

# PARK AND LAKE

WATERFRONT RESIDENCES  
IN OSHAWA



# Built By Trusted Developers



- Nearly 40 years of building mixed-use communities
- Over 31,000 homes built
- 54 projects
- Landmark Build: The Ritz-Carlton, Toronto



- Over 40 years of experience home building
- 2,020 homes built
- 35 projects
- Signature Builds: Mulock Vistas, Newmarket

Partners on OH! Towns

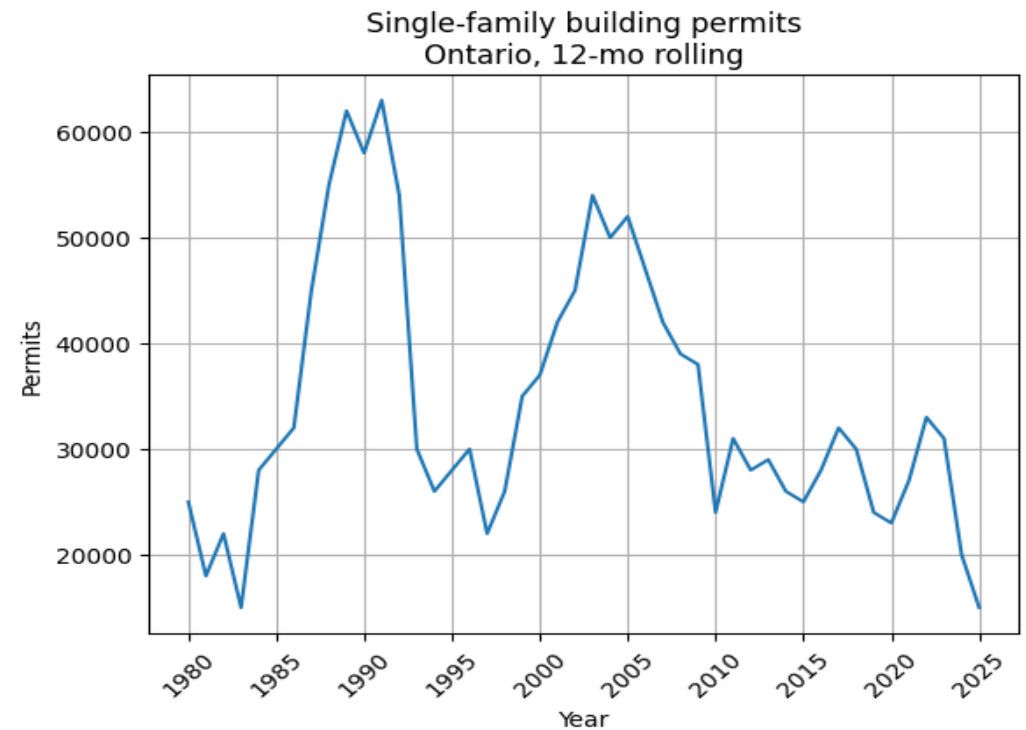
# HST Rebate Outline at Park and Lake

The Government has expanded the HST Rebate – But what does this mean for your clients at Park & Lake, and what we know so far:

- The rebate is available to all buyers on new construction
- Available for 1 Year Only – from April 1, 2026 – March 31, 2027
- The revamped tax rebate tops out at \$130,000 for homes costing between \$1 million and \$1.5 million and then gradually drops to \$24,000 at the \$1.85 million threshold
- Purchase Price on APS is Net of HST Rebate at Park & Lake

## We're building at 1980s rates ... with twice the population

- Single Family Permits at 40-year lows
- Building at the same rate as the 1980's – but with 2x the population
- Low starts means supply will tighten in coming years
- Arbitrage opportunity with pre-construction to buy low and sell high

