

REFERENCE GUIDE Peer Group Comparison

Peer Group Comparison Reports Some background



The Peer Group Comparison report is ideal in generating lists of comparable buildings and accessing current and historical cost and space comparisons.

The report provides current and historical benchmarking information for a group buildings on available space and occupancy costs.



Peer Group Comparison Reports Some background

Total Additional Rent Comparison

Greater Toronto / Toronto North / North Yonge



The chart provides a quick visual of a 10 year history of the subject and peer building(s).



How to access Peer Group Comparison



- Select the tab at the top marked "Perspective"
- Select either Office Inventory or Industrial Inventory and select a market from the dropdown menu.
- Click on "Peer Group Comparison" under the Comparison column
- Once you have selected your options above, click "Analyze"



Peer Group Comparison



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	4,732	504,877,978	2,613	58,633,782	1,320	147,258,593	2,094	285,785,409
<u>Ontario</u>	1,871	218,793,351	1,027	25,344,108	683	77,615,934	877	126,723,058
<u>Greater Toronto</u>	1,420	174,022,416	802	20,829,925	517	61,245,555	690	107,797,655
Downtown Toronto	399	71,943,261	206	6,829,375	81	13,979,442	181	50,586,184
Toronto East	305	30,004,285	179	4,270,086	133	14,636,642	151	17,006,391
Midtown Toronto	133	16,128,231	67	1,390,286	44	5,310,399	59	8,927,814
Toronto North	110	13,668,442	61	1,114,623	47	6,890,838	51	7,381,872
Toronto West	473	42,278,197	289	7,225,555	212	20,428,234	248	23,895,394
All Office Classes	1,420	174,022,416	802	20,829,925	517	61,245,555	690	107,797,655
Class A	564	106,894,635	350	13,061,720	226	34,582,419	330	73,981,151
Class B	529	50,755,847	310	6,059,002	208	21,746,601	256	27,666,671
Class C	327	16,371,934	142	1,709,203	83	4,916,535	104	6,149,833

The first line includes all office markets in Canada tracked by Altus InSite. It then narrows down to the province, market, and nodes. Users can also narrow down the list by class (in office searches).

"Participating buildings" includes buildings with disclosed asking rent and additional rates.

* USER TIP

Anything underlined in blue can be clicked on for a further breakdown.



Peer Group Comparison – specific buildings



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	4,732	504,877,978	2,613	58,633,782	1,320	147,258,593	2,094	285,785,409
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Greater Toronto	1,420	174,022,416	802	20,829,925	517	61,245,555	690	107,797,655
Downtown Toronto	399	71,943,261	206	6,829,375	81	13,979,442	181	50,586,184
Financial Core	103	32,571,598	75	3,682,136	25	3,911,905	75	29,042,153
All Office Classes	103	32,571,598	75	3,682,136	25	3,911,905	75	29,042,153
<u>Class A</u>	49	26,111,014	40	3,192,870	2	718,581	40	24,506,037

To find specific buildings to compare, drill down to the exact node/ class that you are looking to target.

For example, in order to get to the Financial Core Class A buildings, click the underlined blue text of:

- Greater Toronto
- Downtown Toronto
- Financial Core
- Class A



Peer Group Comparison – specific buildings



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	4,732	504,877,978	2,613	58,633,782	1,320	147,258,593	2,094	285,785,409
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Greater Toronto	1,420	174,022,416	802	20,829,925	517	61,245,555	690	107,797,655
Downtown Toronto	399	71,943,261	206	6,829,375	81	13,979,442	181	50,586,184
Financial Core	103	32,571,598	75	3,682,136	25	3,911,905	75	29,042,153
All Office Classes	103	32,571,598	75	3,682,136	25	3,911,905	75	29,042,153
<u>Class A</u>	_ (49)	26,111,014	40	3,192,870	2	718,581	40	24,506,037

* USER TIP

"Participating buildings" includes buildings with disclosed asking rental rates and additional rates.





