



AltusInSite

# OFFICE DATA & ANALYTICS



Canada's Leading Provider of Information to the  
Commercial Real Estate Industry

Altus InSite provides the most comprehensive online coverage of each of Canada's 6 major office markets and 7 tier-two submarkets. The inventory and analysis includes current and historic data on existing office buildings over 20,000 square feet, along with all of the buildings which are currently Under Construction or in Pre-Leasing Mode. Powerful search and reporting tools allow users to access data and dynamic graphs related to Leasing Options for Tenants, Available & Vacant Space, Occupancy Costs, Leasing Transactions, Changes in Occupied and Leased Area and more. Our New Supply Dynamics report includes an interface which allows for customized forecasts on Availability and Vacancy. All features and reports are available to subscribers online.

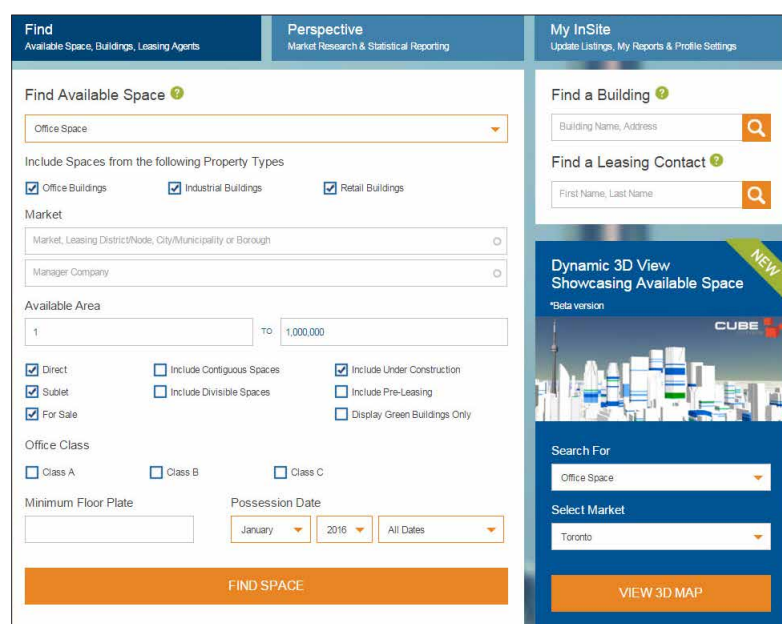
#### 6 Major Office Markets:

- » Vancouver
- » Edmonton
- » Calgary
- » Toronto
- » Ottawa
- » Montreal

#### 7 Secondary Markets:

- » Quebec City
- » Winnipeg
- » Charlottetown
- » Fredericton
- » Moncton
- » St. John's
- » Halifax

## Inventory & Available Space Information



The screenshot displays the Altus InSite web application interface, divided into three main sections: Find, Perspective, and My InSite.

- Find (Available Space, Buildings, Leasing Agents):**
  - Find Available Space:** Includes a dropdown for "Office Space", checkboxes for "Include Spaces from the following Property Types" (Office Buildings, Industrial Buildings, Retail Buildings), a "Market" dropdown, a "Manager Company" dropdown, and an "Available Area" range (1 to 1,000,000). It also features checkboxes for "Direct", "Sublet", "For Sale", "Include Contiguous Spaces", "Include Divisible Spaces", "Include Under Construction", "Include Pre-Leasing", and "Display Green Buildings Only". Below these are "Office Class" options (Class A, Class B, Class C) and a "Minimum Floor Plate" field.
  - Perspective (Market Research & Statistical Reporting):** A section for market analysis.
  - My InSite (Update Listings, My Reports & Profile Settings):** A section for user management.
- Find a Building:** A search bar for "Building Name, Address" with a magnifying glass icon.
- Find a Leasing Contact:** A search bar for "First Name, Last Name" with a magnifying glass icon.
- Dynamic 3D View Showcasing Available Space:** A section with a "NEW" badge, a "CUBE" logo, and a "VIEW 3D MAP" button.

