>	5	4020
<i>Residential Type E (Detached 3145 sf)</i>	1	3145
Total	15	
Estimated Lane Length	0.00 m	
Public Road	20.00 m	
Demolition	2.00 unit	
Total Building Area		
<i>Residential Type A (Detached 2673 sf)</i>	10,692.00 sq ft	993.32 sq m
<i>Residential Type B (Detached 3379 sf)</i>	3,379.00 sq ft	313.92 sq m
<i>Residential Type C (Detached 3535 sf)</i>	14,140.00 sq ft	1,313.65 sq m
<i>Residential Type D (Detached 4020 sf)</i>	20,100.00 sq ft	1,867.35 sq m
<i>Residential Type E (Detached 3145 sf)</i>	3,145.00 sq ft	292.18 sq m
	51,456.00 sq ft	4,780.42 sq m

Planning Status

An application (File No. SP 20 86) to construct a 15-lot subdivision for detached dwellings was submitted to the City of Mississauga in 2020. According to the City website and correspondence between the client and the City, this application is currently under review.

Previously, a site plan application (File No. SP 15 117) was submitted in 2015 to develop 20 semi-detached dwellings. Approval for this application was withheld.

Features List

EXTERIOR FEATURES

Architecturally controlled preselected exterior colour schemes that create a harmonious streetscape.
 Architecturally designed and controlled front elevations with stone base, accented with combinations of stucco or premium brick including sides and rear, as per elevation.
 Heritage-style panelled sectional roll-up garage doors with window lites equipped with quality hardware for smooth operation. Automatic garage doors equipped with high-quality, heavy-duty hardware.
 Decorative aluminum railing on second floor balcony, as per elevation.
 Pre-finished maintenance-free aluminum or vinyl soffits, fascias, eavestroughs and downspouts.
 Thermally insulated, single-entry main door, as per plan.
 Brushed nickel door hardware including a grip-set and deadbolt lock, and exterior coach light(s) (as per plan).
 Metal insulated garage access door to house, as per plan, if grade permits.
 Maintenance-free Low-E Argon vinyl clad casement windows throughout.
 Two (2) exterior hose bibbs; one in garage and one at rear of home, location determined by Vendor.
 Self-sealing asphalt shingles.
 Asphalt base and top coat driveway.
 Interlocking pavers installed along length of driveway, as per plan.
 Rear and side entries to receive pre-cast pavers, where applicable.
 Address plate installed on front elevation, as per plan.
 Fully sodded front and rear lot, as per plan.

CONSTRUCTION FEATURES

Acoustically controlled party walls between units.
 Tongue and groove subfloors glued.
 Spray foam insulation in garage ceiling below liveable areas.
 Poured concrete garage floor.
 Garage to be drywalled and taped to a rough finish, excluding exposed poured/block concrete.
 Structurally sound exterior wall construction.
 Exterior walls are insulated to R24, basement walls to R22, attics to R50. All insulated areas are to be covered by poly vapour barrier.
 Air/vapour barrier wrapped exterior.
 Weather-stripping on all exterior doors and windows.
 Continuous vapour barrier and draft-proof electrical boxes on all exterior walls for increased air tightness and energy conservation.
 Poured concrete basement walls, with quality water-proofing membrane and weeping tiles.
 Concrete floor in mechanical room with drain located near hot water tank.
 All ductwork professionally cleaned prior to closing.

INTERIOR FEATURES

10' main floor ceilings and 9' ground and third floor ceilings, except in sunken or raised areas, stairways and where there are raised, dropped or cathedral ceilings.
 Approximately 8' basement ceiling, excluding low headroom areas due to mechanical runs and/or dropped areas.
 Smooth ceilings throughout.
 Ten (10) pot lights throughout main floor.
 Dropped ceilings and bulkheads over kitchen cabinets and finished areas due to mechanical requirements, where applicable.
 Stained oak staircases, veneer stringer and risers from the ground floor to second and third floors, as per Vendor's standard specifications.
 2 5/8" grooved handrail with 3" post, 4" oak nosing and 1 3/4" oak pickets, as per Vendor's standard specifications.
 Choice of two interior quality paint colours, as per Vendor's standard specifications.
 All trim and doors to be painted white, as per standard specifications.
 Wire shelving installed in closets, as per plan.

WINDOWS, DOORS AND MILLWORK

Two-panel interior passage doors and closet doors installed throughout, as per plan
 Interior two-panel interior swinging doors, except where indicated as sliding doors, not applicable to cold storage or exterior areas.
 Satin Nickel lever passage set to all interior doors throughout finished areas.
 3" casing with backband on all swing doors, and 5 1/4" baseboards painted white throughout with doorstop located at all doors
 Doors, windows and full archways to be trimmed, as per plan.

GOURMET KITCHEN FEATURES

Choice of quality kitchen cabinet styles with colour-coordinated kick-plates from vendor's standard specifications.
 Extended height kitchen uppers complete with crown moulding.
 Extended depth fridge upper cabinet, as per plan.
 Stainless steel fridge, stove, dishwasher and range with hood fan, as per Vendor's standard specifications.
 Granite kitchen countertop from Vendor's standard samples.
 Kitchen island with base cabinets plus extended flush breakfast bar, as per plan.
 Double stainless steel undermount sink with pull out spray.
 Electrical outlets at counter level for two small appliances.
 Electrical & plumbing rough-in for dishwasher, dishwasher space provided, as required.
 Heavy-duty receptacle for stove and refrigerator.

LUXURIOUS BATHROOM FINISHES

Quality bathroom cabinetry with colour-coordinated kick-plates in a variety of finishes, as per Vendor's standard samples.
 Single or double vanity with sink(s), as per plan and Vendor's standard specifications.
 Granite countertop in master ensuite with undermount sink, as per plan and Vendor's standard specifications.
 Separate frameless glass shower in Master Ensuite bathroom to receive waterproof light fixture, as per plan.
 Bathroom granite countertop to be selected from Vendor's standard samples.
 Bathrooms include 5" acrylic tub with full height ceramic wall tile or shower enclosure with full height ceramic wall, as per plan and Vendor's standard specifications.
 Low-flush water saving toilets.
 Water saving shower heads on all showers with pressure balance valves.
 Bathroom accessories in all bathrooms to include toilet paper holder and towel holder, as per plan.
 Mirrors in all bathrooms, as per standard specifications.
 Light fixture installed above mirror, as per Vendor's standard specifications.
 Exhaust fan vented to exterior in all bathrooms.
 Privacy lock on all bathroom and powder room doors.

LAUNDRY ROOM ACCENTS

Full-sized, front load white washer and dryer, as per plan.
 Hot and cold laundry taps for washer with heavy-duty wiring for dryer.
 Wiring and outside venting for dryer, location determined by Vendor.
 White melamine upper laundry cabinets, as per plan.

FEATURES AND FINISHES

FLOORING

Quality 4 1/4" wide pre-finished stained engineered oak hardwood flooring throughout ground floor, second floor and third floor hallways excluding all tiled areas, as per vendors standard sample.

Quality Berber carpet in all bedrooms, as per plan and Vendor's standard specifications.

3/4" plywood sub-floor tongue and groove throughout main and second floors.

Metal edge is installed where engineered hardwood abuts tiled surfaces.

12" x 24" ceramic or porcelain tile in foyer, kitchen, laundry and bathrooms/powder rooms, as per plan and Vendor's standard specifications.

All upper floor laundry areas to include a floor drain, as per plan.

ELECTRICAL/HEATING & COOLING

100 AMP electrical services with circuit breaker panel and copper wiring throughout.

All wiring in accordance with Ontario Building Code (OBC) and Electrical Safety Authority (ESA).

Interior ceiling light fixtures to all rooms. All fixtures selected by Vendor.

Garage and Exterior electrical outlets located as follows: 2 in garage walls (one dedicated for central vacuum), 1 in garage ceiling (one for each garage door opener), 1 waterproof outlet at front and rear of house (as per plan).

White Decora® switches and plugs throughout.

Hard-wired built-in smoke detectors and carbon monoxide detectors on all floors, locations may vary.

Rough-in for Cable T.V. location determined by Vendor.

Rough-in for Telephone cable location determined by Vendor.

Programmable thermostat centrally located on second floor, location determined by Vendor.

Gas-fired water heater (purchaser rental).

Quality high-efficiency forced air gas furnace complete with central air conditioning.

Rough-in central vacuum system, for a minimum of two outlets.

Electric doorbell at front entry.

Heavy-duty wiring and outlet for stove and washer and dryer.

Shut-off valves in kitchen and bathrooms.

Ground fault interrupter protection in all bathrooms and powder room.

Central air conditioning system.

SUSTAINABLE FEATURES

Main entry door(s) with thermal insulation to reduce heating and cooling energy consumption.

Caulking and weather-stripping on insulated fiberglass and metal entry doors.

Upgraded colour-coordinated, Energy Star® rated, Low-E Argon filled vinyl casement windows throughout.

Toilets in your home have a low flush, reducing your water consumption.

Energy Star® exhaust fans in all bathrooms.

Programmable thermostat for optimal energy savings

Energy Star® rated HVAC system with gas-fired water heater (purchaser rental)

Low-emitting Berber carpets are installed in your home that reduce the volume of volatile organic compounds (VOCs) in the air.

Interior lights LED Energy Star® qualified bulbs.

Homes are constructed with a continuous vapour barrier and draft-proof electrical boxes on all exterior walls for increased air tightness and energy conservation.

Exterior walls are insulated to R24, basement walls to R22, attics to R50. All insulated areas are to be covered by poly vapour barriers.

Air/vapour barrier wrapped exterior.

High performance basement includes a TYVEK-type air barrier installed on basement walls for improved humidity control (excluding cold cellar) and R22 basement wall insulation, height as per O.B.C.

All heating and cooling ductwork located in basement will be taped at connection joints.

SECURITY FEATURES FOR YOUR PEACE OF MIND

Rough-in for security system wiring to main level door and windows, plus one motion detector.

Hinges and striker plates reinforced with long screws.

CUSTOMER FRIENDLY UPGRADE PROGRAM

A private Interior Design consultation at Ideal Décor Studio to select colours and upgrade finishes for the home.

IDEAL DEVELOPMENTS HOME WARRANTY PROGRAM

Ideal Developments is committed to providing excellent customer service under the guidelines of the TARIION WARRANTY CORPORATION, with the following coverage:

- i. The home is free from defects in workmanship and materials for one (1) year.
- ii. The home is free of defects in workmanship and materials on electrical, plumbing, heating delivery and distribution systems, exterior cladding, caulking, windows and doors, and the building envelope and basement remains free from water penetration for two (2) years.
- iii. The home is warranted against all major structural defects for seven (7) years.

CONDITIONS

All plans, elevations and specifications are subject to modification from time to time by the vendor according to the Ontario Building Code, National Building Code and Architect.

The Vendor will not allow the purchaser to do any work and/or supply any material to finish the dwelling before the "Home Closing Date"

Purchaser agrees to pay TARIION enrollment fee based on purchaser price herein.

Purchasers are notified that side door (where applicable) may be lowered or eliminated to accommodate side yard drainage as per grading or municipality requirements. House types subject to final approval by the municipality or developer's architectural committee and final siting and approval by the Vendor's architect.

The purchaser shall indemnify and save the Vendor, its' servants and agents, harmless from all actions, claims and demands for upon or by reason of any relatives, workmen, and agents, who have entered on the real property or any subdivision or which the rear property forms a part of, whether with, or without authorization, express or implied, by the Vendor.

Variations from Vendor's samples may occur in finishing materials, kitchen and vanity cabinets, floor and wall finishes due to normal production process.

Purchaser's choice of interior colours and materials to be chosen from the Vendor's standard specifications if not yet ordered or installed provided that the colours and materials are chosen by the purchaser within 10 days of notification by the vendor. Otherwise, the vendor reserves the right to choose the colour and/or materials.

The basement cannot be finished within the first two years of ownership as warranty will be voided.

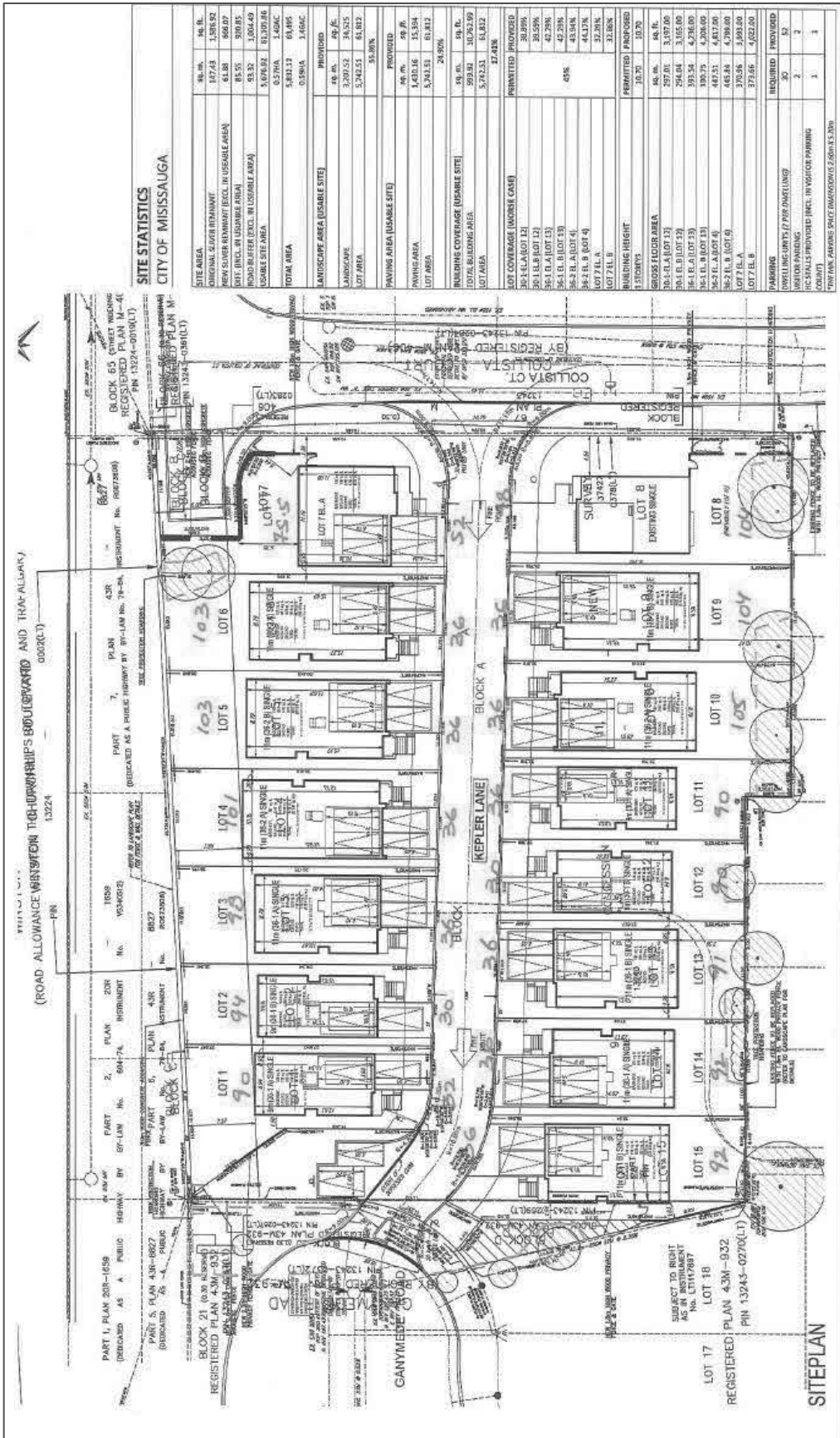
The Vendor shall be entitled to reverse the plan of the house being constructed.

The Vendor is not responsible for shade difference occurring from different dye lots on all materials such as ceramic tile or broadloom, roof shingles, hardwood flooring, wood stairs, railing, kitchen cabinets, countertops or exterior materials. Colours and materials will be as close as possible to Vendor's samples but not necessarily identical. Purchasers may be required to reselect colours and/or materials from the Vendor's samples as a result of unavailability or discontinuation.

