



Identifying Opportunities in InSite

AltusAnalytics

SOFTWARE | DATA | CONNECTIVITY



AltusGroup

1. Finding New Lease Listings Opportunities
2. Finding Tenant Representation Opportunities
3. Find Buildings that need Investment or Potential Off Market Shopping Opportunities
4. Find New Sales Listings

TRAINING

Finding New Listing Opportunities

Using Map and Find Available Space



Finding New Listing Opportunities

Strategically generate listing opportunities by using the Altus InSite platform. Start by looking for available space by using the Map search or Find Available Space view.

Step 1 – Use the *Map Search* to identify listings in a specified area that are material in size. **Tip:** Listings of 20,000 and above are a good starting place for new listing opportunities.

The screenshot displays the 'Find on map' interface for 'Available space, buildings'. The search parameters are set to 'Greater Toronto' and 'Property'. The search results are filtered for 'Office inventory GTA'.

Search results (33 buildings / 92 spaces selected for Office inventory GTA)

- Select all Show selected Only
- 6655 Airport Road, Mississauga, Ontario
Management: Dream Office Management Corp., (905) 272-1000
Leasing: Dream Office Management Corp., (416) 642-4868
Leasing District: Airport North
Office: Class B
Space no.: 100, Lease Type: Direct, Available Area sq. ft.: 66,745, Space Type: Office
- 200 Bay Street, Toronto, Ontario
Management: Oxford Properties Group, (416) 868-3607
Leasing: Oxford Properties Group, (416) 868-3644
Leasing District: Financial Core
Office: Class A
Space no.: 2100, Lease Type: Direct, Available Area sq. ft.: 23,977, Space Type: Office
- 777 Bay Street, Toronto, Ontario
Management: Canderel Management Inc., (416) 593-6366x4566
Leasing: Canderel Management Inc., (416) 593-6366x4566
Leasing District: Downtown North
Office: Class A
Space no.: 2200, Lease Type: Direct, Available Area sq. ft.: 24,391, Space Type: Office
- 2200-2206 Eglinton Avenue East, Scarborough, Ontario
Management: Dream Office Management Corp., (416) 351-7878

Filters:

- All Space Types: Office, Industrial
- All lease type: Direct, Sublet, For sale
- Include: Contiguous, Divisible
- Available area min: 20000, Available area max: in square feet
- Possession date Min: 07/01/2017, Possession date Max: 07/01/2018

Finding New Listing Opportunities

Review the initial list and pay special attention to the “Available Area” for each listing. Pull the list into a survey for sorting of the data.

Step 2 – Check “select all” buildings to select the listings you will review. Then select “save” to a survey. You will be prompted to create a Survey Name for future access.

Tip: Filter out buildings of no interest by selecting only the buildings you want and then selecting “show selected only”. This will isolate the results to your buildings of interest.

Search results (33 buildings / 92 spaces selected for Office inventory GTA)

Select all Show selected Only Print Save

| Building | Management | Leasing | Leasing District | Office | Space no. | Lease Type | Available Area sq. ft. | Space Type |
|--|---|---|--------------------------|---------|--------------|------------|------------------------|------------|
| <input checked="" type="checkbox"/> 6655 Airport Road, Mississauga, Ontario | Dream Office Management Corp., (905) 272-1000 | Dream Office Management Corp., (416) 642-4868 | Airport North | Class B | 100 | Direct | 66,745 | Office |
| <input checked="" type="checkbox"/> 200 Bay Street, Toronto, Ontario | Oxford Properties Group, (416) 868-3607 | Oxford Properties Group, (416) 868-3644 | Financial Core | Class A | 2100 | Direct | 23,977 | Office |
| <input checked="" type="checkbox"/> 777 Bay Street, Toronto, Ontario | Candere Management Inc., (416) 593-6366x4566 | Candere Management Inc., (416) 593-6366x4566 | Downtown North | Class A | 2200 | Direct | 24,391 | Office |
| <input checked="" type="checkbox"/> 2200-2206 Eglinton Avenue East, Scarborough, Ontario | Dream Office Management Corp., (416) 351-7878 | Dream Office Management Corp., (416) 640-6762 | Scarborough | Class B | 2206-11 0 | Direct | 27,784 | Office |
| | | | | | 2206-19 0 | Direct | 20,928 | Office |
| ... 4 more | | | | | | | | |
| <input checked="" type="checkbox"/> 5520 Explorer Drive, Mississauga, Ontario | Menkes Developments Ltd., (905) 624-3095 | Jones Lang LaSalle, (905) 755-4659 | Airport Corporate Centre | Class A | 300 | Direct | 25,508 | Office |
| <input checked="" type="checkbox"/> 250 Front Street West, Toronto, Ontario | - | CBRE Limited, (416) 815-2379 | Downtown West | Class A | 2 | Direct | 23,776 | Office |
| | | | | | 5 | Direct | 44,850 | Office |
| ... 2 more | | | | | | | | |



Finding New Listing Opportunities

Pull the results into a sortable and exportable spreadsheet for further analysis.

Step 3 – Retrieve the survey by going to “My Insite”. Click on “Make Active” in the line of your Survey Name and then select “View Active Survey” to retrieve the results.

