



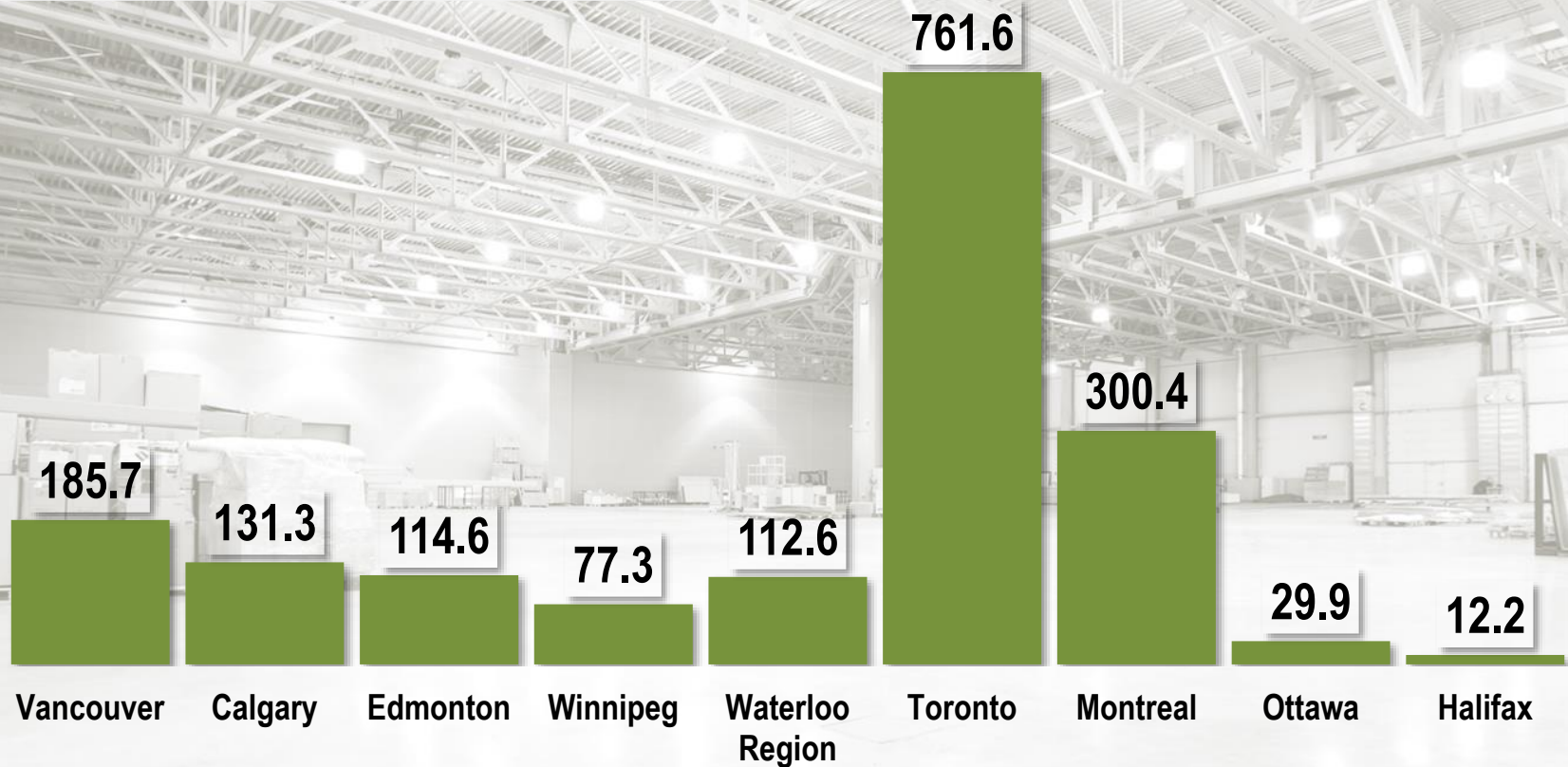
Canadian Industrial Market Overview

December 2016

Slides assembled by GWL Realty Advisors,