Search for building and available space details on a complete inventory of buildings located in Canada's seven major markets (including buildings under construction) with no restrictions on range entered when searching for available space, and access additional filters for New Supply, Green Buildings, Office Class, Possession Date and Minimum Floor Plate size from the Find tab.



## Buildings & Spaces

88 Queens Quay West, Toronto, Ontario M5J 2R8



Leasing District: Downtown South  
Building Name: RBC WaterPark Place  
Office Class: A  
Total Office Area: 910,613 (sq. ft.)  
Typical Floor: 25,747 (sq. ft.)  
Number of Floors: 30  
Year Built: 2014  
LEED Designation: Platinum  
Parking Ratio (1 per): 2,500 (sq. ft.)  
Number of Parking Stalls: nd  
Direct Available Area: 2,476 (sq. ft.)  
Sublet Available Area: 4,785 (sq. ft.)  
Total Available Area: 7,261 (sq. ft.)  
Sublet Vacant Area: 4,785 (sq. ft.)  
Direct Vacant Area: 2,476 (sq. ft.)  
Sublet Vacant Area: 4,785 (sq. ft.)  
Total Vacant Area: 7,261 (sq. ft.)  
Total Vacant Rate: 0.8%

Managed By: Oxford Properties Group  
Tel: 416-360-6150  
Leasing Contact: Jeff Sinsosky  
Oxford Properties Group  
Tel: 416-868-3616  
Mark Hoo  
Oxford Properties Group  
Tel: 416-868-3644  
Direct Asking Rate: nd  
Additional Rent (2016): nd  
Realty Taxes: 12.99  
Operating / Maintenance: 10.77  
In Space Power: 1.07  
Total Additional Rent: 24.83

RBC Waterpark Place is a 933,020 square foot development that is built to a LEED Gold standard using the latest in building technology. Located in Toronto's vibrant waterfront community, the entire Waterpark Place complex is connected to the PATH system and Union Station by a new elevated and enclosed pedestrian bridge. With a 26,500 square foot, rectangular floor efficiently plans for both open concept and traditional offices uses.

Direct Available Verification Date: Jan 12, 2016

### Direct Available

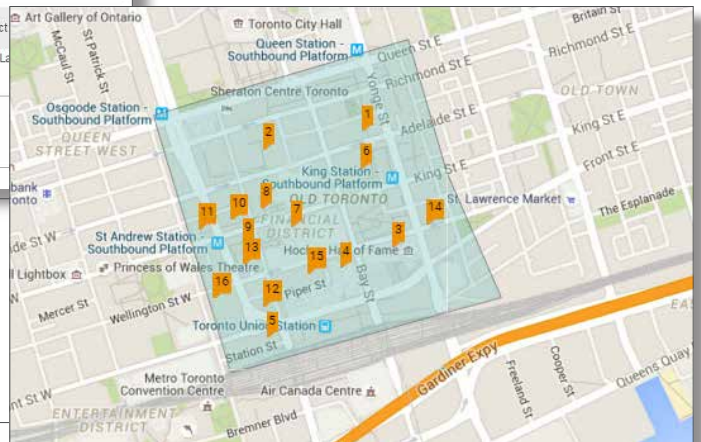
Space	Available Area sq. ft.	Space Type	Asking Rate \$/sf	Possession Date	Contact
3010	2,476	Office	nd	Sep 15, 2014	Jeff Sinsosky, 416-868-3616

