



Altus InSite: Interactive Reporting for Leasing Activity

Altus Analytics

SOFTWARE | DATA | CONNECTIVITY



Altus Group

Agenda

1. Inventory
2. Available & Vacant
3. Tenant Options
4. Comparisons
5. Market Activity

- Altus Analytics Group Market Analysts track the Office and Industrial building inventory across Canada's major markets, every day.
- Our historical reports provide trends on key market metrics, dating back to 1999 and can be generated by market, submarket, asset classes, peer groups of buildings and more.
- To access *any* reports start by selecting the “**Perspectives**” tab, then **office or industrial** category and target **market**. Then review the categories and select the report of interest within the appropriate category.

The screenshot displays the Altus Analytics reporting interface. At the top, a red arrow points to a dark blue box labeled "Perspective" with the subtitle "Market Research & Statistical Reporting". Below this are two dropdown menus: "Office Inventory" and "Greater Toronto". The main content area is a grid of five report categories, each with a list of sub-items:

| Inventory | Available & Vacant | Tenant Options | Comparison | Market Activity |
|--|--|--|--|--|
| <ul style="list-style-type: none"><input checked="" type="radio"/> Market Inventory*<input type="radio"/> New Supply Dynamics<input type="radio"/> Distribution of Existing Inventory<input type="radio"/> Top 25 Management Firms* | <ul style="list-style-type: none"><input type="radio"/> Available for Lease<input type="radio"/> Change in Leased Area<input type="radio"/> Leased Area Forecast<input type="radio"/> Vacant Space<input type="radio"/> Change in Occupied Area<input type="radio"/> Occupied Area Forecast | <ul style="list-style-type: none"><input type="radio"/> Available for Lease Options<input type="radio"/> Available for Sale Options<input type="radio"/> Available by Clear Height<input type="radio"/> Distribution of Available Area<input type="radio"/> Contiguous Available Options | <ul style="list-style-type: none"><input type="radio"/> Peer Group Comparison<input type="radio"/> Occupancy Costs<input type="radio"/> Depth of Data Comparison | <ul style="list-style-type: none"><input type="radio"/> Market Overview<input type="radio"/> Market Activity*<input type="radio"/> Leasing Transactions* |

Inventory

- 1 Market Inventory
- 2 New Supply Dynamics
- 3 Distribution of Existing Inventory
- 4 Top 25 Management Firms



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Market Inventory

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The **Market Inventory** reveals the entire inventory (office or industrial) of all the major markets covered across Canada. This includes total number of existing buildings and the total existing office area in square feet.

Step 1 – Select the Office or Industrial category. Choose the Market of interest, and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed over time.

Market Inventory

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Percentage of Market (%) |
|---------------------------|------------------------------------|--------------------------------------|--------------------------|
| Office Market | 4,914 | 524,167,047 | 100.0 |
| Alberta | 814 | 94,321,363 | 18.0 |
| British Columbia | 710 | 56,805,604 | 10.8 |
| Manitoba | 115 | 11,423,778 | 2.2 |
| New Brunswick | 93 | 5,182,102 | 1.0 |
| Newfoundland and Labrador | 44 | 2,735,849 | 0.5 |
| Nova Scotia | 128 | 11,086,429 | 2.1 |
| Ontario | 1,925 | 224,585,009 | 42.8 |
| Prince Edward Island | | | |
| Québec | | | |

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Percentage of Market (%) |
|---------------------------|------------------------------------|--------------------------------------|--------------------------|
| All Office Classes | | | |
| Office Market | 4,914 | 524,167,047 | 100.0 |
| Class A | 4,915 | 524,209,917 | 100.0 |
| Class B | 4,901 | 521,428,054 | 99.5 |
| Class C | 4,894 | 520,180,535 | 99.2 |
| Q3 2016 | 4,885 | 517,955,689 | 98.8 |
| Q2 2016 | 4,878 | 516,756,492 | 98.6 |
| Q1 2016 | 4,868 | 514,353,397 | 98.1 |
| Q4 2015 | 4,856 | 511,442,593 | 97.6 |
| Q3 2015 | 4,836 | 509,377,991 | 97.2 |
| Q2 2015 | 4,823 | 507,570,124 | 96.8 |
| Q1 2015 | 4,803 | 505,208,705 | 96.4 |
| Q4 2014 | 4,793 | 504,195,379 | 96.2 |
| Q3 2014 | 4,775 | 502,617,713 | 95.9 |
| Q2 2014 | 4,756 | 499,405,635 | 95.3 |
| Q1 2014 | 4,742 | 497,549,116 | 94.9 |
| Q4 2013 | 4,733 | 496,617,959 | 94.7 |
| Q3 2013 | 4,707 | 493,898,707 | 94.2 |
| Q2 2013 | 4,698 | 493,087,250 | 94.1 |
| Q1 2013 | 4,687 | 491,727,505 | 93.8 |
| Q4 2012 | 4,679 | 490,802,249 | 93.6 |
| Q3 2012 | 4,664 | 489,701,825 | 93.4 |

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New Supply Dynamics

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New Supply Dynamics

The **New Supply Dynamics** reveals the office and industrial buildings that were completed and delivered “**Current Completions**” within the quarter. It also tracks the **Current Under Construction** buildings along with the **Current Pre-Leasing** status of these buildings.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose a historical time frame (i.e 5 years) and select “view chart” to see the results charted – see next page.

Current Completions

| Market | Number of Completed Buildings | Total Completed Area | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|---------------------------------|-------------------------------|----------------------|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Ontario | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Greater Toronto | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |

Current Under Construction

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|----------------------------------|--|---|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 63 | 13,006,698 | 6,972,247 | 6,034,451 | 46.4 | 0 | 0.0 | 6,034,451 | 46.4 |
| Ontario | 26 | 6,547,117 | 2,997,552 | 3,549,565 | 54.2 | 0 | 0.0 | 3,549,565 | 54.2 |
| Greater Toronto | 26 | 6,547,117 | 2,997,552 | 3,549,565 | 54.2 | 0 | 0.0 | 3,549,565 | 54.2 |
| Downtown Toronto | 13 | 5,327,449 | 2,565,582 | 2,761,867 | 51.8 | 0 | 0.0 | 2,761,867 | 51.8 |

Current Pre-Leasing

| Market | Number of Buildings in Pre-Leasing | Total Pre-Leasing Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|------------------------------------|------------------------------------|----------------------------------|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 213 | 39,806,016 | 223,102 | 39,582,914 | 99.4 | 0 | 0.0 | 39,582,914 | 99.4 |
| Ontario | 97 | 19,404,452 | 0 | 19,404,452 | 100.0 | 0 | 0.0 | 19,404,452 | 100.0 |
| Greater Toronto | 82 | 17,053,968 | 0 | 17,053,968 | 100.0 | 0 | 0.0 | 17,053,968 | 100.0 |
| Downtown Toronto | 23 | 9,075,564 | 0 | 9,075,564 | 100.0 | 0 | 0.0 | 9,075,564 | 100.0 |
| Toronto East | 10 | 1,901,813 | 0 | 1,901,813 | 100.0 | 0 | 0.0 | 1,901,813 | 100.0 |
| Midtown Toronto | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Toronto North | 6 | 1,183,358 | 0 | 1,183,358 | 100.0 | 0 | 0.0 | 1,183,358 | 100.0 |
| Toronto West | 43 | 4,893,233 | 0 | 4,893,233 | 100.0 | 0 | 0.0 | 4,893,233 | 100.0 |
| All Office Classes | 82 | 17,053,968 | 0 | 17,053,968 | 100.0 | 0 | 0.0 | 17,053,968 | 100.0 |
| Class A | 78 | 16,854,468 | 0 | 16,854,468 | 100.0 | 0 | 0.0 | 16,854,468 | 100.0 |
| Class B | 4 | 199,500 | 0 | 199,500 | 100.0 | 0 | 0.0 | 199,500 | 100.0 |
| Class C | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |

New Supply Dynamics cont'd

In addition to total number of square feet, you can see the level of leasing in the Under Construction buildings

This charts reports that a little over 50% of the area Under Construction is already leased. This is a clear indication that there will be some relocation activity soon.

Conversely, if a market has tight vacancy and no New supply in the pipeline, it indicates there will be very little movement in the market.

Tip: Closely review a group of Under Construction buildings to see what they have to offer, when they will be delivered and if they still have a lot of space to lease.

Current Under Construction

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|---------------------------|--|---|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 64 | 13,080,339 | 7,112,775 | 5,967,564 | 45.6 | 0 | 0.0 | 5,967,564 | 45.6 |
| Ontario | 27 | 6,621,163 | 3,006,908 | 3,614,255 | 54.6 | 0 | 0.0 | 3,614,255 | 54.6 |
| Greater Toronto | 27 | 6,621,163 | 3,006,908 | 3,614,255 | 54.6 | 0 | 0.0 | 3,614,255 | 54.6 |
| Downtown Toronto | 13 | 5,327,449 | 2,565,582 | 2,761,867 | 51.8 | 0 | 0.0 | 2,761,867 | 51.8 |
| Toronto East | 1 | 23,101 | 23,101 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Midtown Toronto | 1 | 95,000 | 0 | 95,000 | 100.0 | 0 | 0.0 | 95,000 | 100.0 |
| Toronto North | 3 | 305,819 | 80,000 | 225,819 | 73.8 | 0 | 0.0 | 225,819 | 73.8 |
| Toronto West | 9 | 869,794 | 338,225 | 531,569 | 61.1 | 0 | 0.0 | 531,569 | 61.1 |
| All Office Classes | 27 | 6,621,163 | 3,006,908 | 3,614,255 | 54.6 | 0 | 0.0 | 3,614,255 | 54.6 |
| Class A | 25 | 6,509,163 | 2,966,908 | 3,542,255 | 54.4 | 0 | 0.0 | 3,542,255 | 54.4 |
| Class B | 2 | 112,000 | 40,000 | 72,000 | 64.3 | 0 | 0.0 | 72,000 | 64.3 |
| Class C | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |

| 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 Available Area (sq. ft.) | Direct Available Verification Date |
|--|----------------------|------------------|--------------|-----------------------------|------------|-------------------------|---------------|---------------------------------------|----------------------------------|------------------------------------|
| <input type="checkbox"/> CIBC Square | 81 Bay Street | Downtown South | A | 1,484,019 | 2020 | 30,000 | 49 | 493,438 | 493,438 | Jul 4, 2017 |
| <input type="checkbox"/> 100 Queens Quay East | 100 Queens Quay East | Downtown South | A | 575,000 | 2021 | 23,000 | 26 | 391,000 | 391,000 | Jun 13, 2017 |
| <input type="checkbox"/> Daniels Waterfront - West Tower | 130 Queens Quay East | Downtown South | A | 306,800 | 2018 | 20,600 | 13 | 52,850 | 37,500 | Jul 4, 2017 |
| <input type="checkbox"/> Daniels Waterfront - East Tower | 130 Queens Quay East | Downtown South | A | 91,300 | 2018 | 15,300 | 10 | 12,450 | nd | Jul 4, 2017 |
| <input type="checkbox"/> York Centre | 16 York Street | Downtown South | A | 869,082 | 2020 | 28,000 | 32 | 869,082 | 869,082 | Jun 27, 2017 |

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Distribution of Existing Inventory

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Distribution of Existing Inventory

The ***Distribution of Existing Inventory*** reveals the total inventory (office or industrial) of all the major markets covered across Canada. The inventory is broken down by categorizing each building by the number of buildings within each square footage category.