(My Insite → Make Active → View Active Survey)

Tip: When you access the survey results, you can export the results to excel for further analysis. Select “Export to Excel”.

The screenshot shows the AltusAnalytics interface. At the top, a dialog box titled "New Listings Opportunities - GTA" is open, with a text input field containing "New Listings Opportunities - GTA" and a "SAVE SURVEY..." button. Below the dialog, the "Find on map" section is visible, showing a search bar with "Greater Toronto" and a "Property" dropdown. The "My Surveys" section is highlighted, showing a table of surveys. A red arrow points from the "View Active Survey" button in the "My Surveys" section to the "New Listings Opportunities - GTA" survey name in the dialog box.

| Make Active > | Rename > | Survey Name | | Date Saved | |
|---------------|----------|----------------------------------|--|--------------------|--|
| Make Active > | Rename > | New Listings Opportunities - GTA | | Jul 26 2017 9:03AM | |
| Make Active > | Rename > | Office inventory GTA | | Jul 26 2017 8:55AM | |
| Make Active > | Rename > | Testing123 | | Jul 11 2017 8:20PM | |
| Make Active > | Rename > | Toronto Portfolio | | Jun 13 2017 9:02PM | |
| Make Active > | Rename > | Yonge Street buiding | | May 29 2017 9:46AM | |

Finding New Listing Opportunities

View the result in enhanced, column view or available space view to best analyze the opportunities. Listings with the oldest possession dates could signal a problem leasing the space and provide you an opening to present your services.

Step 4 – Select column view and sort by available space to reveal the biggest listing by space. View details and take special note of the possession date. Contact the building owner directly to exploit the opportunity.

Tip: Check listings on a monthly basis for more opportunities.

Available Space Survey: New Listings Opportunities - GTA

View saved surveys | **Export to Excel** | Reset Active Survey | Load Active Survey

Office (33) | Industrial | Retail | **Enhanced View** | Column View | Available Space View | Full Page View

Select All | Delete Spaces from Survey | Stacked Availability | Hide Boundaries | Hide Map Results

| Building Name | Address | Leasing District | Office Class | Total Office Area (sq. ft.) | Year Built | Typical Floor (sq. ft.) | No. of Floors | Total Available Office Area (sq. ft.) | Largest Contiguous Available Area (sq. ft.) | Direct Available Verification Date |
|----------------------------------|--------------------------------|--------------------------|--------------|-----------------------------|------------|-------------------------|---------------|---------------------------------------|---|------------------------------------|
| 1 6655 Airport Road | 6655 Airport Road | Airport North | B | 66,745 | 1987 | 66,745 | 1 | 66,745 | nd | Jul 21, 2017 |
| 2 Royal Bank Plaza - South Tower | 200 Bay Street | Financial Core | A | 898,700 | 1979 | 24,000 | 40 | 176,511 | 145,818 | Jul 4, 2017 |
| 3 777 Bay Street | 777 Bay Street | Downtown North | A | 828,088 | 1983 | 24,401 | 30 | 28,678 | nd | Jul 13, 2017 |
| 4 2200-2206 Eglinton Avenue East | 2200-2206 Eglinton Avenue East | Scarborough | B | 320,950 | 1990 | 22,040 | 7 | 200,432 | 129,395 | Jul 21, 2017 |
| 5 5520 Explorer Drive | 5520 Explorer Drive | Airport Corporate Centre | A | 97,404 | 2000 | 25,000 | 4 | 51,822 | nd | Jul 6, 2017 |
| 6 CBC Broadcast Centre | 250 Front Street West | Downtown West | A | 1,720,000 | 1992 | 130,000 | 9 | 247,455 | nd | Jul 18, 2017 |
| 7 2085 Hurontario Street | 2085 Hurontario Street | Cooksville | A | 93,541 | 1989 | 20,000 | 5 | 84,800 | nd | Jul 14, 2017 |
| 8 1122 International Boulevard | 1122 International Boulevard | Burlington | A | 132,000 | 2002 | 19,000 | 7 | 50,723 | 40,723 | Jul 17, 2017 |
| 9 Scotia Plaza | 40 King Street West | Financial Core | A | 1,500,008 | 1988 | 22,200 | 68 | 238,956 | 164,457 | Jul 18, 2017 |
| | | | | | | | | 253,210 | 3,654 | Jul 24, 2017 |

1-15 Marmac Drive, Etobicoke, Ontario

View Details | Map | File Library

Leasing Contact [Domenic Galati](#), Colliers International, 416-620-2834



| | |
|--------------------------|-------------------|
| Leasing District | Airport East |
| Building Name | 1-15 Marmac Drive |
| Office Class | B |
| Total Office Area | 69,704 (sq. ft.) |
| Number of Floors | 1 |
| Typical Floor | 68,675 (sq. ft.) |
| Year Built | 1965 |
| Parking Ratio (1 per) | nd |
| Number of Parking Stalls | nd |
| Direct Available Rate | 32.5 % |
| Direct Available Area | 22,671 (sq. ft.) |
| Sublet Available Area | 0 sq. ft. |
| Total Available Area | 22,671 (sq. ft.) |
| Direct Asking Rate | 23.20 (\$psf) |
| Total Additional Rent | nd |

Direct Available

| Space | Available Area sq. ft. | Space Type | Asking Rate \$psf | Possession Date | Contact | |
|--------------------------|------------------------|------------|-------------------|-----------------|-------------|---|
| <input type="checkbox"/> | 1 | 22,671 | Office | 23.20 | Dec 1, 2016 | Domenic Galati , Colliers International |

Direct Available Verification Date: Jul 25, 2017

Find Buildings with Available Space

Strategically generate listing opportunities by using the Find available space view. This will allow you to see listing details that can be analyzed for favourable trends, that can be mined to create listing opportunities.