Peer Group Comparison – sorting results

Prop	oert	y Search Summary									
Greate	r Toror	ito / Downtown Toronto / Financia	al Core								
Class A	λ.										
				Enhanced View C	Column View	Availat	ole Space Vie	w Pe	er View		
Your se	Your search for Available Space has found 249 spaces in 49 Office building(s) and 0 spaces in other building type(s).										
🗖 Sel	lect Al	I Subjects 🗖 Select All Peers	Occupancy Costs	Available Space				Мар	Results		
Subjec	t Peer	Building Name	<u>Address</u>	<u>Managed By</u>	<u>Leasing</u> <u>District</u>	<u>Office</u> <u>Class</u>	<u>Total</u> <u>Office</u> <u>Area</u>	<u>Year</u> <u>Built</u>	<u>Total</u> <u>Available</u> <u>Office</u> <u>Area</u>		
		One Queen Street East	1 Queen Street East	20 Vic Management Inc.	Financial Core	А	373,000	1991	0		
		220 Bay Street	220 Bay Street	Avison Young Commercial Real Estate	Financial Core	А	94,500	1996	28,538		
		70 University Avenue	70 University Avenue	Avison Young Commercial Real Estate	Financial Core	А	235,237	1983	98,210		
		Standard Life Centre	121 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	А	499,027	1984	54,430		
		145 King Street West	145 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	А	621,417	1973	101,149		
		Sun Life Financial Tower	150 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	А	549,000	1984	239,134		
		200 King Street West	200 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	А	457,000	1985	59,368		
		Lombard Place	105 Adelaide Street West	Brookfield Properties	Financial Core	А	177,155	1958	0		
		Brookfield Place Bay Wellington Tower	181 Bay Street	Brookfield Properties	Financial Core	А	1,297,261	1992	348,088		
		Bay-Adelaide Centre - West Tower	333 Bay Street	Brookfield Properties	Financial Core	А	1,100,000	2009	157,943		

The user is able to sort the list alphabetically (or numerically) by clicking on the various column headers in order to sort the list.

In the example shown, if you click on "Managed By" you can sort the list alphabetically by building manager.



Peer Group Comparison - selecting Subjects/Peers



Once you have your list of buildings sorted, you can then select the subject building(s) as well as the Peer Buildings using the checkboxes marked "Subject" and "Peer."

You also have the option to Select All Subjects or Select All Peers, which can be helpful if choosing the majority of the buildings on the list.



Peer Group Comparison – Occupancy Costs Report

Property Search Summary

Greater Toronto / Downtown Toronto / Financial Core

Class A

Enhanced View	Column View	Available Space View	Peer View

Your search for Available Space has found 249 spaces in 49 Office building(s) and 0 spaces in other building type(s).

🗆 Sele	ct Al	l Subjects 🗖 Select All Peers	Occupancy Costs	Available Space				Мар	Results
Subject	Peer	<u>Building Name</u>	Address	<u>Managed By</u>	<u>Leasing</u> <u>District</u>	<u>Office</u> <u>Class</u>	<u>Total</u> <u>Office</u> <u>Area</u>	<u>Year</u> <u>Built</u>	<u>Total</u> Available Office Area
		One Queen Street East	1 Queen Street East	20 Vic Management Inc.	Financial Core	А	373,000	1991	0
		220 Bay Street	220 Bay Street	Avison Young Commercial Real Estate	Financial Core	А	94,500	1996	28,538
		70 University Avenue	70 University Avenue	Avison Young Commercial Real Estate	Financial Core	А	235,237	1983	98,210
	✓	Standard Life Centre	121 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	A	499,027	1984	54,430
		145 King Street West	145 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	A	621,417	1973	101,149
	✓	Sun Life Financial Tower	150 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	A	549,000	1984	239,134
	✓	200 King Street West	200 King Street West	Bentall Kennedy (Canada) LP, Brokerage	Financial Core	А	457,000	1985	59,368
		Lombard Place	105 Adelaide Street West	Brookfield Properties	Financial Core	А	177,155	1958	0
		Brookfield Place Bay Wellington Tower	181 Bay Street	Brookfield Properties	Financial Core	A	1,297,261	1992	348,088

Once you have made your subject and peer selection(s), you can click on "Occupancy Costs" (or "Available Space") in order to see the comparison.