Location and size of windows and doors may vary due to grading conditions. All dimensions are approximate. Furnace and hot water tank may vary.

Prices and specifications are subject to change without notice. Vendor has the right to substitute materials of equal or better value. A wide variety of upgrades and options are available. E. & O.E., May 2017.

Site Plan



Elevation: 36-Foot Lots

FRONT ELEVATION A

LEFT SIDE ELEVATION A

REAR ELEVATION A

RIGHT SIDE ELEVATION A

CLIENT:	IDEAL DEVELOPMENTS																								
PROJECT:	MEADOWVALE LANE CITY OF MISSISSAUGA																								
REVISIONS:	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>1</td><td>APR. 2018</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>2</td><td>MAY. 2018</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>3</td><td>MAY. 2018</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>4</td><td>MAY. 2018</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>5</td><td>MAY. 2018</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>6</td><td>JUN. 2019</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>7</td><td>JUN. 2019</td><td>ISSUED FOR CLIENT REVIEW</td></tr> <tr><td>8</td><td>JUL. 2020</td><td>ISSUED FOR SITE PLAN SUB.</td></tr> </table>	1	APR. 2018	ISSUED FOR CLIENT REVIEW	2	MAY. 2018	ISSUED FOR CLIENT REVIEW	3	MAY. 2018	ISSUED FOR CLIENT REVIEW	4	MAY. 2018	ISSUED FOR CLIENT REVIEW	5	MAY. 2018	ISSUED FOR CLIENT REVIEW	6	JUN. 2019	ISSUED FOR CLIENT REVIEW	7	JUN. 2019	ISSUED FOR CLIENT REVIEW	8	JUL. 2020	ISSUED FOR SITE PLAN SUB.
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AREA:	4817 sq. ft. EL. A 4799 sq. ft. EL. B																								
PROJECT NUMBER:	19-04																								
DRAWN BY:	PS																								
SCALE:	1/8" = 1'-0"																								
DRAWING NO.:	3 OF 6																								

Floorplans: 36-Foot Lots

ORISER
DESIGNS

20 RIVERBEND ROAD, UNIT 101
CONCORD, ONTARIO
PHONE: (905) 882-2111
FAX: (905) 882-1153
WWW.ORISER.CA

CLIENT: IDEAL DEVELOPMENTS

PROJECT: MEADOWVALE LANE
CITY OF MISSISSAUGA

NO.	DATE	DESCRIPTION
1	APR. 2019	ISSUED FOR CLIENT REVIEW
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7	JUN. 2019	ISSUED FOR CLIENT REVIEW
8	JUL. 2020	ISSUED FOR INTERIM SUB

MODEL: 36-02

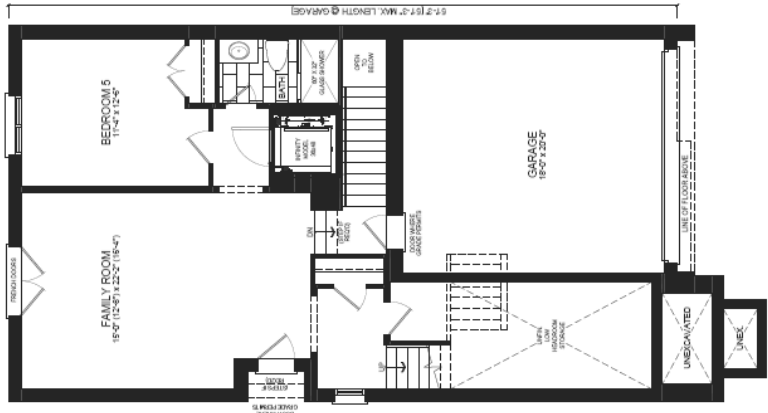
AREA:
4817 sq. ft. EL. A
4799 sq. ft. EL. B

PROJECT NUMBER: 19-04

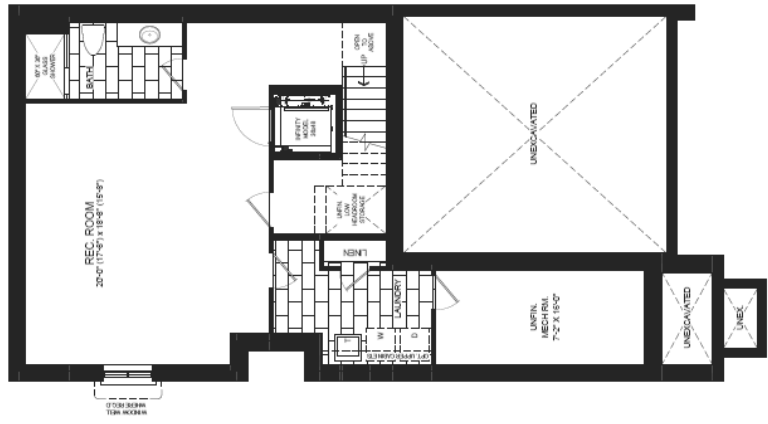
DRAWN BY: SLJKV

SCALE: 1/8" = 1'-0"

DRAWING NO.: 1 OF 6




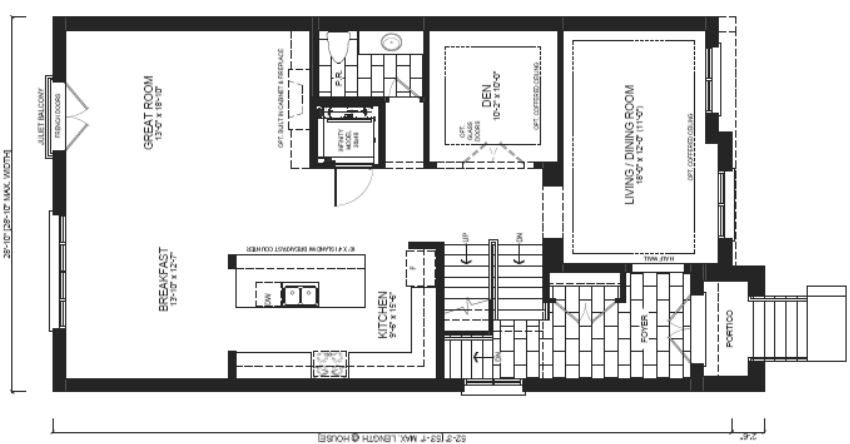
GROUND FLOOR PLAN - EL. A
GROUND FLOOR AREA = 1057 sq. ft.
OPEN TO BELOW = 12 sq. ft.
MAX. COVERAGE (45%) = 1576 sq. ft.
COVERAGE = 1542 sq. ft.
TOTAL AREA = 4817 sq. ft.
INCL. 797 sq. ft. FINISHED BASEMENT



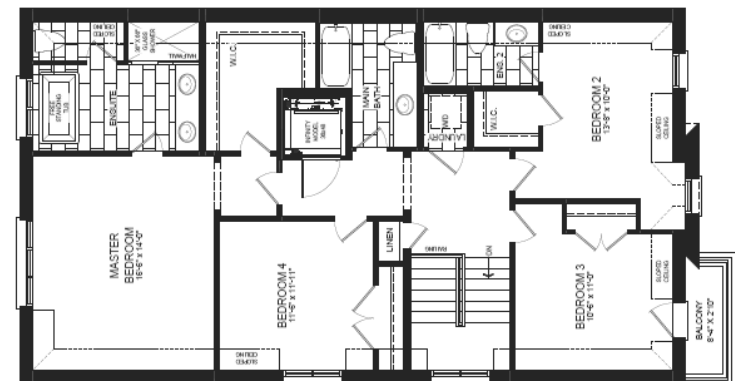
BASEMENT PLAN - EL. A = 797 sq. ft.

Floorplans: 36-Foot Lots (Continued)

 <p>20 RIVERBEND ROAD, UNIT 101 CONCORD, ONTARIO PHONE: (905) 884-2111 FAX: (905) 882-1183 WWW.URISERONE.COM</p>	<p>CLIENT: IDEAL DEVELOPMENTS</p> <p>PROJECT: MEADOWVALE LANE CITY OF MISSISSAUGA</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">REVISIONS</th> </tr> <tr> <td>1. APR. 2019 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>2. MAY. 02/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>3. MAY. 17/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>4. MAY. 23/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>5. MAY. 29/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>6. JUN. 06/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>7. JUN. 18/19 ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>8. JUL. 10/20 ISSUED FOR STEEP-LAN DUB</td> </tr> </table>	REVISIONS	1. APR. 2019 ISSUED FOR CLIENT REVIEW	2. MAY. 02/19 ISSUED FOR CLIENT REVIEW	3. MAY. 17/19 ISSUED FOR CLIENT REVIEW	4. MAY. 23/19 ISSUED FOR CLIENT REVIEW	5. MAY. 29/19 ISSUED FOR CLIENT REVIEW	6. JUN. 06/19 ISSUED FOR CLIENT REVIEW	7. JUN. 18/19 ISSUED FOR CLIENT REVIEW	8. JUL. 10/20 ISSUED FOR STEEP-LAN DUB	<p>PROJECT NO.: 36-02</p> <p>AREA: 4817 sq. ft. EL. A 4799 sq. ft. EL. B</p> <p>PROJECT NUMBER: 19-04</p> <p>DESIGN BY: SL/KV</p> <p>SCALE: 1/8" = 1'-0"</p> <p>DRAWING NO.: 2 OF 6</p>
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8. JUL. 10/20 ISSUED FOR STEEP-LAN DUB												




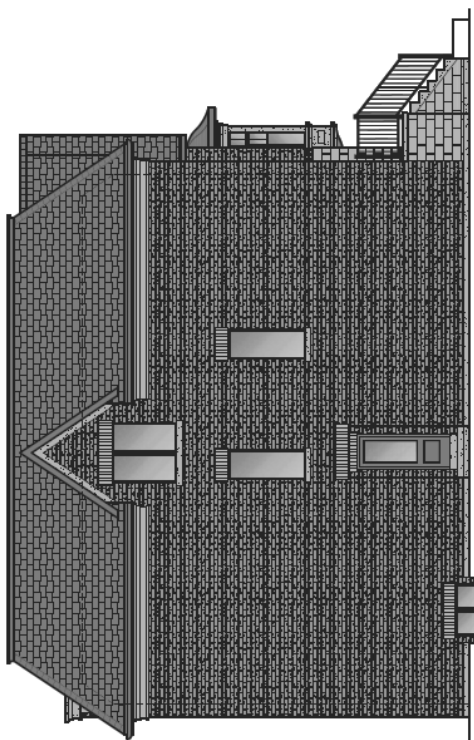
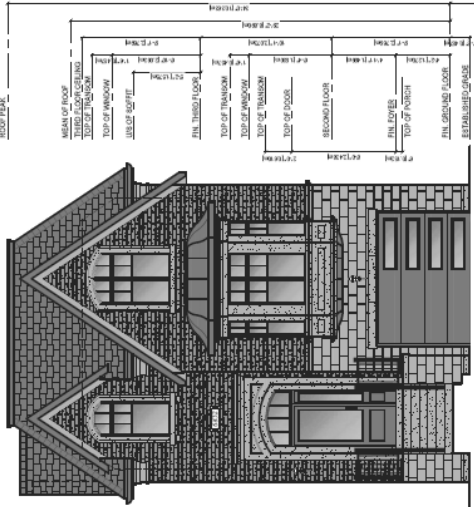
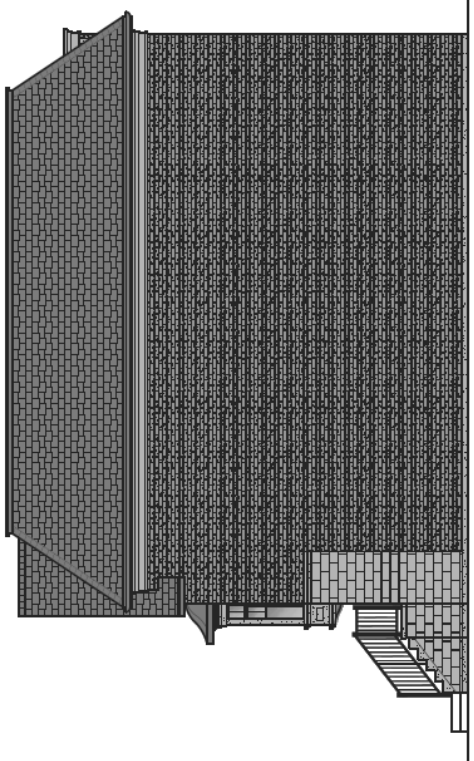
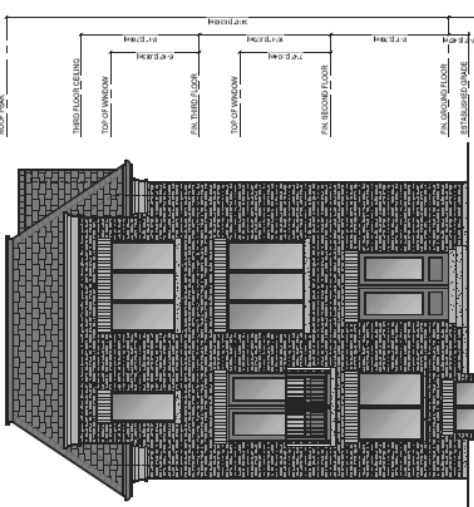
SECOND FLOOR PLAN - EL. A
SECOND FLOOR AREA = 1479 sq. ft.
OPEN TO BELOW (Incl.) = 0 sq. ft.



THIRD FLOOR PLAN - EL. A
THIRD FLOOR AREA = 1484 sq. ft.
OPEN TO BELOW (Incl.) = 0 sq. ft.

