



THE SAGE  
CONDO  
CONCEPT  
CONTINUES

**SAGE****IV**  
CONDOMINIUMS  
LESTER STREET SUITES





↑ EXTERIOR ELEVATION

**INTRODUCING SAGE 5, THE LATEST RELEASE BROUGHT TO WATERLOO BY INNOVATOR IN8 DEVELOPMENTS**

The Sage Condominium concept continues to be a proven success in the real estate investment market.

In8 Developments has successfully launched and rapidly sold out three Sage projects in Waterloo. All three projects, which total over 350 units combined, have sold out in just over one year. We continue to offer a complete and comprehensive “hands-off” program to make this smart condo investment easy for new and seasoned investors alike.

We believe that Sage 5, located in the centre of Waterloo’s growth district, fueled by the expanding universities, is a stable and secure environment that will be a long term benefit to any investment portfolio.

Sage 5, located just steps from the University of Waterloo & Technology Park, is a stable and secure opportunity that should prove to be a lucrative and valuable addition to any investment portfolio.

**REASONS TO CHOOSE SAGE 5**

- Professional property management package makes the dream of hassle-free real estate investing a reality
- Situated just steps from the University of Waterloo & Technology Park
- High demand 1 Bedroom plus Den suites which are in scarce supply near the universities
- Worry-free ownership with furnishing package and leasing guarantee
- A brand new building with a complete Tarion Warranty
- Sage 5 owners will not be subject to the costly Rental Housing Licensing traditional landlords in Waterloo must contend with
- With conventional 1 & 2 bedroom layouts, purchasers at Sage 5 won’t have to deal with the financing challenges other rental property owners face
- Top quality suite finishes including granite countertops, stainless steel appliances, in-suite laundry

**SAGE V**  
 CONDOMINIUMS  
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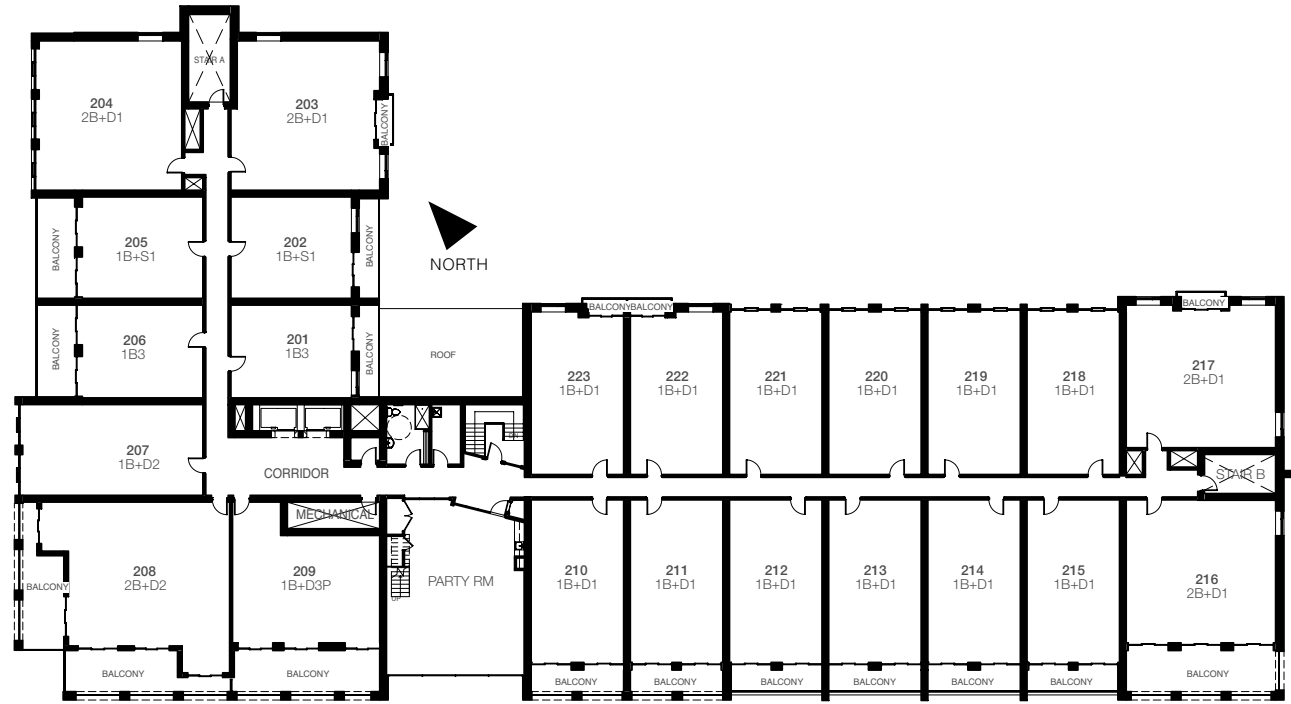
↑ SAGE 5 LOBBY



