



# Industrial Market Report

## Calgary

PREPARED BY



Gerry Jr. Macdonald  
Real Estate & Mortgage Associate



## INDUSTRIAL MARKET REPORT

Market Key Statistics	1
Leasing	2
Rent	7
Construction	9
Under Construction Properties	11
Sales	13
Sales Past 12 Months	15
Economy	17
Market Submarkets	21
Supply & Demand Trends	25
Rent & Vacancy	27
Sale Trends	29

12 Mo Deliveries in SF

**2.6M**

12 Mo Net Absorption in SF

**8.4M**

Vacancy Rate

**3.4%**

12 Mo Rent Growth

**-0.3%**

Calgary's industrial sector, comprised of 167 million SF, has remained relatively resilient over the past five years, considering the challenges the economy has faced due to declining oil prices and now a global pandemic. One of the major factors contributing to its resilience is related to its strategic location as a logistics and distribution hub for western Canada. Major retail players such as the Home Depot, Lowe's, and Amazon have all committed to large amounts of distribution space, while logistics firms such as FedEx and Hopewell Logistics have also decided to make Calgary a strategic hub for operations.

Many of these firms have taken advantage of declining rental rates and market prices over the past five years while also taking into consideration falling corporate tax rates, from 12% to 8%. In the five years, rates have ranged from \$9.60 to \$10.60, and currently sit at \$9.70/SF net.

Furthermore, additional operating costs (TMI) tend to be quite low in Calgary, now averaging \$4.60/SF, the lowest

in western Canada. Comparing to other major markets in Canada, Calgary's industrial rents are considered to be good value, and will remain so as Calgary works toward positive rent growth, achieving this in 2022 across all industrial building types. Industrial properties will carry a more significant load of the property tax revenue due in part to the improved assessed value of industrial buildings. Office, retail and hospitality are expected to see reduced assessments again for 2022, resulting in the industrial sector bearing much of the tax shift, as large-format warehouses are expected to see sizeable increases in assessment values in 2022, translating to a tax bill jump of up to 20% in some cases.

Calgary's industrial market is expected to remain active through the next 18 months, at minimum. Rental rates across all industrial classifications will achieve positive growth by q12022 while vacancy rates will continue to compress, with the overall rate approaching 3% before the end of 2022.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	116,041,073	4.0%	\$9.12	6.9%	2,021,311	1,440,845	3,492,293
Specialised Industrial	37,722,950	1.5%	\$10.50	3.2%	64,787	0	327,167
Flex	16,189,130	4.0%	\$11.87	4.5%	5,785	9,300	0
<b>Market</b>	<b>169,953,153</b>	<b>3.4%</b>	<b>\$9.68</b>	<b>5.8%</b>	<b>2,091,883</b>	<b>1,450,145</b>	<b>3,819,460</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-3.5%	6.2%	3.3%	8.0%	2017 Q1	3.4%	2021 Q4
Net Absorption SF	8.4M	2,533,525	4,591,634	6,240,571	2021 Q3	(244,059)	2017 Q1
Deliveries SF	2.6M	2,778,367	4,044,715	6,050,040	2016 Q2	796,201	2018 Q1
Rent Growth	-0.3%	-2.8%	2.9%	-0.1%	2021 Q4	-6.4%	2016 Q3
Sales Volume	\$548M	\$583.3M	N/A	\$1.1B	2019 Q4	\$290.1M	2015 Q4

The Calgary industrial market has had a tremendous run in the past 12 months; net absorption over the past year has eclipsed the three year average of 3.3 million SF coming in at 8.4 million SF while vacancy has declined from 7.0% to the current 3.4%. The market now finds itself with an increasing need for additional space to capture the tenants that are either arriving from even tighter markets or are growing their businesses and services within the Calgary region.

As of mid-December, nearly 25% of the 3.8 million square feet currently under construction was scheduled to deliver by the end of the year. It is likely that much of this space will actually deliver in 2022Q1, with the vast majority of the space already secured by tenants. As a result, vacancy rates are expected to continue to trend downward, albeit at a slower rate compared to the last year, entering the low 3's by mid-2022.

As Calgary is playing a greater role as a centre for distribution and logistics, the pandemic accelerated demand from major distribution tenants. In particular, home improvement giant Lowe's announced, and has since taken occupancy, of its new distribution centre as part of its strategy to optimize its distribution network to better meet the needs and expectations of its in-store and online customers. The initial significant increase in online sales in early 2020 has subsided however consumers will continue to turn to e-commerce as a viable shopping option going forward. Calgary was positioned well for this accelerated spike in activity, and the result is many more retailers and distribution companies turned to the region to keep pace with the sudden uptick in online demand.

In addition to Lowe's, Amazon leased 800,000 SF and Canadian Tire secured 500,000 SF over the course of 2020, while third party logistics firm Metro Logistics secured nearly 500,000 SF in 2021.

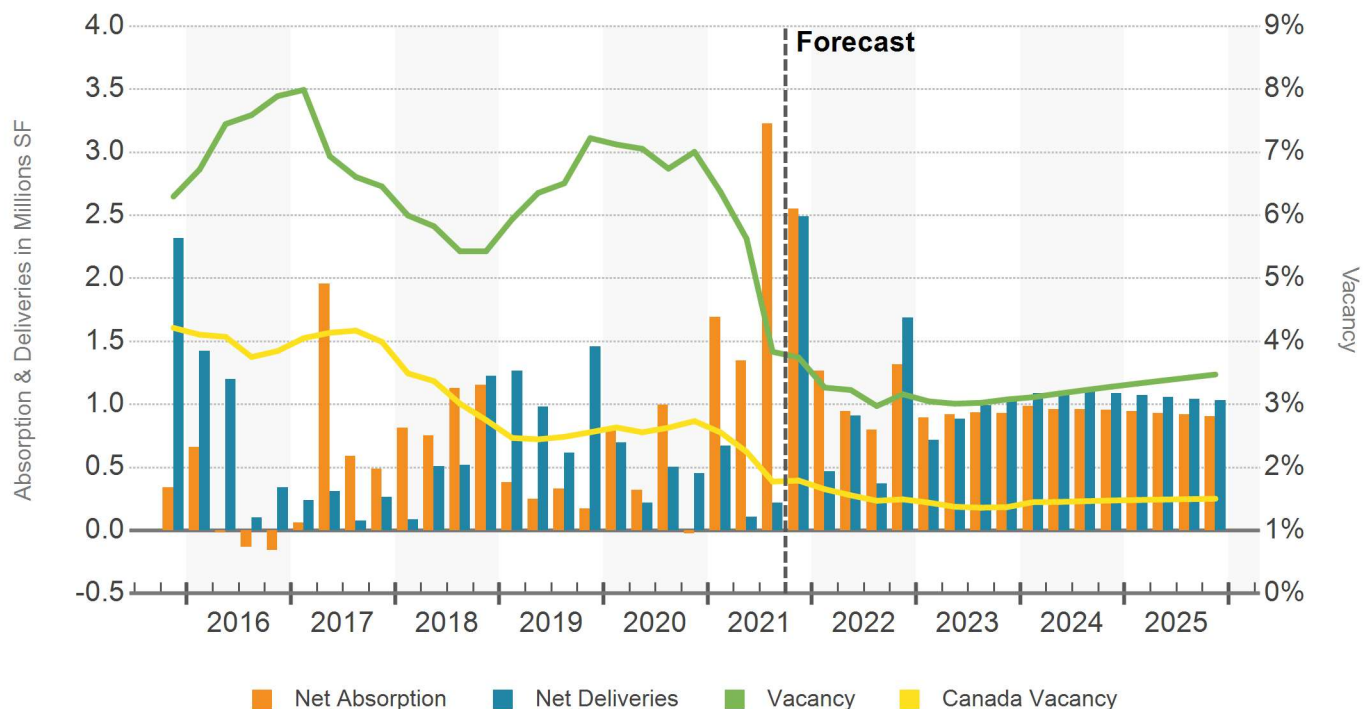
These newly built distribution centres are generating significant interest from investors looking to acquire high-quality buildings in major markets, occupied by top tier tenants.

Leasing volumes in 2020 were down by 5.5%, to 8.6M SF, from the peak recorded in 2019, 9.1M SF. Through the first 11 months of 2021, the region has recorded 7.7M SF in leasing activity, a pace that may fall short of activity recorded in the previous three years, the result of a strong demand and rapidly dwindling supply throughout 2021. As a result, rental rates are gaining increasing momentum toward positive growth, but still remain low compared to other markets such as Vancouver and Edmonton providing further incentive for national players to secure long-term leases in Calgary. Rental rates are poised for breakout in 2022, achieving positive quarterly, year-over-year growth, potentially as high as 6%.