### Sublet Available

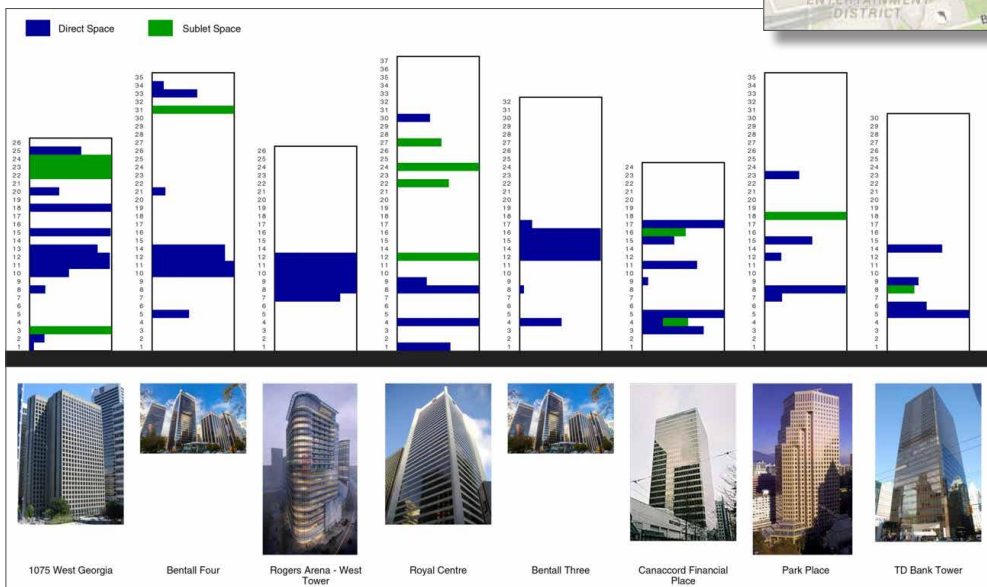
Space	Available Area sq. ft.	Space Type	Asking Rate \$/sf	Possession Date	Contact
2	4,785	Office	nd	Sep 15, 2015	Eamonn Murphy, Jones Lang La

Walk Score® 94

Closest Transit Stop: 167m  
Bay St At Harbour St South Side  
(Toronto Island Ferry) (Surface Route)



Subscribers can generate a visual stacking plan of up to eight buildings with our **Stacked Availability Report**.



Access complete building information including:

- Total Office Area
- Typical Floor Size
- Number of Floors
- Year Built/Renovated
- Parking information
- BOMA/LEED Designations
- Asking rental rates/Additional Rent
- Transit Information
- Third party Walk Score®
- Additional photos
- Floor Plans
- Management/leasing contacts
- Current spaces available

In addition to the default Enhanced View, you can browse and sort your search results using either the Column, Available Space or Map View of the Property Search Summary. Subscribers can also make selections to modify the number of results, apply filtering, add to a survey and access page specific Print Options to customize the final output.

## Perspective: Market Research & Statistical Reporting

Analyze comprehensive current and historical aggregate data using one of 19 unique reports for a wide range of metrics including inventory, available space, vacant space, changes in occupied and leased area, available space options, distribution of inventory and more from the Perspective tab.

### Market Activity

15 Days 30 Days 90 Days

#### 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 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.
<b>Office Market</b>	327	7	33	52	110	125
Ontario	166	5	19	18	60	64
Greater Toronto	137	4	17	15	48	53
Downtown Toronto	63	1	11	10	23	18
Toronto East	14	1	1	0	7	5
Midtown Toronto	13	0	0	0	2	11
Toronto North	13	1	0	2	3	7
Toronto West	34	1	5	3	13	12
<b>All Office Classes</b>	137	4	17	15	48	53
Class A	56	4	14	8	15	15
Class B	57	0	2	7	21	27
Class C	24	0	1	0	12	11

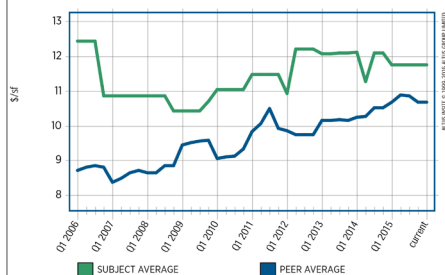
Track suites added to the market as available space and suites removed from the market as leased with our **Market Activity** report.

View current and historical details on Changes in Occupied or Leased Area, access dynamic Occupied and Vacant Space graphs, and **Change in Leased Area** reports.

Generate lists of comparable buildings and access current and historical cost and space comparisons, and access dynamic graphs from the **Peer Group Comparison** report.