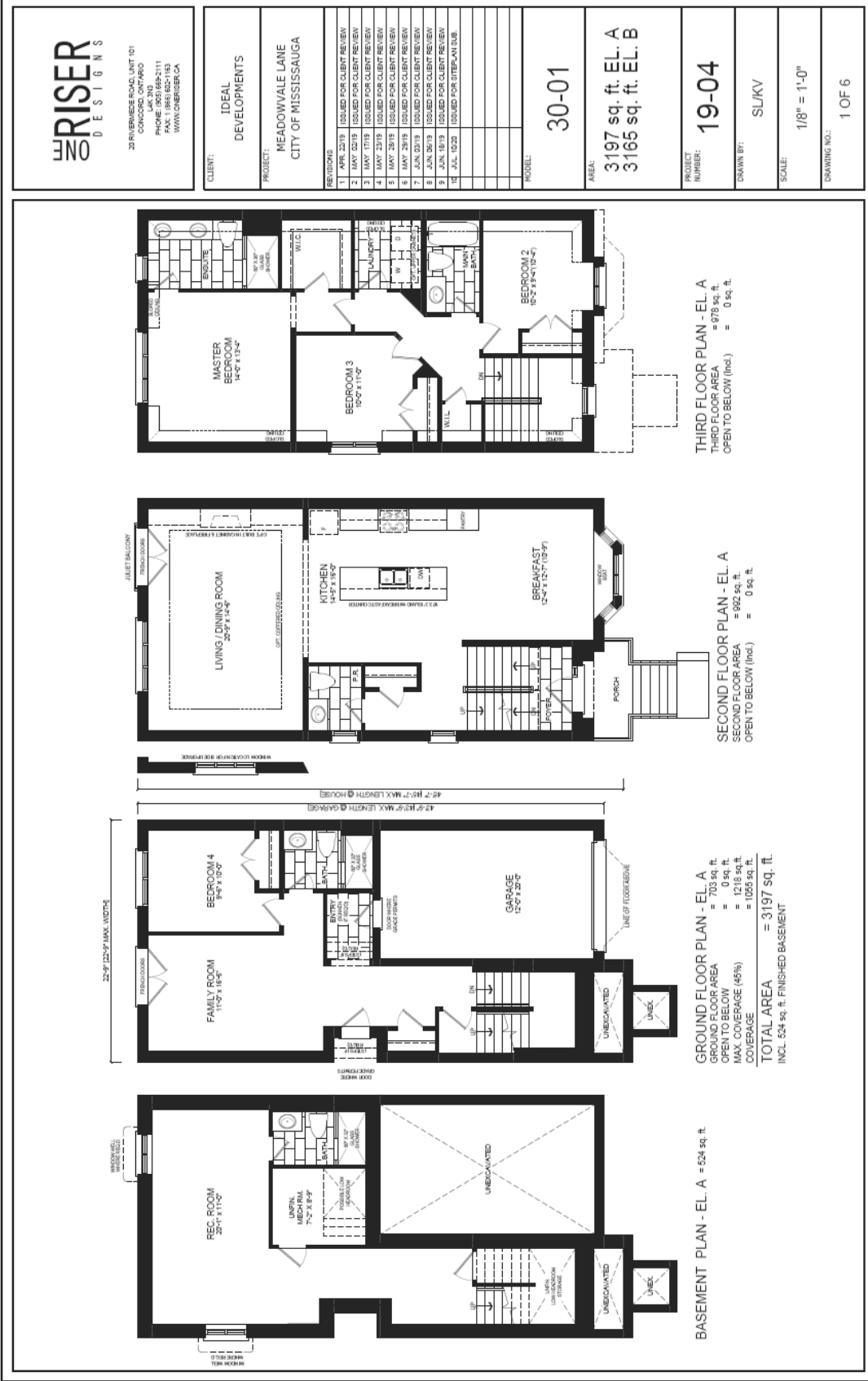
P19 - 04 - Ideal Dev - Meadowvale Architectural S19-04 - 36-02 - WD.dwg

Elevation: 30-Foot Lots

 <p>20 RIVERWIDE ROAD, UNIT 101 CONCORD, ONTARIO L9A 5K6 PHONE: (905) 882-2111 FAX: 1 (888) 882-1183 WWW.URISERONE.COM</p>	<p>CLIENT: IDEAL DEVELOPMENTS</p> <p>PROJECT: MEADOWVALE LANE CITY OF MISSISSAUGA</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">REVISIONS</th> <th style="text-align: left;">DATE</th> <th style="text-align: left;">DESCRIPTION</th> </tr> <tr> <td>1</td> <td>APR. 2019</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>2</td> <td>MAY 02/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>3</td> <td>MAY 17/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>4</td> <td>MAY 23/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>5</td> <td>MAY 29/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>6</td> <td>MAY 29/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>7</td> <td>JUN. 03/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>8</td> <td>JUN. 05/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>9</td> <td>JUN. 19/19</td> <td>ISSUED FOR CLIENT REVIEW</td> </tr> <tr> <td>10</td> <td>JUL. 02/20</td> <td>ISSUED FOR STEPHAN DUB.</td> </tr> </table>	REVISIONS	DATE	DESCRIPTION	1	APR. 2019	ISSUED FOR CLIENT REVIEW	2	MAY 02/19	ISSUED FOR CLIENT REVIEW	3	MAY 17/19	ISSUED FOR CLIENT REVIEW	4	MAY 23/19	ISSUED FOR CLIENT REVIEW	5	MAY 29/19	ISSUED FOR CLIENT REVIEW	6	MAY 29/19	ISSUED FOR CLIENT REVIEW	7	JUN. 03/19	ISSUED FOR CLIENT REVIEW	8	JUN. 05/19	ISSUED FOR CLIENT REVIEW	9	JUN. 19/19	ISSUED FOR CLIENT REVIEW	10	JUL. 02/20	ISSUED FOR STEPHAN DUB.	<p>PROJECT NUMBER: 19-04</p> <p>SCALE: 1/8" = 1'-0"</p> <p>DRAWING NO.: 2 OF 6</p>
REVISIONS	DATE	DESCRIPTION																																		
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<p>AREA: 3197 sq. ft. EL. A 3165 sq. ft. EL. B</p>	 <p>LEFT SIDE ELEVATION A</p>		<p>MODEL: 30-01</p>																																	
 <p>FRONT ELEVATION A</p>	 <p>RIGHT SIDE ELEVATION A</p>	 <p>REAR ELEVATION A</p>																																		

P19 - 04 - Ideal Dev - Meadowvale\ARCHITECTURE\LS19-04 - 30-01 - WD.dwg

Floorplans: 30-Foot Lots



P19-04 - Ideal Dev - Meadowvale ARCHITECTURAL SY9-04 - 30-01 - WD.dwg

Location Overview



The subject is located in the residential neighbourhood of Meadowvale, which is near the western boundary of the City of Mississauga. Most of the land use is characterized by low density residential development. Meadowvale is bounded by a business park node to the north and east. To the west, Highway 407 defines the urban boundary. Meadowvale is generally considered a desirable residential area, but it is somewhat less affluent than other Mississauga neighbourhoods located to the south such as Erin Mills and Streetsville.

Adjacent Land Uses

North	Medium density residential along Aquitaine Ave.
South	Low density residential, Meadowvale Islamic Centre (under construction).
East	Meadowvale Town Centre including stores: Metro, Canadian Tire etc.
West	Low density residential neighbourhood.

Major Arterial Roadways and Transit

Primary Arterials	Winston Churchill Blvd, Derry Rd, Highway 401, Highway 407
Transit	Lisgar GO Station (2.5KM NW), Meadowvale GO Station (2KM North), variety of local bus routes via MiWay (Mississauga Transit).

Summary

The subject is in an average/good residential node within an established community with good access to surrounding areas. This makes the subject a suitable site for low density residential development.

Site Description



Site Area	Approximately 1.436 Acres (62,538 SF)
Improvements	The Subject site is unimproved.
Frontage	Approximately 282 feet of frontage along Winston Churchill Blvd.
Configuration	The site is rectangular in its configuration, as shown on the site plan above.
Topography	The site is generally level with street frontage and adjoining properties.
Services	Full municipal services are available to the Subject property. For the purposes of this report it has been assumed that there is adequate capacity for full services to be provided to a development of the Subject.
Access	The Subject has points of ingress/egress from Winston Churchill Blvd.
Soil Conditions	We have not undertaken a detailed soil analysis, and as we are not qualified to comment on soil conditions, we have assumed that there are no contaminants affecting the site. However, a full environmental assessment would be required for certainty and any cost of remedy could potentially impact the reported value herein. The sub-soil is assumed to be similar to other lands in the area and suitable in drainage qualities and load bearing capacity to support the existing development.

Demographics

DEMOGRAPHICS AND STATISTICS

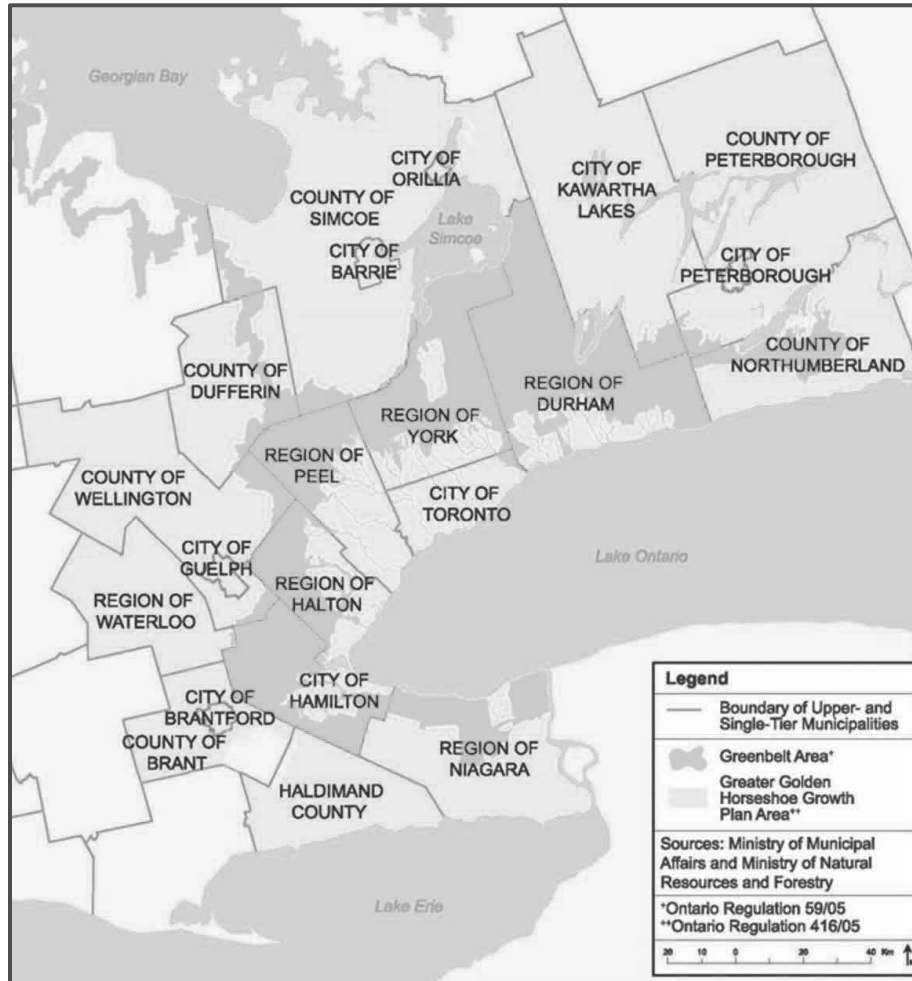
Traffic Count	24,885 daily vehicles at Derry Rd & Winston Churchill Blvd (2016 municipal counts).	
Population	1 km radius	15,719
	3 km radius	89,152
	5 km radius	167,793
Median Household Income	1 km radius	\$82,881
	3 km radius	\$102,429
	5 km radius	\$104,024

Conclusion

The site is located in the City of Mississauga in close proximity to arterial routes with good/excellent access characteristics. The Subject has a topography, shape and configuration which will likely permit development.

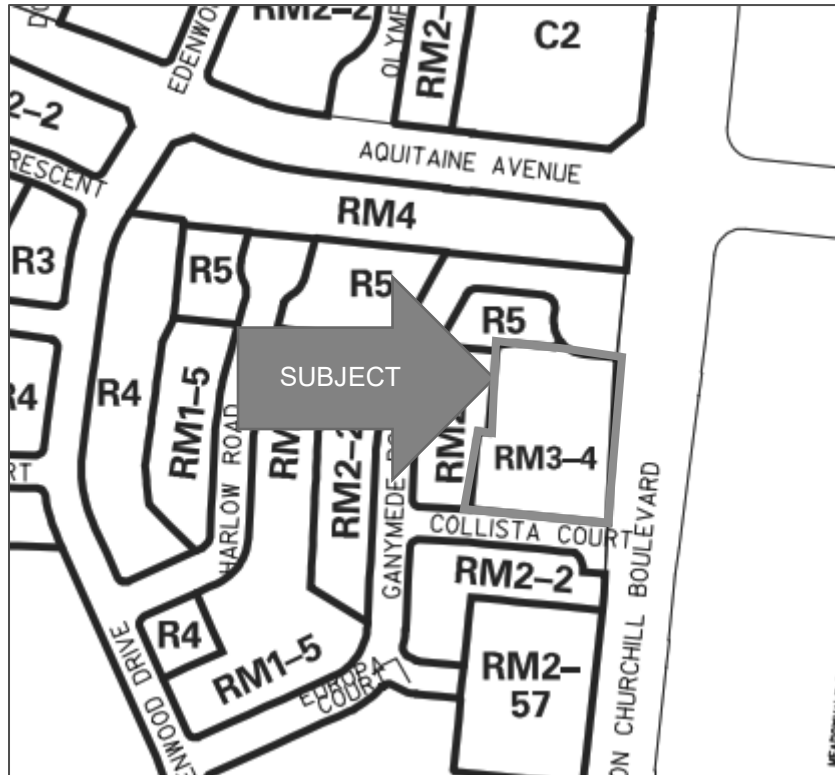
Land Use Controls

Places to Grow



Places to Grow is an Ontario Government Plan for directing growth and development in a way that supports economic prosperity, protects the environment and helps communities achieve a high quality of life. The plan, which is applicable until 2041, provides guidance in terms of expansion of urban areas, outlining of environmental areas, and growth phasing. The plan is intended to be implemented more specifically by the individual regions and municipalities within the Greater Golden Horseshoe Area. The Subject falls within an area designated by the Plan as the Greater Golden Horseshoe Growth Plan Area.

Zoning



Introduction

Zoning bylaws typically establish ranges of permitted and discretionary uses, in addition to development restrictions including such factors as maximum building heights, allowable densities, setback requirements, parking and loading limitations, signage restrictions and other items.

According to the City of Mississauga zoning bylaw 0225-2007, the property is currently classified RM3-4 (Semi-Detached Exception 4). An excerpt from the zoning bylaw is included in the appendices to this report.

A zoning summary and a listing of pertinent zoning requirements are presented below:

ZONING SUMMARY	
Municipality Governing Zoning	City of Mississauga
Zoning Bylaw Number	0225-2007
Current Zoning	Semi-Detached Exception 4 (RM3-4)
Permitted Uses	<ul style="list-style-type: none"> - The RM3 designation permits semi-detached dwellings on a common element road. - Exception RM3-4 permits detached dwellings on a common element road. - Exception RM3-4 also lists specific parking and setback requirements; please see Appendix C for further detail.
Current Use	The Subject site is unimproved.
Is Proposed Use Legally Permitted?	Yes
Zoning Change	Recently Occurred (See Discussion Below)

Zoning Conclusions

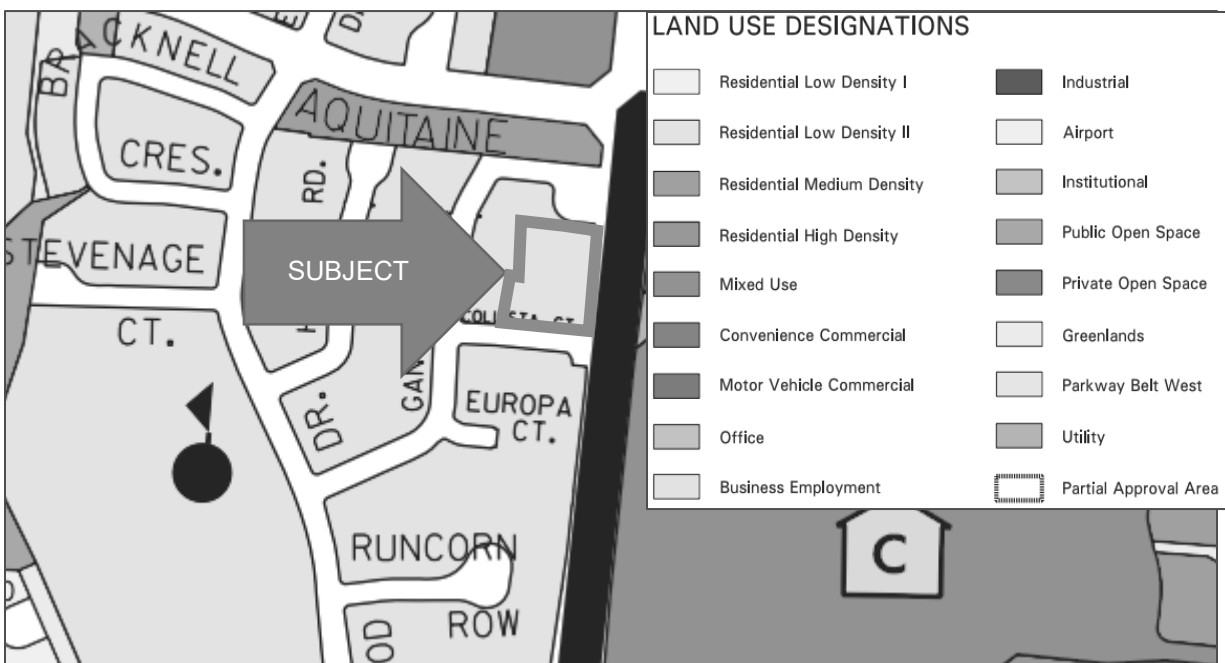
Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of analysis presented correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. Please note that this appraisal is not intended to be a detailed determination of compliance, as that determination is beyond the scope of this real estate appraisal assignment.