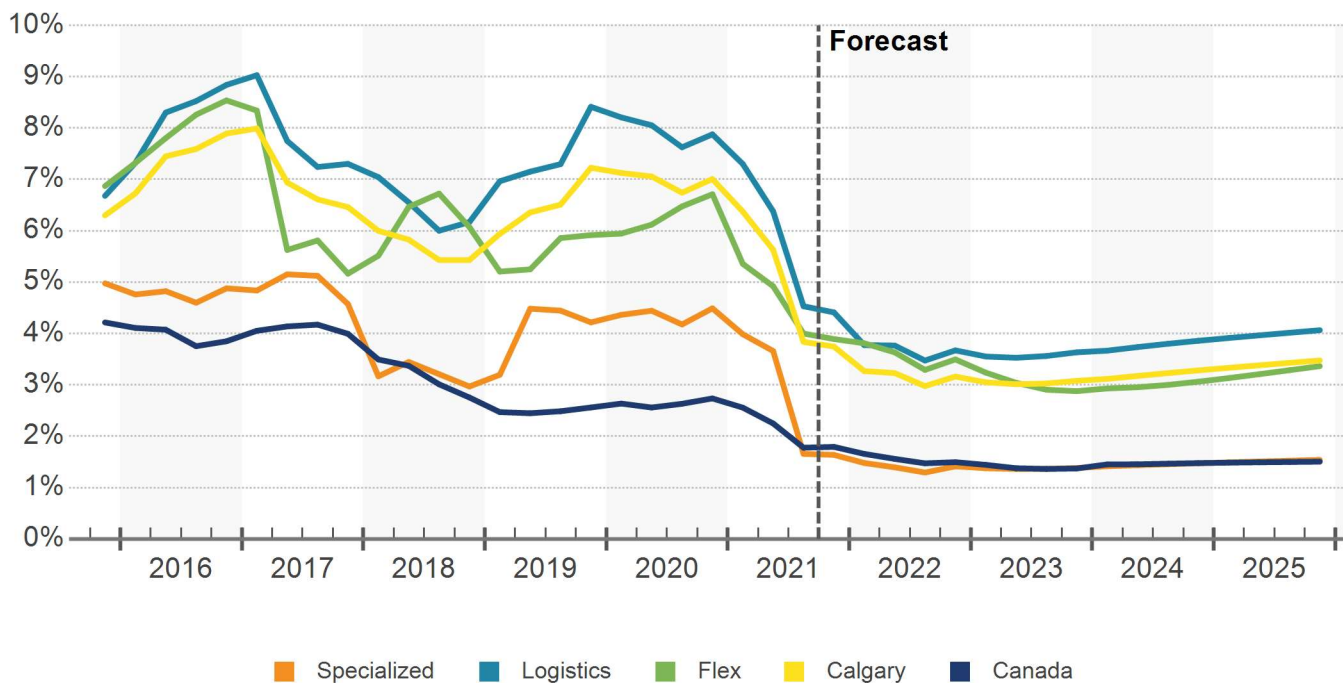
Unfortunately, as Calgary's industrial market has performed better than its office, retail, and hospitality sectors, the sector is expected to see the highest increases in property taxes in 2022, increasing costs for prospective tenants. With the double-vaccination rates now north of the 80% mark, and a widely accepted 'new-normal' in terms of consumer behaviour there is hope that the other sectors will begin to see increasing rates of activity.



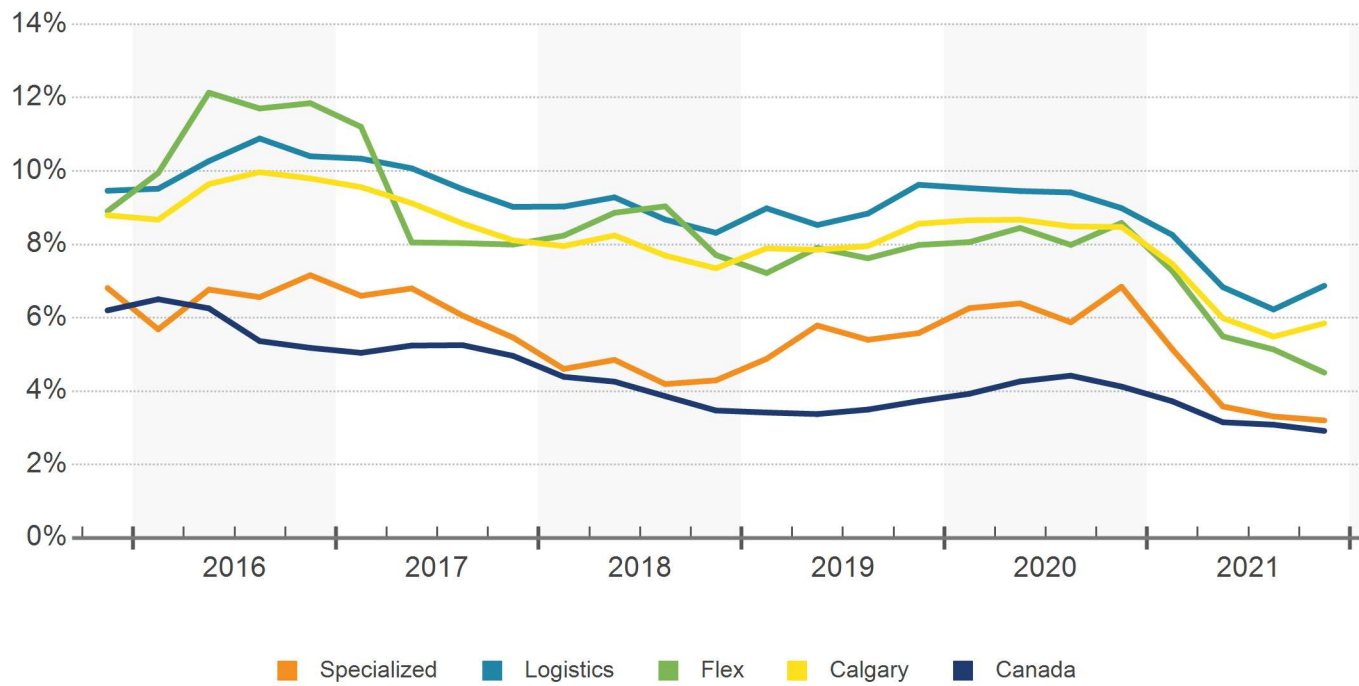
### NET ABSORPTION, NET DELIVERIES & VACANCY



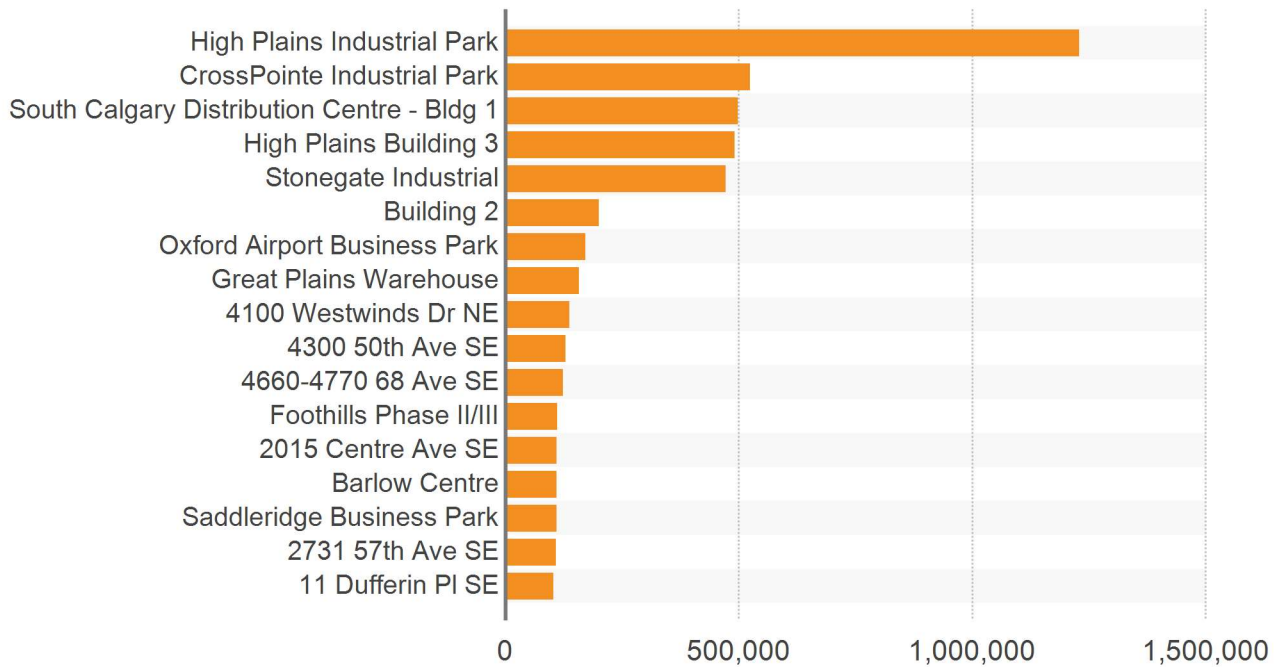
### VACANCY RATE



AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
High Plains Industrial Park	NE Outlying Calgary...	1,230,000	0	0	0	0	1,230,000	1,230,000
CrossPointe Industrial Park	NE Outlying Calgary...	524,730	0	302,190	0	222,300	0	524,490
South Calgary Distribution Centr...	Southeast Ind	498,618	0	0	0	498,618	0	498,618
High Plains Building 3	NE Outlying Calgary...	491,544	0	341,544	0	(90,800)	240,800	491,544
Stonegate Industrial	Northeast Ind	608,823	0	0	138,626	159,022	159,022	471,750
Building 2	NE Outlying Calgary...	200,274	0	0	0	0	200,274	200,274
Oxford Airport Business Park	Northeast Ind	257,580	0	0	71,500	100,280	0	171,780
Great Plains Warehouse	Southeast Ind	411,560	0	0	158,594	0	0	158,594
4100 Westwinds Dr NE	Northeast Ind	302,135	0	0	0	162,250	0	137,559
4300 50th Ave SE	Southeast Ind	128,866	0	0	128,866	0	0	128,866
4660-4770 68 Ave SE	Southeast Ind	330,851	0	65,797	0	0	67,750	123,237
Foothills Phase II/III	Southeast Ind	293,761	0	0	0	110,854	0	110,854
2015 Centre Ave SE	Northeast Ind	110,585	0	0	110,585	0	0	110,585
Barlow Centre	Southeast Ind	245,500	0	110,307	0	(5,340)	5,340	110,307
Saddleridge Business Park	Northeast Ind	150,103	0	(826)	0	0	110,826	110,000
2731 57th Ave SE	Southeast Ind	108,800	0	0	0	108,800	0	108,800
11 Dufferin Pl SE	Southeast Ind	201,415	0	0	0	102,624	0	102,624
<b>Subtotal Primary Competitors</b>		<b>6,095,145</b>	<b>0</b>	<b>819,012</b>	<b>608,171</b>	<b>1,368,608</b>	<b>2,014,012</b>	<b>4,789,882</b>
Remaining Calgary Market		163,858,008	5,821,240	871,794	739,530	1,859,454	77,871	3,564,613
<b>Total Calgary Market</b>		<b>169,953,153</b>	<b>5,821,240</b>	<b>1,690,806</b>	<b>1,347,701</b>	<b>3,228,062</b>	<b>2,091,883</b>	<b>8,354,495</b>

## TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
6600 72 Ave SE	Southeast	498,618	Q4 20	Canadian Tire	-	The Hopewell Group of...
260253 High Plains Way	NE Outlying Calgary	240,800	Q2 21	ConAgra Foods	-	CBRE
293026 Colonel Robertson Way	NE Outlying Calgary	233,405	Q4 21	-	-	JLL;QuadReal
292083 Crosspointe Rd	NE Outlying Calgary	222,300	Q2 21	-	-	The Hopewell Group of...
38 St	Southeast	185,850	Q4 21	Confidential	-	Remington Developme...
4100 Westwinds Dr NE	Northeast	162,250	Q1 21	Metro Logistics	-	Colliers International
11550 Barlow Trl NE	Northeast	159,022	Q2 21	Wal-Mart	-	One Properties
11550 Barlow Trl NE	Northeast	159,022	Q1 21	Metro Logistics	Colliers International	One Properties
5805-5885 51st St SE	Southeast	145,841	Q1 21	X-TremePackaging Servic...	CBRE	CBRE
2731 57th Ave SE	Southeast	112,358	Q1 21	-	-	CBRE
6740 76th Ave SE	Southeast	109,100	Q1 21	William F. White	-	JLL
5730 80 Ave SE	Southeast	105,600	Q4 21	-	Tyler Realty Corp. L...	JLL;Morguard REIT
11 Dufferin Pl SE	Southeast	102,624	Q1 21	-	-	CBRE
4441 76th Ave SE	Southeast	101,910	Q3 21	Easy Trim Reveals Inc	-	JLL
293029 James Way	NE Outlying Calgary	101,130	Q2 21	Bolt Supply House	Cushman & Wakefield	JLL
89 Freeport Blvd NE	Northeast	77,589	Q1 21	-	-	CBRE
4660-4770 68 Ave SE	Southeast	67,750	Q3 21	MTE Logistix	-	QuadReal
5543 72nd Ave SE	Southeast	67,488	Q1 21	-	-	-
2308-2360 Portland St SE	South Central	64,716	Q1 21	Hunter Logistics Ltd	Cypress Real Estate...	Colliers International;M...
8655 38 St NE	Northeast	60,234	Q2 21	-	-	Trivest Realty Advisor...
2500-2590 61st Ave SE	Southeast	60,000	Q1 21	North Country Tire Distrib...	CBRE	Morguard REIT
261106 Wagon Wheel Cres	NE Outlying Calgary	58,945	Q1 21	-	-	CBRE
7902-7944 10th St NE *	Northeast	51,528	Q2 21	Attabotics	-	Barclay Street Real Est...
85 Freeport Blvd NE *	Northeast	50,000	Q1 21	-	-	CBRE
250 Aero Link NE	Northeast	45,719	Q4 21	-	-	JLL
4221 23B St NE	Northeast	42,584	Q2 21	-	-	Colliers International
2323 22 St NE	Northeast	41,827	Q4 21	-	-	CBRE
10 Stonehill Pl NE	Northeast	40,124	Q4 21	-	-	One Properties
3636 11A St SE	South Central	39,975	Q1 21	-	-	CBRE
5500 64 St SE	Southeast	39,966	Q3 21	Exro Technologies	Colliers International	York Realty
8428 Shepard Rd SE	Southeast	38,944	Q4 21	-	-	Barclay Street Real Est...
4215 12th St NE	Northeast	38,935	Q1 21	-	-	York Realty
1626-1881 120 Ave NE	Northeast	38,244	Q4 21	-	-	One Properties
1315 73rd Ave SE	South Central	37,645	Q2 21	Sport House	-	Cushman & Wakefield
7803 35th St SE	Southeast	36,174	Q4 21	-	-	JLL
3967 112th Ave SE	Southeast	36,000	Q1 21	-	-	Trivest Realty Advisor...
7100 112th Ave SE *	Southeast	35,087	Q2 21	Gryphon Oilfield Solutions	-	Avison Young
2719 3 Av	Northeast	34,700	Q3 21	-	-	CDNGLOBAL
707 Barlow Trl SE	Northeast	34,026	Q2 21	Isoloc	Cypress Real Estate...	Real Properties Limited
4540 54th Ave SE	Southeast	34,000	Q1 21	-	-	Colliers International

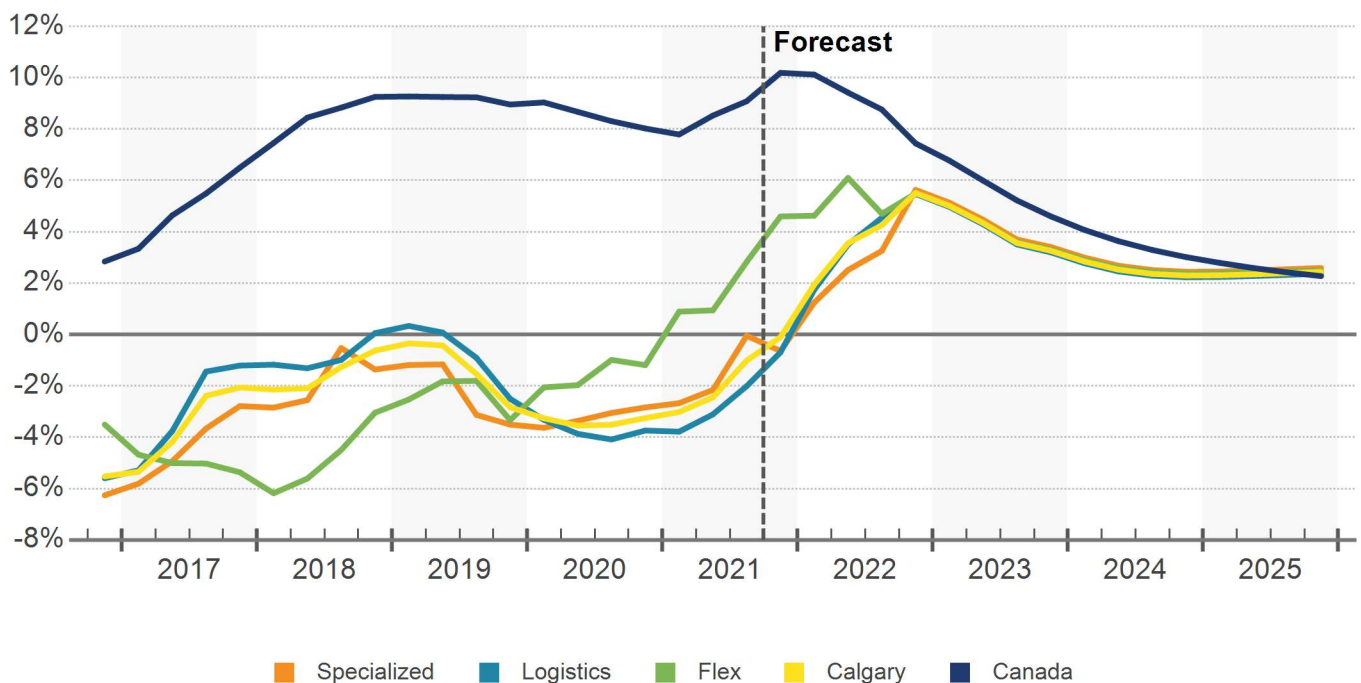
\*Renewal



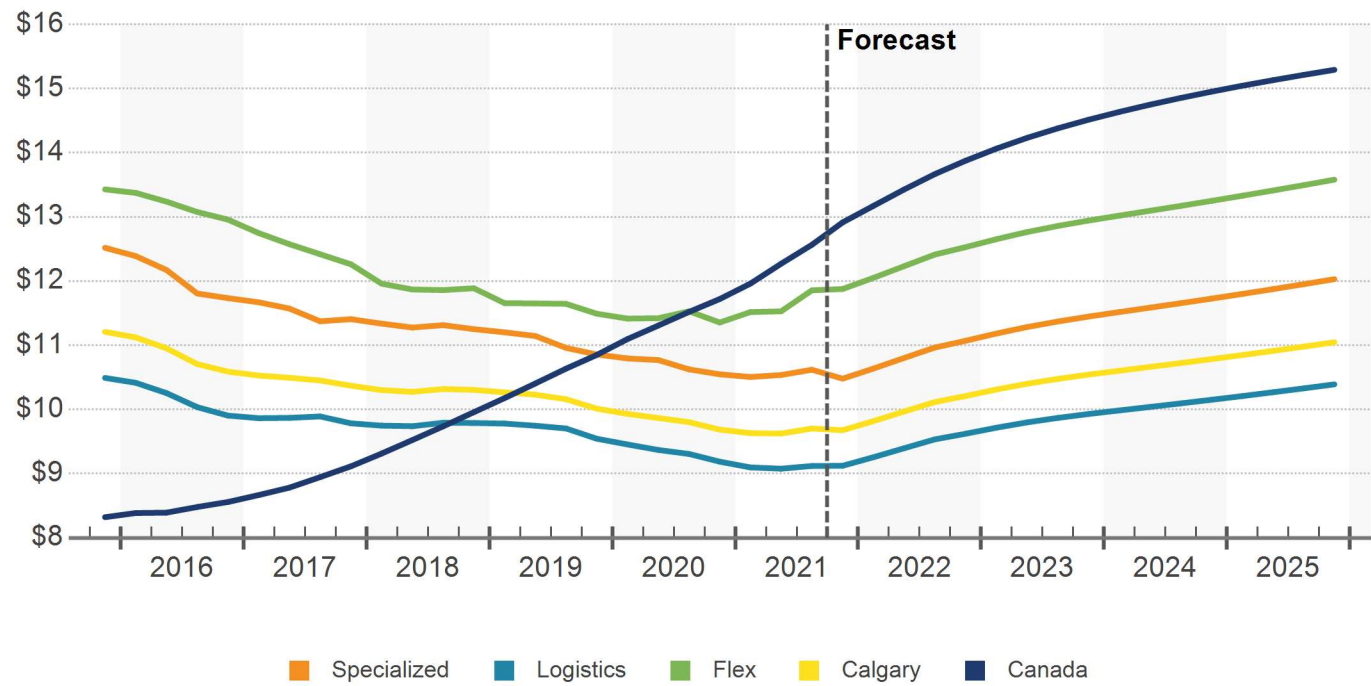
Although industrial rents in Calgary have typically remained below the national average, rents have continued to decline over the past five years. In fact, average rents have fallen by -8.8% over the past five years, or by -2.4% on average per annum. Despite the relatively strong value for money, industrial rents have continued on a downward trend, dropping by -0.3% over the past 12 months to \$9.70/SF. With the exception of Calgary and Edmonton, industrial rents in other major markets have soared, especially in Toronto and Vancouver, where rents have seen annual increases upwards of 12%.