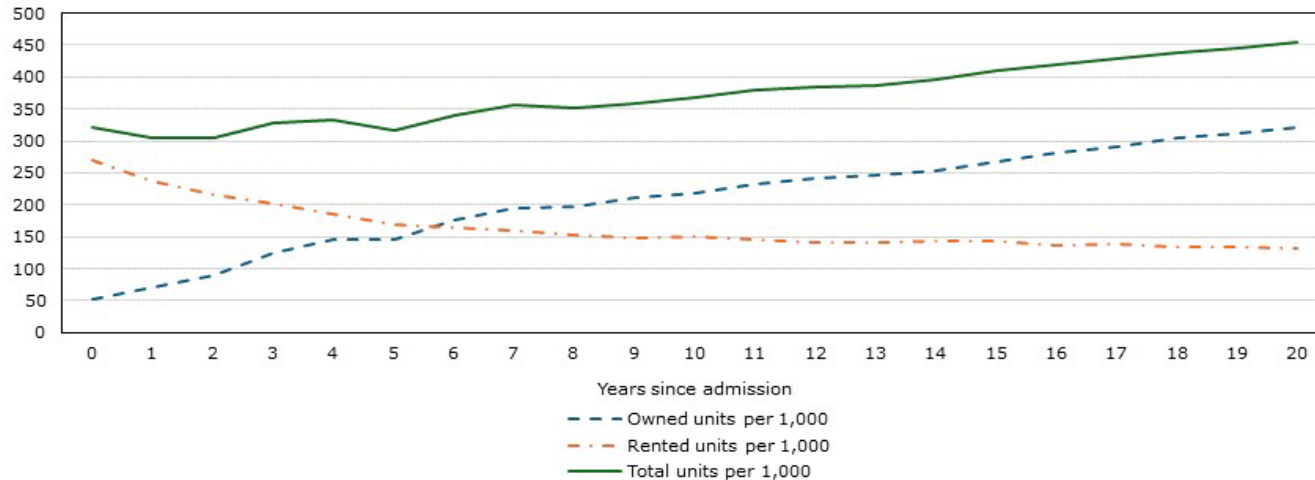


# We All Need A Place To Live

- In 2021, 405,999 new permanent residents.
- In 2022, 437,120 new permanent residents.
- Homeownership among immigrants rises meaningfully after about five to six years in Canada.

**Owned and rented housing units per 1,000 immigrants by years since admission, 2021**

housing units occupied

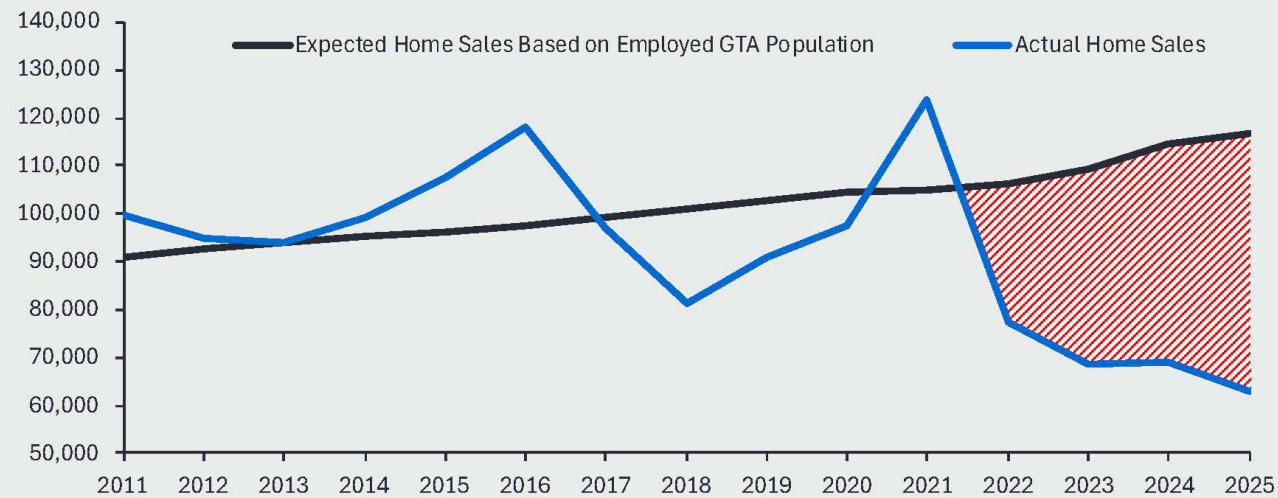


Source: Statistics Canada, 2021 Census of Population.