Zoning Bylaw exception RM3-4 was passed by the means of an LPAT Order dated February 15, 2019. This Exception permits detached dwellings along a common element roadway as an additional use. Therefore, based on our interpretation of the applicable land use/zoning bylaw, the property use appears to reflect a legally permitted conforming use. However, the authors are not technically qualified to confirm zoning compliance, and for greater certainty in this regard, written confirmation from the municipality and/or a qualified legal opinion should be obtained.

Official Plan

The most recent version of the Mississauga Official Plan is the November 2019 Consolidation. A review of the Official Plan was launched on June 10, 2019 with the goal of establishing policies to guide growth through 2051.

General Land Use Designation

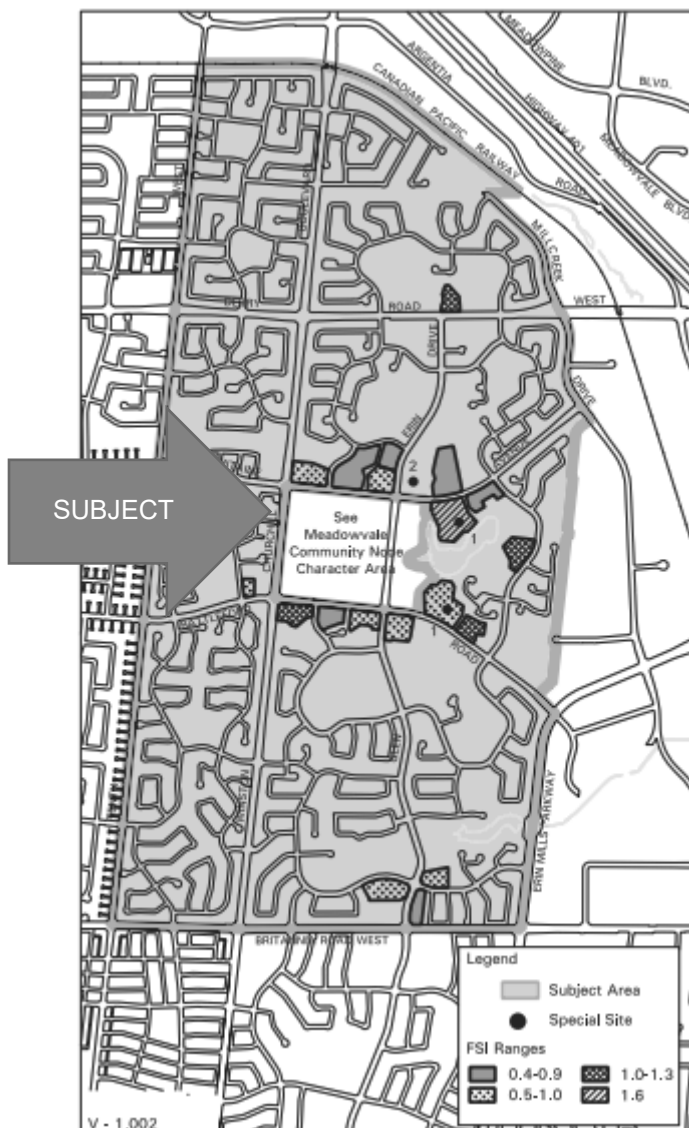


Permitted Uses

The subject site is designated as Residential Low Density II according to the City of Mississauga Official Plan. Permitted uses for this designation are as follows:

- Detached dwelling
- Semi-detached dwelling
- Duplex dwelling
- Triplexes, street townhouses and other forms of low-rise dwellings with individual frontages.

Neighbourhoods Land Use - Meadowvale



Source: Map 16-16: Meadowvale Neighbourhood Character Area

Permitted Uses

The subject is situated within the Neighbourhood of Meadowvale. This schedule specifies that lands designated Residential Low Density II will not permit triplexes, street townhouses and other forms of low-rise dwellings with individual frontages. Map 16-16 specifies the subject will have a Floor Space Index between 0.4 and 0.9 times.

Compliance

The proposed use as a development of 15 detached dwellings appears conform to the City of Mississauga Official Plan.

Market Overviews

COVID-19 Implications for Canadian Real Estate

Introduction

Various levels of Government throughout the Global Community are currently undertaking unprecedented measures aimed at mitigating/curtailing the spread and impacts of the COVID-19 pandemic. The pandemic continues to have a wide range of impact on political, social and economic infrastructure. Within the Canadian Commercial Real Estate (CRE) sector, investors, landlords and occupiers are all assessing impacts, adjusting operations, and building and executing contingency plans to support their people and their businesses.

The severity of COVID-19 on the Canadian market is not yet known, as the situation continues to unfold, and forecasts are continuously adjusting. Within the short-term, the immediate health and safety of the public is of utmost importance. It's unclear how long the spread of COVID-19 will last but the longer its time frame extends, the higher a priority it becomes for businesses to mitigate economic impact.

Shifting and volatile markets have historically led to a gap between vendor and purchaser expectations. This typically results in diminished sales activity and we expect such a situation in Q2 2020, with a reduced level of conventional arms-length transfers. Prudent investors are taking a wait and see approach as it relates to new acquisitions and potential dispositions. The introduction of government aid packages, and significant recent reductions in interest rates, will act as mitigating factors. The uncertainty and volatility of the stock market may also drive capital to commercial real estate as savvy investors take advantage of low interest rates. As the current situation evolves, the effects of these factors on economic and real estate markets will gradually become clearer.

Office

Significant areas of impact for the office sector include remote working adoption and support of technology required to make this remote work productive. Canadians have been slow to embrace the concept of remote working, with Canadian Internet Registration Authority (CIRA) reporting as of 2019 that although 54% of Canadians with home internet work from home at least occasionally, only 20% say they do often. As employers shift operations from a physical office to an online environment, they will be testing the capacity of their existing mobility programs while simultaneously implementing new processes to account for unforeseen inefficiencies.

Most large organizations and tech-savvy companies have already established remote working options for their employees, but others aren't quite there yet. Typically, companies that are heavily dependent on paper, are tethered to in-office technology, or have strict or defined business processes may not have well-established or tested work-remote programs. In these cases, this period serves as a catalyst for workplace transformation, as such companies rapidly learn and adopt new practices and perspectives on where and how employees can work.



Occupiers are also beginning to plan for cost reduction and containment. Relocation decisions are being deferred through shorter term extensions. In the long-term, however, occupiers may be faced with either having to downsize or leave their office space.

Industrial/Supply Chain

Canada's industrial sector is expected to be heavily impacted by disruption in international supply chains. With China being the largest global manufacturer of components, the ripple effect of plant closures in the automotive, electronics and pharmaceutical industries has caused a severe disruption.

As a precaution, Beijing ordered an extension of the Lunar New Year holiday plant closures, resulting in plant production coming to a standstill. Chinese manufacturers already had built-up inventory, but only to last through the regular holiday closure; therefore, the extension is causing a massive supply shock in the international supply chain, with inventories being depleted and manufacturers unable to replenish stocks.



Plant closures and cancelled sailings and flights from China have also resulted in unorganized assets on a global scale. This imbalance has created challenges for exporters struggling to find the appropriate containers and capacity to handle their goods. In Canada, this situation has resulted in Port of Vancouver reporting an 85% decline in volume of Chinese container shipments with 50% fewer sailings. Logistic companies in Toronto have reported 60% fewer inbound containers. Overall, approximately 10% of intermediate goods sourced from China are used to make finished products in Canada; the current climate could result in shortages for various sectors depending on how much Canadian businesses rely on global suppliers.

For Western Provinces which are strongly impacted by the energy sector, recent dramatic oil price drops will be a significant factor. The failure of OPEC and Russia to reach output level agreements triggered a price war in early March, resulting in oil prices diminishing from over \$53 in late February to near \$20 on April 1. While the longevity of this price war is unknown, it is anticipated that bargaining may resume near mid-year, which should help to support oil prices in the latter half of the year. Still, in the face of low prices, producers are expected to limit their investment spending and reduce production across Western Canada until the fourth quarter of 2020.

Retail

Due to warnings to avoid high-traffic indoor areas and places without proper ventilation, many shopping malls and underground pathways saw a large reduction in shoppers. Assets that are in a retail node with necessity-based retailers, primary grocery and pharmacy, will find that their consumer traffic remains very high. Depending on governmental restrictions, neighbourhood streetfront retailers may actually find their foot traffic somewhat less significantly reduced, as the perception of safety is higher within this retail subtype.

Retailers may also experience an accelerated shift to online transactions, which we anticipate to have two impacts: 1) short-term pressure on brick retailers and 2) medium-term concern with the delivery and distribution channel workforce while COVID-19 measures take hold.

Given the impact on Asian manufacturing sectors, some retailers can expect a delay in receiving new products due to supply chain disruption. Other retailers will experience a surge in stockpiling from consumers as they provide the essential items ranging from groceries to disinfectants. The luxury market will also be impacted as it leans heavily on Chinese consumers, who are set to contribute almost two-thirds of global growth in luxury spending, according to McKinsey & Company.

Concerns over the spread of COVID-19, combined with various governmental directives around social distancing, has led to retailers announcing temporary store closures. Enclosed mall managers have announced reduced operating hours and limitations on store openings, often limited to essential services only. It will be harder for retail tenants to navigate these challenges, which will clearly impact the prosperity of their business.

Investment

Commercial sales activity in all asset classes in Canada remained strong in 2019, totaling \$53.3 billion and buoyed by a strong year-end with a 13% annual increase in Q4, according to Altus Group's Investment Trends Survey. The current uncertainty surrounding the long-term effects of COVID-19, however, has certainly paused investment activity in Q1 2020 as investors are postponing marketing efforts, product launches and plans for expanding their portfolios.

First among the concerns are the short- and long-term impacts the pandemic could have on underlying property fundamentals and returns, including constraints in supply chain, consumer spending, business investment, hospitality and international trade. The downturn in the oil and gas sector (apparently only partly to blame on COVID-19) will also continue to negatively impact specific markets and slow their already hesitant recovery. Furthermore, public commercial real estate companies, coming off one of their strongest years ever in 2019, have seen their unit and share prices decline significantly, which will impact further expansion from the public sector.



The massive decline in interest rates instituted to help deal with the crisis is a significant mitigating factor. Investors traditionally look to hard assets like real estate in times of uncertainty and the real estate market in Canada represents an attractive opportunity. Prior to the crisis, Canada's economy was on a roll, with the labour market adding 398,000 jobs (2.1% growth) nationally in 2019 and population growth at more than 530,000 persons (1.4% growth); it is anticipated strong growth will resume once normalcy returns.

The commercial real estate investment market is expected to make a strong recovery once the pandemic concerns lessen. In particular, weak expected returns in many other sectors should drive capital to commercial real estate (both direct investment and public real estate equity) and the low interest rates should allow investors to lock in favourable financing rates to expand their real estate portfolio. Given the recent strength of the underlying fundamentals of the Canadian commercial real estate market, it is anticipated the effects of COVID-19 on the market will be temporary and may be significantly shorter than those of past financial credit crises.

Hotels

With the Government of Canada banning all non-Canadian citizens from entering Canada, conferences and international meetings are being postponed or cancelled, leaving the hotel sector on pause. The loss in demand from lack of tourism has created challenges in the hotel sector, sharply impacting profitability. Owners for the most part have learned to navigate uncertain times and were well-positioned at the end of 2019, coming off of a period of record profitability for the sector. This unprecedented situation, however, has significantly impacted the financial well-being of the industry.

The contingency plan for hospitality investors has been to prioritize the health of their guests and staff to prevent transmission of this virus and to take actionable steps to minimize losses. The impact may be prolonged depending on how long the social distancing policies remain in place.

Multi-Family

As with virtually all sectors, the ultimate impacts of COVID-19 on the multi-family sector are uncertain at this point. Housing can be appropriately viewed as a necessity, and multi-family rental accommodation emerges as a comparably affordable alternative to home ownership, particularly in times of economic difficulty. Nevertheless, with significant increases in unemployment (over 2 million new claims since mid-March), renters' ability to keep current with their rental payments will likely face some challenges.



These challenges should, however, be mitigated somewhat in the short term by the recently announced "Canada Emergency Response Benefit", which provides for up to 16 weeks of income support to qualifying Canadian residents. Renters will also find assistance from the various Provincial and Territorial Governments, which have enacted a variety of programs including different forms of rental and/or income assistance, and eviction bans. As an additional benefit, CMHC has offered approved lenders an opportunity to provide mortgage payment deferrals for up to six months to multi-family property owners facing COVID-19 related financial hardship. This should help give affected landlords some flexibility to respond to pressures for rent relief/deferrals in the short term.

While the ultimate duration and impact of COVID-19 on multi-family markets cannot yet be determined, these Government sponsored programs should prove beneficial in mitigating the worst of the short term impacts, which should ultimately aid in maintaining the longer term viability of the sector.

Economic Overview – Canada

The observations and projections below are taken from the Conference Board of Canada's latest "Metropolitan Outlook" report. As noted therein, "This forecast was prepared on January 2nd [2020], before the coronavirus outbreak and the commodity price crash." As such, this information is included herein to provide an indication of the economic conditions and projections in place prior to these events, but should not be viewed as predictive of future conditions, as these significant events have caused a great deal of uncertainty in the current and near term future economic climate. Readers are accordingly cautioned to factor this into their analysis and understanding of the information below. Colliers does not undertake any responsibility to update or correct the information below at a later date.

Canada has the world's 38th largest population and the world's second largest land mass. The country's population is dispersed among 10 provinces and 3 territories with nearly 90% of its people living within 160 kilometers of the United States border. Canada consistently receives a top fifteen Human Development Index ranking and a top twenty ranking for GDP (nominal) per capita.



Canada's economy consistently receives a top twelve world ranking. International trade makes up a large part of Canada's economy, with the United States as its largest trading partner followed by the European Union and China. Key Canadian exports include petroleum, automobiles and auto parts, precious metals, machinery including computers, wood, electrical machinery, aircraft and spacecraft, pharmaceuticals and aluminum. More recently, Canada's high knowledge industries of manufacturing, business services, engineering and computer and management services have received a top ten global knowledge economy ranking from the World Bank Institute.

Canada						
Economic Indicators	2019	2020	2021	2022	2023	2024
Real GDP (2007 \$ millions)	2,086,564	2,123,517	2,164,178	2,200,947	2,235,517	2,270,081
<i>percentage change</i>	1.6	1.8	1.9	1.7	1.6	1.5
Total employment (000s)	19,043	19,242	19,436	19,629	19,822	20,016
<i>percentage change</i>	2.1	1.0	1.0	1.0	1.0	1.0
Unemployment rate (%)	5.7	5.6	5.6	5.5	5.5	5.5
Personal Income per Capita (\$)	49,378	51,325	52,827	54,377	55,989	57,579
Population (000s)	37,466	37,833	38,198	38,568	38,941	39,314
<i>percentage change</i>	1.3	1.0	1.0	1.0	1.0	1.0
Single-family housing starts (000s)	60.4	62.9	59.6	56.4	52.8	48.8
Multi-family housing starts (000s)	154.7	149.2	149.6	149.8	148.1	144.5
Retail Sales (\$ millions)	617,449	635,617	654,515	674,012	694,008	714,489
<i>percentage change</i>	1.9	2.9	3.0	3.0	3.0	3.0
CPI (base year: 2002=1.0)	1.359	1.385	1.414	1.442	1.472	1.501
<i>percentage change</i>	1.9	2.0	2.0	2.0	2.0	2.0

Metropolitan Outlook 1: Economic Insights into 13 Canadian Metropolitan Economies – Winter 2020. Ottawa: The Conference Board of Canada, 2020. Figures for 2020 and forward reflect forecasts prepared January 2, 2020.