Despite the strong value proposition, industrial rents in Calgary are expected to decline throughout 2021 before returning to positive rental growth by the second half of 2022. With the influx in distribution space throughout 2021, rents in the segment have weakened of late, declining by -1.0% over the past 12 months, while specialized industrial facilities are down -0.5%. Overall, it is expected that all industrial segments will move in tandem and recover at a similar rate throughout 2022, potentially reaching a quarterly, year-over-year, rent rate growth of 6%.

### MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



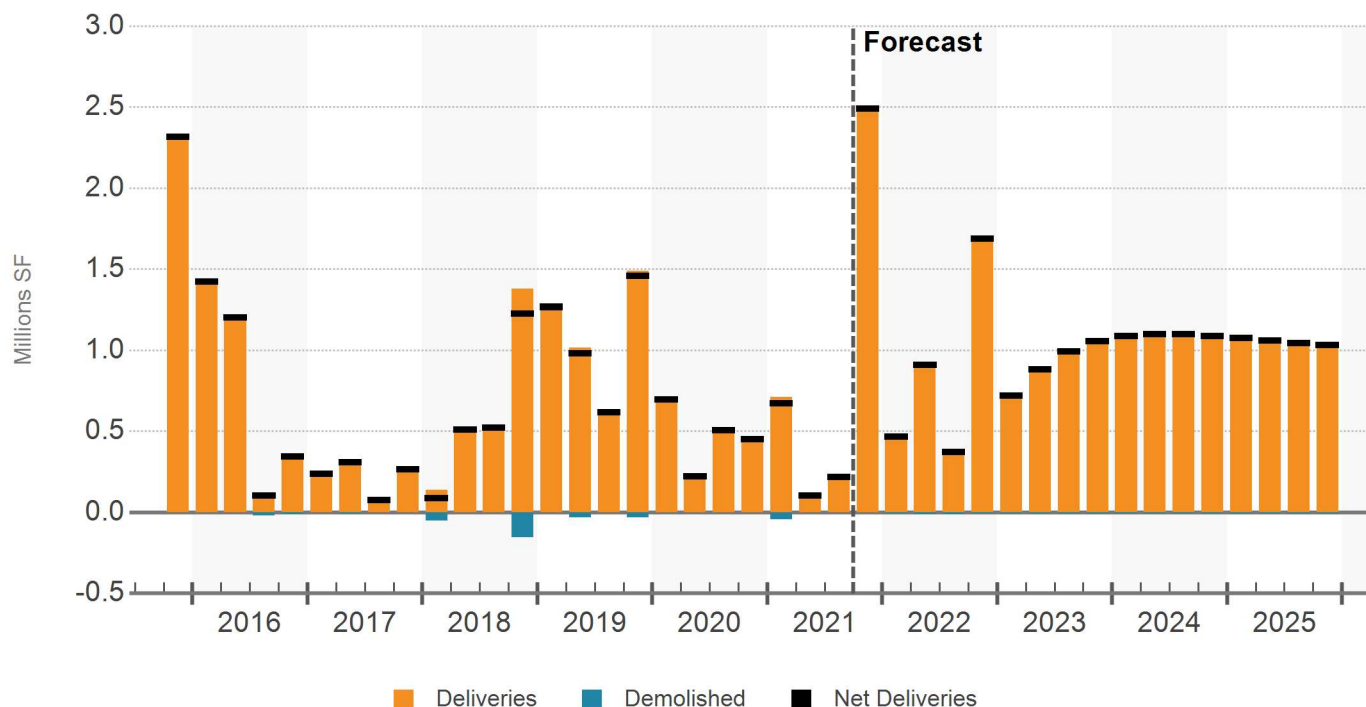
Construction activity in Calgary has remained relatively active over the past five years, averaging 2.3 million SF of net deliveries per annum. Deliveries in 2020 slowed compared to the five-year average, however, was still significant, topping 1.9 million SF. 2021 has recorded 2.5 million to date, the largest of which was Lowe's 1.2M SF building in High Plains Industrial Park.. In fact, the Balzac/NE Outlying submarket has contributed a number of larger buildings over the course of the last year, including 490,000 SF of distribution space in Building 3 at High Plains Industrial Park and Building 2 at Crosspoint Industrial Park, a 200,000 SF distribution building. The tenant list in this area is impressive having attracted groups such as Smucker Foods, The Home Depot, and Graham Tire, Amazon and Lowe's. Additionally, CHEP (Commonwealth Handling Equipment Pool) recently moved into a custom built 150,000 SF building at 261085 High Plains Blvd, in the Spring of 2021, in the quickly growing High Plains Industrial Park.

HF11, a condo building by Enright Capital was also completed in 2021. The building is located at 5035 11th St. SE, and offers bays sizes starting at 4,000 SF, with asking rates of \$250/SF. As of December 2021, the building appeared to be 80% sold with new owners that include Royal Flush, Gradient Vodka Soda, Crave and AQOutdoors.

Currently, Calgary has 3.8 million SF of industrial assets under construction. Of the 17 projects currently under construction, the largest project involves 1.2 million SF in the Dufferin area of south Calgary, at 6635 106th Ave. SE. The property is adjacent to CP and the CPR Intermodal Terminal. Other tenants recently located in the Dufferin North Industrial Park area include Home Depot, Canadian Tire and most recently Sofina Foods who recently completed their 304,000 SF building on 30 acres and is considered state-of-the-art, allowing Sofina to add 50 employees to the existing 500. In all, five projects above 250,000 SF of building area are underway, while the remaining projects are primarily custom builds and condo flex developments.

An additional 34 properties are in the proposal stage across the Calgary metro area, totaling 3.5M SF. The largest of these proposed projects involves 990,000 SF building located at the corner of 144th Avenue NE and Range Road 293 at Interlink Logistics Park where another two buildings are also proposed measuring 264,000 and 158,000 SF. In all the average building size for the 34 projects is approximately 100,000 SF, with developments ranging from 2,200 SF to the 990,000 mentioned above.

### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Southeast	7	2,144	1,675	78.1%	5	50,024	306,228	2
2	NE Outlying Calgary	4	1,412	164	11.6%	6	107,645	352,938	1
3	Northeast	3	203	193	95.1%	4	46,033	67,672	3
4	Strathmore	1	38	38	100%	1	10,708	38,000	4
5	SE Outlying Calgary	1	13	13	100%	1	30,637	13,099	5
6	Wheatland County	1	10	10	100%	1	72,547	10,000	6
7	Airdrie	0	-	-	-	-	29,284	-	-
8	Black Diamond	0	-	-	-	-	11,726	-	-
9	Foothills No 31	0	-	-	-	-	15,179	-	-
10	High River	0	-	-	-	-	19,046	-	-
	All Other	0	-	-	-		25,153	-	
Totals		17	3,819	2,093	54.8%		39,867	224,674	

## Calgary Industrial

## UNDER CONSTRUCTION PROPERTIES



CMS Real Estate Ltd.



# Under Construction Properties

Calgary Industrial

## UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8	<b>Building 5</b> 79 Freeport Cres NE	★★★★★	172,150	1	Apr. 2021	Jun. 2022	Enright Capital Ltd BentallGreenOak
9	<b>Canal108 Building 2</b> 7405 108 Ave SE	★★★★☆	131,350	1	Jun. 2021	Mar. 2022	- Enright Capital Ltd
10	<b>10660 50 St SE</b>	★★★★☆	105,000	2	Jan. 2021	Apr. 2022	Dawson Wallace Construction Ltd -
11	<b>Apex at Eastlake - Buildi...</b> 5250 110th Ave SE	★★★★☆	91,869	2	Dec. 2020	Jan. 2022	Beedie Development Beedie
12	<b>6921 107 Av SE</b>	★★★★☆	46,500	2	May. 2021	May. 2022	- ICM Asset Management
13	<b>147 Orchard Park Rd</b>	★★★★☆	38,000	1	Dec. 2020	Jan. 2022	- -
14	<b>10830 42 St NE</b>	★★★★☆	19,700	1	Jun. 2021	Feb. 2022	- -
15	<b>234075 Wrangler Rd</b>	★★★★☆	13,099	1	Jun. 2021	Jun. 2022	- -
16	<b>10960 42 St NE</b>	★★★★☆	11,167	1	Mar. 2021	Mar. 2022	- -
17	<b>1 Durum Rd</b>	★★★★☆	10,000	2	Dec. 2020	Mar. 2022	- -

Industrial sales activity has been relatively robust over the past three years, averaging \$695 million per annum. 2019 was particularly strong, with \$887 million of industrial assets trading hands. After a tremendous year in 2019, sales activity dropped by 57% in 2020 to \$380 million. Sales activity have rebounded well in 2021 to date, already recording \$687 million in overall investment.

After a stellar 2019, 2020 was expected to see further deal volume but saw many investors take a step back on acquiring assets as a result of the pandemic. In fact, the largest transactions in Calgary were part of national portfolios that had Alberta components. Americold Realty Trust acquired 10401 46th St. SE (\$55M, 229K SF) as part of a larger cold storage portfolio from Brookfield Asset Management while Equinix acquired 5300 86th Ave. SE (\$30.3M, 170K SF) as part of a four-property data centre portfolio.

Americold executed their transaction as a part of a larger portfolio sale to expand its presence in the Canadian market while BCE decided to offload 13 of its 25 data centres for a total cost of just over \$1 billion.