STEP 1: - Use the Find available space search to identify listings in a specified area that are material in size and with an old possession date. Depending on the overall size of the building, available space of 20,000 and above often will be large enough to get the attention of the building owner.

Tip: Remember to select the asset class (office or industrial) of interest and further filter to your niche of expertise that you are targeting.

The screenshot shows the 'Find Available Space' search interface on the AltusInSite website. The page has a navigation bar with links for 'Français', 'About Us', 'Maps', 'Investment Trends Survey', 'Support', and 'Contact'. Below the navigation bar are three main tabs: 'Find Available Space, Buildings, Contacts', 'Find on Map Available Space, Buildings', and 'Perspective Market Research & Statistical Reporting'. The 'Find Available Space' tab is active. The search form includes a dropdown menu for 'Office Space', a section for 'Include Spaces from the following Property Types' with checkboxes for 'Office Buildings', 'Industrial Buildings', and 'Retail Buildings', a 'Market' dropdown menu set to 'Greater Toronto / Downtown Toronto / Downtown North', a 'Manager Company' dropdown menu, an 'Available Area' range from '20000' to '1,000,000', a grid of checkboxes for 'Direct', 'Sublet', 'For Sale', 'Include Contiguous Spaces', 'Include Divisible Spaces', 'Include Under Construction', 'Include Pre-Leasing', and 'Display Green Buildings Only', an 'Office Class' section with checkboxes for 'Class A', 'Class B', and 'Class C', a 'Minimum Floor Plate' input field, and a 'Possession Date' section with dropdowns for 'July', '2017', and 'All Dates'. A large orange 'FIND SPACE' button is at the bottom of the form.

Find Buildings with Available Space

The listing results will be shown in the **Enhanced View** by default. However the listings can also be viewed in **Column view** or **Available Space** view.

STEP 2 (Find) - Column View conveniently allows you to sort listing results by available space and is therefore the best option to use. The details, including the possession date information, which indicates the length of time the space has been marketed, can be viewed in the record details or by selecting the Enhanced or Available Space View.

TIP: If the search does not yield the desired listing results, select **“Refine Search”** to further change your search parameters.

The image shows three overlapping screenshots of the AltusInSite web application interface:

- Enhanced View:** Shows a detailed listing for '1 Adelaide Street East, Toronto, Ontario'. It includes a photo of the building, a 'View Details' link, and a table of space details with columns for Space No., Area (sq. ft.), Type, and Possession Date.
- Column View:** Shows a list of buildings with columns for Building Name, Address, Leasing Class, Office Class, Total Office Area, and Leased. A 'Refine Search' button is visible at the top right.
- Available Space View:** Shows a 'Property Search Summary' for '1 Adelaide Street East, Toronto, Ontario'. It includes a 'Refine Search' section with a search box and filters, and a table of available space with columns for Space No., Area (sq. ft.), Type, and Possession Date.

A red arrow at the bottom points to the **Refine Search** button, which is highlighted in the Available Space View screenshot.

TRAINING

Finding Tenant Representation Opportunities



Finding Tenant Representation Opportunities

Strategically generate a list of potential Tenant Representation opportunities and create value for the potential tenant, thereby increasing your chances of success, by using the Market Activity report view.

Step 1 – Select “Market Activity” and then select the total number of spaces added in the appropriate time line (15, 30, 90, 180 days). Focus on the spaces added to the market that are greater than 20,000 square feet.

Tip: The list of *available spaces added to the market* can be exported to excel for additional analysis.

Market Activity
 Market Overview
 Market Activity*
 Leasing Transactions*

Market Activity - 30 Days

Available Spaces Added to the Market

| Market | Total Number of Spaces Added in the past 30 days | Number of Spaces greater than 20,000 sq.ft. | Number of Spaces between 10,000 and 19,999 sq.ft. | Number of Spaces between 5,000 and 9,999 sq.ft. | Number of Spaces between 2,000 and 4,999 sq.ft. | Number of Spaces less than 2,000 sq.ft. |
|---------------------------|--|---|---|---|---|---|
| <u>Office Market</u> | 695 | 26 | 94 | 117 | 203 | 255 |
| <u>Ontario</u> | 289 | 6 | 38 | 52 | 78 | 115 |
| <u>Greater Toronto</u> | 204 | 4 | 28 | 35 | 57 | 80 |
| <u>Downtown Toronto</u> | 65 | 2 | 12 | 13 | 22 | 16 |
| <u>Downtown East</u> | 10 | 0 | 0 | 2 | 6 | 2 |
| <u>Downtown North</u> | 7 | 0 | 2 | 0 | 3 | 2 |
| <u>Downtown South</u> | 2 | 0 | 0 | 1 | 1 | 0 |
| <u>Downtown West</u> | 16 | 0 | 1 | 7 | 4 | 4 |
| <u>Financial Core</u> | 27 | 1 | 9 | 1 | 8 | 8 |
| <u>King and Dufferin</u> | 3 | 1 | 0 | 2 | 0 | 0 |
| <u>All Office Classes</u> | 65 | 2 | 12 | 13 | 22 | 16 |
| <u>Class A</u> | 36 | 2 | 9 | 11 | 8 | 6 |
| <u>Class B</u> | 16 | 0 | 2 | 1 | 7 | 6 |
| <u>Class C</u> | 13 | 0 | 1 | 1 | 7 | 4 |