Economic Overview – Ontario

The observations and projections below are taken from the Conference Board of Canada’s latest “Metropolitan Outlook” report. As noted therein, “This forecast was prepared on January 2nd [2020], before the coronavirus outbreak and the commodity price crash.” As such, this information is included herein to provide an indication of the economic conditions and projections in place prior to these events, but should not be viewed as predictive of future conditions, as these significant events have caused a great deal of uncertainty in the current and near term future economic climate. Readers are accordingly cautioned to factor this into their analysis and understanding of the information below. Colliers does not undertake any responsibility to update or correct the information below at a later date.

The Province of Ontario is Canada’s most populous province and home to the nation’s capital, Ottawa, as well as the nation’s largest city, Toronto. Besides having 40% of Canada’s population, Ontario has the most culturally diverse population in Canada. The great majority of Ontario’s population and arable land is located in the south. In contrast, the larger, northern part of Ontario is sparsely populated.



Ontario generates 39% of Canada’s GDP and forms Canada’s largest economy. The province’s economy is led by its service sector, manufacturing, agriculture, mining and forestry industries. Nearly 50% of Canada’s high tech, financial services and other knowledge intensive industries are employed in Ontario. Meanwhile, Ontario is Canada’s manufacturing powerhouse, shipping more than \$258 billion of automobiles, information and communications technologies, biotech, pharmaceuticals and medical devices. In addition, the province’s mining industry is among the top 10 producers in the world for nickel and platinum and a significant producer of gold, copper, zinc, cobalt and silver.

Province of Ontario						
Economic Indicators	2019	2020	2021	2022	2023	2024
Real GDP (2007 \$ millions)	738,258	750,029	763,578	776,559	788,437	799,942
percentage change	1.4	1.6	1.8	1.7	1.5	1.5
Total employment (000s)	7,435	7,534	7,621	7,703	7,798	7,894
percentage change	2.7	1.3	1.2	1.1	1.2	1.2
Unemployment rate (%)	5.6	5.3	5.1	5.1	5.1	5.0
Personal Income per Capita (\$)	49,916	51,291	52,720	54,169	55,734	57,263
Population (000s)	14,526	14,712	14,879	15,048	15,220	15,394
percentage change	1.7	1.3	1.1	1.1	1.1	1.1
Single-family housing starts (000s)	20.4	23.4	22.4	21.5	20.4	18.7
Multi-family housing starts (000s)	51.3	53.3	56.4	58.6	58.9	57.6
Retail Sales (\$ millions)	231,818	239,455	246,893	254,465	262,599	270,624
percentage change	2.6	3.3	3.1	3.1	3.2	3.1
CPI (base year: 2002=1.0)	1.376	1.404	1.434	1.465	1.494	1.525
percentage change	1.9	2.0	2.2	2.1	2.0	2.0

Metropolitan Outlook 1: Economic Insights into 13 Canadian Metropolitan Economies – Winter 2020. Ottawa: The Conference Board of Canada, 2020. Figures for 2020 and forward reflect forecasts prepared January 2, 2020.

Mississauga Market Overview

Overview

Mississauga is the sixth largest city in Canada located in the Regional Municipality of Peel. It lies on the shores of Lake Ontario in the western part of the Greater Toronto Area. Mississauga is 30 kilometres west of Toronto and 50 kilometres north of Hamilton. Mississauga is very well served by an excellent transportation network. Pearson International Airport is located in the city. Highway 401 runs east-west in the northern part of the city and Highway 403 runs north-south. Queen Elizabeth Way runs south out of the city and leads to Hamilton.

Initially developed as a suburb of Toronto, Mississauga's growth is attributed to its proximity to that city. It is the largest suburb

in Anglo-America by population. In recent decades, the city has attracted a multicultural population and has plans for developing its downtown core. Mississauga is home to approximately 774,000 residents, with an average household income of \$100,551. It is a fast-growing and multicultural city with about 52.4% of the population are members of a visible minority.

City Maps





Economic Overview

Mississauga is recognized for economic strategy and inward investment, economic development and business expansion. Over 60 of the Fortune 500 companies base their Global or Canadian Head Offices in Mississauga including Walmart, Kellogg's and Panasonic. As of 2015, 62,300 businesses were recorded in Mississauga, and the three major sectors of businesses are: retail trade, wholesale trade and manufacturing. Regarding the Building Activity, the total dollar value of building permits issued for 2014 was \$1.1 billion. Mississauga's industrial/commercial activity in 2014 represented \$635 million (57.1%). Industrial permits issued totaled \$269 million and commercial \$365 million. The residential sector accounted for 33.4% of the total permits issued in 2014 amounting to \$371 million.

Demographics and Statistics

Data	Mississauga	Ontario
Population	772,983	13,448,494
Labour Force	417,585	7,141,675
Unemployment Rate	7.7%	7.4%
Average Value of Dwelling	\$798,670	\$506,409
Population	772,983	13,448,494

Source: Statistics Canada 2016 Census.

Residential Market Overview



Source: Altus Group. July 2020. New Homes Monthly Market Report.

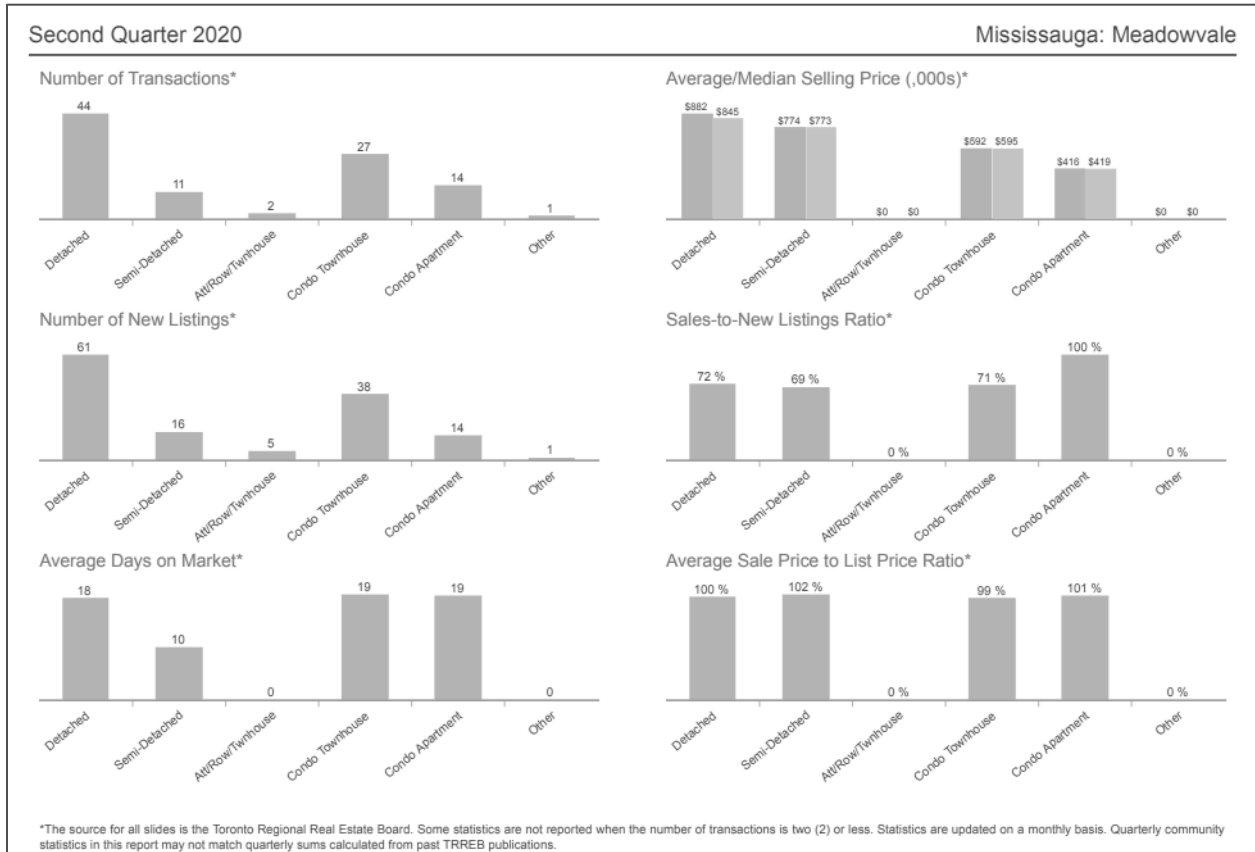
Commentary

Asking prices for new projects of detached, semi-detached and townhome dwellings appear to be stable during the last two years, with a slight increase in the 2nd half of 2020. Low-rise inventory has been decreasing during 2020.

Resale Market

According to the Toronto Real Estate Board, during the second quarter of 2020 in the community of Meadowvale, there were a total of 99 residential resales on market with a total dollar volume of \$71,409,100. The average price per dwelling was \$721,304 with the median price per dwelling of \$750,000. The average number of days on market was 17 days.

For detached dwellings, the median price was \$845,000 with a sales to new listings ratio of 72%.



*Source: Toronto Real Estate Board

Conclusion

Given the strong absorption of new projects and the activity in the resale market, market factors appear to be supportive of the subject development

As-Is Valuation

Highest and Best Use

The principle of highest and best use is fundamental to the concept of value in real estate. Highest and best use, in general, may be defined as follows:

“The reasonably probable use of real property, that is physically possible, legally permissible, financially feasible, and maximally productive, and that results in the highest value.”

(The Appraisal Institute of Canada "Canadian Uniform Standards of Professional Appraisal Practice". 2020 ed., p. 8)

The aforementioned characteristics are considered sequentially. The tests of legal permissibility and physical possibility must be applied before the remaining tests. See the **Appendix** for a more detailed definition of each of the four characteristics. The following analysis contributes to our conclusions of highest and best use.

As Vacant Analysis

Legal Permissibility

The legal factors that can influence the highest and best use of the Subject site include land use/zoning regulations, private restrictions, building codes, historic designations/district controls, environmental regulations and others, if applicable to the Subject site. In the Subject instance, general ranges of permitted uses under its Semi-Detached Exception 4 zoning were summarized in the Land Use / Zoning section. The proposed low density residential development has received zoning approval. Therefore, legal factors are supportive of low density residential development at the subject site.

Physical Possibility

Regarding physical characteristics, the Subject site is generally rectangular in shape and has generally level topography with good/excellent access and good/excellent exposure. Low density residential development appears to be physically feasible.

Financial Feasibility

Our observations of current market conditions for development at the Subject property's location suggest that development of the site with a low density residential development would be feasible.

Maximum Productivity

Of the various legally permissible, physically possible, and financially feasible uses available, the maximum productivity of the property would be achieved with a low density residential development.

Highest and Best Use as if Vacant

Upon examination of the factors mentioned above and careful consideration of the relevant factors including the Subject Property location, site characteristics, land use controls and the condition of the real estate market, the highest and best use of the Subject Property, as if vacant, is considered to be low density residential development.

Highest and Best Use as Improved

As the property being appraised represents vacant land, an analysis of its Highest and Best Use as Improved is not relevant and has therefore not been completed.

Valuation Methodology

Traditionally, there are three accepted methods of valuing real property:

- Cost Approach;
- Direct Comparison Approach; and
- Income Approach.

The selection of a relevant methodology depends upon the nature and characteristics of the real estate under consideration. The Subject Property is a vacant land parcel as such we have outlined the applicable land valuation techniques below:

The **Direct Comparison Approach** is based upon the premise that a prudent purchaser would not pay more for a property than what it would cost to acquire a suitable alternative property and that the market value of a property can be estimated by comparing sales, offers, and listings of properties which have similar characteristics to the property being appraised.

The **Abstraction Method** of valuing land is premised upon the Principal of Contribution. This method is premised on the assumption that within each category and type of real estate, there exists a typical ratio of land value to total property value. By knowing what this ratio is from data compiled from areas where land and building values are available and applying it to the sales information regarding improved properties in a built up area, an estimate of land value can be abstracted. The reliability of this method is diminished because it does not take into explicit consideration such relevant criteria as building age or quality of construction.

A method of land valuation similar to the Abstraction Method but which implicitly recognizes differences in building age and quality of construction is the **Extraction Method**. This method deducts the estimated depreciated reproduction or replacement cost of the improvements of an improved property for which the total property value is known to arrive at an estimate of land value as if vacant.

When valuing larger parcels for which the highest and best use is the parcel's subdivision into smaller sites, and for which sales information regarding similar larger sites is insufficient to undertake a Direct Comparison Approach, the **Subdivision Development Method** may be employed. In applying this method, the first step is to establish market values for the smaller sites as though subdivided, the length of the development period, and an appropriate absorption period. The second step is to determine the costs required to create and market the subdivided parcels which includes engineering and construction costs associated with the site preparation, roadways, sidewalks and servicing; carrying costs such as insurance and taxes; and marketing costs. These costs are then deducted from the projected gross revenue of the lots to arrive at an estimate of the net proceeds which, once discounted at an applicable rate to account for the risk associated with the time required to complete such a development, are indicative of the present market value of the larger, un-subdivided site.

Another method that may be employed in the absence of adequate comparable information is the **Land Residual Technique**. In this method the net income generated from the property is established. From this is deducted a reasonable return on and recapture of capital invested in the improvements. The residual income is considered to be ascribed from the land. This income is then capitalized at an appropriate rate to arrive at an estimate of land value. An important assumption required in the application of this method is

that the site is developed to its highest and best use such that the income from land and improvements are of the same type and sources.

A similar method as the Land Residual Technique is **Ground Rent Capitalization**. Undertaking this method of site valuation requires the analysis of ground rents prevalent in the market and in consideration of the characteristics of the site being appraised. From the analysis, a gross income is established from which any requisite expenses or anticipated losses are deducted to arrive at a net operating income. This net operating income is then capitalized at an applicable rate to arrive at an estimate of the vacant site.

All of the above noted methods are derived from the three traditional approaches to value noted above.

Selection of Relevant Methodology

The primary valuation methodology for development lands such as the Subject Property is the Direct Comparison Approach thus it will be completed and relied upon in our report. The Direct Comparison Approach involves the analysis of sales of similar land parcels. The other land valuation techniques are not appropriate in this case. Only the Direct Comparison Approach will be completed and relied upon in our report. The Cost Approach is not considered applicable in the valuation of lands such as the Subject Property site. The Income Approach is also not considered appropriate in the valuation of development lands where no lease is in place.

Direct Comparison Approach

The Direct Comparison Approach is based on the Principle of Substitution, which maintains that a prudent purchaser would not pay more for a property than the cost to purchase a suitable alternative property, which exhibits similar physical characteristics, tenancy, location, etc. Within this approach, the property being valued is compared to properties that have sold recently or are currently listed and are considered to be relatively similar to the Subject Property. Typically, a unit of comparison (i.e. sale price per square foot, sale price per acre) is used to facilitate the analysis. In the case of properties similar to the Subject Property, the sale price per acre is used in our analysis.

The transactions summarized and analyzed in the table on the following pages are considered to be suitably comparable to the Subject Property with respect to the characteristics below and therefore provide a reasonable and reliable indication of value.

As one sale is not necessarily indicative of market value, an appraiser examines a number of market transactions. When properly reconciled, trends emerge, leading to the estimate of market value of the property being appraised.

In valuing the Subject Property, comparison was made to each of the indexed sales. The basis for comparison included the consideration of the following:

- | | |
|--------------------------|--|
| Property Rights Conveyed | <ul style="list-style-type: none"> • When real property rights are sold, they may be the sole subject of the contract or the contract may include other rights. In the sales comparison analysis, it is pertinent that the property rights of the comparable sale be similar to the property rights of the Subject Property. |
| Financing Terms | <ul style="list-style-type: none"> • The transaction price of one property may differ from that of a similar property due to different financing arrangements. Financing arrangements may include existing mortgages at favourable interest rates or paying cash to a lender so that a mortgage with a below-market interest rate could be offered. |
| Conditions of Sale | <ul style="list-style-type: none"> • Adjustments for conditions of sale usually reflect the motivations of the purchaser and vendor. In some cases the conditions of sale significantly affect transaction prices. Sales that reflect unusual situations, require an appropriate adjustment for motivation or sale condition. For example, power-of-sale conditions involve a certain degree of urgency on part of the lender - leading to a somewhat lower sale price than what would otherwise be expected. |
| Market Conditions (Time) | <ul style="list-style-type: none"> • When market conditions are changing, it may be necessary to adjust prices to reflect the time difference between the date of sale of a comparable property and the effective date of valuation. |
| Location | <ul style="list-style-type: none"> • An adjustment for location within a market area may be required when the locational characteristics of a comparable property differ from those of the Subject Property. Excessive locational differences |

may disqualify a property from use as a comparable. Although no location is inherently desirable or undesirable, the market recognizes that one location maybe better than, similar to, or worse than another.