Telecommunications giant, TELUS was also active in the investment market in 2020, acquiring 2930 Centre Ave. NE from York Realty Inc. for \$24.4 million, or \$213/SF. Shortly after this sale, Triovest Capital was able to finalize a portfolio sale involving two sites at 85-89 Freeport Blvd. NE to Skyline Commercial REIT in April. Sold for \$23.8 million, or \$115/SF, the combined 207,700 SF of industrial space is strategically located next to the Calgary International Airport. Overall, the average transaction cap rate over 2020 was 7.2%.

Significant 2021-to-date activity has included the sale of 6600 72nd Ave SE, where Skyline Commercial REIT acquired a 500,000 SF, single tenant distribution centre for \$67M, or \$134/SF. The building is currently fully occupied by Canadian Tire and marks Skyline's seventh acquisition in the Calgary market where they have focused on acquiring 'best-in-class' distribution and logistics centres. Newly constructed distribution properties are popular with larger investors looking to

diversify their portfolios, as seen by Concert who acquired the 1.2M SF Lowe's building in the High Plains Industrial Park for \$133.8M, or \$109/SF, adding to a similar transaction they completed in Montreal earlier this year.

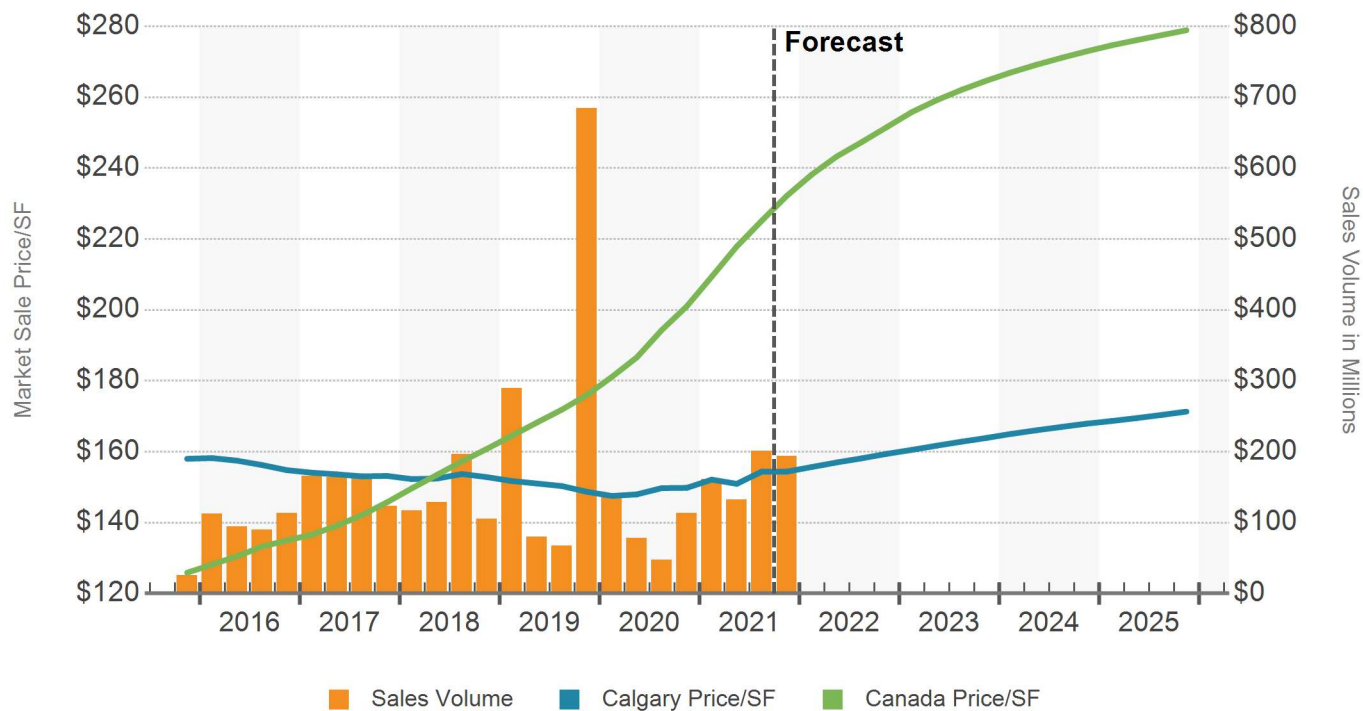
In June, Aligroup Properties, a Toronto firm, acquired a 142,000 SF building at 705 East Lake Rd., NE, in Airdrie. The building traded for \$11.25 million, representing a price per square foot of \$79. The building had been available on a sublease basis until the end of July 2021. Previously, the Vendor had operated their business, Palliser Furniture from the property. It is our understanding that an Aligroup affiliate, SuperPufft Snacks would be utilizing the building for their own use.

Other noteworthy 2021 activity includes William F White (WFW) expanding operations in the Calgary market. They marked their entrance into the Calgary market with a 109,000 square feet lease at 6740 76th Avenue SE, in March 2021, where asking rates had been \$12 per square foot, and the acquisition of 5616 80th Avenue SE, an 87,750 SF building in April 2021. The building was acquired for \$9.7 million, or \$111 per square foot. WFW works in Canada's film and television industry, an industry that the Calgary region continues to court in order to attract investments from firms such as WFW.

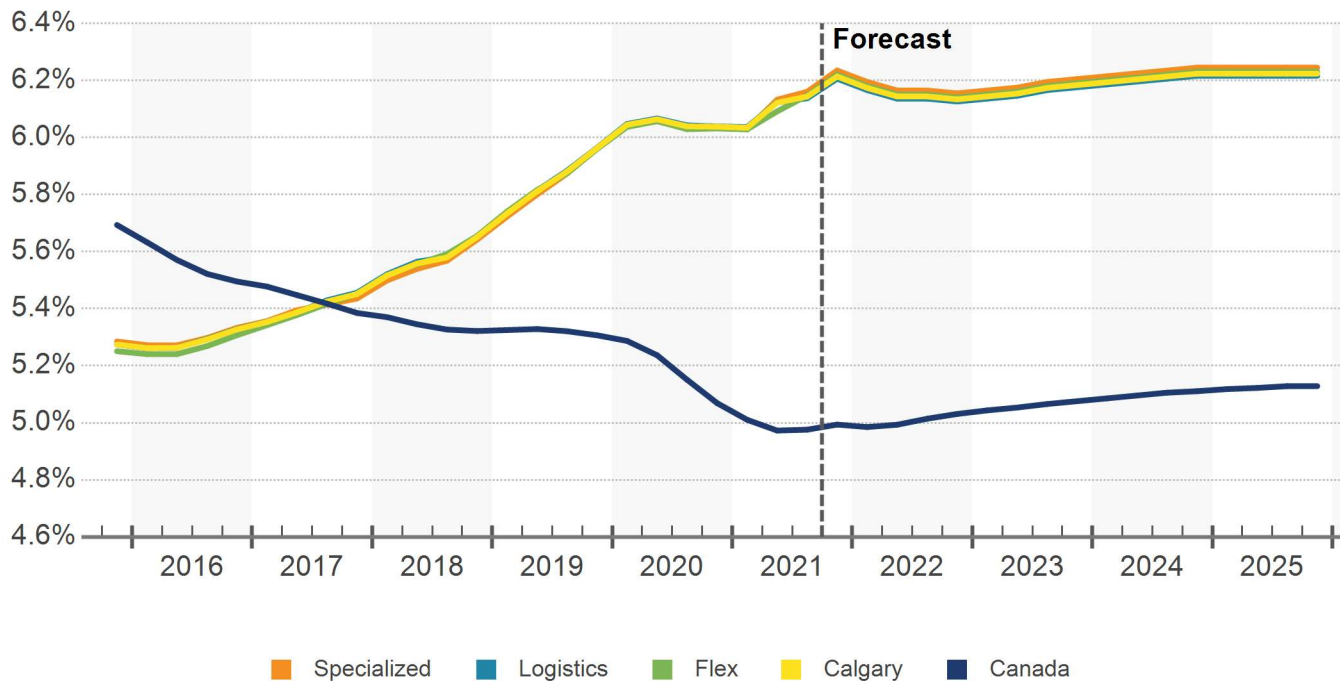
Even though sales activity had been strong prior to the pandemic, average market prices have been on the decline. Average market prices were \$161/SF at the beginning of 2015, however, has declined to a current rate of \$154/SF. Just in the past year, average market prices have declined by 2.7% as a result of continuous amounts of space being added to the market along with a substantial amount of new industrial space on its way.

Deal volume is expected to remain steady throughout 2021, however, will likely see market prices regain momentum by the beginning of 2022. Until the pandemic subsides entirely, some investors may be hesitant to acquire assets, while others may see the current conditions as an opportunity to acquire larger assets given the positive outlook of the industrial market in Calgary.