Research Services & Strategy

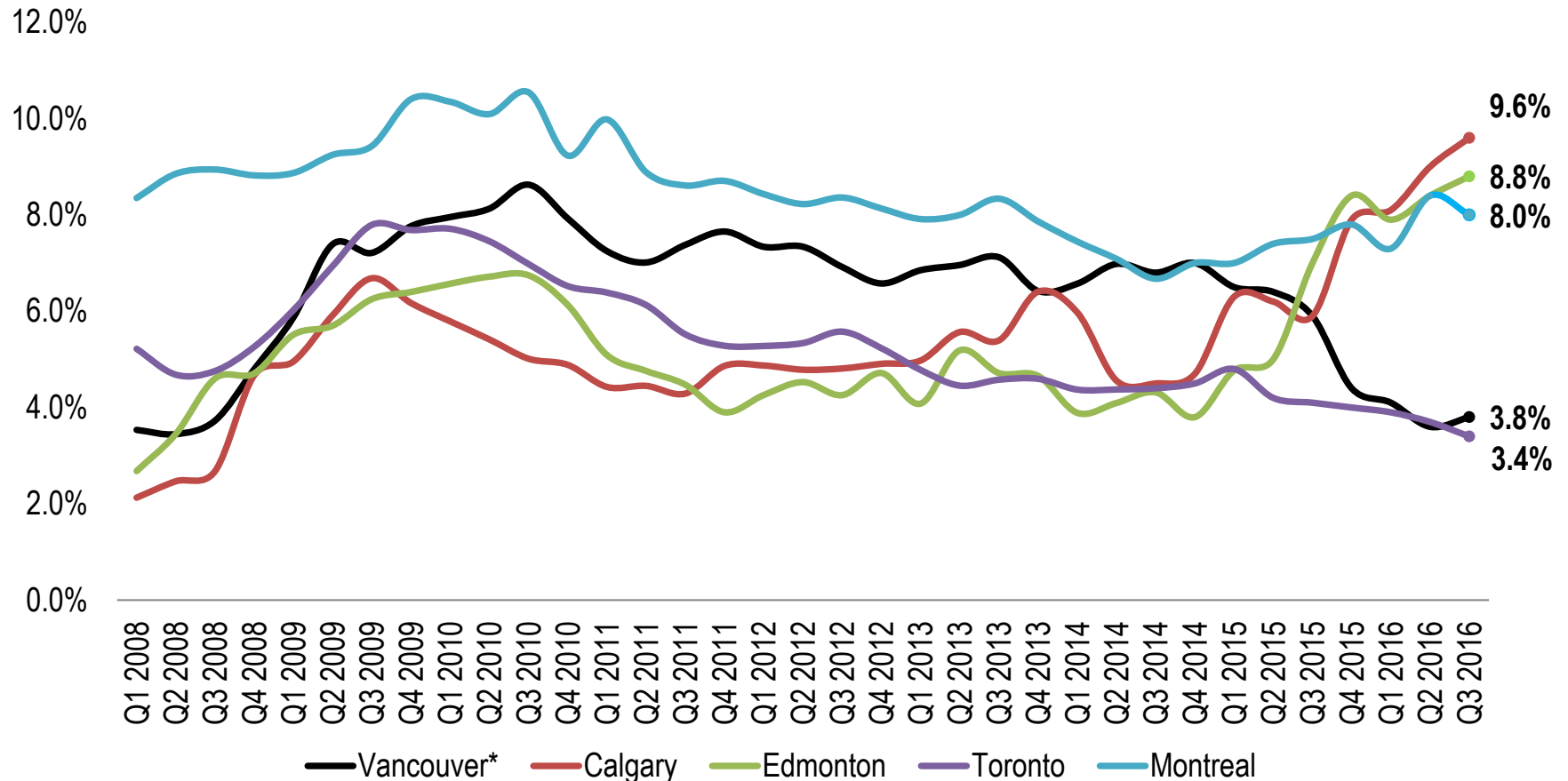
National Industrial Market Inventory