↑ SUN ROOM TERRACE - FOURTH FLOOR

# KEYPLANS

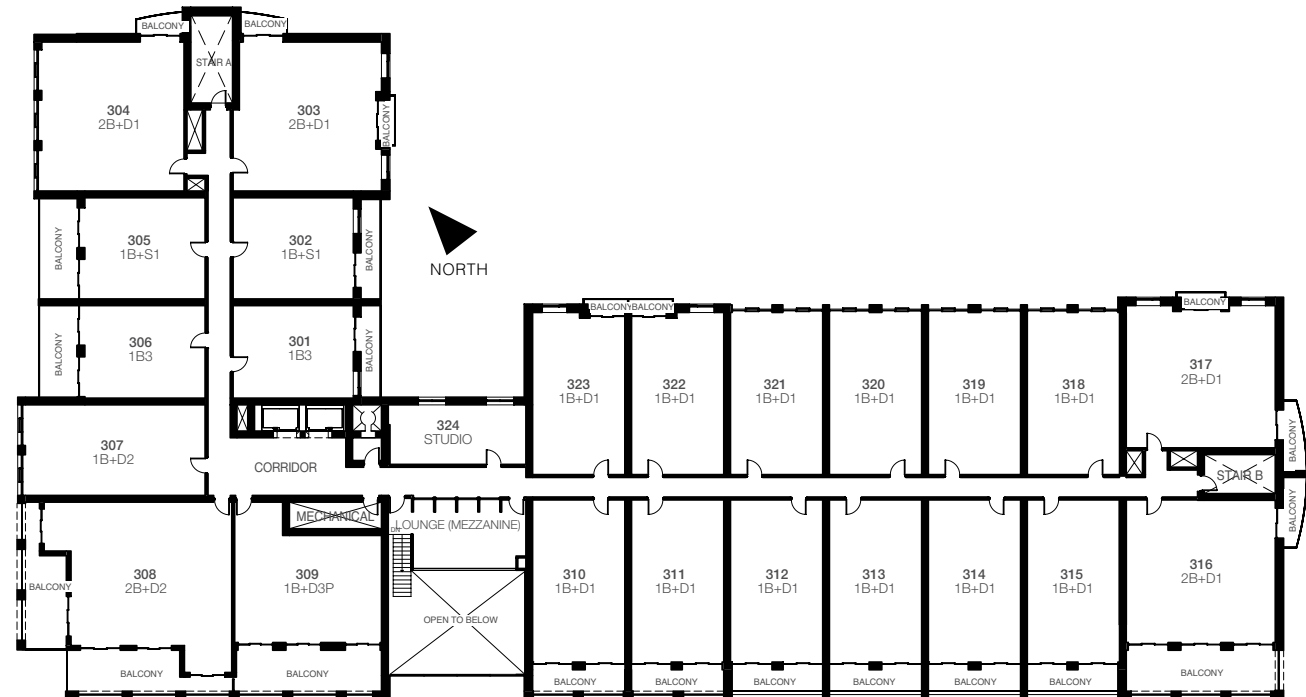
# FLOORS & SUITES



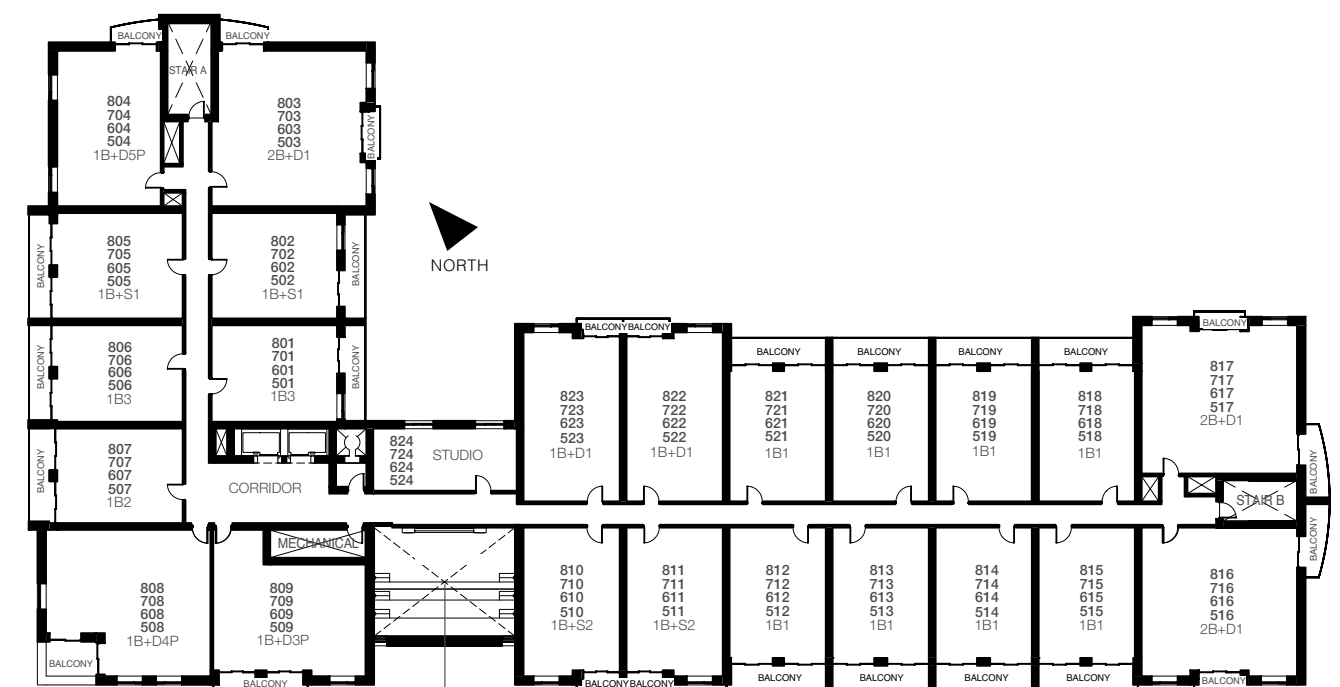
SECOND FLOOR



FOURTH FLOOR



THIRD FLOOR



FIFTH | SIXTH | SEVENTH | EIGHTH FLOOR



# BENEFITS OF 1 & 2 BEDROOM SUITES

**HIGH DEMAND AND LOW SUPPLY OF ONE AND TWO BEDROOM SUITES MAKE PURCHASING OR INVESTING AT SAGE 5 A WISE CHOICE.**

With well designed and luxuriously finished 1 and 2 bedroom units, Sage 5 will offer a completely new experience for tenants in the university area of Waterloo. Currently less than 1% of the bedrooms in the university area are comprised of 1 or 2 bedroom units and tenant demand for this product is extremely high.

Sage II was the first new building to meet this incredibly high demand with the perfect product. Sage 5 endeavours to satisfy the tremendous demand demonstrated by the rapid sell-out of the 1 and 2 bedroom suites from Sage II, but this time at an amazing location just steps from The University of Waterloo. These more private suites attract a more mature tenant seeking a quieter, more studios environment. The appeal to this type of resident translates to reduced turnover and minimal wear and tear on the suite. These factors have the potential of contributing to a safe and lucrative investment for unit owners.



## SAGE CONDOS LEASING GUARANTEE

IN8 Developments offers you an easy, turnkey solution to start your ownership.

Purchasers of suites at Sage 5 will have the opportunity to purchase a leasing guarantee. For a nominal cost, you will have the security in knowing that your unit is fully rented for the first year from occupancy. This small investment will provide you peace of mind as you enter into ownership.

### 100% LEASE GUARANTEE:

- Free property management services for the first year
- Complete furniture packages to finish the entire suite in a cohesive contemporary décor theme

SUITE TYPE	GUARANTEED RENT
ONE BEDROOM	\$995/MONTH
ONE BEDROOM + STUDY	\$1095/MONTH
ONE BEDROOM + DEN	\$1300/MONTH
ONE BEDROOM + DEN PREMIUM	\$1500 - \$1600/MONTH
TWO BEDROOM + DEN PREMIUM	\$1995/MONTH

\* Lease is guaranteed for the first year of occupancy only. This is a limited time offer available prior to our Grand Opening. See Sales Representative for details. Program and Incentives are subject to change without notice. E. & O. E.