Buyers are ready...  
they've just been waiting

## Pent-Up Demand Continues to Grow

Expected Home Sales vs. Actual Home Sales

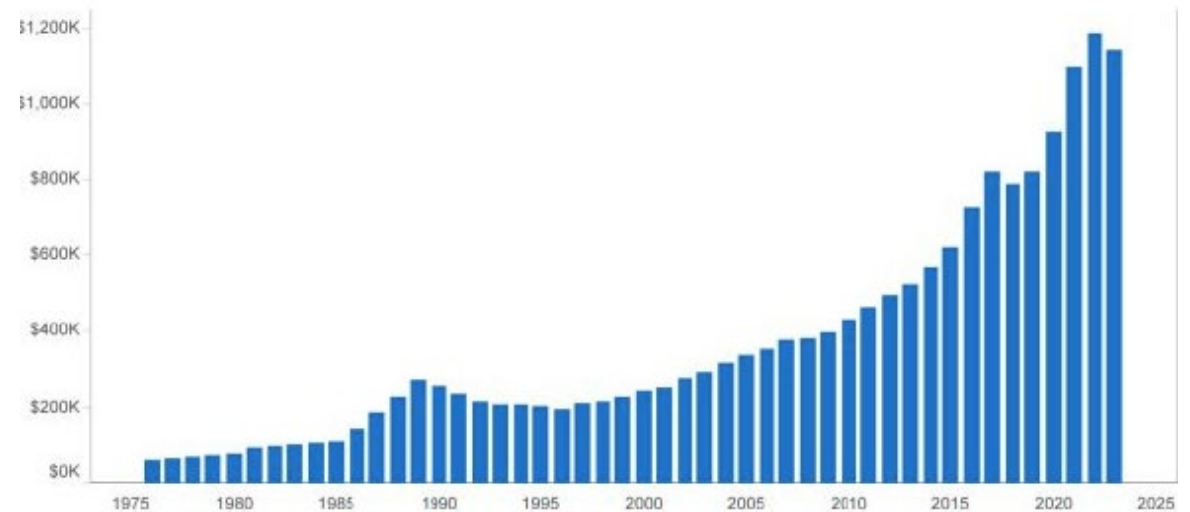


Source: Statistics Canada Labour Force Survey; TRREB Analysis

10 years ago, you wish you'd bought.  
Today is that day again.

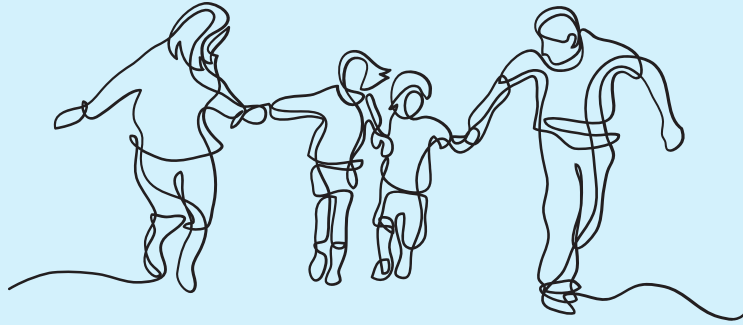
- GTA market is adjusting in the short term, but long-term fundamentals remain strong.
- Over the past 45 years, GTA real estate has averaged about 6.27% compounded annual growth
- Lakeside communities are scarce in the GTA

Annual Average TRREB MLS® System Sale Price



An aerial photograph of a residential community situated along a large body of water. The houses are arranged in a grid-like pattern, with some featuring swimming pools. The surrounding area is lush with green and yellow trees, suggesting an autumn setting. A yellow rectangular box is overlaid on the center of the image, containing text.