Industrial Inventory (MSF) - Q3 2016



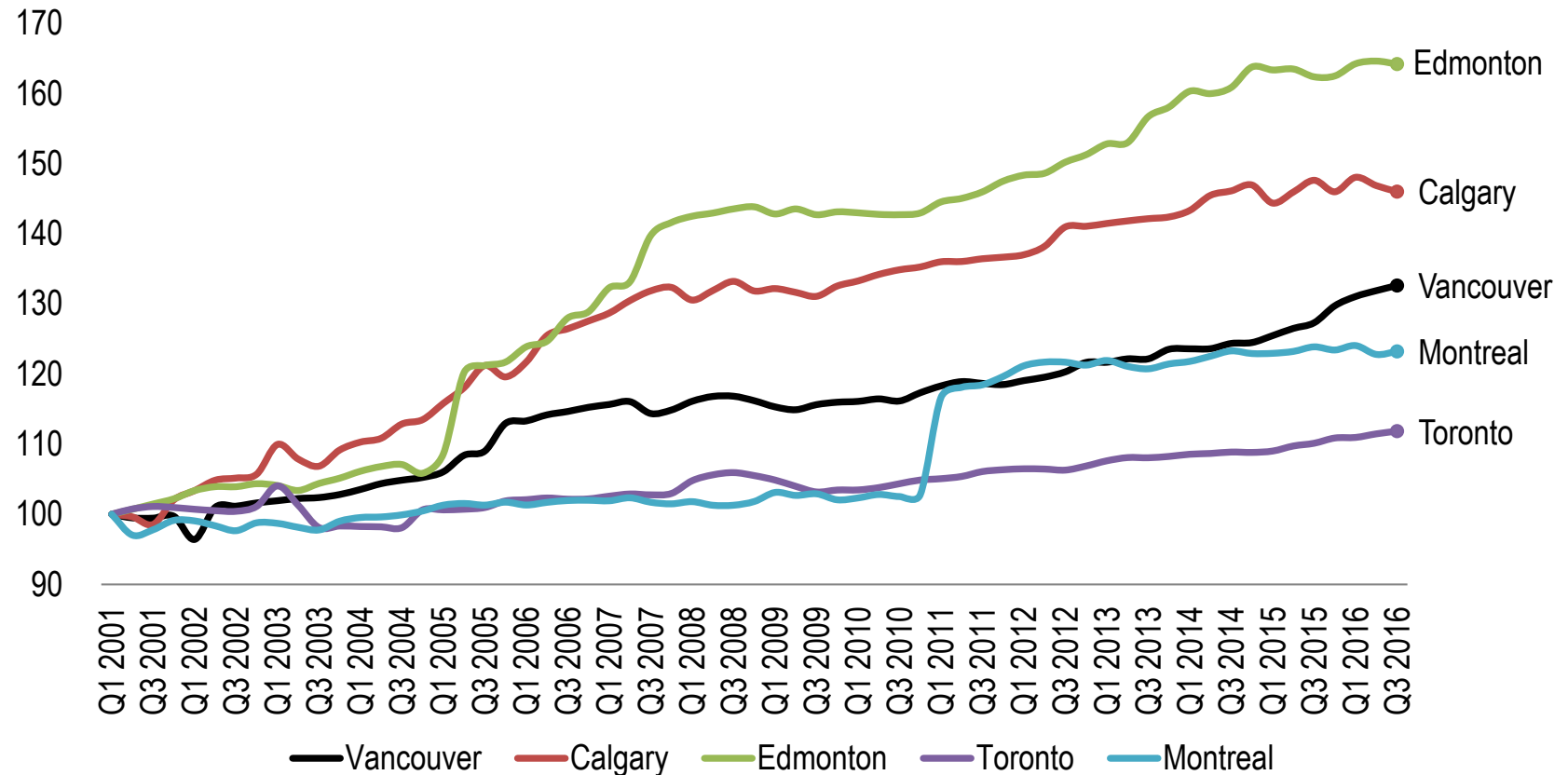
Availability Trends Show Several Different Stories