- | | |
|--------------------------|--|
| Physical Characteristics | <ul style="list-style-type: none"> • Adjustments may be required for characteristics such as size, frontage, shape and configuration. |
| Use | <ul style="list-style-type: none"> • Adjustments may be required for differences between the highest and best use of the comparable sales and the Subject Property. These differences are typically identified by differences in official plan designations and zoning and the probability of an amendment. |
| Density | <ul style="list-style-type: none"> • An adjustment may be required to consider the differences in the permitted and/or likely achievable density. |

The Appraisal Institute of Canada recommends the use of "paired sales analysis" in the derivation of adjustments. This involves locating two very similar sales that sell in a similar time period. If the two sales differ in only one key feature, then the difference in sale price can be used as the "market indicator" for the adjustment for that feature. In practice, this concept usually only applies to newer homes in a subdivision. Commercial and industrial properties tend to be more unique and therefore, it is not always possible to find paired sales to derive adjustments. In the absence of paired sales, it is the appraisers' experience and judgment (based on observation), which is used for adjustments.

In order to establish reasonably achievable rates for the Subject Property, we have conducted a search of the Subject Property's area as well as other comparable markets area within subject's area for transactions of development sites featuring comparable sizes, land use controls, locations and development risk. Our search yielded four sales, which are considered to provide a reasonable indication of rates for development sites similar to the Subject Property. The map and comparable sale sheets included on the following pages detail the four comparable property sales we have identified and considered for analysis, followed by an overview of each comparable sale property.

As-Complete Valuation

The Subject is comprised of 15 detached homes ranging from 2,673 square feet to 4,020 square feet. In order to ascertain the current market value for the Subject units, we have investigated selling prices of similar developments in the surrounding area.

Market Data

We have reviewed sales information on numerous residential developments in the surrounding market of the Subject. We have selected developments considered most relevant for the purposes of comparison. These projects are summarized on the following chart and in further detail followed thereafter. It should be noted that the figures below are inclusive of HST.

Index	Development	Address	Opening Date	Occupancy Date	Total Lots	Unit Size Range (SF)	Price Range	Status
1	Old Barber House	5155 Mississauga Road, Mississauga	Apr-19	Feb-21	4	3,168 to 4,283	\$2,399,900 to \$2,699,900	Pre-Construction
2	Tuxedo Park Boutique Towns	3123 Cawthra Road, Mississauga	Dec-19	Jun-21	2	3,080 to 3,080	\$1,849,900	Pre-Construction
3	Longview Ravine Estates	320 Derry Road West, Mississauga	Nov-18	Apr-20	18	2,850 to 3,990	\$1,319,900 to \$1,850,000	Construction
4	Cleave View Estate by the Credit (Detached Dwellings)	9330 Mississauga Road, Brampton	Jun-16	2017-12	39	2,259 to 5,295	\$1,202,490 to \$2,319,990	Under Construction
Subject	Jewels of the Meadows	6532 Winston Churchill Blvd, Mississauga	-	-	15	2,673 - 4,020	-	Pre-Construction

*Information has been sourced from Altus RealNet, BuzzBuzzHome.com, and the project website where applicable.

Map of Comparable Transactions



The above indices are located in proximity to the Subject within the City of Mississauga and surrounding area. The price per unit ranged widely from \$1.2M for dwellings with typical finishes on smaller lots, as indicated by Index 4. The high end of the range was presented by Index 1 which had the best location among the comparables and had units as high as \$2.6M. It should be noted that all of the figures displayed above are inclusive of HST. Further description of each development can be found on the following pages.





Competing Developments Summary

The preceding projects are all located within the subject's neighbourhood and surrounding area. Many of these relate to the detached dwelling component of larger developments. Therefore, the unit count is not indicative of the total project size. The projects opened as early as June 2016, but the figures presented pertains to the most recently available sales data. ***It should be noted that prices expressed are inclusive of HST and other taxes as the market does not report competed sales figures for these development projects net of taxes.***

Index Analysis

Index No.1

Project Name:		Old Barber House							
Developer:		City Park Homes							
Address:		5155 Mississauga Road, Mississauga							
Tenure:		Freehold							
Lot Size (ft):		40.0 to 40.0							
Opening Date:		4/27/2019							
First Occupancy Date:		2/1/2021							

IMAGE	NAME	DESCRIPTION	ELEVATION	# OF BEDROOMS	HOME TYPE	SIZE (SF)	PRICE	PRICE/SF	STATUS
	1. LOT 21	Brick/Stone/Vinyl	A (corner)	4 bdrm	2 Storey Loft	3,974	\$2,499,900	\$629	sold out
	2. LOT 22	All Brick	B	4 bdrm	2 Storey Loft	3,168	\$2,399,900	\$758	available
	3. LOT 23	All Brick	B	4 bdrm	2 Storey Loft	3,168	\$2,399,900	\$758	available
	4. LOT 24	All Brick	C	4 bdrm	2 Storey Loft	4,283	\$2,699,900	\$630	available

Old Barber House: This freehold development is located at 5155 Mississauga Road, Mississauga. Pre-sales for this development commenced in April 2019 with unit size ranging from 3,168 to 4,283 square feet. As of the effective date, the portion of this development, which totals 4 units, had a currently available price per unit \$2,399,900 to \$2,699,900.

When comparing this index to the Subject, this index is situated within a superior location. Therefore, a downward adjustment is required for location. Relative to the subject, this index is expected to have slightly inferior finishes, requiring an upward adjustment. The average unit size within Index 1 is similar in size than the average size of the Subject units, thus requiring no adjustment as smaller units typically sell at a premium on a per square foot basis. Presales began in this index in April 2019, since which time the residential market has improved requiring an upward adjustment.

Overall, the Subject should achieve an average rate per square foot less than the \$629 to \$758 indicated by this comparable. The rate per unit for similarly sized dwellings should be less than \$2,399,900 to \$2,699,900.

Index No.2

Project Name:	Tuxedo Park Boutique Towns						
Developer:	Maple Valley Development Corporation						
Address:	3123 Cawthra Road, Mississauga						
Tenure:	Freehold						
Lot Size (ft):	41.0 to 41.0						
Opening Date:	12/6/2019						
First Occupancy Date:	6/1/2021						
IMAGE	FRONTAGE (FEET)	# OF BEDROOMS	HOME TYPE	SIZE (SF)	PRICE	PRICE/SF	STATUS
	41.0	3 bdrm	2 Storey	3,080	\$1,849,900	\$601	available

Tuxedo Park Boutique Towns: this Index pertains to the detached homes within this primarily townhome development. Index 2 is located at 3123 Cawthra Road, Mississauga. Pre-sales for this development commenced in June 2019. There are 2 detached dwellings available, each with an area of 3,080 square feet. The asking price is \$1,849,900 or \$601 per square foot.

When comparing this index to the Subject, this index is situated within a slightly superior location. Therefore, a slight downward adjustment is required for location. Relative to the subject, this index is expected to have inferior finishes, requiring an upward adjustment. The average unit size within Index 2 is smaller than the average size of the Subject units, thus requiring a slight downward adjustment as smaller units typically sell at a premium on a per square foot basis. Presales began in this index in June 2019, since which time the residential market has improved requiring an upward adjustment.

Overall, the Subject should achieve an average rate per square foot less than the \$601 indicated by this comparable. The rate per unit for similarly sized dwellings should be less than \$1,849,900.

Index No.3

Project Name:		Longview Ravine Estates					
Developer:		Bay Homes					
Address:		320 Derry Road West, Mississauga					
Tenure:		Freehold					
Lot Size (ft):		32.0 to 45.0					
Opening Date:		11/11/2018					
First Occupancy Date:		4/1/2020					
IMAGE	FRONTAGE (FEET)	# OF BEDROOMS	HOME TYPE	SIZE (SF)	PRICE	PRICE/SF	STATUS
	32.0	5	3 Storey	2,850 to 3,453	\$1,319,900 to \$1,479,900	\$427 to \$463	Available
	35.0	5	3 Storey	2,991 to 3,453	\$1,319,900 to \$1,479,900	\$427 to \$463	Sold Out
	38.0	5	3 Storey	2,850 to 3,990	\$1,259,900 to \$1,730,000	\$417 to \$453	Sold Out
	45.0	5	3 Storey	2,858 to 3,990	\$1,500,000 to \$1,850,000	\$464 to \$526	Sold Out

Longview Ravine Estates: This freehold development is located at 320 Derry Road West, Mississauga. Pre-sales for this development commenced in November 2018 with unit size ranging from 2,850 to 3,990 square feet. As of the effective date, this development, which totals 18 units, was partially sold out. The asking price per unit ranged from \$1,319,900 to \$1,850,000.

When comparing this index to the Subject, this index is situated within a slightly inferior location. Therefore, an upward adjustment is required for location. Relative to the subject, this index is expected to have similar interior finishes, requiring no adjustment. The average unit size within Index 3 is similar in size than the average size of the Subject units, thus requiring no adjustment. Presales began in this index in November 2018, since which time the residential market has improved requiring an upward adjustment.

Overall, the Subject should achieve an average rate per square foot greater than the \$427 to \$526 indicated by this comparable. The rate per unit for similarly sized dwellings should be greater than \$1,319,900 to \$1,850,000.

Index No.4

Project Name:		Cleave View Estate by the Credit					
Developer:		CountryWide Homes					
Address:		9330 Mississauga Road, Brampton					
Tenure:		Freehold					
Lot Size (ft):		38.0 to 60.0					
Opening Date:		6/25/2016					
First Occupancy Date:		12/1/2017					
IMAGE	FRONTAGE (FEET)	# OF BEDROOMS	HOME TYPE	SIZE (SF)	PRICE	PRICE/SF	STATUS
	38.0	4	2 Storey	2,259 to 3,100	\$1,202,490 to \$1,459,990	\$436 to \$575	Available
	47.0	4	2 Storey	2,788 to 4,055	\$1,519,990 to \$1,706,990	\$342 to \$549	Some models sold out
	52.0	4 to 5	2 Storey	3,979 to 4,596	\$1,357,990 to \$1,899,990	\$343 to \$443	Sold out
	60.0	4 to 5	2 Storey	4,656 to 5,295	\$1,999,990 to \$2,319,990	\$378 to \$495	Sold out

Cleave View Estate by the Credit: This freehold development is located at 9330 Mississauga Road, Brampton. Pre-sales for this development commenced in June 2016 with unit size ranging from 2,259 to 5,295 square feet. The detached portion of this development totals 39 units. As of the effective date the remaining units had asking prices ranging from \$1,202,490 to \$2,319,990 and a price per square foot of \$342 to \$575.

When comparing this index to the Subject, this index is situated within an inferior location. Therefore, an upward adjustment is required for location. Relative to the subject, this index is expected to have superior interior finishes, an upward adjustment. The average unit size within Index 4 is larger than the average size of the Subject units, thus requiring a slight upward adjustment as smaller units typically sell at a premium on a per square foot basis. Presales began in this index in June 2016, since which time the residential market has improved requiring an upward adjustment.

Overall, the Subject should achieve an average rate per square foot near the high end of the range of \$342 to \$575 as indicated by this comparable. The rate per unit for similarly sized dwellings should be near the high end of the range of \$1,202,490 to \$2,319,990

Analysis of Sales of Existing Dwellings

As additional support, we also examined sales of existing dwellings within the subject's area. These are summarized in the following table. A map of the comparable sales is on the following page.

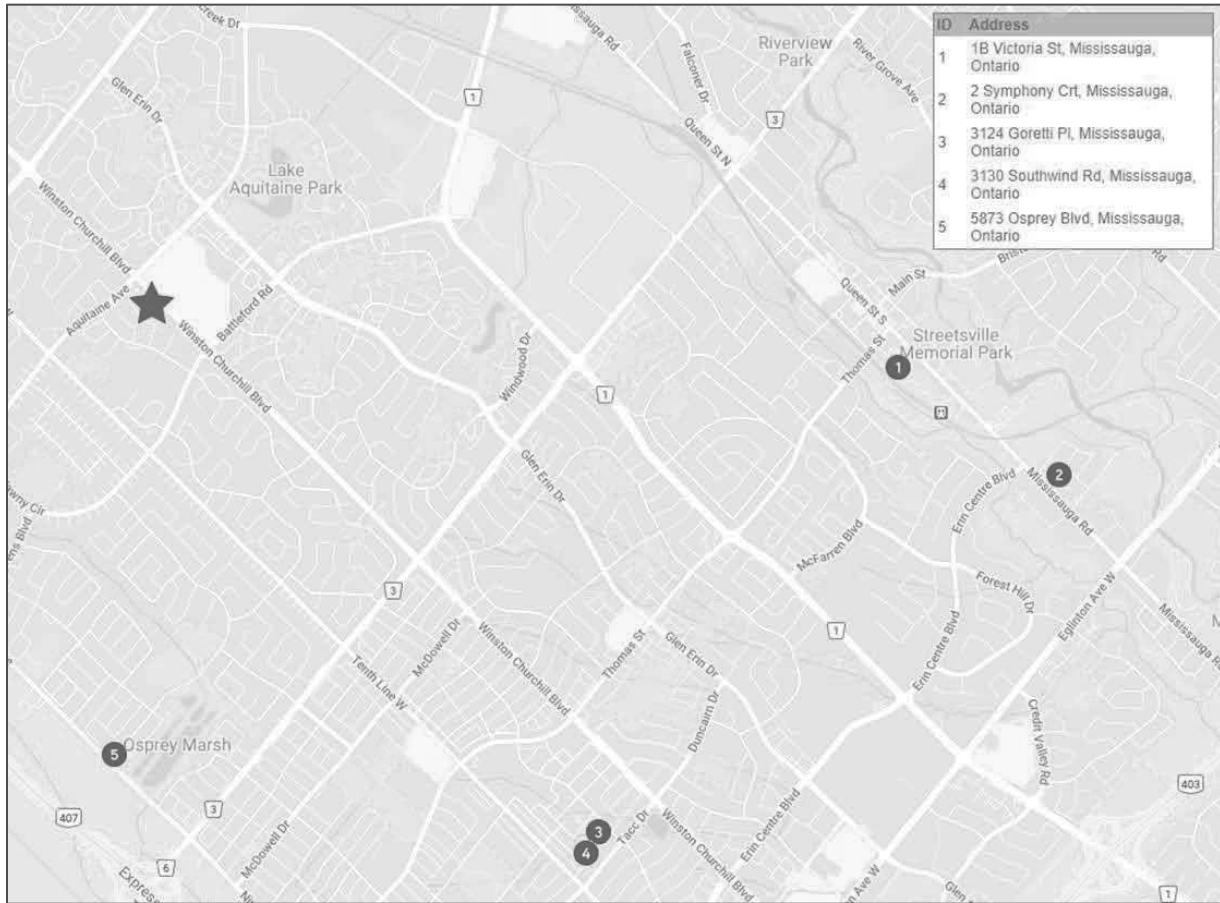
Index	Image	Date	Price	Address	SF Min	SF Max	\$ / SF Min	\$ / SF Max	Description
1		Oct-2019	\$1,490,000	1B Victoria St, Mississauga, Ontario	4,039	4,039	\$369	\$369	Detached 4 beds + 5 baths. 36 x 177 lot.
2		Oct-2019	\$2,550,000	2 Symphony Crt, Mississauga, Ontario	n.a.	n.a.	n.a.	n.a.	Approximately 5,000 sf. Detached 5 beds + 5 baths. 65 x 139 lot.
3		Jun-2019	\$1,150,000	3124 Goretti Pl, Mississauga, Ontario	2,500	3,000	\$383	\$460	Detached 4 beds + 4 baths. 38 x 88 lot.
4		Sep-2020	\$1,465,000	3130 Southwind Rd, Mississauga, Ontario	3,700	3,700	\$396	\$396	Detached 4 beds + 5 baths. 44 x 89 lot.
5		Sep-2019	\$1,120,000	5873 Osprey Blvd, Mississauga, Ontario	2,480	2,480	\$452	\$452	Detached 4 beds + 5 baths. 37 x 83 lot.