The buildings are further categorized by percentage to understand what percentage of the entire inventory resides in each category.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed

Distribution of Existing Inventory

Distribution of Inventory by Total Office Area

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Number of Buildings with Office Area Above 250,000 sq. ft. | Number of Buildings with Office Area From 100,000 - 250,000 sq. ft. | Number of Buildings with Office Area From 50,000 - 99,999 sq. ft. | Number of Buildings with Office Area From 20,000 - 49,999 sq. ft. |
|---------------------------|------------------------------------|--------------------------------------|--|---|---|---|
| Office Market | 4,914 | 524,167,047 | 427 | 1,085 | 1,374 | 2,078 |
| Ontario | 1,925 | 224,585,009 | 191 | 485 | 558 | 713 |
| Greater Toronto | 1,468 | 180,550,034 | 156 | 379 | 438 | 515 |
| Downtown Toronto | 412 | 75,578,895 | 80 | 98 | 104 | 138 |
| Toronto East | 309 | 30,502,154 | 21 | 81 | 95 | 113 |
| Midtown Toronto | 134 | 16,045,391 | 20 | 32 | 41 | 42 |
| Toronto North | 114 | 14,187,912 | 16 | 32 | 33 | 36 |
| Toronto West | 499 | 44,235,682 | 19 | 136 | 165 | 188 |
| All Office Classes | 1,468 | 180,550,034 | 156 | 379 | 438 | 515 |
| Class A | 584 | 112,300,020 | 125 | 213 | 182 | 82 |
| Class B | 557 | 52,110,251 | 30 | 137 | 173 | 219 |
| Class C | 327 | 16,139,763 | 1 | 29 | 83 | 214 |

Percentage of Inventory by Total Office Area

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Percentage of Buildings with Office Area Above 250,000 sq. ft. | Percentage of Buildings with Office Area From 100,000 - 250,000 sq. ft. | Percentage of Buildings with Office Area From 50,000 - 99,999 sq. ft. | Percentage of Buildings with Office Area From 20,000 - 49,999 sq. ft. |
|---------------------------|------------------------------------|--------------------------------------|--|---|---|---|
| Office Market | 4,914 | 524,167,047 | 37.7 | 31.5 | 18.2 | 12.7 |
| Ontario | 1,925 | 224,585,009 | 39.7 | 32.9 | 17.1 | 10.4 |
| Greater Toronto | 1,468 | 180,550,034 | 42.3 | 31.9 | 16.5 | 9.3 |
| Downtown Toronto | 412 | 75,578,895 | 64.6 | 20.6 | 9.1 | 5.7 |
| Toronto East | 309 | 30,502,154 | 24.6 | 41.8 | 21.5 | 12.1 |
| Midtown Toronto | 134 | 16,045,391 | 43.0 | 31.1 | 17.6 | 8.3 |
| Toronto North | 114 | 14,187,912 | 46.0 | 30.5 | 15.6 | 7.9 |
| Toronto West | 499 | 44,235,682 | 14.9 | 45.2 | 25.6 | 14.3 |
| All Office Classes | 1,468 | 180,550,034 | 42.3 | 31.9 | 16.5 | 9.3 |
| Class A | 584 | 112,300,020 | 57.5 | 29.0 | 11.1 | 2.4 |
| Class B | 557 | 52,110,251 | 22.1 | 41.0 | 22.9 | 14.1 |
| Class C | 327 | 16,139,763 | 1.9 | 23.0 | 33.5 | 41.6 |

TRAINING

Top 25 Management Firms

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Top 25 Management Firms

The **Top 25 Management Firms report** reveals the total inventory (office or industrial) of the top 25 management firms by square footage under management for the geography selected.

Step 1 – Select the Office or Industrial category. Choose the Market and Building Class of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography..

Tip: Choose the number of properties within each Property Manager result to reveal all their buildings contributing to the ranking. You can run reports on the buildings to understand how the portfolio is performing.

Market

Building Class

Greater Toronto

| Rank | Property Manager | Portfolio Size (Sq. Ft) | Number of Properties |
|--------------|--|-------------------------|----------------------|
| 1 | Cadillac Fairview Corporation Limited | 10,422,848 | 20 |
| 2 | Oxford Properties Group | 10,108,643 | 25 |
| 3 | Dream Office Management Corp. | 8,702,668 | 51 |
| 4 | Brookfield Properties | 8,353,802 | 10 |
| 5 | Manulife Real Estate | 6,835,530 | 42 |
| 6 | GWL Realty Advisors Inc. | 6,393,279 | 31 |
| 7 | Triovest Realty Advisors | 5,168,728 | 23 |
| 8 | QuadReal Property Group | 5,040,180 | 15 |
| 9 | H&R REIT | 5,030,017 | 24 |
| 10 | Crown Property Management | 4,439,359 | 31 |
| 11 | Allied Properties REIT | 4,250,155 | 62 |
| 12 | Bentall Kennedy (Canada) LP, Brokerage | 3,898,396 | 31 |
| 13 | Menkes Developments Ltd. | 3,189,468 | 11 |
| 14 | Ivanhoé Cambridge | 2,844,019 | 2 |
| 15 | Slate Properties Inc. | 2,673,618 | 18 |
| 16 | CBRE Limited | 2,662,897 | 19 |
| 17 | Morguard | 2,637,995 | 18 |
| 18 | Avison Young Commercial Real Estate | 2,537,141 | 22 |
| 19 | Northam Realty Advisors Limited | 2,524,281 | 10 |
| 20 | Orlando Corporation | 2,471,651 | 16 |
| 21 | EPIC Realty Partners Inc. | 2,323,833 | 14 |
| 22 | Colliers International | 2,197,096 | 14 |
| 23 | Rogers Communications Inc. | 2,152,748 | 7 |
| 24 | Candere Management Inc. | 2,063,310 | 7 |
| 25 | Amexon Property Management Inc. | 1,716,731 | 14 |
| Top 25 Total | | 110,638,391 | 537 |

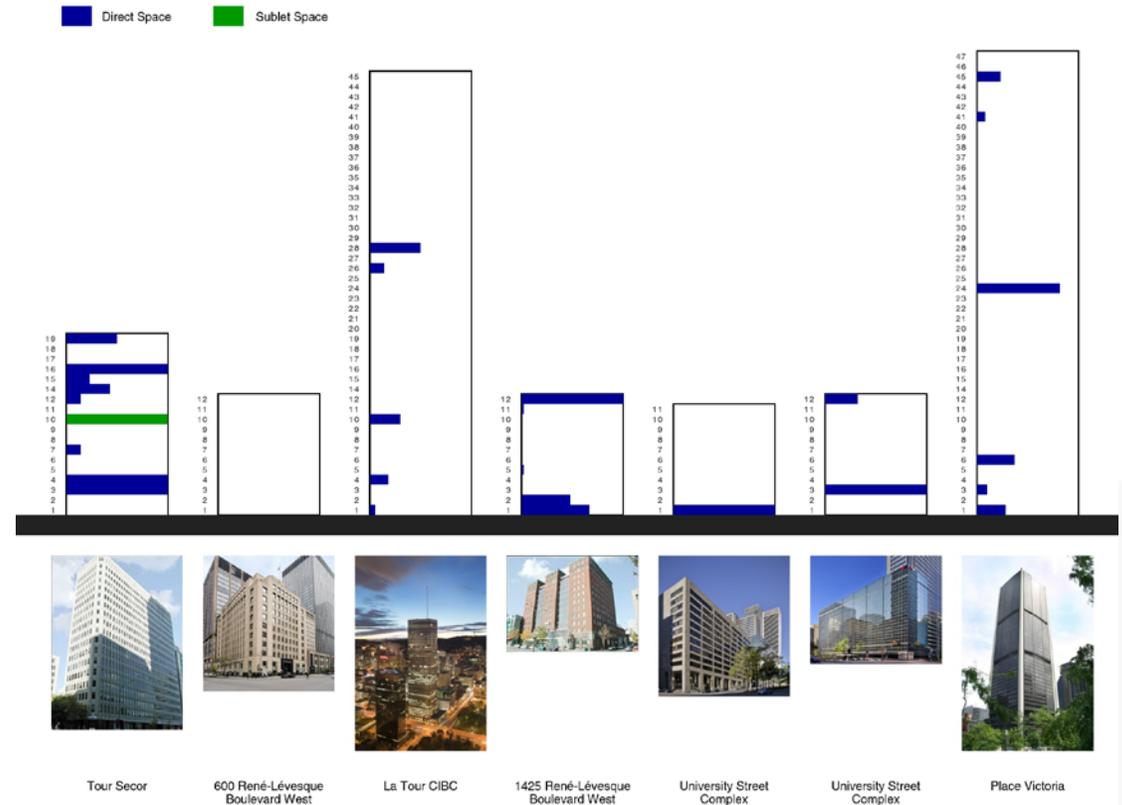
Top 25 Management Firms

Use the *Top 25 Management Firms report to generate a visual depiction of the availability of each firms portfolio.*

Step 1 – Choose the number of properties (previous slide) in the management firms portfolio. Select the column view and select “stacked availability”. This will generate a Stacked Availability Comparison view to allow for easy comparisons of the buildings

Tip: Select “View JPG” to generate a clear picture of the chart.

Stacked Availability Comparison



Available & Vacant

- 1 Available For Lease
- 2 Change in Lease Area
- 3 Leased Area Forecast (Off only)
- 4 Vacant Space
- 5 Change in Occupied Area
- 6 Occupied Area Forecast (Off only)



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Available for Lease

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Available For Lease

The **Available for Lease** report reveals the total existing and under construction inventory (office or industrial) of all the major markets covered across Canada that are available for lease.

The views are broken down individually under **Existing Inventory**, **Under Construction Inventory** or **Existing and Under Construction Inventory**.

You can view the total buildings within each report and see what percentage of the inventory is available.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed

Available for Lease

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|----------------------|------------------------------------|--------------------------------------|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 4,914 | 524,187,047 | 453,314,233 | 59,843,227 | 11.4 | 11,009,587 | 2.1 | 70,852,814 | 13.5 |
| Alberta | 814 | 94,321,383 | 74,580,461 | 13,341,155 | 14.1 | 6,399,747 | 6.8 | 19,740,902 | 20.9 |
| British Columbia | 710 | 56,805,604 | 51,190,718 | 4,419,638 | 7.8 | 1,195,250 | 2.1 | 5,614,888 | 9.9 |
| Manitoba | 115 | 11,423,778 | 10,228,642 | 1,150,667 | 10.1 | 44,469 | 0.4 | 1,195,136 | 10.5 |

Under Construction Inventory

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|---------------------------|--|---|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 63 | 13,006,698 | 6,972,247 | 6,034,451 | 46.4 | 0 | 0.0 | 6,034,451 | 46.4 |
| Alberta | 12 | 3,058,656 | 2,172,951 | 885,705 | 29.0 | 0 | 0.0 | 885,705 | 29.0 |
| British Columbia | 14 | 1,364,190 | 651,843 | 712,347 | 52.2 | 0 | 0.0 | 712,347 | 52.2 |
| Manitoba | 2 | 381,709 | 173,190 | 208,519 | 54.6 | 0 | 0.0 | 208,519 | 54.6 |
| New Brunswick | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Newfoundland and Labrador | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Nova Scotia | 1 | 255,000 | 61,000 | 194,000 | 76.1 | 0 | 0.0 | 194,000 | 76.1 |