Availability Rate Trends, Selected Cities



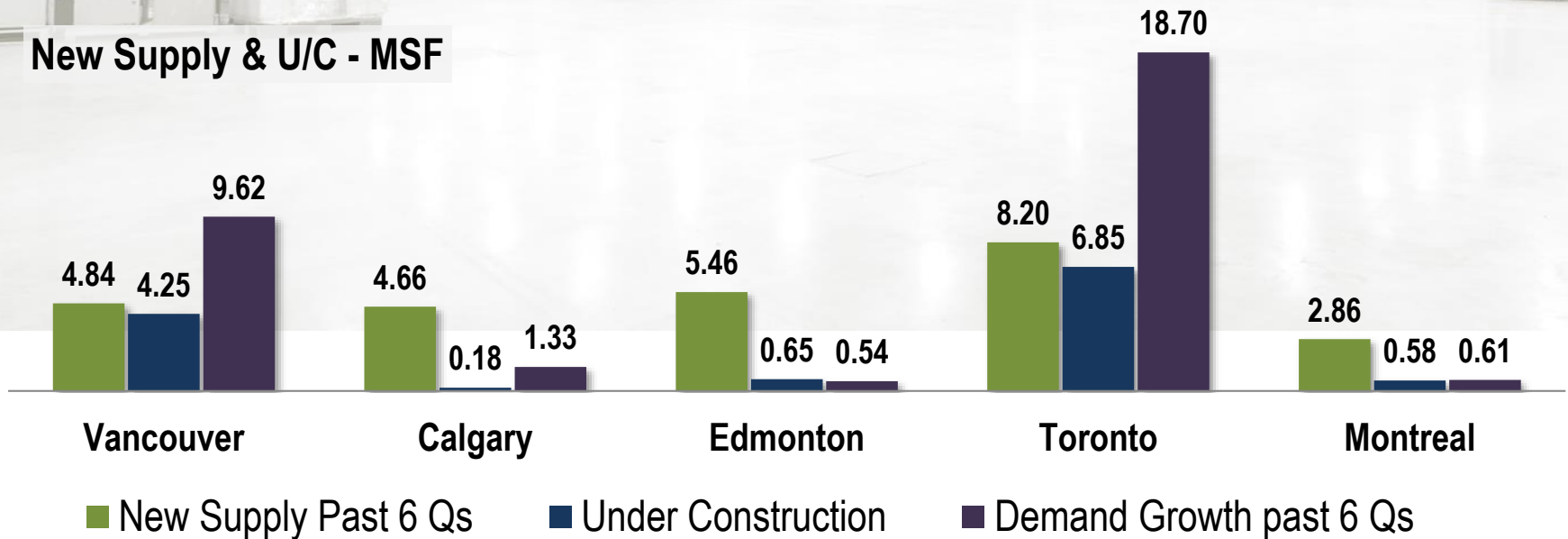
A better measure of demand than vacancy, occupied space continues to grow in some markets; holding steady in others