Peer Group Comparison – Occupancy Costs Report

AltusGroup	Shawna Rogowski shawna.rogowski@altusgroup Tel: 416-641-9500	.com			
Print Options					
			Market Perspective:	Inventory	GO
Peer Group	o Comparison				
Current Quarter	Rolling Five Quarter History	/ Rolling Five Year His	tory Rolling Ten Year Histo	ory Total Additio	nal Rent Comparison
Occupancy C	costs Summary				
Occupancy C	Costs Summary Number of Existing Buildings	Total Office Area (sq. ft.)	Direct Asking Rate Total A (\$psf)	Additional Rent (\$ per sq. To ft.)	otal Estimated Direct Rent
Occupancy C	Costs Summary Number of Existing Buildings	Total Office Area (sq. ft.) 1 373,000	Direct Asking Rate Total A (\$psf) nd	Additional Rent (\$ per sq. To ft.) \$26.72	otal Estimated Direct Rent nd
Occupancy C One Queen Street Ea SUBJECT AVERAGE	Costs Summary Number of Existing Buildings	Total Office Area (sq. ft.) 1 373,000 1 373,000	Direct Asking Rate Total A (\$psf) nd nd	Additional Rent (\$ per sq. To ft.) \$26.72 \$26.72	otal Estimated Direct Rent nd nd
Occupancy C One Queen Street Ea SUBJECT AVERAGE 145 King Street West	Costs Summary Number of Existing Buildings	Total Office Area (sq. ft.) 1 373,000 1 373,000 1 621,417 1 499,027	Direct Asking Rate Total A (\$psf) nd nd nd nd	Additional Rent (\$ per sq. To ft.) \$26.72 \$26.72 \$27.54 \$24.91	otal Estimated Direct Rent nd nd nd
Occupancy C One Queen Street Ea SUBJECT AVERAGE 145 King Street West Standard Life Centre 200 King Street Wes	Costs Summary Number of Existing Buildings Ist	Total Office Area (sq. ft.) 1 373,000 1 373,000 1 621,417 1 499,027 1 457,000	Direct Asking Rate Total A (\$psf) nd nd nd nd nd nd	Additional Rent (\$ per sq. To ft.) \$26.72 \$26.72 \$27.54 \$24.91 \$27.71	otal Estimated Direct Rent nd nd nd nd nd
Occupancy C One Queen Street Ea SUBJECT AVERAGE 145 King Street West Standard Life Centre 200 King Street Wes Sun Life Financial To	Costs Summary Number of Existing Buildings Ist L L L L L L L L L L L L L L L L L L L	Total Office Area (sq. ft.) 1 373,000 1 373,000 1 621,417 1 499,027 1 457,000 1 549,000	Direct Asking Rate (\$psf) nd nd nd nd nd nd s31.50	Additional Rent (\$ per sq. To ft.) \$26.72 \$26.72 \$27.54 \$24.91 \$27.71 \$29.65	otal Estimated Direct Rent nd nd nd nd nd s61.15
Occupancy C One Queen Street Ea SUBJECT AVERAGE 145 King Street West Standard Life Centre 200 King Street Wes Sun Life Financial To PEER AVERAGE	Costs Summary Number of Existing Buildings Ist L L L L L L L L L L L L L L L L L L L	Total Office Area (sq. ft.) 1 373,000 1 373,000 1 621,417 1 499,027 1 457,000 1 549,000 4 531,611	Direct Asking Rate (\$psf) nd nd nd nd nd s31.50 \$31.50	Additional Rent (\$ per sq. To ft.) \$26.72 \$26.72 \$27.54 \$24.91 \$27.71 \$29.65 \$27.45	otal Estimated Direct Rent nd nd nd nd nd s61.15 \$61.15

This will show the comparison of occupancy costs for the subject building(s) and peer building(s) as of today.

