



CLIENT SUCCESS STORY

# Trafalgar Square



# TRAFALGAR SQUARE

## Flexible capital that helps keep development moving.

Trafalgar Square is a joint-venture between Worthington Homes and Kingridge Developments, and consists of 101 residential townhomes located in Georgetown, Ontario.

Within this rapidly growing region of the GTA, Trafalgar Square helps to address the desperate need for new housing construction.

Starting in 2019, MarshallZehr worked closely with Worthington Homes to ensure that they had access to a simplified source of capital that was flexible to their needs. This included refinancing existing mortgages, as well as syndicating new servicing and construction loans to keep the project moving.

As of January 2021, the development has completely sold out.



The property, located just east of Trafalgar Road and north of Maple Avenue in the quaint community of Georgetown, was acquired with plans to build 101 modern-designed townhome units. In 2019, MarshallZehr worked closely with Worthington Homes to provide a leveraged land facility that refinanced their existing mortgages and gave them the runway they needed to finalize their planning requirements with the city of Halton Hills.



**David Hildebrant**  
Vice President,  
Business Development

*"It has been a pleasure to collaborate with Worthington Homes over the past couple years, and to watch this development take shape.*

*We are incredibly proud of their achievement, glad we were able to assist in reaching this milestone."*

MarshallZehr could see the potential in the future development of the site - demand for housing across the GTA had been growing as more people looked for homes outside Toronto. In particular, this was the case in areas west of Toronto: in Oakville, Milton and Halton Hills. However this demand was faced with a "persistent lack of housing inventory and the continued supply and demand imbalance", as reported by [InHalton](#). MarshallZehr focuses on addressing the province's need for new residential construction to meet this demand for housing, and we were excited to become involved in the Trafalgar Square project.

Our enthusiasm and high expectations for the project were validated by the development's quick success: going to market in October 2020, the developer managed to presale 65% within 60 days of launching and has since fully sold the site out as of January 2021. MarshallZehr later syndicated a servicing loan and construction revolver for the buildout of the development's 101 townhomes.

Trafalgar Squares' modern freehold townhomes are located just minutes away from the Georgetown GO Station and Highways 401 and 407, close by to the Halton Hills Civic Centre and the playing fields of Trafalgar Sports Park, as well as being nearby to park spaces and golf courses.



## About Kingridge Developments

From initial concept through to completion, Kingridge brings together financial resources and experienced management to form profitable partnerships focused on creating projects of lasting excellence. Kingridge Development Corporation was created with the vision of acquiring, developing and building out well situated, infill, brownfield and greenfield opportunities throughout the GTA and Greater Golden Horseshoe.

## About Worthington Homes

The principals behind Worthington Homes bring 25 years of experience and homeowner satisfaction to Georgetown. By bringing together three highly sought after qualities in the building industry: impeccable design, beautiful custom quality finishes and a level of craftsmanship that is the standard for Worthington Homes. All in all, creating a legacy of luxury that serves as a testament to what true sophistication was meant to be.

Founded in 2008, **MarshallZehr Group Inc.** ("MZ") is an industry leader, providing select mortgage lending and customized financial opportunities in real estate construction and development.

Specifically, we specialize in transformative projects (ground-up and value-add) across multiple build types, focusing on generating risk-adjusted returns.

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