### SALES VOLUME & MARKET SALE PRICE PER SF



### MARKET CAP RATE



# Sales Past 12 Months

Calgary Industrial

Sale Comparables

197

Avg. Cap Rate

6.2%

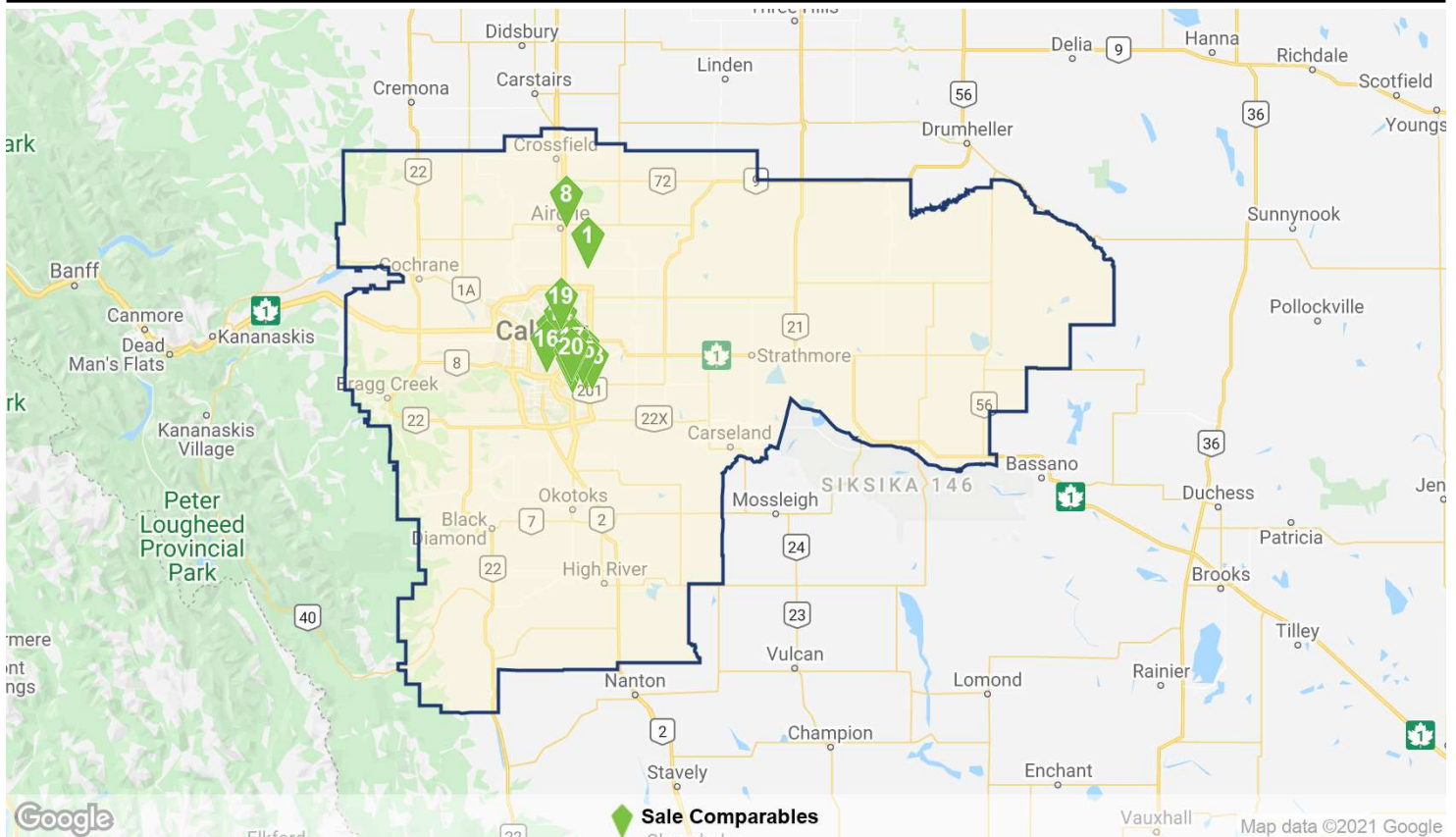
Avg. Price/SF

\$135

Avg. Vacancy At Sale

9.2%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$550,000	\$6,745,330	\$3,113,761	\$133,800,000
Price/SF	\$35	\$135	\$179	\$590
Cap Rate	5.1%	6.2%	6.4%	7.0%
Time Since Sale in Months	0.1	6.1	6.4	11.5
Property Attributes	Low	Average	Median	High
Building SF	2,100	49,635	19,950	1,230,000
Ceiling Height	10'	21'8"	21'	36'
Docks	0	3	0	78
Vacancy Rate At Sale	0%	9.2%	0%	100%
Year Built	1911	1988	1988	2021
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.4	★ ★ ★ ★ ★	★ ★ ★ ★ ★

# Sales Past 12 Months

Calgary Industrial

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
<b>1</b> Lowe's 111 Lowes Rd	★★★★★	2021	1,230,000	0%	2021-11-16	\$133,800,000	\$109	-
<b>2</b> South Calgary Distributi... 6600 72 Ave SE	★★★★★	2019	498,618	0%	2021-07-12	\$67,000,000	\$134	-
<b>3</b> Valard 10774 42nd St SE	★★★★★	2009	162,724	0%	2021-09-07	\$32,186,000	\$198	-
<b>4</b> Barlow Centre 4640-4888 72nd Ave SE	★★★★★	1990	245,500	0%	2021-02-09	\$24,000,000	\$98	-
<b>5</b> 5555 78th Ave SE	★★★★★	1996	148,132	0%	2021-07-29	\$19,397,122	\$131	-
<b>6</b> 10490 72nd St SE	★★★★★	2017	29,658	0%	2021-01-15	\$17,500,000	\$590	-
<b>7</b> 4333 46th Ave SE	★★★★★	1998	104,065	0%	2021-10-20	\$15,250,000	\$147	-
<b>8</b> 705 East Lake Rd NE	★★★★★	1991	141,500	100%	2021-06-18	\$11,250,000	\$80	-
<b>9</b> 3039 Ogden Rd SE	★★★★★	-	39,836	0%	2021-03-02	\$10,500,000	\$264	-
<b>10</b> 4300 50th Ave SE	★★★★★	1977	128,866	0%	2021-06-11	\$10,109,999	\$78	-
<b>11</b> 5616 80th Ave SE	★★★★★	1997	87,743	0%	2021-04-06	\$9,700,000	\$111	-
<b>12</b> 6285 76th Ave SE	★★★★★	2013	54,661	0%	2021-08-31	\$9,600,000	\$176	-
<b>13</b> 72 Technology Way SE	★★★★★	2012	50,108	0%	2021-02-22	\$9,400,000	\$188	-
<b>14</b> 2015 Centre Ave SE	★★★★★	1967	110,585	0%	2021-05-20	\$8,290,000	\$75	-
<b>15</b> 8625 68th St SE	★★★★★	1981	29,642	0%	2021-08-07	\$8,225,000	\$277	-
<b>16</b> 6130 4th St SE	★★★★★	1971	66,000	0%	2021-07-05	\$8,000,000	\$121	-
<b>17</b> 4545 54th Ave SE	★★★★★	1980	93,713	0%	2021-07-29	\$7,700,000	\$82	-
<b>18</b> 9016 40th St SE	★★★★★	1982	16,400	0%	2021-01-06	\$7,500,000	\$457	-
<b>19</b> 3651 23rd St NE	★★★★★	1976	46,080	0%	2021-03-22	\$7,100,000	\$154	-
<b>20</b> 4440 78th Ave SE	★★★★★	1978	65,000	0%	2021-11-20	\$7,000,000	\$108	-



The coronavirus pandemic hit an already reeling Alberta economy quite hard in 2020 with both Edmonton and Calgary seeing large GDP declines of 8.9% and 9.4% respectively during the year. This decline was far worse than in Vancouver and Toronto, at -4.1% and -4.3%, respectively.

The province was dealt another setback in early 2021 when President Biden cancelled the expansion of the Keystone XL pipeline on his first day in office. This resulted in another setback to those who lost their jobs and severely impacted future job creation and tax revenue for Alberta and Canada as a whole. However, the 710-mile Trans Mountain Pipeline, connecting Alberta with the Pacific Coast will help the province's long-term prospects, once built.

The cancellation of the Keystone XL pipeline has forced the province to weigh the prospects of its ailing oil and gas industry as the spotlight moves to a lower-carbon energy future. This was addressed in the budget for 2021, with priorities identified to diversify the provincial economy away from the energy sector. For instance, investment in rail lines continues as the government prioritizes developing Alberta into a logistics hub for goods. Furthermore, the budget includes examining a railway and resource corridor that would link Alberta and Alaska.

Governments at all levels have been extremely proactive in their attempts to help businesses and residents make ends meet in these trying times, introducing wage subsidies for companies impacted, unemployment benefits for individuals impacted, and corporate loan guarantees, among other actions. The Bank of Canada lowered, and has maintained, its key interest rate to 0.25% with no plans to adjust it further until employment and the economy recover, estimated to be in the latter half of 2022.

The province has also updated its fiscal plan, which will result in the province embarking on the largest infrastructure spending in its history. The fiscal plan also expedited the corporate tax cut down to 8%, from 10%, a year and a half ahead of schedule. On the revenue side, in January 2021 the province revised its WTI oil price outlook to USD \$46/barrel for 2021-2022, however, it should be noted that WTI oil prices have been trading around the USD \$70/barrel mark, since June 2021.

In further efforts to diversify the provincial economy away from the energy sector, the plan also directed \$175

million into the Alberta Enterprise Corporation to provide capital to startups, offering incentives to the tech sector, which can take advantage of Alberta's highly educated workforce and exceptionally low office rents when compared to Vancouver and Toronto.