Finding Tenant Representation Opportunities

The available space added to the market is an early indication of pressures that could be felt by the building representative. This is an excellent time for a Broker to approach existing tenants of the building to represent them in the negotiation of a lease in their existing building, with more favourable terms.

Step 2 Review the spaces added to the market. Capture the Building Name (address) and Select “Leasing Transactions” under Market Activity.

Step 3 Search the building tenants by searching the Building Name that you captured. Use a leasing transaction date more than 4 years old to bring up tenants that have leased in the building over that timeframe. Contact the tenants for representation opportunities.

Tip: Leverage the looming availability to negotiate better deals for the tenants. Look for scenarios where no tenant representation is indicated.

Market Activity

Greater Toronto

All Office Classes

Spaces Added to the Market In the last 30 days.

(Number of Spaces greater than 20,000 sq.ft.)

[Export to Excel](#)

| Building Name | Address | Space/Floor Number | Lease Type | Available Area sq. ft. | Date Added |
|---|-------------------------|-----------------------|------------|------------------------|--------------|
| The Castle - 135 Liberty Street | 41-53 Fraser Avenue | 53#LL | Direct | 21,999 | Jul 24, 2017 |
| 2794 South Sheridan Way | 2794 South Sheridan Way | GRND | Direct | 24,086 | Jul 10, 2017 |
| Dynamic Funds Place | 1 Adelaide St | | Sublet | 22,500 | Jul 4, 2017 |
| 18 Corporation Drive | 18 Corporatio | | Direct | 23,516 | Jun 27, 2017 |

Market Activity

Market Overview

Market Activity*

Leasing Transactions*

Leasing Transactions

[Submit a Transaction](#)

From:

To:

Deal Type:

Market:

Building Class:

Building Name:

Leasing Company:

Leasing Representative:

DISPLAY

Greater Toronto

| Quarter / Year | Tenant | Area Leased (sq. ft.) | Deal Type | Building Name/Address | Manager Company | Landlord Representation | Tenant Representation |
|----------------|----------------------------|-----------------------|------------|-----------------------|-----------------|-------------------------|--|
| 2007 Q3 | Indusblue Inc. | 4,701 | New Tenant | 41-53 Fraser Avenue | Jeff Friedman | CBRE Limited | Andrea Kraus Lennard Commercial Realty, Brokerage |
| 2004 Q1 | Joseph Mimran & Associates | 15,000 | New Tenant | 41-53 Fraser Avenue | Steven Alikakos | RKF | ND |

TRAINING

Find Buildings that need Investment or Potential Off Market Buying Opportunities



Find Buildings that need Investment or Potential Off Market Buying Opportunities

Strategically generate a list of potential buildings that may need investment or that could be a target for acquisition based on the **Year Built**, **Total Vacancy** and **Total Availability** in the building.

Step 1 – Use the Find available space search to identify buildings with listings in a specified area. Loosen your parameters to generate the largest and most extensive list of results

Tip: As a lenders you will want to identify trends that point to potential for performance. As an investors you will look for the hidden gems that can be acquired at a discount.

The screenshot shows the 'Find Available Space' search interface on the AltusInSite website. The navigation bar includes 'AltusInSite', 'Français', 'About Us', 'Maps', 'Investment Trends Survey', 'Support', and 'Contact'. The main navigation has three tabs: 'Find' (selected), 'Find on Map', and 'Perspective'. The 'Find' tab is active, showing a search form with the following fields and options:

- Find Available Space**: A dropdown menu with 'Office Space' selected.
- Include Spaces from the following Property Types**: Three checkboxes for 'Office Buildings', 'Industrial Buildings', and 'Retail Buildings', all of which are checked.
- Market**: A dropdown menu with 'Greater Vancouver / Downtown Vancouver / Downtown Core' selected.
- Manager Company**: An empty dropdown menu.
- Available Area**: Two input fields for '1' and '1,000,000' with 'TO' between them.
- Filters**: A grid of checkboxes for 'Direct', 'Sublet', 'For Sale', 'Include Contiguous Spaces', 'Include Divisible Spaces', 'Include Under Construction', 'Include Pre-Leasing', and 'Display Green Buildings Only'. 'Direct', 'Sublet', 'For Sale', 'Include Under Construction', and 'Include Divisible Spaces' are checked.
- Office Class**: Three checkboxes for 'Class A', 'Class B', and 'Class C', all of which are unchecked.
- Minimum Floor Plate**: An empty input field.
- Possession Date**: Three dropdown menus for 'July', '2017', and 'All Dates'.
- Find Space**: A large orange button at the bottom of the form.