### Total Additional Rent Comparison

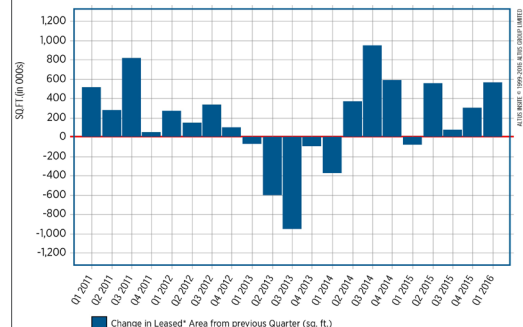
Greater Toronto / Toronto West / Burlington



### Changes in Leased Area

Greater Toronto / Downtown Toronto

All Office Classes



### Top 25 Management Firms

Market

Greater Toronto

Building Class

- Class A

GO

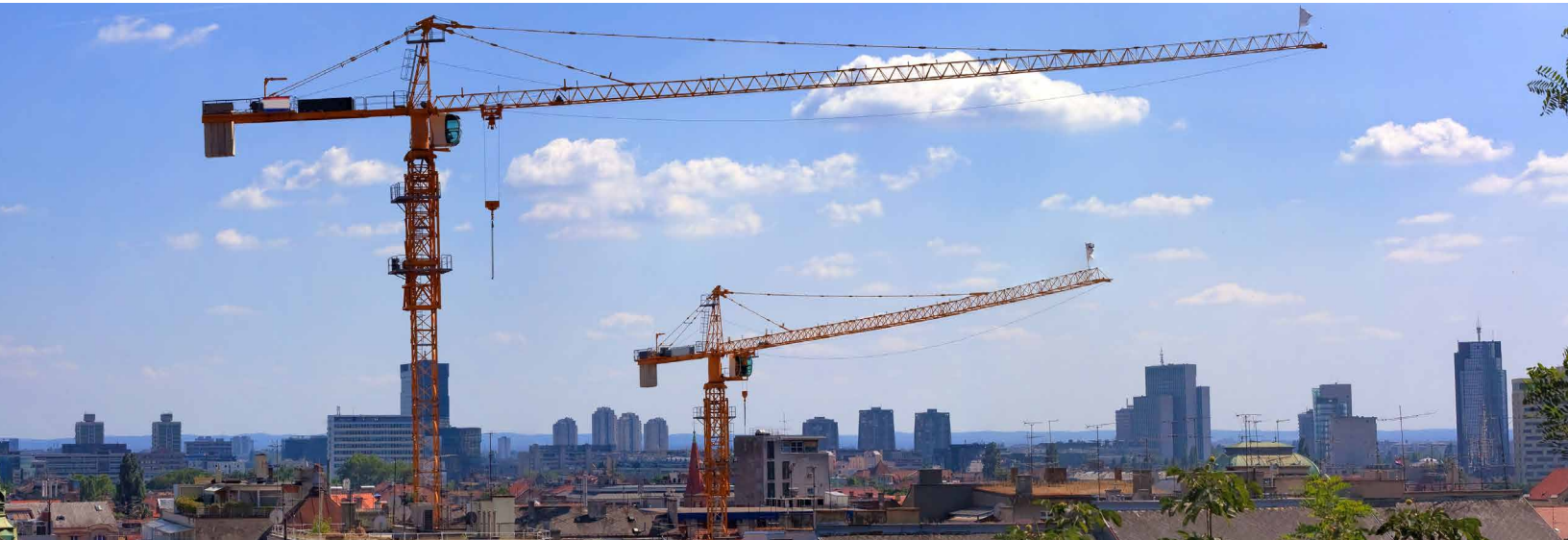
#### Greater Toronto

Rank	Property Manager	Portfolio Size (Sq. Ft.)	Number of Properties
1	Cadillac Fairview Corporation Limited	9,075,360	16
2	GWL Realty Advisors Inc.	8,470,459	30
3	Oxford Properties Group	8,445,943	16
4	Brookfield Properties	8,213,402	9
5	Dream Office Management Corp.	7,770,704	34
6	Bentall Kennedy (Canada) LP, Brokerage	4,895,250	28
7	Manulife Real Estate	3,903,605	23
8	H&R REIT	3,431,352	14
9	Triovest Realty Advisors	3,312,559	21
10	Allied Properties REIT	3,102,132	16
11	Meridian Developments Ltd.	2,495,439	8
12	Crown Property Management	2,161,560	13
13	Orlando Corporation	2,109,000	12
14	Northam Realty Advisors Limited	2,013,896	7
15	EPIC Realty Partners Inc.	1,857,355	11

Access current listings of Manager Companies ranked by size of portfolio for all available markets with our **Top 25 Management Firms** report. This report also offers the ability to filter by class/submarket.