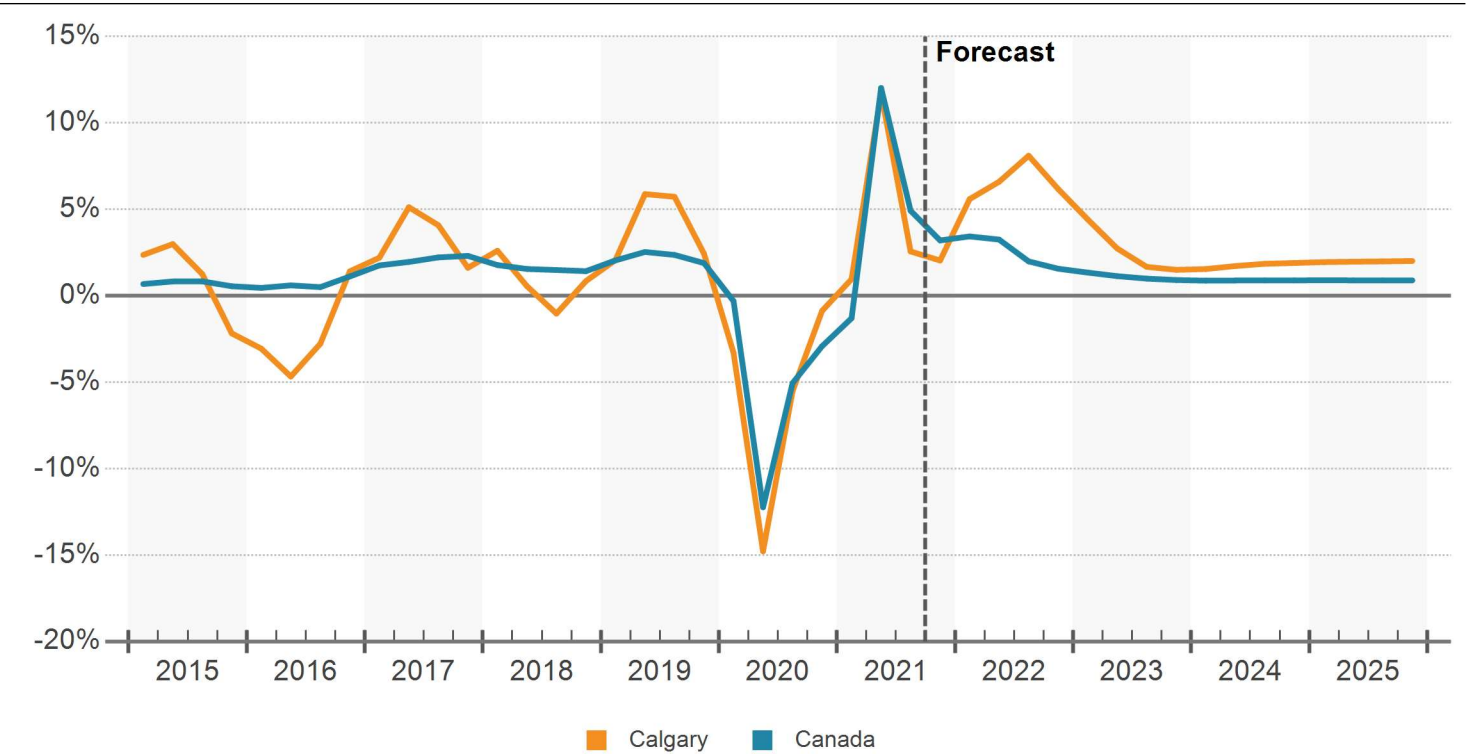
Prior to the outbreak, the province was dealing with one of the highest unemployment rates in the country at 7.2% in February 2020, and that had risen dramatically to 15.5% as of June 2020. The province has made tremendous progress on the labour front of late, with the unemployment rate at 8.5% as of July 2021 and falling again to 7.9% in August. Retail, restaurant, and tourism employees were the first group to be hit and will ultimately be hit the hardest. Industrial and office employment remain the least affected and some operations have even ramped up hiring over the course of the last six months. Retailers will struggle to find employees going forward as many have now transitioned to new industries while others seem content to remain on the sideline, for the time being.

With the province dealing with another wave of covid cases in September, recovery from the pandemic has taken a step back after the high expectations in early July. Vaccine passports and additional strict measures for those who don't take part now are now in place as are vaccine incentives, all of which should assist in improving the current situation going forward.

The public sector has faced its own set of challenges, although those appeared to have eased somewhat in early 2021, the result of global oil prices strengthening, lower unemployment, and increased exports. Major infrastructure projects, like Calgary's Green Line LRT project and the City of Edmonton's LRT expansion project, will become major challenges but will also induce economic activity. There is no doubt that the mayors of both cities will have to continue to look for economic efficiencies without impacting the most vulnerable and those still affected by the economic challenges present in the province.

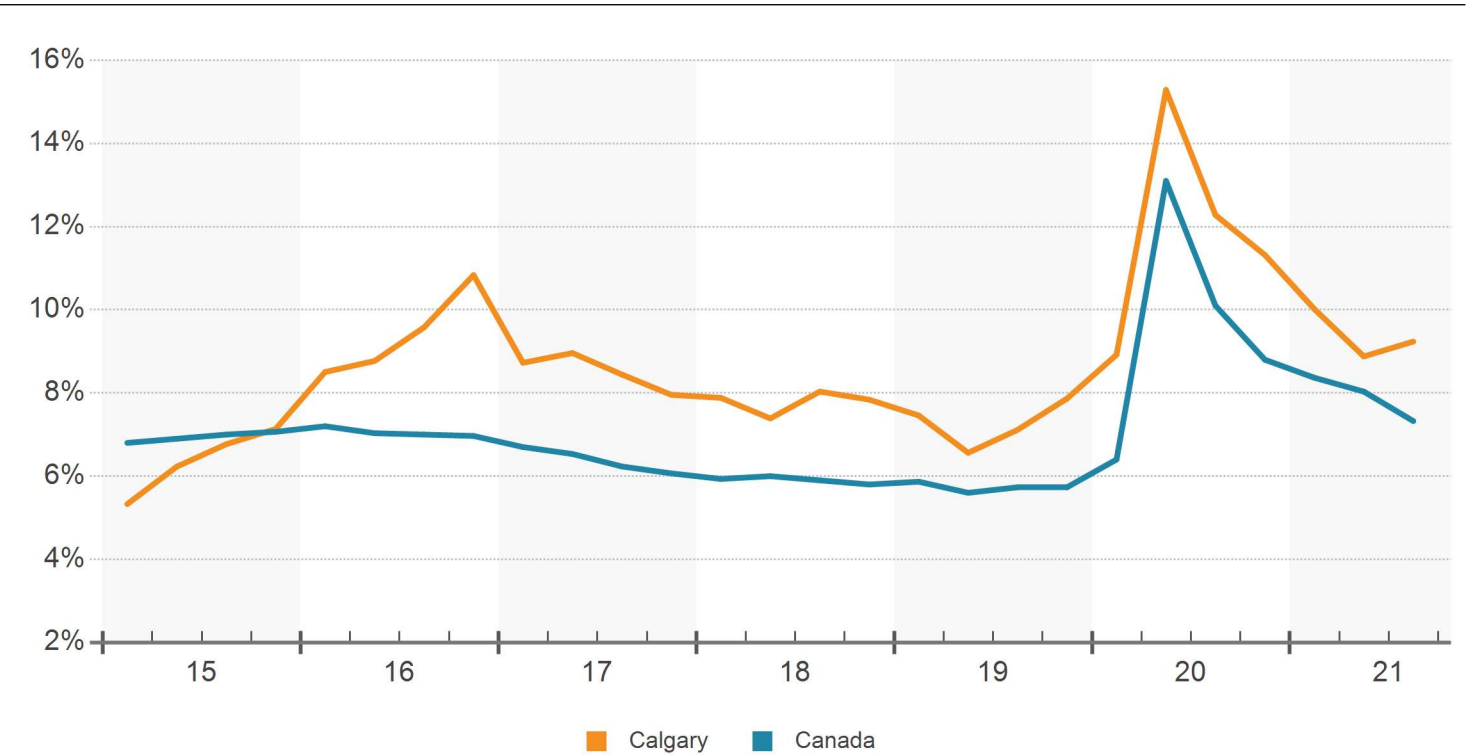
Looking ahead, the economy in Alberta will struggle, even as oil prices and production stabilize. Climate related policy will be an ongoing challenge for the energy sector in Alberta as the industry must reduce its impact while at the same time supporting a case for additional pipelines. Significant investment will be required to meet emissions targets, investment that will be scrutinized as the world continues to shift toward more sustainable options.

JOB GROWTH (YOY)