Find Buildings that need Investment or Potential Off Market Buying Opportunities

View the list of results. This list can be sorted to reveal the buildings that could be most in need of investment to make attractive to tenants or most likely to be sold due to the investment required to bring it up to the necessary level.

Step 2 – Start by viewing the list by selecting the “Column View”. This will allow you to sort the list of potential buildings by **year built** and **total available** area. Once sorted, focus on the oldest buildings with the greatest amount of available space. Select **Vacant Space** to see the correlation between vacant space and year built for further insight into leverageable trends.

Tip: Select the buildings of interest and save to a survey for future access. Select filter to discard buildings not of interest.

Select All Filter Remove Filter Stacked Availability **Column View**

Page 1 of 2 Previous Next View Option

- Vacant Space
- Available Space
- Occupancy Costs
- Vacant Space

| Building Name | Address | Leasing District | Office Class | Total Office Area (sq. ft.) | Year Built | Typical Floor (sq. ft.) | No. of Floors | Total Available Office Area (sq. ft.) | Largest Contiguous Available Area (sq. ft.) | Direct Available Verification Date |
|---|--------------------------|------------------|--------------|-----------------------------|------------|-------------------------|---------------|---------------------------------------|---|------------------------------------|
| <input type="checkbox"/> 929 Granville Street | 929 Granville Street | Downtown Core | C | 50,570 | 1900 | 13,070 | 6 | 50,570 | 50,570 | Jul 24, 2017 |
| <input type="checkbox"/> 440 West Hastings | 440 West Hastings Street | Downtown Core | C | 14,000 | 1908 | 7,000 | 3 | 853 | nd | Jul 17, 2017 |
| <input type="checkbox"/> 560 Beatty Street | 560 Beatty Street | Downtown Core | C | 33,000 | 1909 | 5,500 | 6 | 7,057 | nd | Jul 24, 2017 |
| <input type="checkbox"/> Arts & Crafts Building | 576 Seymour Street | Downtown Core | C | 26,305 | 1910 | 5,300 | 6 | 3,021 | nd | Jul 5, 2017 |
| <input type="checkbox"/> Rogers Building | 470 Granville Street | Downtown Core | C | 96,204 | 1911 | 9,822 | 11 | 4,498 | nd | Jul 17, 2017 |
| <input type="checkbox"/> Vancouver Block | 736 Granville Street | Downtown Core | C | 81,874 | 1912 | 6,525 | 15 | 4,712 | nd | Jul 17, 2017 |
| <input type="checkbox"/> The Station | 601 West Cordova Street | Downtown Core | B | 83,047 | 1913 | 18,484 | 5 | 4,629 | nd | Jul 12, 2017 |
| <input type="checkbox"/> The Standard Building | 510 West Hastings Street | Downtown Core | C | 115,128 | 1913 | 10,935 | 15 | 1,588 | nd | Jul 18, 2017 |
| <input type="checkbox"/> Seymour Building | 525 Seymour Street | Downtown Core | C | 47,949 | 1914 | 5,700 | 9 | 7,118 | nd | Jun 20, 2017 |
| <input type="checkbox"/> 850 West Hastings Street | 850 West Hastings Street | Downtown Core | C | 44,551 | 1914 | 4,400 | 10 | 1,194 | nd | Jul 21, 2017 |
| <input type="checkbox"/> Millar & Coe | 417 West Hastings Street | Downtown Core | C | 23,043 | 1915 | 5,000 | 4 | 8,528 | 8,528 | Jun 30, 2017 |
| <input type="checkbox"/> 638 Smithe Street | 638 Smithe Street | Downtown Core | A | 27,707 | 1925 | 14,000 | 3 | 27,707 | 27,707 | Jun 27, 2017 |
| <input type="checkbox"/> 789 West Pender Street | 789 West Pender Street | Downtown Core | B | 119,109 | 1929 | 9,765 | 15 | 4,760 | nd | Jul 20, 2017 |
| <input type="checkbox"/> Marine Building | 355 Burrard Street | Downtown Core | B | 168,909 | 1930 | 9,500 | 20 | 4,483 | 3,856 | Jul 24, 2017 |
| <input type="checkbox"/> Royal Bank Building | 675 West Hastings Street | Downtown Core | B | 102,000 | 1930 | 7,072 | 16 | 15,263 | nd | Jul 10, 2017 |

Find Buildings that need Investment or Potential Off Market Buying Opportunities

View the list of results of potential clients in need of investment or perhaps willing to sell.

Step 3 – Select each listing to review the building details, including the total area of the building, total available area and vacant area. Note who manages the building to make contact.