The user can select "Rolling Five Quarter History," "Rolling Five Year History," and "Rolling Ten Year History" to see additional comparisons throughout time, or can select the "Available Space" comparison for the same buildings from this page.



Peer Group Comparison – Occupancy Costs Report

Shawna Rogo shawna.rogov Tel: 416-641-9 Print Options Peer Group Compa Current Quarter Rolling Five Occupancy Costs Summ Numb	wski vski@altusgroup.com 500 arison e Quarter History Rolling Five Year Histor mary er of Existing Total Office Area (sq. D	Market Perspective: y Rolling Ten Year Histo virect Asking Rate Total A	Inventory Total Additional Re Additional Rent (\$ per sq. Total Est	GO nt Comparison	The User also has ability to see the I ten years of data charted by clicking "Total Additional F Comparison" and "View Chart."	g on Rent
One Queen Street East SUBJECT AVERAGE	AltusGroup Shawna Rogowski shawna.rogowski@altu	usgroup.com				
145 King Street West Standard Life Centre	161. 410-641-9500				_	
200 King Street West	Print Options					
Sun Life Financial Tower PEER AVERAGE			Market Perspective:	Inventory	GO	
VIEW AVAILABLE SPACE CO	Peer Group Comparisor	1				
_	VIEW CHART				_	
	Occupancy Costs Summary					
	Number of Existing Buildings	Total Office Area (sq. ft.)	Direct Asking Rate Total Ad (\$psf)	lditional Rent (\$ per sq. ft.)	Total Estimated Direct Rent	
	SUBJECT AVERAGE	2 321,750	0 \$31.50	\$27.81	\$61.15	
	Q3 2014	2 321,750	0 \$31.50 0 \$29.50	\$28.30 \$26.87	\$02.13 \$57.28	
	Q2 2014	2 321,750	\$29.50	\$28.30	\$60.13	
	Q1 2014	2 321,750	\$29.50	\$27.87	\$60.13	
	Q4 2013	2 321,750	0 \$29.50	\$27.42	\$59.23	
	Q3 2013	2 321,750	\$29.50	\$27.52	\$59.23	



Peer Group Comparison **Occupancy Costs Report & Chart**



Peer Group Comparison – Available Space Report



In order to run the Available Space report, the user can either scroll to the bottom of the page or can go back to the previous page and select "Available Space" after selecting the subject(s) and Peer(s).