Existing and Under Construction Inventory

| Market | Total Number of Existing and Under Construction Buildings | Total Office Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (sq. ft.) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) |
|---------------------------|---|-----------------------------|------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|
| Office Market | 4,977 | 537,173,745 | 460,286,480 | 65,877,678 | 12.3 | 11,009,587 | 2.0 | 76,887,265 | 14.3 |
| Alberta | 826 | 97,380,019 | 76,753,412 | 14,226,860 | 14.6 | 6,399,747 | 6.6 | 20,626,607 | 21.2 |
| British Columbia | 724 | 58,169,794 | 51,842,561 | 5,131,983 | 8.8 | 1,195,250 | 2.1 | 6,327,233 | 10.9 |
| Manitoba | 117 | 11,805,487 | 10,401,832 | 1,359,186 | 11.5 | 44,469 | 0.4 | 1,403,655 | 11.9 |
| New Brunswick | 93 | 5,182,102 | 4,540,774 | 627,781 | 12.1 | 13,547 | 0.3 | 641,328 | 12.4 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,446,580 | 289,381 | 9.8 | 19,888 | 0.7 | 289,269 | 10.6 |
| Nova Scotia | 129 | 11,341,429 | 9,330,970 | 1,935,639 | 17.1 | 74,820 | 0.7 | 2,010,459 | 17.7 |
| Ontario | 1,951 | 231,132,126 | 202,489,072 | 26,306,852 | 11.4 | 2,336,202 | 1.0 | 28,643,054 | 12.4 |
| Prince Edward Island | 24 | 1,283,184 | 1,180,882 | 102,302 | 8.0 | 0 | 0.0 | 102,302 | 8.0 |
| Québec | 1,069 | 118,143,755 | 101,300,397 | 15,917,694 | 13.5 | 925,664 | 0.8 | 16,843,358 | 14.3 |
| All Office Classes | 4,977 | 537,173,745 | 460,286,480 | 65,877,678 | 12.3 | 11,009,587 | 2.0 | 76,887,265 | 14.3 |
| Class A | 1,855 | 308,281,034 | 262,756,793 | 36,900,375 | 12.0 | 8,623,866 | 2.8 | 45,524,241 | 14.8 |
| Class B | 2,137 | 177,935,183 | 153,206,627 | 22,706,049 | 12.8 | 2,022,507 | 1.1 | 24,728,556 | 13.9 |
| Class C | 985 | 50,957,528 | 44,323,060 | 6,271,254 | 12.3 | 383,214 | 0.7 | 6,634,468 | 13.0 |

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Change in Lease Area

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The **Change in Lease Area** reveals the office and industrial buildings that make up the total market inventory and looks at the quarter over quarter change in the leased area and the year over year change in leased area under “**Existing Inventory**” within the quarter associated with these buildings. It also tracks the **Distribution of Changes** within the quarter based on buildings gaining space or losing space at specified thresholds. You may also access the “**Leased Area Forecast**” (see “**Leased Area Forecast**” for example)

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed.

Change in Leased Area

LEASED AREA FORECAST

Current Quarter

Rolling Five Quarter History

Rolling Five Year History

Rolling Ten Year History

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Leased Area* (sq. ft.) | Sublet Available Area (sq. ft.) | Direct Available Area (sq. ft.) | Change in Leased* Area from previous Quarter (sq. ft.) | Change in Leased* Area from previous Year (sq. ft.) |
|---------------------------|------------------------------------|--------------------------------------|------------------------------|---------------------------------|---------------------------------|--|---|
| Office Market | 4,914 | 524,167,047 | 453,314,233 | 11,009,587 | 59,843,227 | -423,228 | 4,193,693 |
| Alberta | 814 | 94,321,363 | 74,580,461 | 6,399,747 | 13,341,155 | -303,691 | -629,425 |
| British Columbia | 710 | 56,805,604 | 51,190,718 | 1,195,250 | 4,419,636 | 12,586 | 746,443 |
| Manitoba | 115 | 11,423,778 | 10,228,642 | 44,469 | 1,150,667 | -40,568 | -80,884 |
| New Brunswick | 93 | 5,182,102 | 4,540,774 | 13,547 | 627,781 | -75,007 | -53,520 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,446,580 | 19,888 | 269,381 | 0 | -41,594 |
| Nova Scotia | 128 | 11,086,429 | 9,269,970 | 74,820 | 1,741,630 | 0 | -47,643 |

Distribution of Changes

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Leased Area* (sq. ft.) | Change in Leased* Area from previous Quarter (sq. ft.) | Number of Buildings which gained more than 20,000 sq. ft. | Number of Buildings which gained less than 20,000 sq. ft. | Number of Buildings with no change in Leased Area | Number of Buildings which lost less than 20,000 sq. ft. | Number of Buildings which lost more than 20,000 sq. ft. |
|---------------------------|------------------------------------|--------------------------------------|------------------------------|--|---|---|---|---|---|
| Office Market | 4,914 | 524,167,047 | 453,314,233 | -423,228 | 3 | 110 | 4,779 | 77 | 10 |
| Alberta | 814 | 94,321,363 | 74,580,461 | -303,691 | 0 | 14 | 800 | 7 | 4 |
| British Columbia | 710 | 56,805,604 | 51,190,718 | 12,586 | 0 | 20 | 692 | 12 | 0 |
| Manitoba | 115 | 11,423,778 | 10,228,642 | -40,568 | 0 | 1 | 109 | 7 | 0 |
| New Brunswick | 93 | 5,182,102 | 4,540,774 | -75,007 | 0 | 1 | 90 | 2 | 1 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,446,580 | 0 | 0 | 0 | 44 | 0 | 0 |
| Nova Scotia | 128 | 11,086,429 | 9,269,970 | 0 | 0 | 0 | 129 | 0 | 0 |
| Ontario | 1,925 | 224,585,009 | 199,491,520 | 95,263 | 3 | 64 | 1,850 | 33 | 2 |
| Prince Edward Island | 24 | 1,283,184 | 1,180,882 | 0 | 0 | 0 | 24 | 0 | 0 |
| Québec | 1,061 | 116,743,729 | 100,384,686 | -111,811 | 0 | 10 | 1,041 | 16 | 3 |
| All Office Classes | 4,914 | 524,167,047 | 453,314,233 | -423,228 | 3 | 110 | 4,779 | 77 | 10 |
| Class A | 1,800 | 295,850,983 | 256,075,656 | -265,450 | 2 | 42 | 1,785 | 23 | 5 |
| Class B | 2,129 | 177,358,536 | 152,915,517 | -130,562 | 0 | 49 | 2,045 | 39 | 4 |
| Class C | 985 | 50,957,528 | 44,323,060 | -27,216 | 1 | 19 | 949 | 15 | 1 |

TRAINING

Lease Area Forecast

DATA SOLUTIONS

TRAINING



Leased Area Forecast (Off only)

The **Lease Area Forecast** reveals the office (not available for industrial) buildings that are under construction and the quarter in which it will be delivered and available for leasing. It further reports on how much of the area has been pre-leased and what is still available for lease.

Step 1 – Select the Office category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Select the “View Chart” tab to bring results into a charted format that can be used in your reports.

Leased Area Forecast

Leased Area

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Leased Area* (sq. ft.) | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area (sq. ft.) | Total Available Rate (%) | Probable Available Area (sq. ft.) |
|----------------------------|--|---|------------------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|--------------------------------|--------------------------|-----------------------------------|
| VIEW CHART | | | | | | | | | | |
| Office Market | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q2 2022 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q1 2022 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q4 2021 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q3 2021 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q2 2021 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q1 2021 | 1 | 575,000 | 184,000 | 391,000 | 68.0 | 0 | 0.0 | 391,000 | 68.0 | 0 |
| Q4 2020 | 0 | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Q3 2020 | 1 | 1,494,019 | 990,581 | 493,438 | 33.3 | 0 | 0.0 | 493,438 | 33.3 | 0 |
| Q2 2020 | 1 | 869,082 | 0 | 869,082 | 100.0 | 0 | 0.0 | 869,082 | 100.0 | 0 |
| Q1 2020 | 1 | 140,819 | 0 | 140,819 | 100.0 | 0 | 0.0 | 140,819 | 100.0 | 0 |
| Q4 2019 | 1 | 100,000 | 80,000 | 20,000 | 20.0 | 0 | 0.0 | 20,000 | 20.0 | 0 |
| Q3 2019 | 1 | 146,376 | 0 | 146,376 | 100.0 | 0 | 0.0 | 146,376 | 100.0 | 0 |
| Q2 2019 | 1 | 127,245 | 35,888 | 91,357 | 71.8 | 0 | 0.0 | 91,357 | 71.8 | 0 |
| Q1 2019 | 5 | 745,147 | 545,315 | 199,832 | 26.8 | 0 | 0.0 | 199,832 | 26.8 | 0 |
| Q4 2018 | 3 | 572,639 | 179,648 | 392,991 | 68.6 | 0 | 0.0 | 392,991 | 68.6 | 0 |
| Q3 2018 | 8 | 1,361,038 | 879,190 | 481,848 | 35.4 | 0 | 0.0 | 481,848 | 35.4 | 0 |
| Q2 2018 | 6 | 593,006 | 283,093 | 309,913 | 52.3 | 0 | 0.0 | 309,913 | 52.3 | 0 |
| Q1 2018 | 7 | 963,108 | 787,306 | 175,802 | 18.3 | 0 | 0.0 | 175,802 | 18.3 | 0 |
| Q4 2017 | 10 | 2,231,466 | 1,431,709 | 799,757 | 35.8 | 0 | 0.0 | 799,757 | 35.8 | 0 |
| Q3 2017 | 63 | 13,006,698 | 453,314,233 | 59,843,227 | 11.4 | 11,009,587 | 2.1 | 70,852,814 | 13.5 | 387,000 |
| Q2 2017 | 61 | 12,840,057 | 453,737,461 | 59,618,467 | 11.4 | 10,853,989 | 2.1 | 70,472,456 | 13.4 | 0 |
| Q1 2017 | 69 | 12,140,890 | 451,392,296 | 58,308,090 | 11.2 | 11,727,668 | 2.2 | 70,035,758 | 13.4 | 0 |
| Q4 2016 | 68 | 12,246,784 | 449,553,114 | 57,932,351 | 11.1 | 12,695,070 | 2.4 | 70,627,421 | 13.6 | 0 |
| Q3 2016 | 67 | 13,397,648 | 449,120,540 | 57,683,042 | 11.1 | 11,172,107 | 2.2 | 68,835,149 | 13.3 | 0 |
| Q2 2016 | 67 | 14,896,881 | 448,025,207 | 57,394,397 | 11.1 | 11,336,888 | 2.2 | 68,731,285 | 13.3 | 0 |
| Q1 2016 | 66 | 15,363,646 | 447,371,648 | 56,517,305 | 11.0 | 10,464,444 | 2.0 | 66,981,749 | 13.0 | 0 |

TRAINING

Vacant Space

DATA SOLUTIONS

TRAINING



Vacant Space

The **Vacant Space** report reveals the total existing and under construction inventory (office or industrial) of all the major markets covered across Canada that are vacant.

The views are broken down individually **under Existing Inventory**, **Under Construction Inventory** or **Existing Plus Under Construction Inventory**.

