

## Appendix A: Competitive Positioning

### 2018 Tax Rates

Tax rates across the Greater Toronto Area (GTA) decreased overall in 2018.

When compared to neighbouring Halton Region municipalities, Oakville's industrial and commercial property tax rates are more competitive than Burlington and Halton Hills.

Oakville's commercial tax rate is a differentiator for investment attraction. Of 18 municipalities reviewed, Oakville ranks fifth most competitive in the cost comparison.

The industrial tax rate is less competitive overall, ranking twelfth out of 18 municipalities assessed in the cost comparison. Although comparable to Halton Region municipalities, the industrial rate is less competitive than rates in Peel, Toronto, and York Region.

Municipality	Industrial Tax		Commercial Tax	
	Per cent (%)	Rank	Per cent (%)	Rank
<b>HALTON (Built Boundary)</b>				
Milton	2.49	11	1.61	1
Oakville	2.65	12	1.71	5
Burlington	2.77	13	1.78	8
Halton Hills	2.80	14	1.80	9
<b>PEEL</b>				
Caledon	2.24	8	1.92	11
Mississauga	2.22	7	1.98	12
Brampton	2.44	9	2.14	13
<b>TORONTO</b>				
Toronto	2.45	10	2.40	14
<b>YORK</b>				
Markham	1.87	1	1.61	2
Richmond Hill	1.91	2	1.64	3
Vaughan	1.93	3	1.65	4
Whitchurch- Stouffville	2.01	4	1.72	6
Aurora	2.07	5	1.77	7
Newmarket	2.13	6	1.82	10
<b>DURHAM</b>				
Ajax	3.48	15	2.50	15
Pickering	3.49	16	2.50	16
Whitby	3.55	17	2.54	17
Oshawa	4.04	18	2.87	18

Source: NRU 2018 GTHA Commercial & Industrial Property Tax Rates, August 2018. Numbers are rounded. Town of Oakville ranking from most (1) to least competitive (18) based on cost.

### 2018 Development Charges

Oakville's non-residential, non-retail development charges decreased from \$20.69 per sq. ft. in 2017, to \$20.34 per sq. ft. in 2018. Of the 18 municipalities assessed, Oakville is the only community to have decreased development charges in 2018, better positioning Oakville for investment.

Oakville's industrial development charges are higher than over half of the municipalities assessed, including those in Halton Region. The community ranks eleventh out of 18 in the cost comparison.

Oakville's commercial development charges are competitive across the GTA. In the cost comparison, the town ranks sixth out of 18, which has been identified as an important driver of office development in Oakville.

Municipality	Industrial Development Charge		Commercial Development Charge	
	\$ per sq. ft.	Rank	\$ per sq. ft.	Rank
<b>HALTON (Built Boundary)</b>				
Milton	\$13.61	3	\$13.61	1
Oakville	\$20.34	11	\$20.34	6
Burlington	\$17.87	7	\$17.87	3
Halton Hills	\$12.13	1	\$15.97	2
<b>PEEL</b>				
Caledon	\$17.80	6	\$24.27	11
Mississauga	\$22.24	12	\$30.53	17
Brampton	\$18.92	8	\$25.39	14
<b>TORONTO</b>				
Toronto	\$19.84	10	\$19.84	5
<b>YORK</b>				
Markham	\$33.15	18	\$33.15	18
Richmond Hill	\$29.01	17	\$29.01	16
Vaughan	\$24.30	15	\$24.30	12
Whitchurch- Stouffville	\$23.28	14	\$23.28	10
Aurora	\$22.99	13	\$22.99	9
Newmarket	\$28.32	16	\$28.32	15
<b>DURHAM</b>				
Ajax	\$16.39	5	\$24.90	13
Pickering	\$12.45	2	\$20.96	7
Whitby	\$16.23	4	\$19.10	4
Oshawa	\$19.74	9	\$22.73	8

Source: Municipal websites. Numbers are rounded. Town of Oakville ranking from most (1) to least competitive (18) based on cost.

### 2018 Industrial Land Values

Industrial land sale values in Oakville increased to an average of \$1.1 million per acre in 2018, up from \$900,000 in 2017. GTA land values continue to rise across the region, with Oakville land values comparatively more competitive than Mississauga, and consistent with values in neighbouring Halton Region municipalities.

Municipality	Average Land Price (\$000s/acre)	Rank
<b>HALTON</b>		
Halton Hills	\$865	6
Burlington	\$900	8
Milton	\$1,075	10
Oakville	\$1,100	11
<b>PEEL</b>		
Caledon	\$1,100	12
Mississauga	\$1,625	17
Brampton	\$1,710	18
<b>TORONTO</b>		
Toronto	\$1,250	13
<b>YORK</b>		
Aurora	\$950	9
Markham	\$1,400	15
Newmarket	\$900	7
Richmond Hill	\$1,400	14
Vaughan	\$1,500	16
Whitchurch-Stouffville	\$550	4
<b>DURHAM</b>		
Oshawa	\$350	1
Whitby	\$400	2
Ajax	\$500	3
Pickering	\$600	5

Source: CBRE Toronto Industrial Summary Q4 2018. Town of Oakville ranking from most (1) to least competitive (18) based on cost.