# SMARTER INVESTMENT CHOICE

**A PERPETUALLY INCREASING STUDENT POPULATION IN COMBINATION WITH BEING SITUATED IN THE HIGH TECH SECTOR OF WATERLOO REGION, SAGE 5 OFFERS THE POTENTIAL FOR A SIMPLE AND SECURE INVESTMENT.**

## AN INTELLIGENT CITY

The Intelligent Communities Forum (ICF) has recognized Waterloo as being the world's Top Intelligent Community in 2007, an honour that acknowledges that this community best exemplifies the development of a prosperous economy based on broadband and information technology. In being named the Top Intelligent Community, Waterloo demonstrates that collectively it is ready to meet the challenge of reinforcing itself as a world-class, internationally competitive city, and to thoroughly support the vision of a great community.

## TECHNOLOGY TRIANGLE

Waterloo is located in Canada's Technology Triangle Inc (CTT) which is a not-for-profit, public-private regional economic development partnership that markets the competitive advantages of the Waterloo Region to the world, and works to attract new businesses, investment and talent to the Region.

Waterloo Region is a globally recognized advanced technology cluster, also having the highest concentration of manufacturing among Canada's metropolitan areas.

The business base is diverse, ranging from large multinational to countless independent start-up companies on the leading edge of innovation. Leading economic sectors are automotive, high tech, advanced manufacturing, and business services.

## A MATTER OF ECONOMY

The fabric of the Waterloo Region's dynamism, and its future, is woven from the threads of industry employing advanced technology in their product development and manufacturing processes, and using advanced technology as a key driver of business competitiveness.

The area is an attractive location for knowledge-intensive firms and for companies to remain on the leading edge of technology. This results in a higher overall GDP and employment rate relative to the Ontario and Canadian average.

Over 500,000 people live within a half-hour (30 km) radius and over 5.2 million within 100 km of Waterloo.

With continuous business expansion, advanced research and development initiatives and growth in real estate and new home markets, Waterloo Region's future looks very promising.

## HIGH-TECH, HIGH-GROWTH FUTURE

*Waterloo Region is one of the brightest lights in the Ontario and Canadian economies. ...the area has a high-tech, high-growth future.*

*BMO FINANCIAL GROUP  
JANUARY 2006*











# KNOWING YOUR MARKET

## UNDERSTANDING THE ECONOMIC AND EDUCATION TRENDS IN WATERLOO REGION IS IMPERATIVE TO UNDERSTANDING THE POTENTIAL OF YOUR INVESTMENT

### EDUCATION EXCELLENCE

*There are many years when Waterloo is the university that has the most people at Microsoft of any in the world*

*BILL GATES, MICROSOFT  
OCTOBER 2005*

The number of post-secondary students in the region is increasing. With the number of student residences failing to support the escalating student population, those seeking residence while in study are exploring alternative accommodation opportunities, more cohesive with their fastidious lifestyle.

### STUDENT POPULATION & LIVING ACCOMMODATION FIGURES

	2011	2010	2009	2008
ON-CAMPUS	7,570	7,400	8,920	8,580
OFF-CAMPUS	24,100	20,240	15,990	16,000
AT HOME	1,250	1,250	1,250	1,240

\*Figures pertain to the City of Waterloo  
Source: Region of Waterloo Planning, Housing, and Community Service; 2010

### SIX STRATEGIC REASONS TO INVEST IN WATERLOO REGION

<b>TECHNOLOGY</b>	Waterloo Region is a globally recognized technology cluster. Leading economic sectors are automotive, technology, manufacturing and business
<b>EDUCATION</b>	Home to The University of Waterloo, Wilfrid Laurier University and Conestoga College. Exceptional access to private and public research is a hallmark of Waterloo Region.
<b>POPULATION</b>	Waterloo Region is one of Canada's fastest growing communities, expected to reach 729,000 people by 2031. The growth rate of the Region is nearly twice the Canadian average.
<b>BUSINESS</b>	Ranked a Top 5 small "North American Cities of the Future," by FDI, the Waterloo Region has been ranked as the fourth best place to do business in Canada.
<b>WORKFORCE</b>	Built on a foundation of entrepreneurship and innovation. The labour resource is 272,000 people within Waterloo Region, and 2.7 million people within a 45 minute drive.
<b>ECONOMY</b>	Canada's excellent economic fundamentals and political stability provide a first-rate, low-risk business environment. Canada has a strong fiscal position.