You can view the total buildings within each report and see what percentage of the inventory is vacant.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed

Vacant Space

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Occupied Area (sq. ft.) | Vacant & For Sale Area | Vacant & Leased Area | Direct Available Vacant Area | Sublet Vacant Area | Total Vacant Area | Total Vacant Rate |
|----------------------|------------------------------------|--------------------------------------|-------------------------------|------------------------|----------------------|------------------------------|--------------------|-------------------|-------------------|
| Office Market | 4,914 | 524,167,047 | 460,445,463 | 256,984 | 9,469,315 | 47,104,450 | 6,890,835 | 63,721,584 | 12.2 |
| Alberta | 814 | 94,321,363 | 76,059,980 | 44,928 | 2,428,126 | 11,599,844 | 4,188,485 | 18,261,383 | 19.4 |
| British Columbia | 710 | 56,805,604 | 51,517,022 | 50,981 | 1,079,654 | 3,315,834 | 842,113 | 5,288,582 | 9.3 |
| Manitoba | 115 | 11,423,778 | 10,432,799 | 27,286 | 22,057 | 906,126 | 35,510 | 990,979 | 8.7 |

Under Construction Inventory

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Occupied Area (sq. ft.) | For Sale Vacant Area | Vacant & Leased Area (sq. ft.) | Direct Available Vacant Area (sq. ft.) | Sublet Vacant Area | Total Vacant Area (sq. ft.) | Total Vacant Rate (%) |
|---------------------------|--|---|-------------------------------|----------------------|--------------------------------|--|--------------------|-----------------------------|-----------------------|
| Office Market | 63 | 13,006,698 | 1,800 | 0 | 6,970,447 | 6,034,451 | 0 | 13,004,898 | 100.0 |
| Alberta | 12 | 3,058,656 | 0 | 0 | 2,172,951 | 885,705 | 0 | 3,058,656 | 100.0 |
| British Columbia | 14 | 1,364,190 | 0 | 0 | 651,843 | 712,347 | 0 | 1,364,190 | 100.0 |
| Manitoba | 2 | 381,709 | 0 | 0 | 173,190 | 208,519 | 0 | 381,709 | 100.0 |
| New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.0 |
| Newfoundland and Labrador | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.0 |
| Nova Scotia | 4 | 255,000 | 0 | 0 | 54,000 | 194,000 | 0 | 255,000 | 100.0 |

Existing plus Under Construction Inventory

| Market | Total Number of Existing and Under Construction Buildings | Total Office Area (sq. ft.) | Total Occupied Area (sq. ft.) | For Sale Vacant Area (sq. ft.) | Vacant & Leased Area (sq. ft.) | Direct Available Vacant Area (sq. ft.) | Sublet Vacant Area (sq. ft.) | Total Vacant Area (sq. ft.) | Total Vacant Rate (%) |
|---------------------------|---|-----------------------------|-------------------------------|--------------------------------|--------------------------------|--|------------------------------|-----------------------------|-----------------------|
| Office Market | 4,977 | 537,173,745 | 460,447,263 | 256,984 | 16,439,762 | 53,138,901 | 6,890,835 | 76,726,482 | 14.3 |
| Alberta | 826 | 97,380,019 | 76,059,980 | 44,928 | 4,601,077 | 12,485,549 | 4,188,485 | 21,320,039 | 21.9 |
| British Columbia | 724 | 58,169,794 | 51,517,022 | 50,981 | 1,731,497 | 4,028,181 | 842,113 | 6,652,772 | 11.4 |
| Manitoba | 117 | 11,805,487 | 10,432,799 | 27,286 | 195,247 | 1,114,645 | 35,510 | 1,372,688 | 11.6 |
| New Brunswick | 93 | 5,182,102 | 4,587,408 | 0 | 0 | 581,147 | 13,547 | 594,694 | 11.5 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,468,468 | 0 | 0 | 269,381 | 0 | 269,381 | 9.8 |
| Nova Scotia | 129 | 11,341,429 | 9,300,569 | 0 | 98,000 | 1,870,699 | 72,161 | 2,040,860 | 18.0 |
| Ontario | 1,951 | 231,132,126 | 202,152,689 | 0 | 8,054,693 | 19,601,205 | 1,323,539 | 28,979,437 | 12.5 |
| Prince Edward Island | 24 | 1,283,184 | 1,181,437 | 0 | 0 | 101,747 | 0 | 101,747 | 7.9 |
| Québec | 1,069 | 118,143,755 | 102,748,891 | 133,789 | 1,759,248 | 13,086,347 | 415,480 | 15,394,864 | 13.0 |
| All Office Classes | 4,977 | 537,173,745 | 460,447,263 | 256,984 | 16,439,762 | 53,138,901 | 6,890,835 | 76,726,482 | 14.3 |
| Class A | 1,855 | 308,281,034 | 259,725,339 | 113,326 | 14,588,491 | 28,742,697 | 5,111,181 | 48,555,695 | 15.8 |
| Class B | 2,137 | 177,935,183 | 155,631,115 | 81,789 | 1,637,203 | 19,049,782 | 1,535,294 | 22,304,068 | 12.5 |
| Class C | 985 | 50,957,528 | 45,090,809 | 61,869 | 214,068 | 5,346,422 | 244,360 | 5,866,719 | 11.5 |

TRAINING

Change in Occupied Area

DATA SOLUTIONS

TRAINING



Change in Occupied Area

The **Change in Occupied Area** reveals the office and industrial buildings that make up the total market inventory and looks at the quarter over quarter change in the occupied area and the year over year change in occupied area under “**Existing Inventory**” within the quarter associated with these buildings. It also tracks the **Distribution of Changes** within the quarter based on buildings gaining space or losing space at specified thresholds. You may also access the “**Occupied Area Forecast**” (see “**Occupied Area Forecast**” for example)

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed.

Change in Occupied Area

OCCUPIED AREA FORECAST

Current Quarter Rolling Five Quarter History Rolling Five Year History Rolling Ten Year History

Existing Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Occupied Area (sq. ft.) | Vacant & For Sale Area | Vacant & Leased Area | Sublet Vacant Area | Direct Available Vacant Area | Change in Occupied Area from Previous Quarter | Change in Occupied Area from previous Year |
|---------------------------|------------------------------------|--------------------------------------|-------------------------------|------------------------|----------------------|--------------------|------------------------------|---|--|
| Office Market | 4,914 | 524,167,047 | 460,445,463 | 256,984 | 9,469,315 | 6,890,835 | 47,104,450 | 39,405 | 4,195,067 |
| Alberta | 814 | 94,321,363 | 76,059,980 | 44,928 | 2,428,126 | 4,188,485 | 11,599,844 | -38,514 | -1,188,259 |
| British Columbia | 710 | 56,805,604 | 51,517,022 | 50,981 | 1,079,654 | 842,113 | 3,315,834 | 25,606 | 959,402 |
| Manitoba | 115 | 11,423,778 | 10,432,799 | 27,286 | 22,057 | 35,510 | 906,126 | 9,772 | 92,812 |
| New Brunswick | 93 | 5,182,102 | 4,587,408 | 0 | 0 | 13,547 | 581,147 | -64,601 | -103,114 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,468,468 | 0 | 0 | 0 | 269,381 | 0 | -41,594 |
| Nova Scotia | 128 | 11,086,429 | 9,300,569 | 0 | 37,000 | 72,161 | 1,676,699 | 0 | -111,800 |
| Ontario | 1,925 | 224,585,009 | 202,150,889 | 0 | 5,058,941 | 1,323,539 | 16,051,640 | 182,981 | 2,867,076 |

Distribution of Changes

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Occupied Area (sq. ft.) | Change in Occupied Area from Previous Quarter | Number of Buildings which Gained more than 20,000 sq. ft. | Number of Buildings which Gained less than 20,000 sq. ft. | Number of Buildings with No Change in Occupied Area | Number of Buildings which Lost less than 20,000 sq. ft. | Number of Buildings which Lost more than 20,000 sq. ft. |
|---------------------------|------------------------------------|--------------------------------------|-------------------------------|---|---|---|---|---|---|
| Office Market | 4,914 | 524,167,047 | 460,445,463 | 39,405 | 3 | 102 | 4,815 | 54 | 5 |
| Alberta | 814 | 94,321,363 | 76,059,980 | -38,514 | 0 | 10 | 807 | 7 | 1 |
| British Columbia | 710 | 56,805,604 | 51,517,022 | 25,606 | 0 | 17 | 699 | 8 | 0 |
| Manitoba | 115 | 11,423,778 | 10,432,799 | 9,772 | 0 | 4 | 112 | 1 | 0 |
| New Brunswick | 93 | 5,182,102 | 4,587,408 | -64,601 | 0 | 1 | 90 | 2 | 1 |
| Newfoundland and Labrador | 44 | 2,735,849 | 2,468,468 | 0 | 0 | 0 | 44 | 0 | 0 |
| Nova Scotia | 128 | 11,086,429 | 9,300,569 | 0 | 0 | 0 | 129 | 0 | 0 |
| Ontario | 1,925 | 224,585,009 | 202,150,889 | 182,981 | 3 | 59 | 1,867 | 22 | 1 |
| Prince Edward Island | 24 | 1,283,184 | 1,181,437 | 0 | 0 | 0 | 24 | 0 | 0 |
| Québec | 1,061 | 116,743,729 | 102,748,891 | -75,839 | 0 | 11 | 1,043 | 14 | 2 |
| All Office Classes | 4,914 | 524,167,047 | 460,445,463 | 39,405 | 3 | 102 | 4,815 | 54 | 5 |
| Class A | 1,800 | 295,850,983 | 259,723,539 | -91,410 | 1 | 37 | 1,797 | 18 | 4 |
| Class B | 2,129 | 177,358,536 | 155,831,115 | 81,644 | 1 | 47 | 2,080 | 28 | 1 |
| Class C | 985 | 50,957,528 | 45,090,809 | 49,171 | 1 | 18 | 958 | 8 | 0 |

TRAINING

Occupied Area Forecast

DATA SOLUTIONS

TRAINING



Occupied Area Forecast (Off only)

The **Occupied Area Forecast** reveals the office (not available for industrial) buildings that are under construction and the quarter in which it will be delivered and available for occupancy. It further reports on how much of the area has been pre-leased and what is still available to be occupied.

Step 1 – Select the Office category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: All areas showing leased in the future are still vacant, since the buildings have not yet been completed.

Occupied Area Forecast

Occupied Area

| Market | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Total Occupied Area (sq. ft.) | Direct Available Vacant Area (sq. ft.) | Sublet Vacant Area (sq. ft.) | Vacant & Leased Area (sq. ft.) |
|-------------------------------|--|---|-------------------------------|--|------------------------------|--------------------------------|
| VIEW CHART | | | | | | |
| Office Market | 0 | 0 | 0 | 0 | 0 | 0 |
| Q2 2022 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q1 2022 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q4 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q3 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q2 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q1 2021 | 1 | 575,000 | 184,000 | 391,000 | 0 | 184,000 |
| Q4 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
| Q3 2020 | 1 | 1,484,019 | 990,581 | 493,438 | 0 | 990,581 |
| Q2 2020 | 1 | 869,082 | 0 | 869,082 | 0 | 0 |
| Q1 2020 | 1 | 140,819 | 0 | 140,819 | 0 | 0 |
| Q4 2019 | 1 | 100,000 | 80,000 | 20,000 | 0 | 80,000 |
| Q3 2019 | 1 | 146,376 | 0 | 146,376 | 0 | 0 |
| Q2 2019 | 1 | 127,245 | 35,888 | 91,357 | 0 | 35,888 |
| Q1 2019 | 5 | 745,147 | 545,315 | 199,832 | 0 | 545,315 |
| Q4 2018 | 3 | 572,639 | 179,648 | 392,991 | 0 | 179,648 |
| Q3 2018 | 8 | 1,361,038 | 879,190 | 481,848 | 0 | 877,390 |
| Q2 2018 | 6 | 593,006 | 283,093 | 309,913 | 0 | 265,000 |
| Q1 2018 | 7 | 963,108 | 787,306 | 175,802 | 0 | 785,839 |
| Q4 2017 | 10 | 2,231,466 | 1,431,709 | 799,757 | 0 | 1,421,836 |
| Q3 2017 | 63 | 13,006,698 | 460,702,447 | 47,104,460 | 6,890,835 | 9,469,315 |
| Q2 2017 | 61 | 12,840,057 | 460,663,042 | 47,197,941 | 6,971,930 | 9,377,004 |
| Q1 2017 | 69 | 12,140,890 | 459,044,977 | 46,572,149 | 7,176,094 | 8,634,834 |
| Q4 2016 | 68 | 12,246,784 | 457,571,528 | 46,914,695 | 7,477,529 | 8,216,783 |
| Q3 2016 | 67 | 13,397,648 | 456,539,133 | 47,374,757 | 6,879,714 | 7,162,085 |
| Q2 2016 | 67 | 14,896,881 | 456,383,024 | 46,358,038 | 6,498,740 | 7,516,690 |
| Q1 2016 | 66 | 15,363,646 | 457,185,029 | 44,664,355 | 6,301,420 | 6,202,593 |

Tenant Options

- 1 Available for Lease Options
- 2 Available for Sale Options (Ind)
- 3 Available for Clear Height Options (Ind)
- 4 Distribution of Available Area
- 5 Contiguous Available Options



TRAINING

Available for Lease Options

DATA SOLUTIONS

TRAINING



Available for Lease Options

The **Available for Lease Options** reveals the (office and industrial) building leasing options available to tenants in existing and under construction buildings in one view. The availability is broken down by threshold based on square footage.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see if the options have changed over time.