Tip: Use the perspective reports to learn more about the area in which the building is located. Look for buildings that are consistently underperforming in the market and investigate the causes.

| Building Name | Address | Leasing District | Office Class | Total Office Area (sq. ft.) | Year Built | Total Vacant Office Area (sq. ft.) | Change in Occupied Area from previous quarter (sq. ft.) | Direct Available Verification Date |
|--|--------------------------|------------------|--------------|-----------------------------|------------|------------------------------------|---|------------------------------------|
| <input type="checkbox"/> The Exchange | 475 Howe Street | Downtown Core | A | 353,813 | 2017 | 353,813 | 0 | Jul 6, 2017 |
| <input type="checkbox"/> Burrard Place | 1280 Burrard Street | Downtown Core | A | 146,376 | 2019 | 146,376 | 0 | Jul 25, 2017 |
| <input type="checkbox"/> Bentall III | 595 Burrard Street | Downtown Core | A | 475,000 | 1974 | 71,195 | 0 | Jul 21, 2017 |
| <input type="checkbox"/> Pacific Centre Tower IV | 777 Dunsmuir Street | Downtown Core | A | 264,177 | 1990 | 62,699 | 0 | Jul 12, 2017 |
| <input type="checkbox"/> Bentall IV | 1055 Dunsmuir Street | Downtown Core | A | 550,000 | 1981 | 62,336 | 0 | Jul 21, 2017 |
| <input type="checkbox"/> 1075 West Georgia | 1075 West Georgia Street | Downtown Core | A | 360,000 | 1968 | 60,759 | -13,478 | Jul 6, 2017 |
| <input type="checkbox"/> Rogers Arena - West Tower | 89 West Georgia Street | Downtown Core | A | 106,153 | 2015 | 59,563 | 0 | Jul 11, 2017 |
| <input type="checkbox"/> Granville Square | 200 Granville Street | Downtown Core | A | 386,601 | 1973 | 48,062 | 700 | Jul 11, 2017 |
| <input type="checkbox"/> Grant Thornton Place | 333 Seymour Street | Downtown Core | A | 154,495 | 1985 | 43,222 | 0 | Jul 7, 2017 |
| <input type="checkbox"/> 1575 West Georgia Street | 1575 West Georgia Street | Downtown Core | A | 41,784 | 2019 | 41,784 | 0 | Jun 30, 2017 |
| <input type="checkbox"/> 555 Robson Street | 555 Robson Street | Downtown Core | B | 102,651 | 1947 | 41,034 | -41,034 | Jul 21, 2017 |
| <input type="checkbox"/> Park Place - 666 Burrard Street | 666 Burrard Street | Downtown Core | A | 576,840 | 1984 | 40,930 | -9,449 | Jul 20, 2017 |

555 Robson Street, Vancouver, British Columbia V6B 5J3



Leasing District: Downtown Core
Building Name: 555 Robson Street
Office Class: B
Total Office Area: 102,651 (sq. ft.)
Typical Floor: 12,800 (sq. ft.)
Number of Floors: 9
Year Built: 1947
Parking Ratio (1 per): nd
Number of Parking Stalls: nd
Sublet Available Area: 41,034 (sq. ft.)
Total Available Area: 41,034 (sq. ft.)
Total Available Rate: 40.0%
Sublet Vacant Area: 41,034 (sq. ft.)
Total Vacant Area: 41,034 (sq. ft.)
Total Vacant Rate: 40.0%

Managed By: Avigilon
 Tel: 604-628-5182
Leasing Contact: Kevin Nelson
 CBRE Limited
 Tel: 604-662-3000

Direct Asking Rate: nd
Additional Rent: nd
Realty Taxes: nd
Operating / Maintenance: nd
In Space Power: nd
Total Additional Rent: nd

Sublet Available

| Space | Available Area sq. ft. | Space Type | Asking Rate \$psf | Possession Date | Contact |
|-------|------------------------|------------|-------------------|-----------------|--|
| 4 | 13,681 | Office | 34.00 | Jul 21, 2017 | Kevin Nelson, CBRE Limited, 604-662-3000 |
| 5 | 13,681 | Office | 34.00 | Jul 21, 2017 | Kevin Nelson, CBRE Limited, 604-662-3000 |
| 7 | 13,672 | Office | 34.00 | Jul 21, 2017 | Kevin Nelson, CBRE Limited, 604-662-3000 |

TRAINING

Find New Sales Listings

DATA SOLUTIONS

ALTUS INSITE WEBINAR



Find New Sales Listings

We track Industrial buildings for sale as part of our coverage. These buildings are a potential source for new sales listings for a listing broker. These listings may or may not exist in the MLS.

Step 1 – Use the perspective report to find Tenant options. Select the “Available for Sale Options” to reveal the Industrial buildings for sale. Some of the listings for these buildings have expired, yet the building is still available for sale. This presents an opportunity for a listing broker to get the mandate to sell the building. Select the number of properties in the desired market.

Tip: Review availability, vacancy and cost rates for each listing against the market in which it resides, using the perspectives reports.