Industrial Real Estate Demand Growth Compared. Indexed. Q1 2001=100



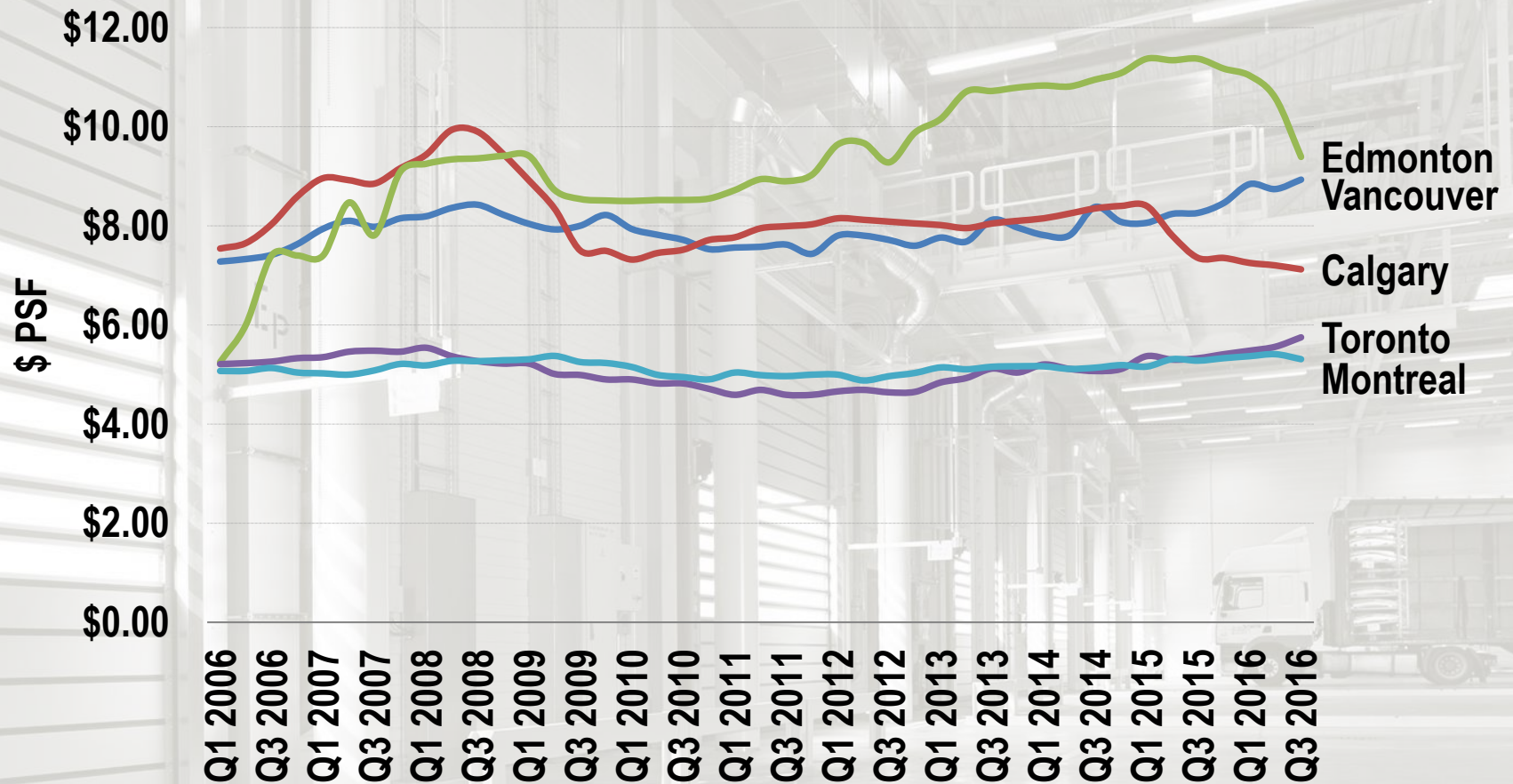
Supply, Demand and Under-Construction Trends. Past 6 Quarters