Available for Lease Options

Tenant Options - Available for Lease - Existing and Under Construction Buildings

| Market | Number of Buildings with Available Space | Total Office Area for Buildings with Available Space (sq. ft.) | Buildings with Available Area greater than 50,000 sq. ft. | Buildings with Available Area greater than 10,000 sq. ft. | Number of Spaces from 4,000-8,000 sq. ft. | Number of Spaces from 2,000-3,999 sq. ft. |
|------------------------------------|--|--|---|---|---|---|
| Office Market | 2,799 | 359,313,853 | 373 | 1,871 | 2,122 | 2,602 |
| Ontario | 1,050 | 149,239,857 | 138 | 648 | 748 | 846 |
| Greater Toronto | 805 | 126,190,781 | 117 | 498 | 562 | 649 |
| Downtown Toronto | 200 | 58,087,021 | 34 | 119 | 154 | 106 |
| Toronto East | 189 | 19,005,275 | 23 | 109 | 134 | 176 |
| Midtown Toronto | 72 | 9,668,354 | 6 | 31 | 34 | 54 |
| Toronto North | 62 | 10,457,962 | 13 | 35 | 45 | 59 |
| Toronto West | 302 | 28,972,169 | 41 | 204 | 185 | 254 |
| All Office Classes | 805 | 126,190,781 | 117 | 498 | 562 | 649 |
| Class A | 373 | 87,307,631 | 93 | 288 | 294 | 280 |
| Class B | 312 | 31,770,421 | 20 | 171 | 211 | 288 |
| Class C | 120 | 7,112,729 | 4 | 39 | 47 | 81 |

TRAINING

Available for Space Options

DATA SOLUTIONS

TRAINING



Available for Sale Options

The **Available for Sale Options** reveals the industrial (not available for Office) buildings for sale in one view. The availability for sale buildings are broken down and categorized by threshold based on square footage.

Step 1 – Select the Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Contact information for the building is accessible within each record.

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 | 633 | 27,899,000 | 4 | 42 | 67 | 190 | 330 |
| Ontario | 208 | 10,079,449 | 2 | 17 | 24 | 54 | 111 |
| Greater Toronto | 172 | 8,672,080 | 2 | 14 | 21 | 44 | 91 |
| Toronto Central | 70 | 3,109,735 | 2 | 3 | 5 | 18 | 42 |
| Toronto East | 4 | 53,786 | 0 | 0 | 0 | 1 | 3 |
| Toronto North | 15 | 725,580 | 0 | 1 | 4 | 6 | 4 |
| Toronto West | 83 | 4,783,019 | 0 | 10 | 12 | 19 | 42 |
| All Industrial Types | 172 | 8,672,080 | 2 | 14 | 21 | 44 | 91 |
| Light Industrial | 170 | 8,423,484 | 2 | 13 | 20 | 44 | 91 |
| Medium/Heavy Industrial | 2 | 248,596 | 0 | 1 | 1 | 0 | 0 |

TRAINING

Available by Clear Height

DATA SOLUTIONS

TRAINING



Available by Clear Height

The **Available by Clear Height** reveals the industrial (not available for Office) buildings for lease based on the distribution of space availability for lease by clearance height. The buildings are further categorized by percentage to understand what percentage of the available inventory resides in each category.

Step 1 – Select the Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Contact information for the building is accessible within each record.

Available by Clear Height

Distribution of Space Available for Lease by Clear Height

| Market | Number of Buildings with Available Space | Total Building Area for Buildings with Available Space (sq. ft.) | Number of Buildings with Clear Height greater than 32 ft. | Number of Buildings with Clear Height between 28 and 32 ft. | Number of Buildings with Clear Height between 24 and 28 ft. | Number of Buildings with Clear Height between 18 and 24 ft. | Number of Buildings with Clear Height less than 18 ft. |
|-----------------------------|--|--|---|---|---|---|--|
| Industrial Market | 2,571 | 212,055,771 | 67 | 152 | 313 | 930 | 635 |
| Alberta | 679 | 49,371,085 | 20 | 68 | 91 | 234 | 117 |
| British Columbia | 293 | 18,572,129 | 9 | 16 | 53 | 88 | 29 |
| Ontario | 944 | 85,058,988 | 31 | 46 | 89 | 305 | 310 |
| Québec | 646 | 58,812,269 | 7 | 22 | 80 | 300 | 179 |
| New Brunswick | 9 | 241,300 | 0 | 0 | 0 | 3 | 0 |
| All Industrial Types | 2,571 | 212,055,771 | 67 | 152 | 313 | 930 | 635 |
| Light Industrial | 2,556 | 210,750,004 | 66 | 150 | 312 | 925 | 633 |
| Medium/Heavy Industrial | 15 | 1,305,767 | 1 | 2 | 1 | 5 | 2 |

Percentage of Total Space Available for Lease by Clear Height

| Market | Number of Buildings with Available Space | Total Building Area for Buildings with Available Space (sq. ft.) | Percentage of Buildings with Clear Height greater than 32 ft. | Percentage of Buildings with Clear Height between 28 and 32 ft. | Percentage of Buildings with Clear Height between 24 and 28 ft. | Percentage of Buildings with Clear Height between 18 and 24 ft. | Percentage of Buildings with Clear Height less than 18 ft. |
|-----------------------------|--|--|---|---|---|---|--|
| Industrial Market | 2,571 | 212,055,771 | 8.7 | 11.7 | 14.6 | 32.6 | 21.0 |
| Alberta | 679 | 49,371,085 | 9.0 | 22.6 | 16.8 | 25.0 | 10.1 |
| British Columbia | 293 | 18,572,129 | 8.9 | 6.7 | 25.6 | 29.2 | 5.9 |
| Ontario | 944 | 85,058,988 | 12.8 | 11.1 | 12.4 | 31.9 | 24.5 |
| Québec | 646 | 58,812,269 | 2.6 | 5.3 | 12.3 | 40.8 | 29.9 |
| New Brunswick | 9 | 241,300 | 0.0 | 0.0 | 0.0 | 51.6 | 0.0 |
| All Industrial Types | 2,571 | 212,055,771 | 8.7 | 11.7 | 14.6 | 32.6 | 21.0 |
| Light Industrial | 2,556 | 210,750,004 | 8.8 | 11.7 | 14.6 | 32.5 | 21.0 |
| Medium/Heavy Industrial | 15 | 1,305,767 | 1.2 | 26.5 | 5.2 | 46.1 | 12.0 |

TRAINING

Distribution of Available Area

DATA SOLUTIONS

TRAINING



Distribution of Available Area

The ***Distribution of Available*** report reveals the office and industrial buildings available for lease based on the distribution of space availability by square footage categorization. The buildings are further categorized by percentage to understand what percentage of the available inventory resides in each category.

Step 1 – Select the Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the distribution has changed over time.

Distribution of Available Area

Distribution of Inventory

| Market | Number of Buildings with Available Space | Total Office Area for Buildings with Available Space (sq. ft.) | Number of Buildings with Available Area greater than 250,000 sq. ft. | Number of Buildings with Available Area from 100,000-250,000 sq. ft. | Number of Buildings with Available Area from 50,000-99,999 sq. ft. | Number of Buildings with Available Area from 20,000-49,999 sq. ft. | Number of Buildings with Available Area less than 20,000 sq. ft. |
|---------------------------|--|--|--|--|--|--|--|
| Office Market | 2,799 | 359,313,853 | 20 | 115 | 240 | 710 | 1,714 |
| Alberta | 499 | 72,258,332 | 9 | 48 | 65 | 120 | 257 |
| British Columbia | 342 | 34,318,116 | 1 | 6 | 16 | 77 | 242 |
| Manitoba | 78 | 7,893,730 | 0 | 1 | 2 | 21 | 54 |
| New Brunswick | 53 | 3,127,238 | 0 | 0 | 2 | 8 | 43 |
| Newfoundland and Labrador | 15 | 1,492,251 | 0 | 0 | 2 | 2 | 11 |
| Nova Scotia | 101 | 9,281,728 | 0 | 2 | 5 | 25 | 99 |
| Ontario | 1,050 | 149,239,857 | 8 | 31 | 100 | 277 | 634 |
| Prince Edward Island | 10 | 658,573 | 0 | 0 | 0 | 1 | 9 |
| Québec | 651 | 81,044,028 | 2 | 27 | 48 | 179 | 395 |
| All Office Classes | 2,799 | 359,313,853 | 20 | 115 | 240 | 710 | 1,714 |
| Class A | 1,126 | 218,904,719 | 20 | 85 | 144 | 336 | 541 |
| Class B | 1,216 | 110,896,347 | 0 | 22 | 84 | 301 | 809 |
| Class C | 457 | 29,512,787 | 0 | 8 | 12 | 73 | 364 |

Percentage of Available Inventory

| Market | Number of Buildings with Available Space | Total Office Area for Buildings with Available Space (sq. ft.) | Percentage of Buildings with Available Area greater than 250,000 sq. ft. | Percentage of Buildings with Available Area from 100,000-250,000 sq. ft. | Percentage of Buildings with Available Area from 50,000-99,999 sq. ft. | Percentage of Buildings with Available Area from 20,000-49,999 sq. ft. | Percentage of Buildings with Available Area less than 20,000 sq. ft. |
|---------------------------|--|--|--|--|--|--|--|
| Office Market | 2,799 | 359,313,853 | 0.0 | 12.8 | 14.6 | 28.6 | 39.2 |
| Alberta | 499 | 72,258,332 | 0.0 | 26.4 | 19.0 | 19.1 | 24.5 |
| British Columbia | 342 | 34,318,116 | 0.0 | 4.0 | 7.3 | 33.2 | 53.8 |
| Manitoba | 78 | 7,893,730 | 0.0 | 4.4 | 8.0 | 32.8 | 54.8 |
| New Brunswick | 53 | 3,127,238 | 0.0 | 0.0 | 4.5 | 21.7 | 73.8 |
| Newfoundland and Labrador | 15 | 1,492,251 | 0.0 | 0.0 | 20.2 | 12.4 | 67.4 |
| Nova Scotia | 101 | 9,281,728 | 0.0 | 7.8 | 10.8 | 29.0 | 52.4 |
| Ontario | 1,050 | 149,239,857 | 0.0 | 9.6 | 14.4 | 29.3 | 42.2 |
| Prince Edward Island | 10 | 658,573 | 0.0 | 0.0 | 0.0 | 11.1 | 88.9 |
| Québec | 651 | 81,044,028 | 0.0 | 12.1 | 15.7 | 34.1 | 35.4 |
| All Office Classes | 2,799 | 359,313,853 | 0.0 | 12.8 | 14.6 | 28.6 | 39.2 |
| Class A | 1,126 | 218,904,719 | 0.0 | 17.3 | 16.6 | 28.0 | 30.3 |
| Class B | 1,216 | 110,896,347 | 0.0 | 4.7 | 13.4 | 31.3 | 50.7 |
| Class C | 457 | 29,512,787 | 0.0 | 9.9 | 4.0 | 23.6 | 62.5 |

TRAINING

Contiguous Available Options

DATA SOLUTIONS

TRAINING



The **Contiguous Available Options** report reveals the office and industrial buildings available for lease based on the distribution of contiguous space, specifically by square footage categorization.

Step 1 – Select the office or industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the distribution has changed over time.