### COMPLETE FURNISHING PACKAGES AVAILABLE TO ENHANCE YOUR SUITE AND MAKE MOVING EASY

Sage 5 provides the option for our investors to purchase complete furniture packages to finish the entire suite in a cohesive, contemporary, modern decor theme to further enhance the premier living space. All furnishings are delivered to the suite with complete installation provided, enabling residents to simply move right in and enjoy.

SUITE	BEDROOM 1	BEDROOM 2	LIVING AREA	DINING AREA	KITCHEN	DEN	PRICE SUITE
<b>1 BEDROOM</b> Layout 1 Layout 2 Layout 3	• Double Bed • Double Mattress • 2 Bedside Tables • Desk with Chair • Dresser	N/A	• Loveseat • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Sidetable	N/A	• 3 Counter Height Bar Stools	N/A	\$3614.45 + HST
<b>1 BEDROOM PLUS STUDY</b> Layout 1 Layout 2	• Double Bed • Double Mattress • 2 Bedside Tables • Dresser	N/A	• Loveseat • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Sidetable	N/A	• 3 Counter Height Bar Stools (L2 only)	• Desk Chair • Open Bookcase & Desk Combination	LAYOUT 1 \$3132.50 + HST LAYOUT 2 \$3735.95 + HST
<b>1 BEDROOM PLUS DEN</b> Layout 1 Layout 2	• Double Bed • Double Mattress • 1 Bedside Table (L1) • 2 Bedside tables (L2) • Desk with Chair • Dresser	N/A	• Loveseat (L1) • Sofa (L2) • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Sidetable	N/A	• 3 Counter Height Bar Stools	• Desk Chair • Open Bookcase & Desk Combination • Loveseat	LAYOUT 1 \$4475.75 + HST LAYOUT 2 \$4597.23 + HST
<b>1 BEDROOM PLUS DEN PREMIUM</b> Layout 1	• Double Bed • Double Mattress • 2 Bedside Tables • Desk with Chair • Dresser	N/A	• Loveseat • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Sidetable	N/A	• 3 Counter Height Bar Stools	• Desk with Chair • Open Bookcase • Loveseat	\$4622.88 + HST
<b>1 BEDROOM PLUS DEN PREMIUM</b> Layout 2	• Double Bed • Double Mattress • 2 Bedside Tables • Desk with Chair • Dresser	N/A	• Loveseat • 2 Armchairs • Media Unit • 50" Flat Screen TV • Coffee Table	N/A	• 3 Counter Height Bar Stools	• Desk Chair • Open Bookcase & Desk Combination • Loveseat	\$4436.58 + HST
<b>1 BEDROOM PLUS DEN PREMIUM</b> Layout 3	• Double Bed • Double Mattress • Desk with Chair • Dresser	N/A	• Loveseat • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Sidetable	N/A	• 3 Counter Height Bar Stools	• Desk Chair • Open Bookcase & Desk Combination • Loveseat	\$4475.76 + HST
<b>2 BEDROOM PLUS DEN PREMIUM</b> Layout 1	• Double Bed • Double Mattress • Bedside Table • Desk with Chair	• Double Bed • Double Mattress • 2 Bedside Tables • Dresser	• Loveseat • Armchair • Media Unit • 50" Flat Screen TV • Coffee Table • Desk with Chair	N/A	• 3 Counter Height Bar Stools	• Desk Chair • Open Bookcase & Desk Combination • Loveseat	\$5323.51 + HST
<b>2 BEDROOM PLUS DEN PREMIUM</b> Layout 2	• Double Bed • Double Mattress • 2 Bedside Tables • Desk with Chair • Dresser	• Double Bed • Double Mattress • 2 Bedside Tables • Desk and Chair • Dresser	• 2 Loveseats • Coffee Table • Media Unit • 50" Flat Screen TV	• Dining Table • 4 Dining Chair	• 3 Counter Height Bar Stools	• Desk with Chair • Open Bookcase • Loveseat	\$6036.29 + HST



# THE SMARTEST CHOICE FOR LIVING

## BUILDING FEATURES

- Mixed-use building
- Welcoming, stylish Lobby and Sitting Lounge
- Multi-purpose Room with Kitchen and Mezzanine level
- Lounge and Study
- Movie Theatre & Auditorium
- Sun Room & Terrace with barbeque and kitchen
- Fitness Room with weight and cardio areas
- Two passenger elevators
- Underground and surface parking
- Garbage chute
- Secure bike parking
- On-site storage