**Oshawa's ONLY Waterfront Community.**  
A location so amazing, you'll feel outside of Ontario.



# WHAT'S HAPPENING IN OSHAWA

# A Flourishing City Poised For Growth

- **Oshawa is outpacing the population growth** of Durham Region and the Province of Ontario.
- Population is expected to grow by over 100,000 people in the coming decades



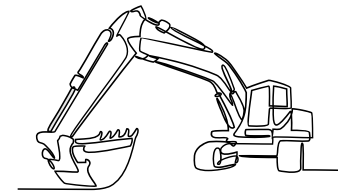
## INVESTMENT IN CITY INFRASTRUCTURE



**GO Train East extension** through Oshawa to Bowmanville is a \$1.1 billion project creating 21,000 jobs!

# \$5 BIL

Oshawa has attracted more than \$5 Billion in total development – and it's not slowing down



Oshawa is ranked **number one for development** approval timelines across the G.T.A

# Home to Top-rated Universities



## TRENT UNIVERSITY

#1 Undergraduate University in Ontario, 13 years running



## ONTARIO TECH UNIVERSITY

#1 Research University of the Year for 2023

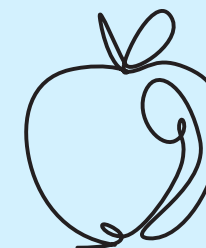


## DURHAM COLLEGE



## QUEEN'S UNIVERSITY

FAMILY MEDICINE satellite campus at Lakeridge Health Oshawa



**25,000+**  
**STUDENTS**

enrolled in Oshawa  
post-secondary institutions

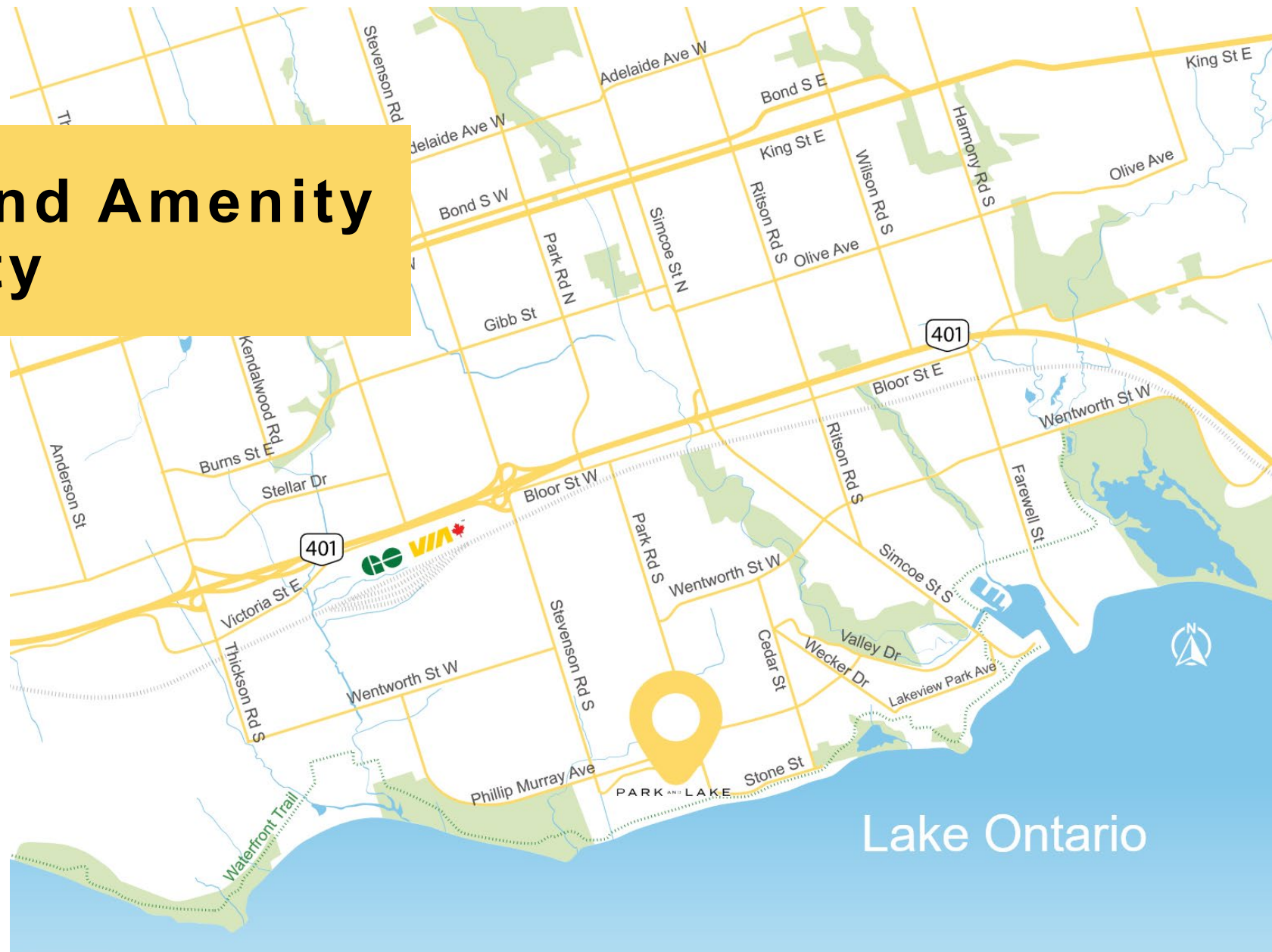
# A Connected And Amenity Rich Community