Contiguous Available Options

Current Quarter
Rolling Five Quarter History
Rolling Five Year History
Rolling Ten Year History

Buildings with Available Space

| Market | Number of Buildings with Available Space | Total Office Area for Buildings with Available Space (sq. ft.) | Buildings with Largest Contiguous Available greater than 250,000 sq. ft. | Buildings with Largest Contiguous Available greater than 100,000 sq. ft. | Buildings with Largest Contiguous Available greater than 50,000 sq. ft. | Buildings with Largest Contiguous Available greater than 10,000 sq. ft. |
|---------------------------|--|--|--|--|---|---|
| Office Market | 2,799 | 359,313,853 | 11 | 68 | 194 | 1,164 |
| Alberta | 499 | 72,258,332 | 4 | 24 | 66 | 249 |
| British Columbia | 342 | 34,318,116 | 1 | 6 | 18 | 110 |
| Manitoba | 78 | 7,893,730 | 0 | 1 | 2 | 21 |
| New Brunswick | 53 | 3,127,238 | 0 | 0 | 2 | 11 |
| Newfoundland and Labrador | 15 | 1,492,251 | 0 | 0 | 0 | 5 |
| Nova Scotia | 101 | 9,281,728 | 0 | 1 | 2 | 29 |
| Ontario | 1,050 | 149,239,857 | 6 | 26 | 64 | 470 |
| Prince Edward Island | 10 | 658,573 | 0 | 0 | 0 | 2 |
| Québec | 651 | 81,044,028 | 0 | 10 | 40 | 267 |
| All Office Classes | 2,799 | 359,313,853 | 11 | 68 | 194 | 1,164 |
| Class A | 1,126 | 218,904,719 | 11 | 58 | 139 | 633 |
| Class B | 1,216 | 110,896,347 | 0 | 8 | 42 | 427 |
| Class C | 457 | 29,512,787 | 0 | 2 | 13 | 104 |

Comparison

- 1 Peer Group Comparison (Off only)
- 2 Occupancy Costs
- 3 Depth of Data Comparison



TRAINING

Peer Group Comparison

DATA SOLUTIONS

TRAINING



Peer Group Comparison

The **Peer Group Comparison** report allows you to select a group of buildings to compare against each other by **Occupancy Costs** or **Available Space**.

Step 1 – Select the category and choose the Market of interest and then run the report. It will reveal the **Existing and Under construction inventory**. You will use this view to navigate to the building list of interest. Once selected the Property Search Summary will be displayed.

Tip: It is easier to compare buildings by node. However to compare buildings in different nodes, use the highest city view and navigate and select individual buildings within the Property Search Summary.

Peer Group Comparison

Existing and Under Construction Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Number of Buildings with Available Space | Total Available Area (sq. ft.) | Number of Participating Buildings | Total Participating Area (sq. ft.) | Number of Buildings with Additional Rent | Total Available Area for Buildings with Additional Rent |
|------------------|------------------------------------|--------------------------------------|--|--------------------------------|-----------------------------------|------------------------------------|--|---|
| Office Market | 4,914 | 524,167,047 | 2,799 | 70,852,814 | 1,147 | 128,236,252 | 2,148 | 296,128,550 |
| Ontario | 1,925 | 224,585,009 | 1,050 | 25,093,489 | 598 | 69,573,067 | 883 | 130,594,632 |
| Greater Toronto | 1,488 | 180,550,034 | 805 | 19,672,398 | 467 | 57,959,439 | 659 | 110,887,019 |
| Downtown Toronto | 412 | 75,578,895 | 200 | 5,327,406 | 49 | 9,529,416 | 158 | 49,874,653 |

Property Search Summary

Greater Toronto / Toronto North

All Office Classes

Enhanced View Column View Available Space View Peer View

Your search for Available Space has found 259 spaces in 62 Office building(s) and 0 spaces in other building type(s).

Select All Subjects Select All Peers

Occupancy Costs Available Space

Map Results

| Subject | Peer | Building Name | Address | Managed By | Leasing District | Office Class | Total Office Area | Year Built | Total Available Office Area |
|-------------------------------------|-------------------------------------|--------------------------|-----------------------------|---|--------------------|--------------|-------------------|------------|-----------------------------|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 130 Bridgeland Avenue | 130 Bridgeland Avenue | Swiss Canadian Management Company Limited | Yorkdale | C | 31,000 | 1965 | 3,662 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 150 Bridgeland Avenue | 150 Bridgeland Avenue | Swiss Canadian Management Company Limited | Yorkdale | C | 41,000 | 1965 | 6,374 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 20 De Boers Drive | 20 De Boers Drive | | Downsview | B | 200,000 | nd | 35,660 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Heritage Business Centre | 3200 Dufferin Street | | Yorkdale | B | 67,168 | 1988 | 33,273 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 1110 Finch Avenue West | 1110 Finch Avenue West | Fidelity Property Management Ltd. | Dufferin and Finch | B | 122,817 | 1975 | 7,169 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Humbold Business Centre | 1115-1120 Finch Avenue West | Humbold Properties Limited | Dufferin and Finch | B | 100,000 | 1987 | 25,086 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 1315 Finch Avenue West | 1315 Finch Avenue West | ProMed Properties | Dufferin and Finch | B | 81,993 | 1970 | 3,964 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Lawrence Square | 700 Lawrence Avenue West | RioCan REIT | Yorkdale | A | 220,000 | 1989 | 23,176 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 970 Lawrence Avenue West | 970 Lawrence Avenue West | Pinedale Properties Ltd. | Yorkdale | A | 118,643 | 1990 | 13,265 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | The Sheppard Centre | 2 Sheppard Avenue East | RioCan REIT | North Yonge | B | 300,000 | 1977 | 57,551 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Nestle Building | 25 Sheppard Avenue West | H&R REIT | North Yonge | A | 359,341 | 1994 | 113,316 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Professional Engineers | 40 Sheppard Avenue West | | North Yonge | A | 105,181 | 1988 | 26,146 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 46 Sheppard Avenue East | 46 Sheppard Avenue East | Crown Property Management | North Yonge | B | 130,307 | 1975 | 11,656 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 47 Sheppard Avenue East | 47 Sheppard Avenue East | Crown Property Management | North Yonge | B | 101,193 | 1975 | 15,110 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 90 Sheppard Avenue East | 90 Sheppard Avenue East | Crown Property Management | North Yonge | A | 269,081 | 1981 | 96,214 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 100 Sheppard Avenue East | 100 Sheppard Avenue East | Manulife Real Estate | North Yonge | A | 265,000 | 1989 | 81,630 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | SSQ Place | 110 Sheppard Avenue East | SSQ Société immobilière inc. | North Yonge | A | 145,116 | 1993 | 8,610 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 170 Sheppard Avenue East | 170 Sheppard Avenue East | Shenolin Holdings Co. Ltd. | North Yonge | A | 20,000 | 2004 | 1,775 |

Peer Group Comparison cont'd

The **Occupancy Costs comparison or Available Space comparison** reveals variances in the performance of how the selected “Subject” portfolio of buildings performed in relation to the selected “Peer” portfolio of buildings. The categories of comparison in each report are based on occupancy costs or vacancy

Step 2 – Select the buildings that will make up your “Subject” and “Peer” buildings for comparison. Select Occupancy Costs or Available Space for the desired report. You can select historical views in each option.

Tip: You have the option to select the opposite report when you are in each view.

Occupancy Costs Summary Peer Group Comparison

| | Number of Existing Buildings | Total Office Area | Direct Asking Rate (\$psf) | Total Additional Rent | Total Estimated Direct Rent |
|---------------------------------------|------------------------------|-------------------|----------------------------|-----------------------|-----------------------------|
| 165 Avenue Road | 1 | 39,989 | \$36.18 | nd | nd |
| 1075 Bay Street | 1 | 226,923 | \$23.00 | \$19.06 | \$42.06 |
| 1235 Bay Street | 1 | 99,333 | nd | \$20.59 | nd |
| 1240 Bay Street | 1 | 78,499 | \$18.50 | \$20.70 | \$39.20 |
| 1265 Bay Street | 1 | 66,544 | nd | \$21.49 | nd |
| SUBJECT AVERAGE | 5 | 102,258 | \$25.89 | \$20.46 | \$40.83 |
| Hudson's Bay Centre | 1 | 534,558 | nd | \$22.11 | nd |
| Xerox Centre | 1 | 279,000 | nd | \$22.37 | nd |
| 121 Bloor Street East | 1 | 223,074 | \$23.50 | \$21.73 | \$45.23 |
| 2 Bloor Street West | 1 | 411,976 | nd | \$23.26 | nd |
| 60 Bloor Street West | 1 | 225,680 | \$24.00 | \$24.18 | \$48.18 |
| 80 Bloor Street West | 1 | 204,000 | \$20.00 | \$17.78 | \$37.78 |
| 77 Bloor Street West | 1 | 345,449 | \$25.00 | \$20.41 | \$45.41 |

Peer Group Comparison

Available Space Summary

| | Number of Existing Buildings | Total Office Area | Direct Available Area (sq. ft.) | Direct Available Rate (%) | Sublet Available Area (sq. ft.) | Sublet Available Rate (%) | Total Available Area | Total Available Rate (%) |
|---------------------------------------|------------------------------|-------------------|---------------------------------|---------------------------|---------------------------------|---------------------------|----------------------|--------------------------|
| 165 Avenue Road | 1 | 39,989 | 866 | 2.2 | 2,683 | 6.7 | 3,549 | 8.9 |
| 1075 Bay Street | 1 | 226,923 | 4,336 | 1.9 | 0 | 0.0 | 4,336 | 1.9 |
| 1235 Bay Street | 1 | 99,333 | 6,801 | 6.8 | 0 | 0.0 | 6,801 | 6.8 |
| 1240 Bay Street | 1 | 78,499 | 4,768 | 6.1 | 0 | 0.0 | 4,768 | 6.1 |
| 1265 Bay Street | 1 | 66,544 | 23,670 | 35.6 | 6,325 | 9.5 | 29,995 | 45.1 |
| SUBJECT AVERAGE | 5 | 102,258 | 8,088 | 7.9 | 1,802 | 1.8 | 9,890 | 9.7 |
| VARIANCE TO PEER | 5 | -190,953 | -35,196 | -6.9 | 1,263 | 1.6 | -33,934 | -5.3 |
| Hudson's Bay Centre | 1 | 534,558 | 3,878 | 0.7 | 4,000 | 0.7 | 7,878 | 1.5 |
| Xerox Centre | 1 | 279,000 | 59,063 | 21.2 | 0 | 0.0 | 59,063 | 21.2 |
| 121 Bloor Street East | 1 | 223,074 | 177,716 | 79.7 | 0 | 0.0 | 177,716 | 79.7 |
| 2 Bloor Street West | 1 | 411,976 | 24,405 | 5.9 | 0 | 0.0 | 24,405 | 5.9 |
| 60 Bloor Street West | 1 | 225,680 | 21,016 | 9.3 | 0 | 0.0 | 21,016 | 9.3 |
| 80 Bloor Street West | 1 | 204,000 | 68,066 | 33.4 | 850 | 0.4 | 68,916 | 33.8 |
| 77 Bloor Street West | 1 | 345,449 | 24,249 | 7.0 | 0 | 0.0 | 24,249 | 7.0 |
| 150 Bloor Street West | 1 | 288,498 | 1,556 | 0.6 | 0 | 0.0 | 1,556 | 0.6 |
| 130 Bloor Street West | 1 | 146,662 | 9,613 | 6.6 | 0 | 0.0 | 9,613 | 6.6 |
| PEER AVERAGE | 9 | 293,211 | 43,285 | 14.8 | 539 | 0.2 | 43,824 | 15.0 |

[VIEW OCCUPANCY COSTS COMPARISON](#)

TRAINING

Occupancy Costs

DATA SOLUTIONS

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The **Occupancy Costs** report reveals the total existing and under construction inventory (office or industrial) of all the major markets covered across Canada that are available for lease appended with **Estimated Asking Rate** and **Total Additional Rents** yielding the **Total Estimated Direct Gross Rent**.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: **Participating Buildings** are providing both Estimated Asking Rate and Total Additional Rents, as such are great examples for cost comparisons.