Tenant Options

- Available for Lease Options
- Available for Sale Options
- Available by Clear Height
- Distribution of Available Area
- Contiguous Available Options



Available for Sale Options

Existing Inventory

| Market | Total Number of Buildings for Sale | Total Building Area (sq. ft.) | Number of Buildings with For Sale Area greater than 250,000 sq. ft. | Number of Buildings with For Sale Area from 100,000-250,000 sq. ft. | Number of Buildings with For Sale Area from 50,000-99,999 sq. ft. | Number of Buildings with For Sale Area from 20,000-49,999 sq. ft. | Number of Buildings with For Sale Area less than 20,000 sq. ft. |
|---|------------------------------------|-------------------------------|---|---|---|---|---|
| Industrial Market | 624 | 27,554,483 | 4 | 41 | 69 | 191 | 319 |
| Ontario | 198 | 9,910,230 | 2 | 18 | 27 | 53 | 98 |
| Greater Toronto | 164 | 8,539,203 | 2 | 15 | 24 | 44 | 79 |
| Toronto Central | 62 | 3,081,276 | 2 | 4 | 6 | 17 | 33 |
| Toronto East | 4 | 53,766 | 0 | 0 | 0 | 1 | 3 |
| Toronto North | 15 | 828,071 | 0 | 1 | 4 | 5 | 5 |
| Toronto West | 83 | 4,576,090 | 0 | 10 | 14 | 21 | 38 |
| All Industrial Types | 164 | 8,539,203 | 2 | 15 | 24 | 44 | 79 |
| Light Industrial | 162 | 8,290,607 | 2 | 14 | 23 | 44 | 79 |
| Medium/Heavy Industrial | 2 | 248,596 | 0 | 1 | 1 | 0 | 0 |

Find New Sales Listings

Review the list of buildings that fit within your areas of expertise. Are there similarities between the potential buildings and properties you have sold in the past that you can leverage in your pitch?

Step 2 – Once you have located a listing of interest, select the listing for deeper review. Examine the details of the listing. Download the flyer to see how the building is being marketed.

Tip: Use the perspective reports to gain deeper understanding of the market in which the property resides. This will increase your ability to create the right pitch to get the New Sales Listing.

| Address | Industrial Park | Site Area (acres) | Total Building Area (sq. ft.) | Year Built | Clear Height (ft.) | Building Type | Truck level Doors | Drive-in Doors | Total Available Industrial Area (sq. ft.) | Sale Price (\$) | Direct Available Verification Date |
|---|--|-------------------|-------------------------------|------------|--------------------|---------------|-------------------|----------------|---|-----------------|------------------------------------|
| <input type="checkbox"/> 77 Belfield Road | Rexdale Industrial Area | 21.93 | 370,000 | 1957 | 25.0-35.0 | Single Tenant | 19 | nd | 0 | 57,000,000 | Jul 11, 2017 |
| <input type="checkbox"/> 1500 Birchmount Road | South Scarborough | 13.62 | 300,000 | 1958 | 12.0-22.0 | Single Tenant | 14 | 1 | 300,000 | 50,000,000 | Jul 11, 2017 |
| <input type="checkbox"/> 720 Progress Avenue | Scarborough - Midland | | | | | | | | | | |
| <input type="checkbox"/> 1120 Birchmount Road | 1500 Birchmount Road, Scarborough, Ontario M1P 2G5 | | | | | | | | | 0 24,990,000 | May 1, 2017 |
| <input type="checkbox"/> 3640 McNicoll Avenue | | | | | | | | | | | |
| <input type="checkbox"/> 20 Towns Road | | | | | | | | | | | |
| <input type="checkbox"/> 600 Clayson Road | | | | | | | | | | | |



Closest Transit Stop: 90m Birchmount Rd At Exford Dr (Surface Route)

Walk Score: 69

Space Floorplan

1500 BIRCHMOUNT ROAD TORONTO

Industrial/Commercial Building - 21.103 acres

FOR SALE OR LEASE

THE BEHAR GROUP

For more information, please contact:

416.636.8898

Kapil Rana (x242)
Sales Representative
kapil@thebehargroup.com

Daniel Cohen (x237)
Sales Representative
dcohen@thebehargroup.com

Greg Evans (x230)
Executive Vice President, Broker
gevans@thebehargroup.com

- Located on Birchmount Road at Laura Secord Walk, just south of Ellesmere Road
- Great exposure on busy street
- Ideal for schools, gyms, call centres, showrooms, professional offices, churches
- Rear of the property has a developable vacant lot of approximately 7.482 acres
- Building partially tenanted
- Financials, Rent Roll, Zoning Information and Environmental Assessment available upon the execution of a Confidentiality Agreement (available from the Listing Broker)
- Zoning: M-Industrial and E1 Employment
- Lot Size: 725.66 ft x 1,215.50 ft; 21.103 acres
- Building Size: 300,000 square feet (can be demised)
- Shipping Doors: 14 truck level, 1 drive-in and 2 double man
- Clear Height: 12 ft. to 24 ft.
- Taxes: \$353,456.84 annually (2013)
- Possession: TBD
- For Sale Price: \$50,000,000

Communicate the Facts and Create the Fit

- Search existing listing details for negative trends that open the doors of opportunity for you.
- Show your value to potential tenants by leveraging the knowledge of Spaces Added to the Market to get them better lease terms.
- Understand the correlation related to the age of the building vs availability & occupancy to find lending or acquisition opportunities.
- Use the Industrial Sale Options database to discover an alternative source for listings.