**401 HWY-** 5 Mins (3.9KM)

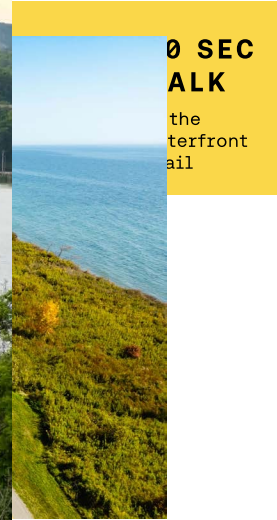
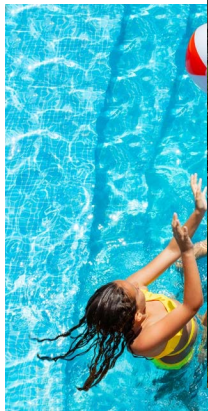
**412 HWY-** 9 Mins (10.6KM)

**Oshawa GO** train station - 10 Mins

**45 Min GO TRAIN RIDE**  
**to Union Station**



# An Amenit Rich Com



**2 MIN DRIVE**  
to the  
Community Centre



**3 MIN DRIVE**  
to  
Lakefront  
Park West

**5 MIN DRIVE**  
to FreshCo

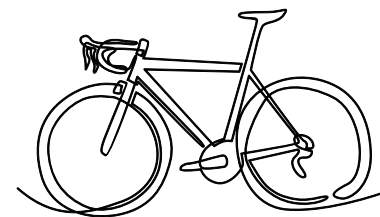
**9 MIN DRIVE**  
to the  
Oshawa  
SmartCentres

**0 SEC**  
**ALK**  
the  
terfront  
ail

**11 MIN DRIVE**  
to  
Oshawa Centre

**14 MIN DRIVE**  
to the Oshawa  
Golf and  
Curling Club

# Park and Lake is a Unique Waterfront Community



## 6 Parks at your Doorstep

**Renaissance Park** - 8 min walk

**Stone Street Park** - 14 min walk

**Lake Vista Park** - 17 min walk

**Lakefront West Park** - 20 min walk

**Lakewood Park** - 8 min drive

**Oshawa Valleylands Conservation Area** - 6 min drive

## 11KM OF WATERFRONT TRAILS

The Great Lakes waterfront trail is steps away from Park & Lake and runs along the shores of Lake Ontario.



# Call Park and Lake Home

ONLY

**165**

DETACHED HOMES

**1,500-3,030**

SQ. FT. LAYOUTS

**30', 36', 40'**

LOT SIZES

**3, 4 & 5**

BEDROOM DESIGNS

**Waterfront living from the high \$800's**



# Waterfront Comparables

Your clients can finally own in a waterfront community at a price point that makes sense!