## IN-SUITE FEATURES

- Spacious bedrooms
- High ceilings
- Oversized windows
- Balcony or terrace with sliding glass doors as per plan
- Cable & telephone outlets in living rooms, bedrooms, dens and studies
- Pre-wired high speed internet access
- Controlled entry for bedrooms
- Surveillance cameras in public areas
- Controlled access to the amenity areas
- Hardwired in-suite smoke detectors
- In-suite sprinkler system

## FINISHES AND FIXTURES

- Select between one of two designer finish/colour schemes
- Natural exposed concrete ceilings (in apartments)
- Swiss laminate flooring throughout – living/dining area, den, bedrooms
- Porcelain tile in kitchen and bathrooms per plan
- Granite kitchen countertop per plan
- Contemporary, extra tall, melamine slab cabinets with stainless steel cabinet pulls in kitchen

- Glass or ceramic tile kitchen backsplash
- Stainless steel refrigerator, slide in range, microwave, ducted exhaust, and built-in dishwasher
- Undermount, double-basin stainless steel sink with chrome pullout/spray faucet
- Front-load stacked washer & dryer
- Glass shower door with chrome trim and acrylic shower enclosure, or one-piece tub/shower combo per plan
- Custom melamine vanity with granite top, undermount sink and chrome faucet, or wall mount sink per plan
- Contemporary linear light in kitchen, bathroom vanity light and surface mounted fixtures in bedrooms
- Contemporary profile, painted 4" baseboards with matching door casings
- Solid core, paint grade suite entry door with contemporary satin chrome lever & privacy viewer
- Solid core, paint grade interior doors with contemporary satin chrome lever
- Closets with sliding doors per plan, with paint grade sliding doors and plastic coated wire shelving as per plan

## GREEN FEATURES

- Individual hydro meters for separate hydro billing and resident control over hydro consumption
- Individually controlled, energy efficient, centralized heating and cooling system
- Energy saving wall construction and thermally broken aluminum, double-glazed windows with Low-E coating and argon gas
- Energy efficient lighting
- Timed carbon monoxide monitoring in parking garages to increase efficiency of fans used for fresh air distribution
- Lighting controlled by motion detectors in stairs
- Heat recovery ventilators in apartments
- Low VOC (Volatile Organic Compound) paints and adhesives
- High pressure, low flow showerheads, faucets and low flush toilets for water efficiency in bathrooms
- Energy Star appliances, including front-loading washing machine designed to conserve water and detergent, refrigerator and dishwasher



**SAGE 5 IS A RESIDENCE COMPRISED SOLELY OF ONE AND TWO BEDROOM CONDOMINIUM SUITES, OFFERING AN AFFORDABLE PRODUCT THAT IS RARELY FOUND NEAR THE UNIVERSITIES IN WATERLOO.**

## DOMUS DEMAND SYNOPSIS

Domus Housing is the largest manager of rental properties in the university area of Waterloo, Ontario. With a diverse portfolio of almost 3000 beds, Domus rents a wide array of housing options anywhere from bachelor apartments, to 7 bedrooms houses, to the most common accommodation available in Waterloo, 5 bedroom apartment suites. As of 2012, 75% of the Domus portfolio is made up of newly constructed, purpose-built student housing and over 90% of this is made up of 5 bedroom suites. Based on the below statistics, the need for 1 and 2 bedroom units is clear: renters want 1 and 2 bedroom units, are willing to pay more for the privacy they offer, and there isn't enough supply to satisfy the demand.

## ONE AND TWO BEDROOM SUITE CURRENT AVAILABILITY STATISTICS

- Of the entire 3000 bedroom portfolio, which includes houses, only 1.9% is made up of 1 and 2 bedroom units. Of strictly the newly constructed buildings, only 0.03% is made up of 1 and 2 bedroom units.
- All but one of these 1 and 2 bedroom units are located in older, low rise buildings or in basements of older houses. Finishes in these residences are usually original to the building and consequently dated, and worn with age.
- The limited number of 1 and 2 bedroom units sell out as soon as they become available which can be as early as 8 months in advance.
- Despite the huge availability of brand new 5 bedroom units featuring luxury finishes, students are still choosing older 2 bedroom suites. With lack of availability, renters are paying up to \$1300 per month in much older and substandard residences in order to have the privacy of a 2 bedroom suite.
- There is a large existing 3 building development, located within the prime rental area, comprised of 619 units (predominantly bachelor, one and two bedroom suites). Rental prices here are about \$1300 per month and units are typically rented months in advance with renters wait-listed. These are older buildings with basic and dated finishes.

*Demand synopsis and statistics provided by Domus Housing. E. & O. E.*