Find on map
Available space, buildings

Location: Greater Toronto

Search results (33 buildings / 92 spaces selected for Office inventory GTA)

Filters: All Space Types (Office, Industrial), All lease type (Direct, Sublet, For sale), Include: Contiguous, Divisible

| Building Name | Address | Leasing District | Office Class | Total Office Area (sq. ft.) | Year Built | Typical Floor Area (sq. ft.) | No. of Floors | Total Available Office Area (sq. ft.) | Largest Available Office Area (sq. ft.) | Direct Available | Verification Date |
|--------------------------------------|--------------------------|------------------|--------------|-----------------------------|------------|------------------------------|---------------|---------------------------------------|---|------------------|-------------------|
| Dynamic Funds Place | 1 Adelaide Street East | Financial Core | A | 591,977 | 1990 | 22,100 | 30 | 52,545 | nd | May 28, 2017 | |
| Lumden Building | 8 Adelaide Street East | Financial Core | B | 50,000 | 1909 | 5,430 | 10 | 2,654 | nd | Jun 14, 2017 | |
| 20 Adelaide Street East | 20 Adelaide Street East | Financial Core | A | 156,499 | 1957 | 11,700 | 15 | 4,888 | nd | Jun 19, 2017 | |
| Bay Adelaide Centre - East Tower | 32 Adelaide Street West | Financial Core | A | 1,001,067 | 2016 | 23,320 | 44 | 49,299 | nd | Jun 19, 2017 | |
| 30 Adelaide Street West | 30 Adelaide Street West | Financial Core | A | 37,304 | 1954 | 4,370 | 9 | 4,245 | nd | May 21, 2017 | |
| 2V Tower | 102 Adelaide Street West | Financial Core | A | 900,845 | 2017 | 23,500 | 40 | 123,315 | 94,253 | Jun 13, 2017 | |
| Richmond Adelaide Complex | 120 Adelaide Street West | Financial Core | A | 417,323 | 1986 | 17,300 | 26 | 10,740 | nd | May 25, 2017 | |
| Outpost Tower | 120 Adelaide Street West | Financial Core | A | 692,451 | 1979 | 22,500 | 35 | 16,458 | nd | Jun 15, 2017 | |
| 141 Adelaide Street West | 141 Adelaide Street West | Financial Core | B | 175,475 | 1973 | 11,200 | 17 | 5,774 | nd | May 21, 2017 | |
| CIBC Square | 141 Bay Street | Financial Core | A | 1,360,000 | 2023 | 27 | | | | | |
| 10 Canada Trust Tower | 161 Bay Street | Financial Core | A | 1,126,559 | 1990 | 25 | | | | | |
| Spadina Place Bay Wellington Tower | 161 Bay Street | Financial Core | A | 1,297,261 | 1992 | 25 | | | | | |
| Commerce Court West - Commerce Court | 199 Bay Street | Financial Core | A | 1,209,035 | 1972 | 23 | | | | | |
| Royal Bank Plaza - South Tower | 200 Bay Street | Financial Core | A | 695,700 | 1979 | 24 | | | | | |
| Royal Bank Plaza - North Tower | 200 Bay Street | Financial Core | A | 433,800 | 1976 | 17 | | | | | |
| 220 Bay Street | 220 Bay Street | Financial Core | A | 94,500 | 1996 | 6 | | | | | |
| Smeal & Young | 222 Bay Street | Financial Core | A | 482,263 | 1992 | 21 | | | | | |
| 220 Bay Street | 220 Bay Street | Financial Core | B | 144,761 | 1929 | 12 | | | | | |
| Bay Adelaide Centre - West Tower | 323 Bay Street | Financial Core | A | 1,100,000 | 2009 | 24 | | | | | |
| 250 Bay Street | 250 Bay Street | Financial Core | C | 45,000 | 1925 | 4 | | | | | |
| 257-259 Bay Street | 257-259 Bay Street | Financial Core | B | 59,929 | 1921 | 5 | | | | | |
| 260 Bay Street | 260 Bay Street | Financial Core | B | 51,000 | 1954 | 5 | | | | | |
| Wilcoxon DeLac Place | 265 Bay Street | Financial Core | B | 92,567 | 1961 | 5 | | | | | |
| 266 Bay Street | 266 Bay Street | Financial Core | C | 34,000 | 1966 | 3 | | | | | |
| Slaring Tower | 372 Bay Street | Financial Core | B | 99,559 | 1925 | 4 | | | | | |
| Univest Bk Centre | 390 Bay Street | Financial Core | B | 267,772 | 1972 | 12 | | | | | |

1500 BIRCHMOUNT ROAD TORONTO
Industrial/Commercial Building - 21.103 acres
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Altus Group's Latest Product News

Altus Analytics

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Altus Group

Investment Transactions:

- Ottawa
- Greater Golden Horseshoe - Expanded Records in 9 Major Markets

New Homes:

- Calgary
- Edmonton

Development Applications:

- Toronto – *launched August 1*
- Vancouver – *launched August 17*



The Altus Group Condominium Apartment Monitor - GTA Edition

This **brand new**, multi-page digest features key market tracking material, including:

Details on new “high-rise” sector (*condominium apartment, loft, stacked townhouse*)

Broader resale and new home market context

Dashboard with key performance metrics (*KPIs*)

New condominium apartment project openings

Periodic custom analytics and new market insights

Insights on consumer housing-related behavior and homebuying intentions





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