New Supply & U/C - MSF



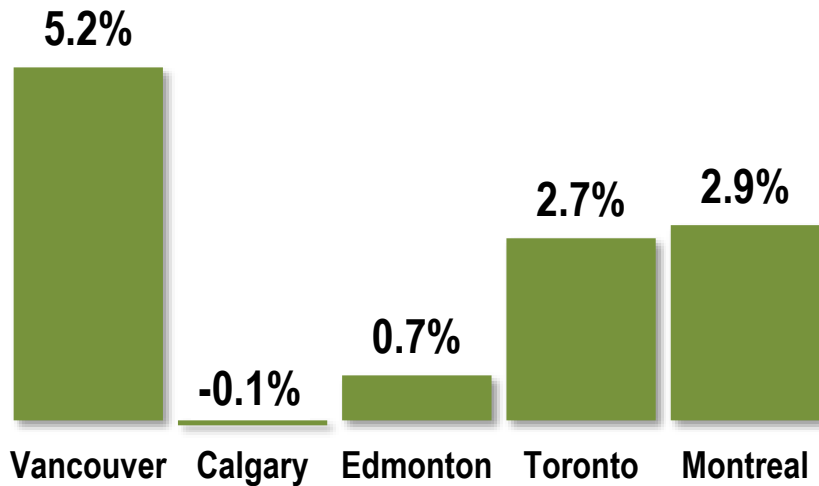
National Industrial Rental rate trends

Net Industrial Rents, selected cities

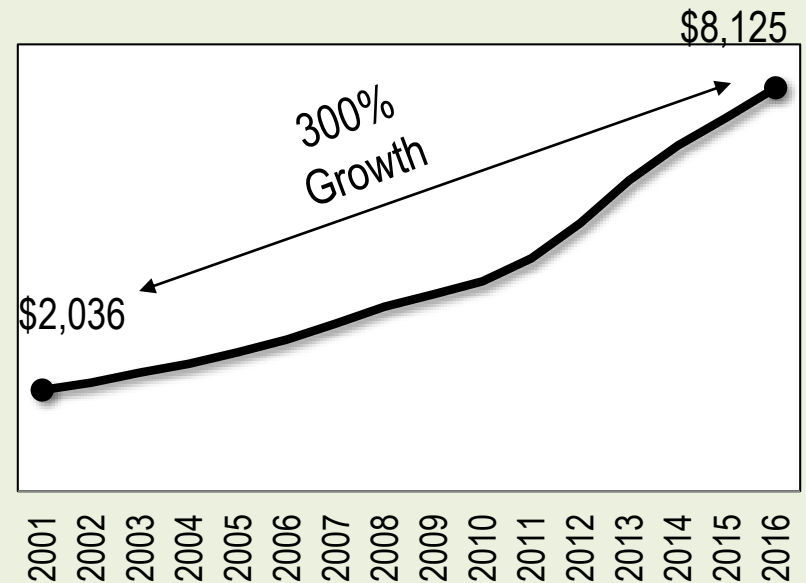


Retail sales are a key driver of industrial demand

Annual Retail sales growth, Year ending Q3 2016. (Estimates from the Conference Board)



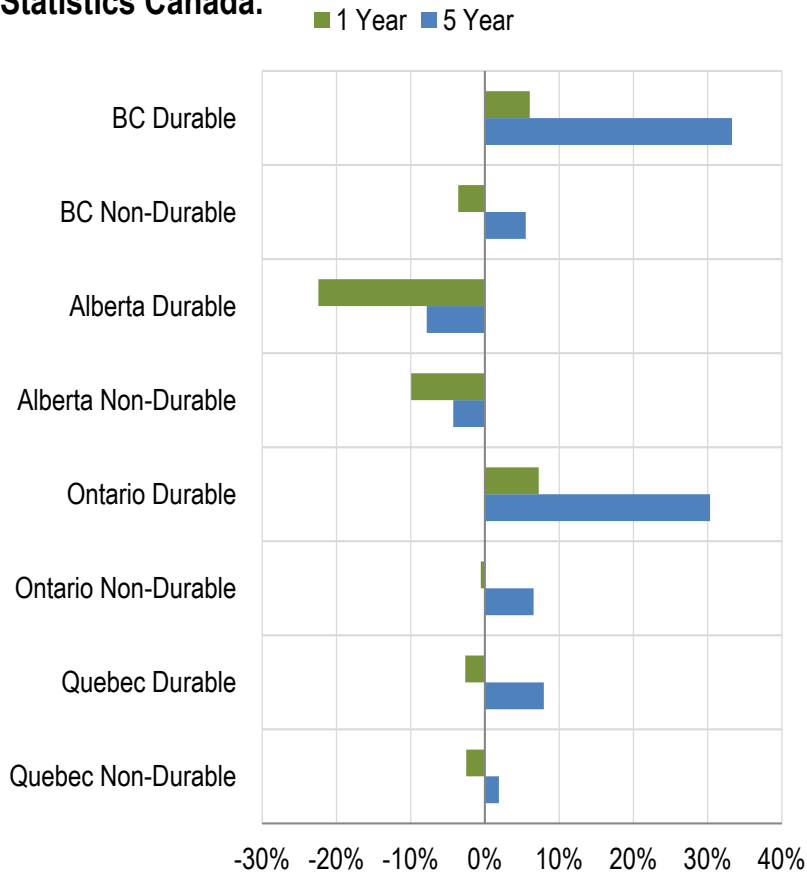
Canadian internet-based retail sales (\$ Millions)
Data: Euro-Monitor