Occupancy Costs

Existing and Under Construction Inventory - Buildings with Available Space

| Market | Number of Office Buildings With Available Space | Total Office Area for Buildings with Available Space | Number of Participating Buildings | Total Participating Area (sq. ft.) | Estimated Asking Rate (\$ per sq. ft.) | Total Additional Rent | Total Estimated Direct Gross Rent |
|---------------------------|---|--|-----------------------------------|------------------------------------|--|-----------------------|-----------------------------------|
| Office Market | 2,799 | 359,313,853 | 1,147 | 128,236,252 | 16.09 | 14.44 | 30.53 |
| Alberta | 499 | 72,258,332 | 106 | 11,779,131 | 16.28 | 14.76 | 31.05 |
| British Columbia | 342 | 34,318,116 | 138 | 11,477,569 | 20.72 | 14.65 | 35.37 |
| Manitoba | 78 | 7,893,730 | 42 | 4,271,745 | 13.23 | 11.90 | 25.12 |
| New Brunswick | 53 | 3,127,238 | 30 | 1,901,482 | 13.32 | 10.30 | 23.62 |
| Newfoundland and Labrador | 15 | 1,492,251 | 13 | 1,392,413 | 23.00 | 14.64 | 37.64 |
| Nova Scotia | 101 | 9,281,728 | 79 | 6,960,593 | 13.68 | 13.14 | 26.82 |
| Ontario | 1,050 | 149,239,857 | 598 | 69,573,067 | 16.08 | 15.18 | 31.26 |
| Prince Edward Island | 10 | 658,573 | 2 | 60,000 | 12.25 | 6.00 | 18.25 |
| Québec | 651 | 81,044,028 | 139 | 20,820,252 | 13.68 | 13.29 | 26.97 |
| All Office Classes | 2,799 | 359,313,853 | 1,147 | 128,236,252 | 16.09 | 14.44 | 30.53 |
| Class A | 1,126 | 218,904,719 | 461 | 70,263,354 | 18.33 | 15.74 | 34.07 |
| Class B | 1,216 | 110,896,347 | 529 | 47,772,266 | 14.68 | 14.08 | 28.75 |
| Class C | 457 | 29,512,787 | 157 | 10,200,632 | 14.30 | 11.84 | 26.14 |

Depth of Data Comparison

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TRAINING



Depth of Data Comparison

The **Depth of Data Comparison** reveals the Number of Buildings with Available Space in all the major markets covered across Canada and the completeness of the information we have for each, based on 9 categories including, **Manager Company, Leasing Company, Building Area Confirmation, Asking Rate, Realty Taxes, Operating/Maintenance, In-Suite Power, Additional Rent and Year Built.**

The buildings are further categorized by **Percentage of Available Inventory** to understand what percentage of each category we have covered.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Contact information for the building is accessible within each record.

Depth of Data Comparison

Number of Buildings with Available Space

| Market | Number of Buildings with Available Space | Manager Company | Leasing Company | Building Area Confirmed | Asking Rate | Realty Taxes | Operating / Maintenance | In-Suite Power | Additional Rent | Year Built |
|---------------------------|--|-----------------|-----------------|-------------------------|-------------|--------------|-------------------------|----------------|-----------------|------------|
| Office Market | 2,799 | 2,287 | 2,741 | 2,775 | 1,449 | 678 | 721 | 219 | 2,148 | 2,753 |
| Alberta | 499 | 395 | 481 | 496 | 114 | 119 | 136 | 10 | 464 | 496 |
| British Columbia | 342 | 243 | 331 | 337 | 145 | 65 | 87 | 8 | 297 | 338 |
| Manitoba | 78 | 42 | 76 | 78 | 59 | 9 | 9 | 0 | 48 | 75 |
| New Brunswick | 53 | 42 | 53 | 53 | 39 | 2 | 3 | 1 | 31 | 51 |
| Newfoundland and Labrador | 15 | 13 | 15 | 15 | 13 | 2 | 2 | 0 | 13 | 15 |
| Nova Scotia | 101 | 92 | 101 | 100 | 90 | 32 | 32 | 0 | 84 | 100 |
| Ontario | 1,050 | 886 | 1,031 | 1,040 | 665 | 318 | 321 | 142 | 883 | 1,029 |
| Prince Edward Island | 10 | 9 | 10 | 10 | 7 | 0 | 0 | 0 | 2 | 9 |
| Québec | 651 | 584 | 643 | 646 | 287 | 129 | 131 | 58 | 346 | 642 |
| All Office Classes | 2,799 | 2,287 | 2,741 | 2,775 | 1,449 | 678 | 721 | 219 | 2,148 | 2,753 |
| Class A | 1,126 | 966 | 1,106 | 1,115 | 503 | 390 | 400 | 137 | 971 | 1,122 |
| Class B | 1,216 | 1,002 | 1,192 | 1,208 | 674 | 242 | 274 | 77 | 902 | 1,194 |
| Class C | 457 | 319 | 443 | 452 | 272 | 44 | 47 | 5 | 275 | 437 |

Percentage of Available Inventory

| Market | Total Office Area for Buildings with Available Space (sq. ft.) | Manager Company | Leasing Company | Building Area Confirmed | Asking Rate | Realty Taxes | Operating / Maintenance | In-Suite Power | Additional Rent | Year Built |
|---------------------------|--|-----------------|-----------------|-------------------------|-------------|--------------|-------------------------|----------------|-----------------|------------|
| Office Market | 100.0 | 90.9 | 98.7 | 98.9 | 41.0 | 36.3 | 37.8 | 16.4 | 82.4 | 99.5 |
| Alberta | 100.0 | 91.6 | 98.2 | 99.2 | 17.0 | 34.6 | 36.2 | 2.9 | 92.2 | 99.9 |
| British Columbia | 100.0 | 83.5 | 96.7 | 97.0 | 34.8 | 26.2 | 32.3 | 3.5 | 89.2 | 99.5 |
| Manitoba | 100.0 | 68.4 | 98.6 | 100.0 | 69.3 | 16.5 | 16.5 | 0.0 | 59.5 | 97.9 |
| New Brunswick | 100.0 | 88.4 | 100.0 | 100.0 | 72.7 | 8.6 | 10.8 | 7.4 | 63.4 | 98.5 |
| Newfoundland and Labrador | 100.0 | 95.3 | 100.0 | 100.0 | 93.3 | 26.0 | 26.0 | 0.0 | 93.3 | 100.0 |
| Nova Scotia | 100.0 | 95.9 | 100.0 | 99.8 | 85.8 | 33.6 | 33.6 | 0.0 | 83.2 | 99.3 |
| Ontario | 100.0 | 91.3 | 99.3 | 98.8 | 50.0 | 45.0 | 46.5 | 26.4 | 87.5 | 99.5 |
| Prince Edward Island | 100.0 | 95.4 | 100.0 | 100.0 | 77.5 | 0.0 | 0.0 | 0.0 | 91.1 | 93.9 |
| Québec | 100.0 | 94.4 | 98.9 | 99.5 | 38.0 | 29.8 | 29.6 | 19.8 | 64.7 | 99.4 |
| All Office Classes | 100.0 | 90.9 | 98.7 | 98.9 | 41.0 | 36.3 | 37.8 | 16.4 | 82.4 | 99.5 |
| Class A | 100.0 | 93.5 | 99.1 | 98.6 | 33.5 | 44.9 | 46.3 | 21.7 | 88.3 | 99.9 |
| Class B | 100.0 | 89.4 | 98.9 | 99.5 | 51.5 | 26.0 | 27.7 | 10.1 | 77.2 | 99.2 |
| Class C | 100.0 | 77.9 | 95.7 | 99.4 | 56.9 | 11.0 | 12.5 | 1.1 | 58.3 | 97.8 |

Market Activity

- 1 Market Overview
- 2 Market Activity
- 3 Leasing Transactions



TRAINING

Market Overview

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The **Market Overview** reveals the entire inventory (office or industrial) of all the major markets covered across Canada. This includes the total number of Existing and Under Construction Inventory of buildings by **Square Footage, Availability** and **Change of Existing Inventory from Previous Year**.

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose rolling 5 quarter, 5 year, or 10 year history to see how the inventory has changed

Market Overview

Existing and Under Construction Inventory

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Total Available Rate (%) | Sublet Available as a Percentage of Total Available (%) | Total Number of Buildings Under Construction | Total Under Construction Area (sq. ft.) | Percentage of Inventory Under Construction (%) | Change in existing Inventory from Previous Year (sq. ft.) |
|----------------------------------|------------------------------------|--------------------------------------|--------------------------|---|--|---|--|---|
| <u>Office Market</u> | 4,914 | 524,167,047 | 13.5 | 15.5 | 63 | 13,006,698 | 2.5 | 6,211,358 |
| <u>Alberta</u> | 814 | 94,321,383 | 20.9 | 32.4 | 12 | 3,058,656 | 3.2 | 1,386,246 |
| <u>British Columbia</u> | 710 | 56,805,604 | 9.9 | 21.3 | 14 | 1,364,190 | 2.4 | 405,994 |
| <u>Manitoba</u> | 115 | 11,423,778 | 10.5 | 3.7 | 2 | 381,709 | 3.3 | 76,734 |
| <u>New Brunswick</u> | 93 | 5,182,102 | 12.4 | 2.1 | 0 | 0 | 0.0 | -26,739 |
| <u>Newfoundland and Labrador</u> | 44 | 2,735,849 | 10.6 | 6.9 | 0 | 0 | 0.0 | 17,632 |
| <u>Nova Scotia</u> | 128 | 11,086,429 | 16.4 | 4.1 | 1 | 255,000 | 2.3 | 113,777 |
| <u>Ontario</u> | 1,925 | 224,585,009 | 11.2 | 9.3 | 26 | 6,547,117 | 2.9 | 2,899,973 |
| <u>Prince Edward Island</u> | 24 | 1,283,184 | 8.0 | 0.0 | 0 | 0 | 0.0 | 0 |
| <u>Québec</u> | 1,061 | 116,743,729 | 14.0 | 5.7 | 8 | 1,400,026 | 1.2 | 1,337,741 |
| <u>All Office Classes</u> | 4,914 | 524,167,047 | 13.5 | 15.5 | 63 | 13,006,698 | 2.5 | 6,211,358 |
| <u>Class A</u> | 1,800 | 295,850,983 | 13.4 | 21.7 | 55 | 12,430,051 | 4.2 | 5,839,378 |
| <u>Class B</u> | 2,129 | 177,358,536 | 13.8 | 8.3 | 8 | 576,647 | 0.3 | -5,536 |
| <u>Class C</u> | 985 | 50,957,528 | 13.0 | 5.5 | 0 | 0 | 0.0 | 377,516 |

TRAINING

Market Activity

DATA SOLUTIONS

TRAINING



The **Market Activity** report reveals the space movement in the market, categorized by square footage

The views are grouped by **Available Spaces Added to the Market, Spaces Leased and Spaces Taken Off the Market.**

Step 1 – Select the Office or Industrial category. Choose the Market of interest and then run the report. By selecting each market (province, municipality, node) you can narrow the results to a lower geography. You can also select the total number of existing buildings at each narrowing interval to see which buildings are contributing to your results.