Traditionally, waterfront communities **appreciate 20-30%** more than inland communities

Let's look at waterfront prices in newer homes in comparable communities:

Park & Lake	\$897K - \$1.3M	BRAND NEW
Whitby	\$1.150 - \$2.3M	15+ years old
Ajax	\$1.2 - \$2.3M	15+ years old
Pickering	\$1.5M - \$2.6M	0-5 years old 15+ years old

# Who are the buyers?

## **Downsizers**

- Looking to live their dream living by the lake

## **Move-up**

- Coming from townhomes or smaller homes, looking for more space

## **Parents & Adult Children**

- Living together and sharing monthly costs
- Our Poppy model has been extremely popular with this group

# Brand-New Plans!



30' – 3 Bedroom



36' Bungalow – 3 Bedroom

# Two Homes in One

36' Lot Model . The Poppy = Total 2776 Sq. Ft

Primary 1919 sq.ft | Secondary 857 sq.ft

Separate Front Door Entrances

Separate kitchens

5 appliances including in-suite washer/dryer

Separate heating/cooling

2 car garage = 4 parking spaces

All Brick Home



# A Passive Income Generator

The Poppy can offer passive income to help offset home ownership costs

## Up to \$2,000 a month.

*(based on latest April 2026 Oshawa 2 bed condo rentals)*

# Your buyers will also get:

- Full Tarion Warranty → No surprises!
- **Personalize** their new home
- **No renovations** or surprise costs after move-in
- **No “as-is” clause** and inspection surprises
- Backed by **reputable** developers with a strong track record



**More, for less promo!**

## **Finished Basement**

Available on select models only – see sales rep for more details

## **PLUS...**

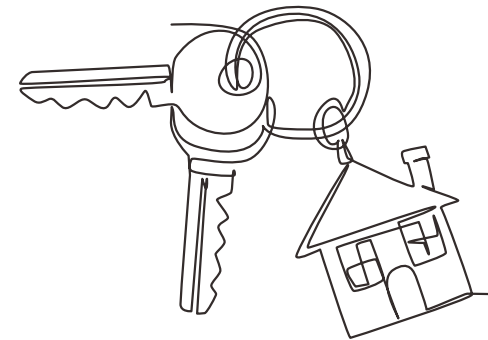
- Reduced Development Charges
- 9' Ceilings on the 2<sup>nd</sup> Floor
- Smooth Ceilings on the Main Level
- Appliance Package - Stainless steel fridge, stove, hood fan and dishwasher
- Laundry Package – White Washer and Dryer

Restrictions apply on lots and models, cannot be combined with any other offer

**ADD UP TO**

**25%**

**MORE SPACE**



# Incentives

## FOR YOU

### COMMISSION OFFERING

# 2%

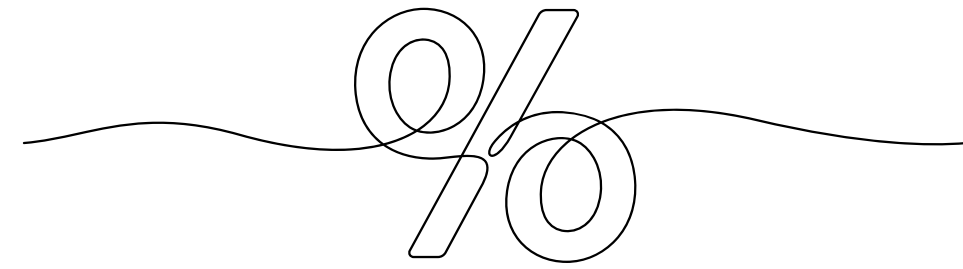
PAYOUT SCHEDULE:

1% 90 days after all conditions have been satisfied;  
1% 60 days after final closing

### PLUS: FOR THIS GROUP ONLY

# \$5k

Additional selling bonus for all in attendance today and available for a limited time only.



## FOR YOUR CLIENTS

# \$5k

Décor credit exclusively for your clients, as an attendee today.



the HST rebate. Conditions apply.

A modern kitchen with white cabinetry, a marble island, and stainless steel appliances. The kitchen features a large island with a white marble countertop and three white bar stools with gold legs. The background shows a stainless steel refrigerator, a sink with a gold faucet, and a double oven. The floor is made of light-colored wood. The text is overlaid on the left side of the image.

**Invite your clients to our VIP Preview Opening  
May 7<sup>th</sup>  
6 – 8 PM**

**Don't just tell them about it, have them tour to  
experience lakeside living.**

# Let's Collaborate!

Contact our Sales Team to set up a private appointment for you and your clients or to host your next event.



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**647.624.6461**  
[sales@homesbyparkandlake.com](mailto:sales@homesbyparkandlake.com)