Other drivers of industrial demand

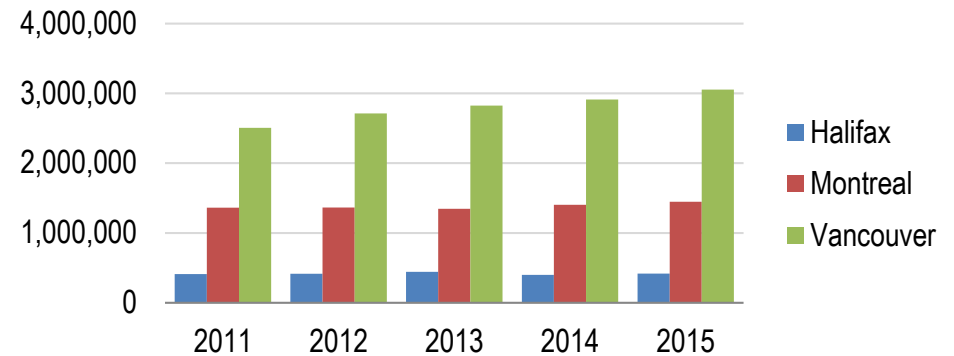
Manufacturing

Manufacturing Sales by Province. Percent Change. Statistics Canada.

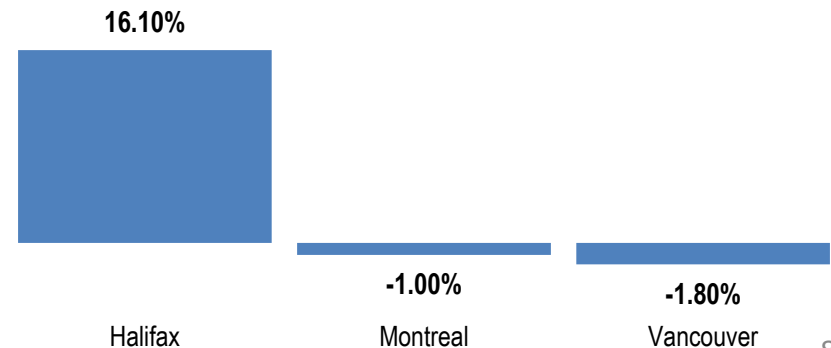


Container Shipping

Container Shipping Trends. Total TEUs handled. 2011-2015

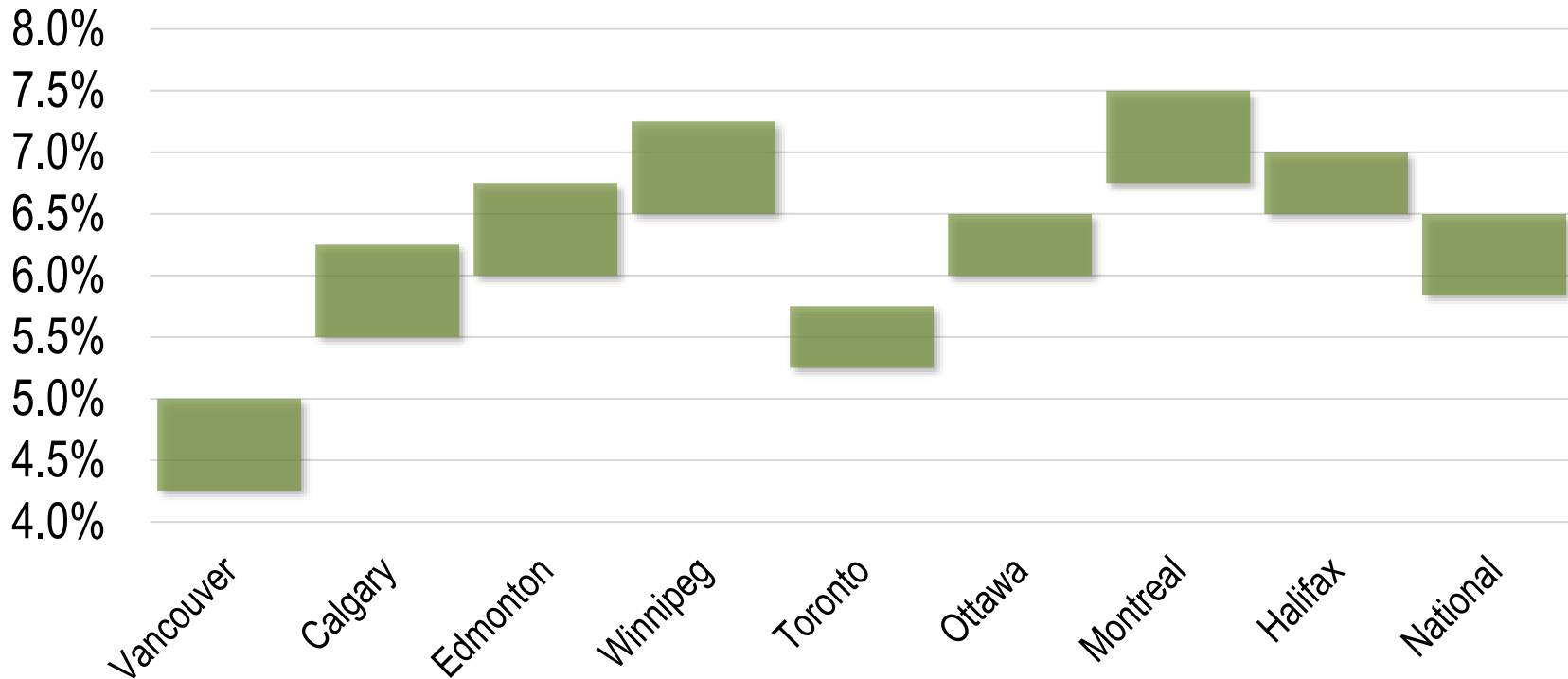


Container Shipping Traffic. TEUs handled. Percent Change (2016 YTD vs 2015 YTD)



National Industrial Cap Rates

Single Tenant Cap Rate Range by City - 2016Q3



2016Q3	Vancouver	Calgary	Edmonton	Winnipeg	Toronto	Ottawa	Montreal	Halifax	National
Single-Tenant High	5.00%	6.25%	6.75%	7.25%	5.75%	6.50%	7.50%	7.00%	6.50%
Single-Tenant Low	4.25%	5.50%	6.00%	6.50%	5.25%	6.00%	6.75%	6.50%	5.84%
Multi-Tenant High	6.00%	6.75%	7.00%	7.25%	7.25%	6.50%	7.75%	7.75%	7.03%
Multi-Tenant Low	5.00%	6.00%	6.00%	6.50%	6.25%	6.00%	7.00%	7.25%	6.25%

Source: Colliers International