Analysis

Indices 1 and 2 were in a superior residential market. Index 1 had inferior finishes and Index 2 had similar finishes to the subject. Additionally, the market for detached dwellings has improved since 2019. The subject required a slight downward adjustment as it had smaller lot sizes. Overall, similarly sized dwellings, the subject should achieve a rate greater than Index 1 due to superior finishes. Index 2 was similar to the subject but requires a downward adjustment for size and lot width.

Indices 3-5 had similar quality locations to the subject. However, these were considered inferior because these are standard homes with inferior finishes to the subject. These dwellings were built as part of substantially larger subdivisions which typically have average type finishes and desirability. Overall, the subject should achieve a higher rate per unit than Indices 3-5.

Map of Comparable Sales



Value Conclusion

We arrived at the total sell-out value of the dwellings by determining an appropriate price per unit. The value of the pre-sold units was added to our estimate of value of the unsold inventory.

Presales at Subject

According to information from the client, 7 of the 15 units have been presold as of the effective date. The sold price ranged from \$1,450,000 to \$1,799,900, depending on the dwelling size. Presales are summarized as follows.

Sales Summary		
Lot	Status	Sale Price
1	Sold	\$1,450,000
2	Sold	\$1,450,000
3	Unsold	-
4	Unsold	-
5	Unsold	-
6	Unsold	-
7	Sold	\$1,749,900
8	Sold	\$1,699,900
9	Unsold	-
10	Unsold	-
11	Sold	\$1,449,900
12	Sold	\$1,450,000
13	Unsold	-
14	Unsold	-
15	Sold	\$1,799,900
Total Sales		\$11,049,600

Summary of Analysis

Overall, Index 3 within the set of competing developments (Longview Ravine Estates) was the most similar to the subject. Index 3 had a similar quality location, being near the northern boundary of Mississauga and having proximity to a business park / retail node area. Index 3 also had similarly sized lots with frontages as small as 32 feet. Furthermore, Index 3 was considered to have comparable type finishes. Our analysis by unit type at the subject is:

- Since homes with an area of approximately 2,850 square feet were selling for \$1.3M, the subject's "A" type units should achieve a higher value.
- Units on 35-foot lots and with an area of 3,453 square feet were selling for \$1.47M, therefore the subject's C type units should be higher than this figure.
- Similar reasoning was applied to arrive at a per unit value for the subject's other models.

For the remaining Indices, Index 1 was offering similar type product but was in a superior market. Therefore, a downward adjustment both on the basis of per unit and per square foot was applied.

Index 2 was in a superior location and therefore, it is reasonable that the subject should achieve lower values. Index 2 was in a slightly superior location and was smaller than the average unit at the subject. Therefore, due to the inverse relationship between size and value, the subject should achieve a lower rate per square foot.

Lastly, Index 4 provided an indication of the premiums achievable by large homes with superior finishes. The subject should achieve higher unit rates for comparable sized dwellings since Brampton is an inferior market.

Conclusion

Considering the presales at the subject development and the analysis of comparable Indices, we concluded an appropriate unit rate per square foot for the sell-out value of the subject's units would be near the high end of the range. This was because the subject had a good quality location and luxury type finishes. Furthermore, examining presales at the subject, it was concluded a unit rate near **\$500.00** per square foot would be reasonable for subject. This unit rate conclusion was supportive of the developer's price list and therefore, we have applied the following pricing in our analysis.

Lot	Status	Sold Price	Type	Above Ground SF	\$ / SF	Valuation
1	Sold	\$1,450,000	A	2673	\$542.46	\$1,450,000
2	Sold	\$1,450,000	A	2673	\$542.46	\$1,450,000
3			C	3535	\$509.17	\$1,799,900
4			D	4020	\$495.00	\$1,989,900
5			D	4020	\$495.00	\$1,989,900
6			D	4020	\$495.00	\$1,989,900
7	Sold	\$1,749,900	B	3379	\$517.88	\$1,749,900
8	Sold	\$1,699,900	E	3145	\$540.51	\$1,699,900
9			D	4020	\$495.00	\$1,989,900
10			D	4020	\$495.00	\$1,989,900
11	Sold	\$1,449,900	A	2673	\$542.42	\$1,449,900
12	Sold	\$1,450,000	A	2673	\$542.46	\$1,450,000
13			C	3535	\$509.17	\$1,799,900
14			C	3535	\$509.17	\$1,799,900
15	Sold	\$1,799,900	C	3535	\$509.17	\$1,799,900
Total		\$11,049,600		51,456		\$26,398,800
					Rounded	\$26,400,000

Additional Revenue

The client has indicated that approximately \$50,000 of additional revenue from the sale of upgrades is expected per dwelling. This figure is reasonable relative to competing developments. Therefore, we have included this additional revenue in our estimate of total as-complete value. The total revenue from upgrade revenue is projected to be as follows.

Upgrade Revenue	
Per Unit	\$50,000
Count	15
Total Upgrade Revenue	\$750,000

Reconciliation and Final Estimate of Value

The unit sell-out values and additional revenue was determined in the preceding analysis. Adding these items yields the total as-complete value of the subject to be:

Cumulative Sell-Out Value	
Unit Sales	\$26,398,800
Upgrade Revenue	\$750,000
Total Value (rounded)	\$27,150,000

Based upon all of the foregoing, the as-complete market value of the Subject property, as at September 26, 2020 is concluded to be **\$27,150,000**.

The above value estimate is based on an exposure period of 9 to 12 months, assuming the basis of a transaction involving cash to the vendor, and is subject to the Hypothetical Conditions, Extraordinary Assumptions and Extraordinary Limiting Conditions as detailed within the Terms of Reference section of this report, in addition to the Ordinary Assumptions and Limiting Conditions contained in the Appendix. Any alterations to either the information provided or the assumptions in this report may have a material impact on the value contained.

Certification

RE: Residential Development, 6532 Winston Churchill Blvd, Mississauga, Ontario

We certify that, to the best of our knowledge and belief:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions and conclusions are limited only by the reported Contingent and Limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions;
- We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved;
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
- Our engagement in and compensation for this assignment were not contingent upon developing or reporting predetermined results, the amount of the value estimate, or a conclusion favouring the client;
- Our analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Canadian Uniform Standards of Professional Appraisal Practice and with the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute of Canada.
- The following table illustrates the Colliers International professionals involved with this appraisal report, and their status with respect to the property inspection:

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
Vicente Gamboa, AACI, P. App	No	-	-
Timour Petrov, AACI Candidate	Yes	Site Only	September 26, 2020

- We have the knowledge and experience to complete the assignment competently.
- No one provided significant professional assistance in the preparation of this report;
- As of the date of this report the undersigned have fulfilled the requirements of The Appraisal Institute of Canada's Continuing Professional Development Program for designated and candidate members

Final Estimate of Value

Based upon the data, analyses and conclusions contained herein, the current market value of the Fee Simple interest in the property described herein, as at September 26, 2020, is estimated to be as follows:

VALUE TYPE	INTEREST APPRAISED	DATE OF VALUE	VALUE
Current Market Value As Assumed - Complete	Fee Simple	September 26, 2020	\$27,150,000

The As-Complete valuation assumes the subject is improved with 15 detached dwellings with a total sellable floor area of 51,456 square feet. The development is assumed to be constructed in good workmanlike manner with superior luxury-type finishes. If these assumptions prove to be incorrect, we reserve the right to revise our value.

Due to the rapidly changing profile of the COVID-19 Pandemic, coupled with the recent nature of its declaration as a Global Pandemic there may be immediate, short and long-term effects on the commercial real estate market and broader economy. Notwithstanding the foregoing, it is understood that overall global and domestic economic activity has slowed in recent days/weeks, but this has not translated to tangible real estate data as of the effective date. The Province of Ontario is currently in Stage 3 of re-opening caused by the COVID-19 Pandemic. Our valuation assumes the economy will continue to re-open and there will be no further negative events that may impact the development timeline or project costs.

This value is based on an exposure time of 9 to 12 months.



Vicente Gamboa, MBA, AACI, P. App.
Associate Vice President, Toronto
Valuation & Advisory Services, Toronto
AIC No. 905029



Timour Petrov, AACI Candidate
Associate, Toronto
AIC No. 914027

Appendices

Appendix A	Ordinary Assumptions and Limiting Conditions
Appendix B	Definitions
Appendix C	Land Use / Zoning
Appendix D	Title Documents

Appendix A

Ordinary Assumptions and Limiting Conditions

Ordinary Assumptions and Limiting Conditions

The certification that appears in this appraisal report is subject to compliance with the Personal Information and Electronic Documents Act (PIPEDA), Canadian Uniform Standards of Professional Appraisal Practice (“CUSPAP”), and the following conditions:

- 1) This report has been prepared at the request of **Omar Khan** of Ideal Developments (the client) for the purpose of providing an estimate of the market value of **6532 Winston Churchill Blvd, Mississauga, Ontario** (the Subject Property) and for the specific use referred to. It is not reasonable for any party other than the person or those to whom this report is addressed to rely upon this appraisal without first obtaining written authorization from the client and the author of this report. This report has been prepared on the assumption that no other party will rely on it for any other purpose. Liability is expressly denied to any person other than the client and those who obtain written consent and, accordingly, no responsibility is accepted for any damage suffered by any such person as a result of decisions made or actions based on this report. Diligence by all intended users is assumed.
- 2) This report has been prepared at the request of **Omar Khan** of Ideal Developments and for the exclusive (and confidential) use of the recipient as named and for the specific purpose and function as stated. Written consent from the authors must be obtained before any part of the appraisal report can be used for any use by anyone except the client and other intended users identified in the report. Liability to any other party or for any other use is expressly denied regardless of who pays the appraisal fee.
- 3) All copyright is reserved to the author and this report is considered confidential by the author and **Omar Khan** of Ideal Developments. Possession of this report, or a copy thereof, does not carry with it the right to reproduction or publication in any manner, in whole or in part, nor may it be disclosed, quoted from or referred to in any manner, in whole or in part, without the prior written consent and approval of the author as to the purpose, form and content of any such disclosure, quotation or reference. Without limiting the generality of the foregoing, neither all nor any part of the contents of this report shall be disseminated or otherwise conveyed to the public in any manner whatsoever or through any media whatsoever or disclosed, quoted from or referred to in any report, financial statement, prospectus, or offering memorandum of the client, or in any documents filed with any governmental agency without the prior written consent and approval of the author as to the purpose, form and content of such dissemination, disclosure, quotation or reference.
- 4) The contents of this report are confidential and will not be disclosed by the author to any party except as provided for by the provisions of the CUSPAP and/or when properly entered into evidence of a duly qualified judicial or quasi-judicial body. The appraiser acknowledges that the information collected is personal and confidential and shall not use or disclose the contents of this report except as provided for in the provisions of the CUSPAP and in accordance with the appraiser's privacy policy. The client agrees that in accepting this report, it shall maintain the confidentiality and privacy of any personal information contained and shall comply in all material respects with the contents of the appraiser's privacy policy and in accordance with the PIPEDA.
- 5) This appraisal report, its content and all attachments/addendums and their content are the property of the appraiser. The client, intended users and any appraisal facilitator are prohibited, strictly forbidden and no permission is expressly or implicitly granted or deemed to be granted, to modify, alter, merge, publish (in whole or in part) screen scrape, database scrape, exploit, reproduce, decompile, reassemble or participate in any other activity intended to separate, collect, store, reorganize, scan, copy, manipulate electronically, digitally, manually or by any other means whatsoever this appraisal report, addendum, all attachments and the data contained within for any commercial, or other, use.

- 6) The appraiser has agreed to enter into the assignment as requested by the client named in the report for the use specified by the client, which is stated in the report. The client has agreed that the performance of this appraisal and the report format are appropriate for the intended use.
- 7) This report is completed on the basis that testimony or appearance in court or at any administrative proceeding concerning this appraisal is not required unless specific arrangements to do so have been made beforehand. Such arrangements will include, but not necessarily be limited to, adequate time to review the appraisal report and data related thereto and for preparation and for any appearances that may be required, and the provision of appropriate additional compensation.
- 8) The estimated market value of the real estate that is the Subject of this appraisal pertains to the value of the **fee simple interest** in the real property. The property rights appraised exclude mineral rights, if any.
- 9) The concept of market value presumes reasonable exposure. The exposure period is the estimated length of time the asset being valued would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of valuation. The overall concept of reasonable exposure encompasses not only adequate, sufficient and reasonable time but also adequate, sufficient and reasonable effort. The reasonable exposure period is a function not only of time and effort but will depend on the type of asset being valued, the state of the market at the date of valuation and the level at which the asset is priced. (The estimated length of the exposure period needed to achieve the estimated market value is set forth in the Letter of Transmittal, prefacing this report).
- 10) The analyses set out in this report relied on written and verbal information obtained from a variety of sources we considered reliable. However, these data are not guaranteed for accuracy. Unless otherwise stated, we did not verify client-supplied information, which we believed to be correct. Certain information has been accepted at face value, especially if there was no reason to doubt its accuracy. Other empirical data required interpretative analysis pursuant to the objective of this appraisal. Certain inquiries were outside the scope of this mandate.
- 11) The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. No title search has been performed, and the appraiser assumes that the title is good and marketable and free and clear of all value influencing encumbrances, encroachments, restrictions or covenants, including leases, unless otherwise noted in this report, and that there are no pledges, charges, liens or special assessments outstanding against the property other than as stated and described. The property is appraised on the basis of it being under responsible ownership. Matters of a legal nature, including confirming who holds legal title to the appraised property or any portion of the appraised property, are outside the scope of work and expertise of the appraiser. Any information regarding the identity of a property's owner or identifying the property owned by the listed client and/or applicant provided by the appraiser is for informational purposes only and any reliance on such information is unreasonable. Any information provided by the appraiser does not constitute any title confirmation. Any information provided does not negate the need to retain a real estate lawyer, surveyor or other appropriate experts to verify matters of ownership and/or title.
- 12) The property has been valued on the basis that there are no outstanding liabilities except as expressly noted, pursuant to any agreement with a municipal or other government authority, pursuant to any contract or agreement pertaining to the ownership and operation of the real estate or pursuant to any lease or agreement to lease, which may affect the stated value or saleability of the Subject Property or any portion thereof.
- 13) The property has been valued on the basis that there is no action, suit, proceeding or investigation pending or threatened against the real estate or affecting the titular owners of the property, at law or in

equity or before or by any federal, provincial or municipal department, commission, board, bureau, agency or instrumentality which may adversely influence the value of the real estate appraised.