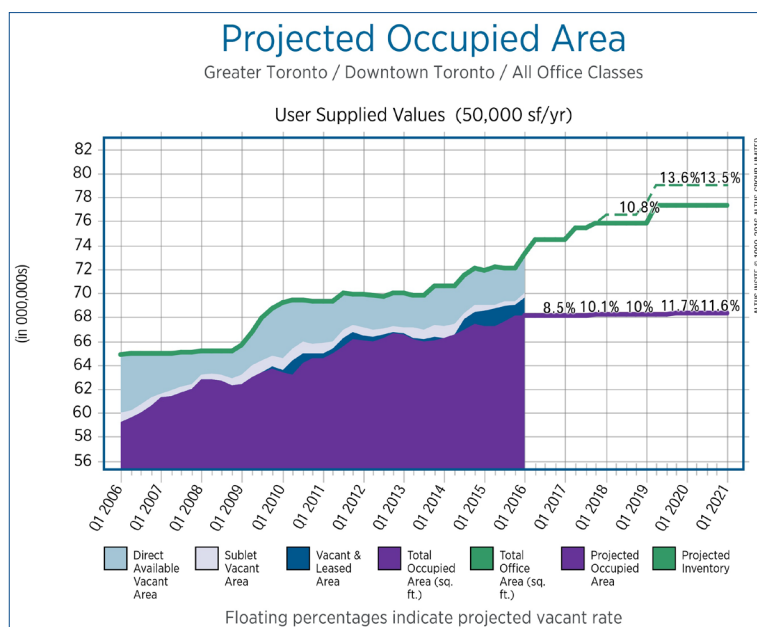


## New Supply Dynamics



<div> <div>Current Quarter</div> <div>Rolling Five Quarter History</div> <div>Rolling Five Year History</div> <div>Rolling Ten Year History</div> <div>Under Construction By Delivery Date</div> </div>									
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	75	16,378,392	8,776,420	7,601,972	46.4	0	0.0	7,601,972	46.4
Ontario	21	6,173,526	2,948,621	3,224,905	52.2	0	0.0	3,224,905	52.2
Greater Toronto	19	5,854,208	2,694,303	3,159,905	54.0	0	0.0	3,159,905	54.0
Downtown Toronto	7	4,078,678	2,004,561	2,074,117	50.9	0	0.0	2,074,117	50.9
Toronto East	1	353,476	272,087	81,389	23.0	0	0.0	81,389	23.0
Midtown Toronto	0	0	0	0	0.0	0	0.0	0	0.0
Toronto North	3	534,506	157,486	377,020	70.5	0	0.0	377,020	70.5
Toronto West	8	887,548	260,169	627,379	70.7	0	0.0	627,379	70.7
All Office Classes	19	5,854,208	2,694,303	3,159,905	54.0	0	0.0	3,159,905	54.0
Class A	18	5,788,318	2,694,303	3,094,015	53.5	0	0.0	3,094,015	53.5
Class B	1	65,890	0	65,890	100.0	0	0.0	65,890	100.0
Class C	0	0	0	0	0.0	0	0.0	0	0.0

Access a list of the Completions, Under Construction and Pre-Leasing buildings, at the Market, District and Node level, for the current quarter with links to detailed information for the Completions and Under Construction buildings from the **New Supply Property Search Summary** report.



An extension of the New Supply Dynamics Report, the **New Supply Forecasting Tool** allows you to access dynamic graphs at the Market, District and Node level to generate projected available and vacant space rates for future quarters using the current 2-year average of changes in leased or occupied area. Users can also override the averages and add potential new supply to generate customized forecasts.



**AltusInSite**

Contact us now for a tour of the site's capabilities

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