Tip: Choose historical views by **15 days 30 days, 90 days or 180 days** view. The results can be **Export to Excel.**

Market Activity

Available Spaces Added to the Market

| Market | Total Number of Spaces Added in the past 15 days | Number of Spaces greater than 20,000 sq.ft. | Number of Spaces between 10,000 and 10,000 sq.ft. | Number of Spaces between 5,000 and 0,000 sq.ft. | Number of Spaces between 2,000 and 4,000 sq.ft. | Number of Spaces less than 2,000 sq.ft. |
|------------------|--|---|---|---|---|---|
| Office Market | 281 | 14 | 30 | 45 | 81 | 91 |
| Ontario | 110 | 5 | 11 | 19 | 32 | 43 |
| Greater Toronto | 91 | 5 | 10 | 14 | 27 | 35 |
| Downtown Toronto | 30 | 2 | 4 | 4 | 12 | 8 |
| Toronto East | 18 | 0 | 3 | 3 | 3 | 9 |

Spaces Leased

| Market | Total Number of Spaces Leased in the past 15 days | Number of Spaces greater than 20,000 sq.ft. | Number of Spaces between 10,000 and 10,000 sq.ft. | Number of Spaces between 5,000 and 0,000 sq.ft. | Number of Spaces between 2,000 and 4,000 sq.ft. | Number of Spaces less than 2,000 sq.ft. |
|------------------|---|---|---|---|---|---|
| Office Market | 215 | 3 | 17 | 26 | 76 | 93 |
| Ontario | 104 | 3 | 6 | 11 | 38 | 48 |
| Greater Toronto | 98 | 3 | 5 | 11 | 34 | 45 |
| Downtown Toronto | 35 | 2 | 1 | 6 | 12 | 14 |
| Toronto East | 25 | 0 | 1 | 3 | 10 | 11 |
| Midtown Toronto | 7 | 0 | 1 | 1 | 0 | 5 |

Spaces Taken Off the Market

| Market | Total Number of Spaces Taken Off Market in the past 15 days | Number of Spaces greater than 20,000 sq.ft. | Number of Spaces between 10,000 and 10,000 sq.ft. | Number of Spaces between 5,000 and 0,000 sq.ft. | Number of Spaces between 2,000 and 4,000 sq.ft. | Number of Spaces less than 2,000 sq.ft. |
|--------------------|---|---|---|---|---|---|
| Office Market | 30 | 3 | 7 | 6 | 5 | 9 |
| Ontario | 13 | 2 | 3 | 2 | 3 | 3 |
| Greater Toronto | 9 | 2 | 0 | 1 | 3 | 3 |
| Downtown Toronto | 3 | 0 | 0 | 0 | 2 | 1 |
| Toronto East | 1 | 0 | 0 | 1 | 0 | 0 |
| Midtown Toronto | 1 | 0 | 0 | 0 | 0 | 1 |
| Toronto North | 1 | 0 | 0 | 0 | 0 | 1 |
| Toronto West | 3 | 2 | 0 | 0 | 1 | 0 |
| All Office Classes | 9 | 2 | 0 | 1 | 3 | 3 |
| Class A | 2 | 0 | 0 | 1 | 0 | 1 |
| Class B | 3 | 0 | 0 | 0 | 2 | 1 |
| Class C | 4 | 2 | 0 | 0 | 1 | 1 |

TRAINING

Leasing Transactions

DATA SOLUTIONS

TRAINING



Leasing Transactions

The **Leasing Transactions** report reveals details of the individual leasing transactions that have taken place in the market by quarter. The information includes Tenant, Area Leased, Deal Type, Building Name/Address, Manager Company, Landlord Representation and Tenant Representation.

Details can be searched based on the fields collected above including by quarter, market and building class.

Step 1 – Select the category and choose the market of interest and then run the report. Refine results using the categories within the report.

Tip: Use wildcard searches in the Building Name (i.e. Yonge Street) to locate all transactions that take place on a particular street. Use wildcard searches in the Leasing Company and Leasing representative fields

Leasing Transactions

[Submit a Transaction](#)

| | | | |
|----------------|---|--|----------------------|
| From | <input type="text" value="2016 Q3"/> | Building Name | <input type="text"/> |
| To | <input type="text" value="2017 Q3"/> | Leasing Company | <input type="text"/> |
| Deal Type | <input type="text" value="All Deal Types"/> | Leasing Representative | <input type="text"/> |
| Market | <input type="text" value="Greater Toronto"/> | <input type="button" value="DISPLAY"/> | |
| Building Class | <input type="text" value="All Office Classes"/> | | |

Greater Toronto

| Quarter / Year | Tenant | Area Leased (sq. ft.) | Deal Type | Building Name/Address | Manager Company | Landlord Representation | Tenant Representation |
|----------------|-----------------------|-----------------------|------------|---------------------------------|---|---|--|
| 2017 Q2 | CIBC | 1,000,000 | New Tenant | 81 Bay Street | Ivanhoé Cambridge | Lee Billinkoff Cushman & Wakefield | Brian Furman Blackwood Partners Property Corporation |
| 2017 Q2 | CIBC | 700,000 | New Tenant | 141 Bay Street | Ivanhoé Cambridge | Eric Shaw Cushman & Wakefield | Brian Furman Blackwood Partners Property Corporation |
| 2017 Q2 | Norton Rose Fulbright | 98,324 | New Tenant | 222 Bay Street | Cadillac Fairview Corporation Limited | John Knechtel Cadillac Fairview Corporation Limited | George Tedder Cushman & Wakefield |
| 2017 Q2 | RBC | 77,860 | New Tenant | 222 Bay Street | Cadillac Fairview Corporation Limited | John Knechtel Cadillac Fairview Corporation Limited | |
| 2017 Q2 | Accenture | 67,000 | New Tenant | 40 King Street West | Dream Office Management Corp. | Jeff Friedman CBRE Limited | Rob Sweeney CBRE Limited |
| 2017 Q2 | Aviva | 55,000 | New Tenant | 1333 North Service Road East | First Gulf Development Corporation | David Carreiro First Gulf Development Corporation | |
| 2017 Q2 | ERCO Worldwide | 35,888 | New Tenant | 5050 Satellite Drive | HOOPP Realty Inc. | Michael Case Jones Lang LaSalle | Allen Bruslow Devencore NKF |
| 2017 Q2 | Universal Music | 30,000 | New Tenant | 80 Atlantic Avenue | Hullmark Developments | Michael Soace Cushman & Wakefield | |
| 2017 Q2 | Hubba | 30,000 | Expansion | 129 Spadina Avenue | Yad Investments Limited | Marvin Rubner Yad Investments Limited | |
| 2017 Q2 | Tribal Scale Inc. | 23,403 | Sublet | 200 Wellington Street West | Oxford Properties Group | Mark Hao Oxford Properties Group | Shafin Jadavji Cubeoam Commercial Realty Inc. |
| 2017 Q2 | RBC | 21,833 | Sublet | 121 King Street West | Bentall Kennedy (Canada) LP, Brokerage | Eric Shaw Cushman & Wakefield | |

Find, Analyze & Make Decisions

Find the Information required to logically support your decision-making:

- Quickly Find the **Market Research & Statistical** reporting within the desired **Perspective Reports**.
- Analyze the entire market **Inventory**, investigate what is **Available & Vacant**, evaluate **Tenant Options**, test market **Comparisons** and Scrutinize the **Market Activity**.
- Support your decisions with facts related to actual relevant market activity.

The screenshot displays the Altus Analytics dashboard with several key reports and a search summary:

- Market Inventory:** A table showing existing inventory by market.

| Market | Total Number of Existing Buildings | Total Existing Office Area (sq. ft.) | Percentage of Market (%) |
|---------------------------|------------------------------------|--------------------------------------|--------------------------|
| Office Market | 4,914 | 524,167,047 | 100.0 |
| Alberta | 814 | 94,321,363 | 18.0 |
| British Columbia | 710 | 56,805,604 | 10.8 |
| Manitoba | | 11,423,778 | 2.2 |
| New Brunswick | | 5,182,102 | 1.0 |
| Newfoundland and Labrador | | 2,735,849 | 0.5 |
| Nova Scotia | | 11,086,429 | 2.1 |
| Ontario | | 224,585,009 | 42.8 |
| Prince Edward Island | | 1,283,184 | 0.2 |
| Quebec | | 116,743,729 | 22.3 |
| All Office Classes | | 524,167,047 | 100.0 |
| Class A | | 295,850,983 | 56.4 |
| Class B | | | 33.8 |
| Class C | | | 9.7 |
- Buildings with Available Space:** A table showing the number of buildings and total office area for available space across different markets.

| Market | Number of Buildings with Available Space | Total Office Area for Buildings with Available Space (sq. ft.) |
|---------------------------|--|--|
| Office Market | 2,709 | 350,313,853 |
| Alberta | 409 | 72,258,332 |
| British Columbia | 342 | 34,318,116 |
| Manitoba | 78 | 7,893,730 |
| New Brunswick | 53 | 3,127,238 |
| Newfoundland and Labrador | 15 | 1,492,251 |
| Nova Scotia | 101 | 9,281,728 |
| Ontario | 1,050 | 149,239,857 |
| Prince Edward Island | 10 | 656,573 |
| Quebec | 651 | 81,044,028 |
| All Office Classes | 2,709 | 350,313,853 |
| Class A | 1,128 | 218,904,719 |
| Class B | 1,218 | 110,896,347 |
| Class C | 457 | 29,512,787 |
- Property Search Summary:** A detailed view of search results for available space in the Greater Toronto / Toronto North area. It includes filters for occupancy costs and available space, and a table of results with columns for subject, peer, building name, address, managed by, leasing district, office class, total office area, year built, and total available office area.

| Subject | Peer | Building Name | Address | Managed By | Leasing District | Office Class | Total Office Area | Year Built | Total Available Office Area |
|-------------------------------------|-------------------------------------|--------------------------|-----------------------------|---|--------------------|--------------|-------------------|------------|-----------------------------|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 130 Bridgeland Avenue | 130 Bridgeland Avenue | Swiss Canadian Management Company Limited | Yorkdale | C | 31,000 | 1995 | 3,692 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 150 Bridgeland Avenue | 150 Bridgeland Avenue | Swiss Canadian Management Company Limited | Yorkdale | C | 41,000 | 1995 | 6,374 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 20 De Boers Drive | 20 De Boers Drive | | Downsview | B | 200,000 | nd | 35,660 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Heritage Business Centre | 3200 Dufferin Street | | Yorkdale | B | 67,168 | 1988 | 33,273 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 1110 Finch Avenue West | 1110 Finch Avenue West | Fidelity Property Management Ltd. | Dufferin and Finch | B | 122,817 | 1975 | 7,169 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Humbold Business Centre | 1118-1126 Finch Avenue West | Humbold Properties Limited | Dufferin and Finch | B | 100,000 | 1987 | 25,086 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 1315 Finch Avenue West | 1315 Finch Avenue West | ProMed Properties | Dufferin and Finch | B | 81,993 | 1970 | 3,904 |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Lawrence Square | 700 Lawrence Avenue West | RioCan REIT | Yorkdale | A | 220,000 | 1989 | 23,176 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 970 Lawrence Avenue West | 970 Lawrence Avenue West | Pinedale Properties Ltd. | Yorkdale | A | 118,843 | 1990 | 13,265 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | The Sheppard Centre | 2 Sheppard Avenue East | RioCan REIT | North Yonge | B | 300,000 | 1977 | 57,551 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Nestle Building | 25 Sheppard Avenue West | H&R REIT | North Yonge | A | 359,341 | 1994 | 113,316 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Professional Engineers | 40 Sheppard Avenue West | | North Yonge | A | 105,181 | 1998 | 26,146 |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 45 Sheppard Avenue East | 45 Sheppard Avenue East | Crown Property Management | North Yonge | B | 130,307 | 1975 | 11,658 |



If I missed answering your question today:
datasolutionstraining@altusgroup.com



Altus Analytics

SOFTWARE | DATA | CONNECTIVITY



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