- 14) The legal description of the property and the area of the site were obtained from the Geowarehouse. No survey of the property has been made. Any plans and sketches contained in this report show approximate dimensions only and are included solely to aid the recipient in visualizing the location of the property, the configuration and boundaries of the site and the relative position of the improvements on the said lands. It is unreasonable to rely on this report as an alternative to a survey, and an accredited surveyor ought to be retained for such matters.
- 15) The property has been valued on the basis that the real estate complies in all material respects with any restrictive covenants affecting the site and has been built and is occupied and being operated, in all material respects, in full compliance with all Government regulations and requirements of law, including all zoning, land use classification, building codes, planning, fire and health by-laws, rules, regulations, orders and codes of all federal, provincial, regional and municipal governmental authorities having jurisdiction with respect thereto, and that if it doesn't comply, any such non-compliance may affect market value. (It is recognized there may be work orders or other notices of violation of law outstanding with respect to the real estate and that there may be certain requirements of law preventing occupancy of the real estate as described in this report. However, such circumstances have not been accounted for in the appraisal process).
- 16) The term "inspection" refers to observation and reporting of the general material finishing and conditions seen for the purposes of a standard appraisal inspection. The inspection scope of work includes the identification of marketable characteristics/amenities offered for comparison and valuation purposes only, in accordance with the CUSPAP.
- 17) The opinions of value and other conclusions contained assume satisfactory completion of any work remaining to be completed in a good and workmanlike manner. Further inspection may be required to confirm completion of such work. The appraiser has not confirmed that all mandatory building inspections have been completed to date, nor has the availability/issuance of an occupancy permit been confirmed. The appraiser has not evaluated the quality of construction, workmanship or materials. It should be clearly understood that this physical inspection does not imply compliance with any building code requirements as this is beyond the professional expertise of the appraiser.
- 18) The author of this report is not qualified to comment on environmental issues (including, without limitation any chemical or biological issues) that may affect the market value of the property appraised, including but not limited to pollution or contamination of land, buildings, water, groundwater or air. Unless expressly stated, the property is assumed to be free and clear of pollutants and contaminants, including but not limited to moulds or mildews or the conditions that might give rise to either, and in compliance with all regulatory environmental requirements, government, or otherwise, and free of any environmental condition, past, present or future, that might affect the market value of the property appraised. If the party relying on this report requires information about environmental issues then that party is cautioned to retain an expert qualified in such issues. We expressly deny any legal liability relating to the effect of environmental issues on the market value of the property appraised.
- 19) Unless otherwise stated in this report, the appraiser has no knowledge of any hidden or unapparent conditions of the property (including, but not limited to, its soils, physical structure, mechanical or other operating systems, its foundation, etc.) or adverse environmental conditions (on it or a neighbouring property, including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable. It has been assumed that there are no such conditions unless they were observed at the time of inspection or became apparent during the normal research involved in completing the appraisal. This report should not be construed as an environmental audit or detailed property condition report, as such reporting is beyond the scope of this report and/or the qualifications

of the appraiser. The author makes no guarantees or warranties, express or implied, regarding the condition of the property, and will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. The bearing capacity of the soil is assumed to be adequate.

- 20) Investigations have been undertaken in respect of matters which regulate the use of land. However, no inquiries have been placed with the fire department, the building inspector, the health department or any other government regulatory agency with respect to the Subject property's compliance with all applicable regulations, unless such investigations are expressly represented to have been made in this report. Assumptions have been made that the Subject property is in compliance with all such regulations. The Subject Property must comply with such regulations and, if it does not comply, its non-compliance may affect the market value of this property. To be certain of such compliance, further investigations may be necessary. Any information provided by the appraiser does not negate the need to retain an appropriately qualified professional to determine government regulation compliance.
- 21) The interpretation of any leases and other contractual agreements, pertaining to the operation and ownership of the property, as expressed, is solely the opinion of the author and should not be construed as a legal interpretation. Further, any summaries of such contractual agreements are presented for the sole purpose of giving the reader an overview of the salient facts thereof.
- 22) The estimated market value of the property does not necessarily represent the value of the underlying shares of the entity owning the property, if the asset is so held, as the value of the shares could be affected by other considerations. Further, the estimated market value does not include consideration of any extraordinary financing, rental or income guarantees, special tax considerations or any other atypical benefits which may influence the ordinary market value of the property, unless the effects of such special conditions, and the extent of any special value that may arise therefrom, have been described and measured in this report.
- 23) Should title to the real estate presently be held (or changed to a holding) by a partnership, in a joint venture, through a Co-tenancy arrangement or by any other form of divisional ownership, the value of any fractional interest associated therewith may be more or less than the percentage of ownership appearing in the contractual agreement pertaining to the structure of such divisional ownership. For the purposes of our valuation, we have not made any adjustment for the value of a fractional interest.
- 24) In the event of syndication, the aggregate value of the limited partnership interests may be greater than the value of the freehold or fee simple interest in the real estate, by reason of the possible contributory value of non-realty interests or benefits such as provision for tax shelter, potential for capital appreciation, special investment privileges, particular occupancy and income guarantees, special financing or extraordinary agreements for management services.
- 25) Unless otherwise noted, the estimated market value of the property referred to is predicated upon the condition that it would be sold on a cash basis to the vendor subject to any contractual agreements and encumbrances as noted in this report as-is and where-is, without any contingent agreements or caveats. Other financial arrangements, good or cumbersome, may affect the price at which this property might sell in the open market.
- 26) Because market conditions, including economic, social and political factors, change rapidly and, on occasion, without notice or warning, the estimate of market value expressed, as of the effective date of this appraisal, cannot be relied upon as of any other date except with further advice from the appraiser and confirmed in writing.
- 27) The value expressed is in Canadian dollars.
- 28) This report is only valid if it bears the original or password secured digital signature(s) of the author(s). If transmitted electronically, this report will have been digitally signed and secured with personal

passwords to lock the appraisal file. Due to the possibility of digital modification, only originally signed reports and those reports sent directly by the appraiser, can be relied upon without fault.

- 29) These Ordinary Assumptions and Limiting Conditions shall be read with all changes in number and gender as may be appropriate or required by the context or by the particulars of this mandate.
- 30) Where the intended use of this report is for financing or mortgage lending or mortgage insurance, it is a condition of reliance on this report that the authorized user has or will conduct lending underwriting and insurance underwriting and rigorous due diligence in accordance with the standards of a reasonable and prudent lender or insurer, including but not limited to ensuring the borrower's demonstrated willingness and capacity to service his/her debt obligations on a timely basis, and to conduct loan underwriting or insuring due diligence similar to the standards set out by the Office of the Superintendent of Financial Institutions (OSFI), even when not otherwise required by law. Liability is expressly denied to those that do not meet this condition. Any reliance on this report without satisfaction of this condition is unreasonable.

Appendix B

Definitions

Definitions

Property Interests

- Fee Simple**
 - Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, expropriation, police power and escheat.
- Leased Fee Interest**
 - The ownership interest held by the lessor, which includes the right to the contract rent specified in the lease plus the reversionary right when the lease expires.
- Leasehold Interest**
 - The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease.

General Definitions

Adjusted or Stabilized Overall Capitalization Rate is usually derived from transactions with excessive vacancy levels or contract rents over/under market levels. In such cases, net operating income is “normalized” to market levels and the price adjusted to reflect expected costs required to achieve the projected net operating income.

The Cost Approach to value is based upon the economic principle of substitution, which holds that the value of a property should not be more than the amount by which one can obtain, by purchase of a site and construction of a building without undue delay, a property of equal desirability and utility.

Direct or Overall Capitalization refers to the process of converting a single year’s income with a rate or factor into an indication of value.

The Direct Comparison Approach examines the cost of acquiring equally desirable and valuable substitute properties, indicated by transactions of comparable properties, within the market area. The characteristics of the sale properties are compared to the Subject Property on the basis of time and such features as location, size and quality of improvements, design features and income generating potential of the property.

Discount Rate is a yield rate used to convert future payments or receipts into a present value.

Discounted Cash Flow Technique offers an opportunity to account for the anticipated growth or decline in income over the term of a prescribed holding period. More particularly, the value of the property is equivalent to the discounted value of future benefits. These benefits represent the annual cash flows (positive or negative) over a given period of time, plus the net proceeds from the hypothetical sale at the end of the investment horizon.

Two rates must be selected for an application of the DCF process:

- the internal rate of return or discount rate used to discount the projected receivables;
- an overall capitalization rate used in estimating reversionary value of the asset.

The selection of the discount rate or the internal rate of return is based on comparing the Subject Property to other real estate opportunities as well as other forms of investments. Some of the more common benchmarks in the selection of the discount rate are the current yields on long term bonds and mortgage interest rates.

Exposure Time - The Canadian Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Institute of Canada define “Exposure Time” (The Appraisal Institute of Canada, Canadian Uniform Standards of Professional Appraisal Practice, 2020 ed. Page 6) as:

“The estimated length of time the property interest being appraised would have been offered on the market before the hypothetical consummation of a sale at the estimated value on the Effective Date of the appraisal.”

Fair Value (International Financial Reporting Standards) – IFRS 13 defines “Fair Value” as:

“The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.”

Highest and Best Use - The Canadian Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Institute of Canada define “Highest and Best Use” (The Appraisal Institute of Canada, Canadian Uniform Standards of Professional Appraisal Practice, 2020 ed. Page 8) as:

“The reasonably probable use of Real Property, that is physically possible, legally permissible, financially feasible, and maximally productive, and that results in the highest value.”

The Income Approach to value is utilized to estimate real estate value of income-producing or investment properties.

Internal Rate of Return is the yield rate that is earned or expected over the period of ownership. It applies to all expected benefits including the proceeds of sale at the end of the holding period. The IRR is the Rate of Discount that makes the net present value of an investment equal zero.

Market Value - The Canadian Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Institute of Canada define “Market Value” (The Appraisal Institute of Canada, Canadian Uniform Standards of Professional Appraisal Practice, 2020 ed. Page 10) as:

“The most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and the seller each acting prudently, knowledgeably, and for self-interest, assuming that neither is under duress.”

Net Operating Income is the actual or anticipated net income remaining after all operating expenses are deducted from effective gross income before debt service and depreciation. Net Operating Income is usually calculated for the current fiscal year or the forthcoming year.

Overall Capitalization Rate is an income rate that reflects the relationship between a single year's net operating income expectancy and the total property price. The Overall Capitalization Rate converts net operating income into an indication of a property's overall value.

A **Yield Rate** is applied to a series of individual incomes to obtain a present value of each.

Appendix C

Land Use / Zoning

Zoning

4.9.1 RM3 Permitted Uses and Zone Regulations

All **buildings** and **structures** shall comply with the provisions contained in Parts 1 to 3 and Section 4.1 of this By-law, and the **uses** and regulations specified within the applicable zone column contained in Table 4.9.1 - RM3 Permitted Uses and Zone Regulations.

Table 4.9.1 - RM3 Permitted Uses and Zone Regulations

Column A		B
Line 1.0	ZONES	RM3
PERMITTED USES		
2.0	RESIDENTIAL	
2.1	Semi-detached on a CEC - road (0174-2017), (0181-2018/LPAT Order 2019 February 15)	✓ ☺

4.9.2.4

Exception: RM3-4

4.9.2.4	Exception: RM3-4	Map # 56	By-law: 0082-2016, 0174-2017, 0181-2018/LPAT Order 2019 February 15
In a RM3-4 zone the permitted uses and applicable regulations shall be as specified for a RM3 zone except that the following uses /regulations shall apply:			
Additional Permitted Use			
4.9.2.4.1	(1) Detached dwellings on a CEC - road		
Regulations			
4.9.2.4.2	Minimum rear yard for semi-detached on CEC - corner lot	6.5 m	
4.9.2.4.3	Minimum setback of a dwelling unit to a CEC - visitor parking space	2.8 m	
4.9.2.4.4	Minimum setback of a dwelling unit to a CEC - amenity area	1.2 m	
4.9.2.4.5	Minimum number of CEC - visitor parking spaces to be provided within the common element area	2	
4.9.2.4.6	Maximum driveway width for semi-detached	5.2 m	
4.9.2.4.7	Maximum driveway width for detached dwellings	5.6 m	

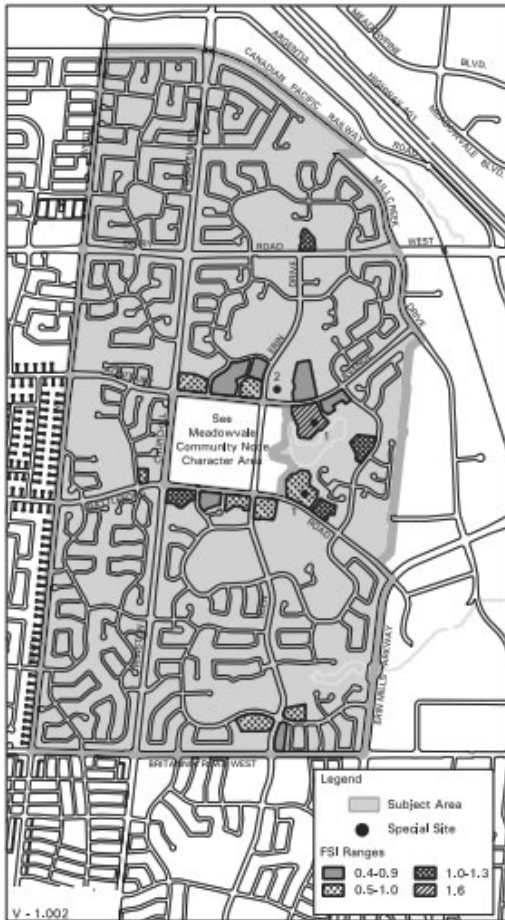
Official Plan

11.2.5.4 Lands designated Residential Low Density II will permit the following uses:

- a. detached dwelling;
- b. semi-detached dwelling;
- c. duplex dwelling; and
- d. triplexes, street townhouses and other forms of low-rise dwellings with individual frontages.

16.16 Meadowvale

16.16.1 Land Use



Map 16-16: Meadowvale Neighbourhood Character Area

16.16.1.1 In addition to the general Residential Medium and High Density development policies of this Plan, the following additional policy applies specifically to this Character Area:

- a. in order to create acceptable built form transitions, buildings should be limited in height when adjacent to low density residential

neighbourhoods. Buildings immediately adjacent to low density housing forms should be limited to three storeys. In situations where the low density housing forms are separated from high density development by a public road or other permanent open space feature, a height of four to five storeys may be compatible.

16.16.1.2 Lands designated Residential Low Density II will not permit the following uses:

- a. triplexes, street townhouses and other forms of low-rise dwellings with individual frontages.

16.16.1.3 Lands designated Residential Medium Density will also permit low-rise apartment dwellings.

16.16.2 Transportation

16.16.2.1 Prior to giving consideration to any proposal to widen Tenth Line, City Council will require a neighbourhood traffic study be undertaken. This study should examine alternatives to widening Tenth Line, including traffic management measures. In the event that a widening is required, its need and justification should be clearly documented in accordance with the requirements of the document entitled Class Environmental Assessment for Municipal Road Projects.

16.16.2.2 Truck traffic will be discouraged from utilizing Tenth Line West south of the St. Lawrence and Hudson Railway in recognition of the residential character of Tenth Line West south of the railway line.

Appendix D

Geowarehouse Report(s)



GeoWarehouse Property Report Generated on September 28, 2020

**6532 WINSTON CHURCHILL BLVD
MISSISSAUGA**

PIN 132430378

GeoWarehouse Report



This report was prepared by:
Tim Loch
Director, Valuations & Advisory Services

tim.loch@colliers.com

Colliers International
181 Bay Street, Suite 1400
Toronto, Ontario, Canada, M5J 2V1
Office: 4166433496

Property Details

GeoWarehouse Address:

6532 WINSTON CHURCHILL BLVD
MISSISSAUGA
L5N3W4

PIN: 132430378

Land Registry Office: PEEL (43)

Land Registry Status: Active

Registration Type: Certified (Land Titles)

Ownership Type: Freehold



Ownership

Owner Name:
IDEAL (WC) DEVELOPMENTS INC.

Legal Description

PART LOT 9 CONCESSION 11 (NEW SURVEY) TRAFALGAR, DESIGNATED AS PART 1, PLAN 43R37427 CITY OF MISSISSAUGA

Lot Size

Area: 62538.26 sq.ft

Perimeter: 1023.62 ft.

Measurements: 206.07ft. x 10.32ft. x 139.6ft. x 17.09ft. x 133.25ft. x 236.84ft. x 262.77ft.

Lot Measurement Accuracy: HIGH
Measurements are based on coordinate geometry, providing a high degree of confidence that the measurement calculations are within an acceptable variance of the registered plan dimensions.



Sales History

Sale Date	Sale Amount	Type	Party To	Notes
Jan 20, 2014	\$1,155,000	Transfer	IDEAL (WC) DEVELOPMENTS INC.;	
Jan 20, 2014	\$1,180,000	Transfer	IDEAL (WC) DEVELOPMENTS INC.;	