Peer Group Comparison Available Space Report & Chart

AltusGroup Sha Tel	awna Rogowski awna.rogowski@altusgroup.c l: 416-641-9500	com								
Print Options										
				1	1arket Perspect	tive:	Inventor	У		
Peer Group (Comparison									
Current Quarter	Rolling Five Quarter History][Rolling Five Y	ear History	Rolling Ten Yea	ar History]	Av	ailable Rate	Comparison
Available Space	Summary							-	Historie	cal Variance
	Number of Existing Buildings		Total Office Area (sq. ft.)	Direct Available Area (sq. ft.)	Direct Available Rate (%)	Suble Available (sq. ft	t Area .)	Sublet Available Rate (%)	Total Available Area	Total Available Bate (%)
220 Ray Street		_							Alte	Nate (70)
ZZU BAY Street		1	94,500	18,885	20.0		9,653	10.2	28,538	30.2
Sun Life Financial Tower		1	94,500 549,000	18,885 0	20.0 0.0		9,653 0	10.2 0.0	28,538 0	30.2 0.0
SUBJECT AVERAGE		1 1 2	94,500 549,000 321,750	18,885 0 9,443	20.0 0.0 2.9		9,653 0 4,827	10.2 0.0 1.5	28,538 0 14,269	30.2 0.0 4.4
SUBJECT AVERAGE		1 1 2 2	94,500 549,000 321,750 -288,622	18,885 0 9,443 -84,746	20.0 0.0 2.9 -12.5	-	9,653 0 4,827 13,592	10.2 0.0 1.5 -1.5	28,538 0 14,269 -98,338	30.2 0.0 4.4 -14.0
SUBJECT AVERAGE VARIANCE TO PEER		1 1 2 2 1	94,500 549,000 321,750 -288,622 177,155	18,885 0 9,443 -84,746 0	20.0 0.0 2.9 -12.5 0.0	-	9,653 0 4,827 13,592 0	10.2 0.0 1.5 -1.5 0.0	28,538 0 14,269 -98,338 0	30.2 0.0 4.4 -14.0
SUBJECT AVERAGE VARIANCE TO PEER Lombard Place Brookfield Place Bay Wel	lington Tower	1 2 2 1 1	94,500 549,000 321,750 -288,622 177,155 1,297,261	18,885 0 9,443 -84,746 0 297,814	20.0 0.0 2.9 -12.5 0.0 23.0	-	9,653 0 4,827 13,592 0 50,274	10.2 0.0 1.5 -1.5 0.0 3.9	28,538 0 14,269 -98,338 0 348,088	30.2 0.0 4.4 -14.0 0.0 26.8
Sun Life Financial Tower SUBJECT AVERAGE VARIANCE TO PEER Lombard Place Brookfield Place Bay Wel 145 King Street West	llington Tower	1 2 2 1 1 1	94,500 549,000 321,750 -288,622 177,155 1,297,261 621,417	18,885 0 9,443 -84,746 0 297,814 101,149	20.0 0.0 2.9 -12.5 0.0 23.0 16.3	-	9,653 0 4,827 13,592 0 50,274 0	10.2 0.0 1.5 -1.5 0.0 3.9 0.0	28,538 0 14,269 -98,338 0 348,088 101,149	30.2 0.0 4.4 -14.0 0.0 26.8 16.3 10.2
SUBJECT AVERAGE VARIANCE TO PEER Lombard Place Brookfield Place Bay Wel 145 King Street West Standard Life Centre 200 King Street West	llington Tower	1 2 2 1 1 1 1 1	94,500 549,000 321,750 -288,622 177,155 1,297,261 621,417 499,027 457,000	18,885 0 9,443 -84,746 0 297,814 101,149 14,982	20.0 0.0 2.9 -12.5 0.0 23.0 16.3 3.0	-	9,653 0 4,827 13,592 0 50,274 0 39,448	10.2 0.0 1.5 -1.5 0.0 3.9 0.0 7.9	28,538 0 14,269 -98,338 0 348,088 101,149 54,430	Kate (x) 30.2 0.0 4.4 -14.0 0.0 26.8 16.3 10.9 13.0

VIEW OCCUPANCY COSTS COMPARISON

The Available Space report also shows historical variance and variance to peer numbers.



Printing Reports



	Number of Existing Buildings	Total Office Area (sq. ft.)	Direct Available Area (sq. ft.)	Direct Available Rate (%)	Sublet Available Area (sq. ft.)	Sublet Available Rate (%)	Total Available Area	Total Available Rate (%)
220 Bay Street		1 94,500	18,885	20.0	9,653	10.2	28,538	30.2
Sun Life Financial Tower		1 549,000	0	0.0	0	0.0	0	0.0
SUBJECT AVERAGE	2	321,750	9,443	2.9	4,827	1.5	14,269	4.4
VARIANCE TO PEER	2	-288,622	-84,746	-12.5	-13,592	-1.5	-98,338	-14.0
Lombard Place		1 177,155	0	0.0	0	0.0	0	0.0
Brookfield Place Bay Wellington Tower		1 1,297,261	297,814	23.0	50,274	3.9	348,088	26.8
145 King Street West		1 621,417	101,149	16.3	0	0.0	101,149	16.3
Standard Life Centre		1 499,027	14,982	3.0	39,448	7.9	54,430	10.9
200 King Street West		457,000	56,999	12.5	2,369	0.5	59,368	13.0
PEER AVERAGE	5	610,372	94,189	15.4	18,418	3.0	112,607	18.5

VIEW OCCUPANCY COSTS COMPARISON

These reports can be printed by clicking on "Print Options," making selections as to what you would like to show on your printed version (logo/personal information) and clicking the orange "Print" button.

Questions? email support@altusinsite.com

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