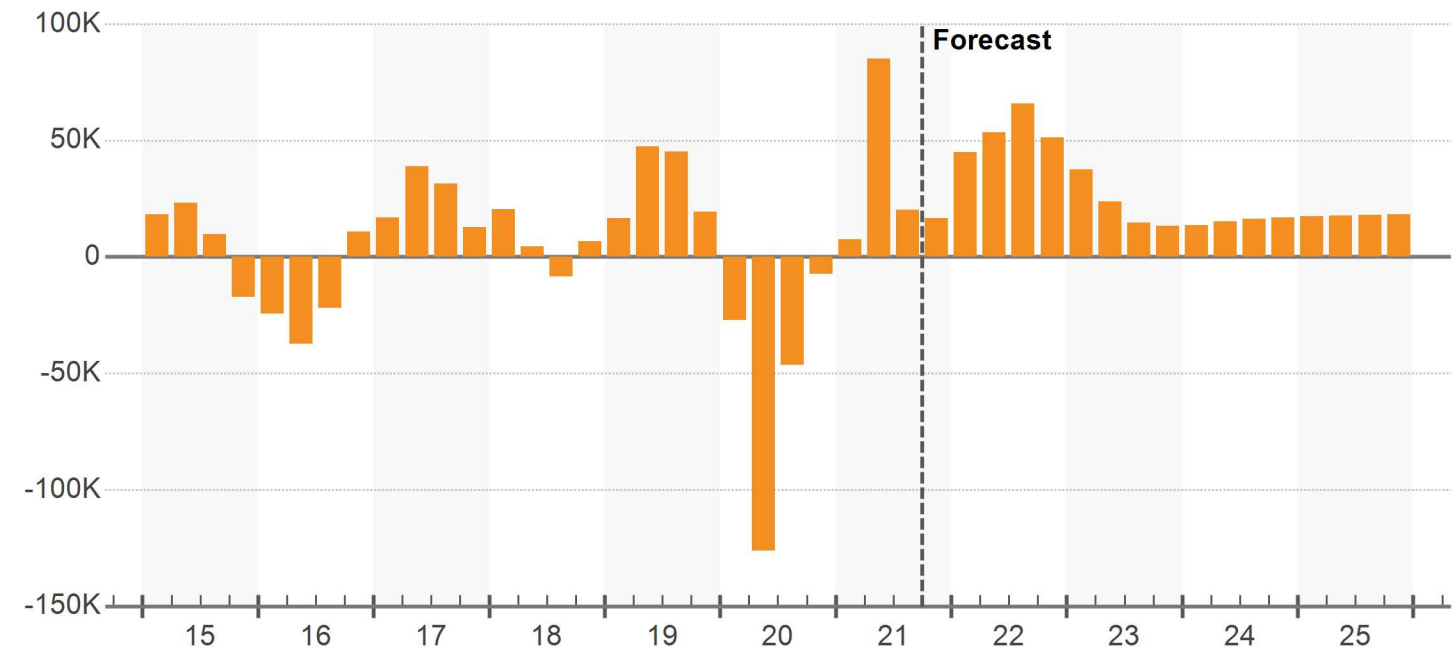


Source: Oxford Economics

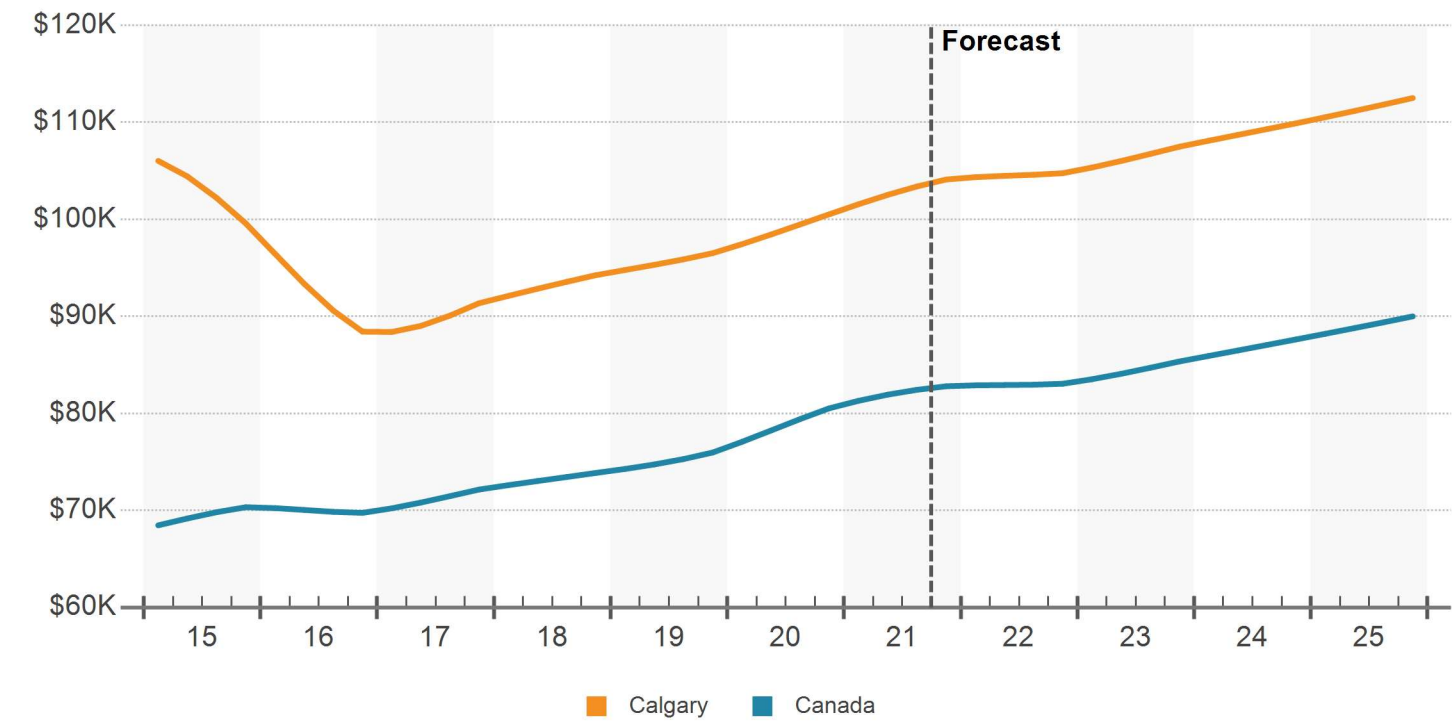
UNEMPLOYMENT RATE (%)



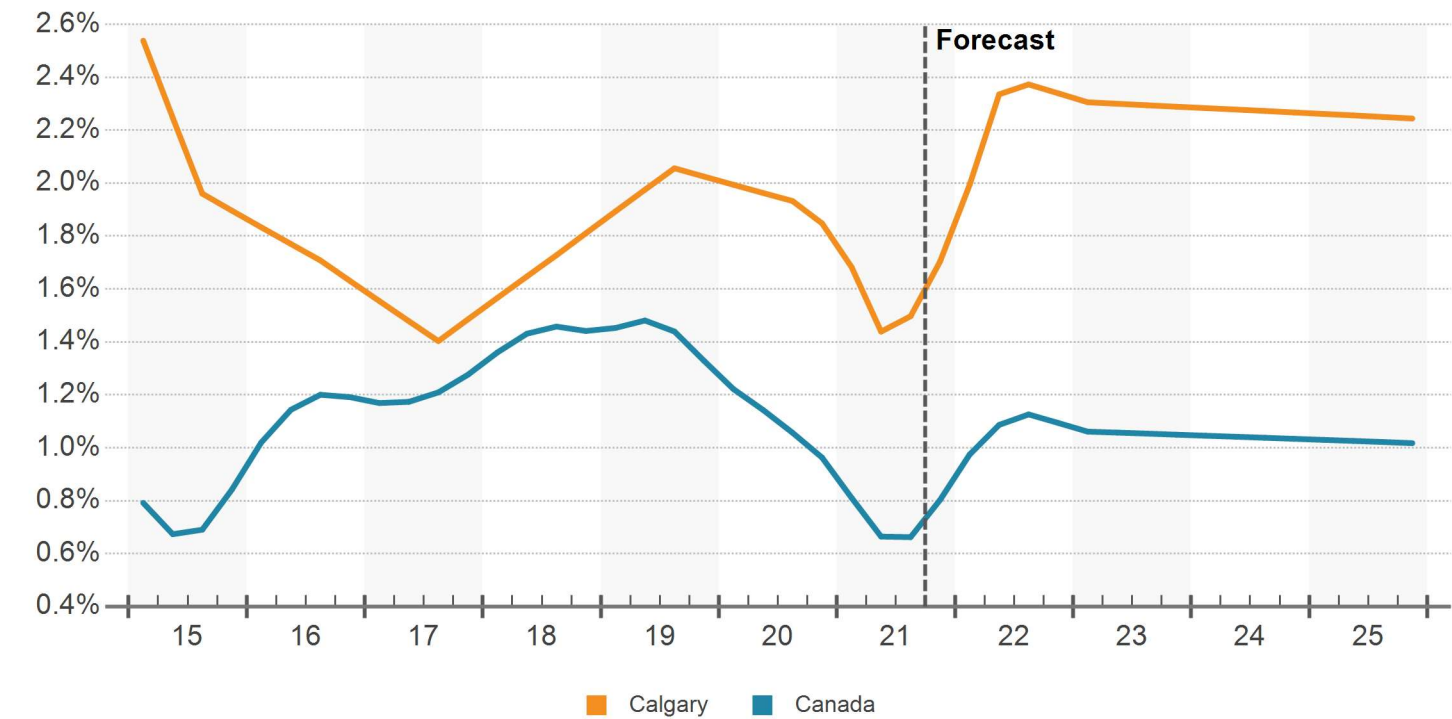
NET EMPLOYMENT CHANGE (YOY)



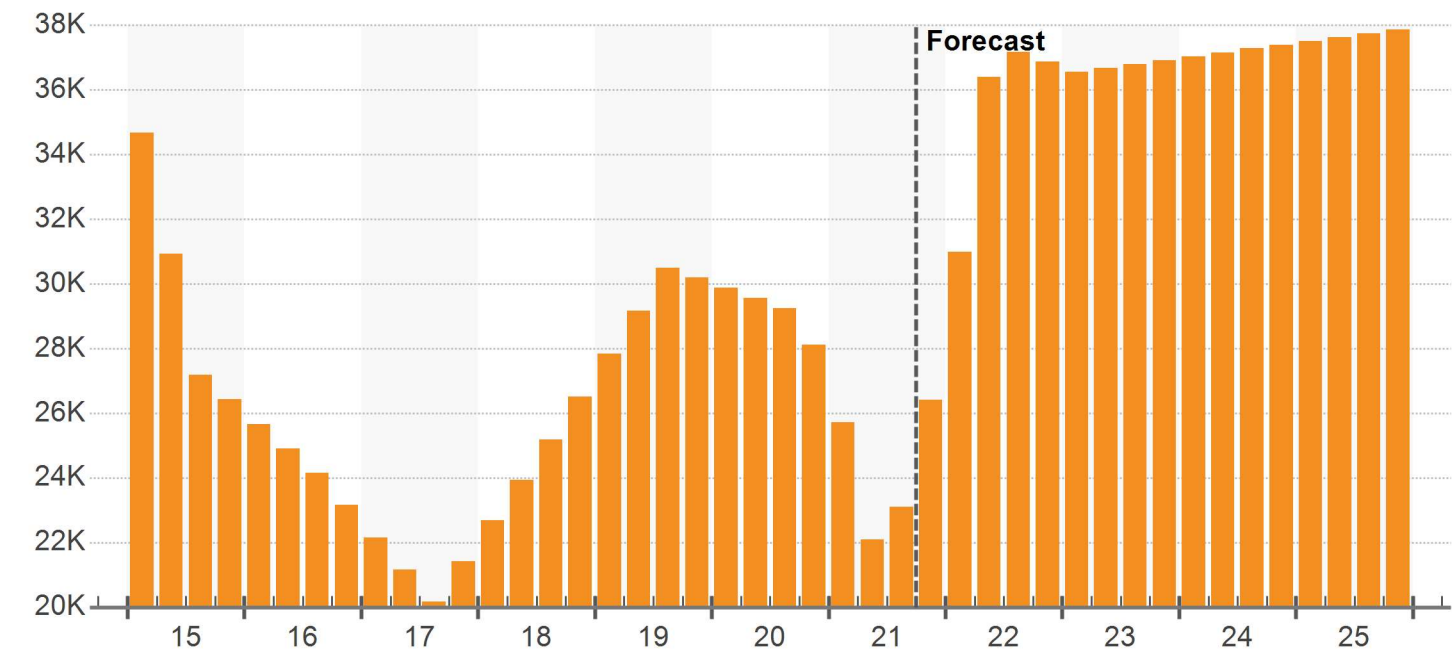
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)

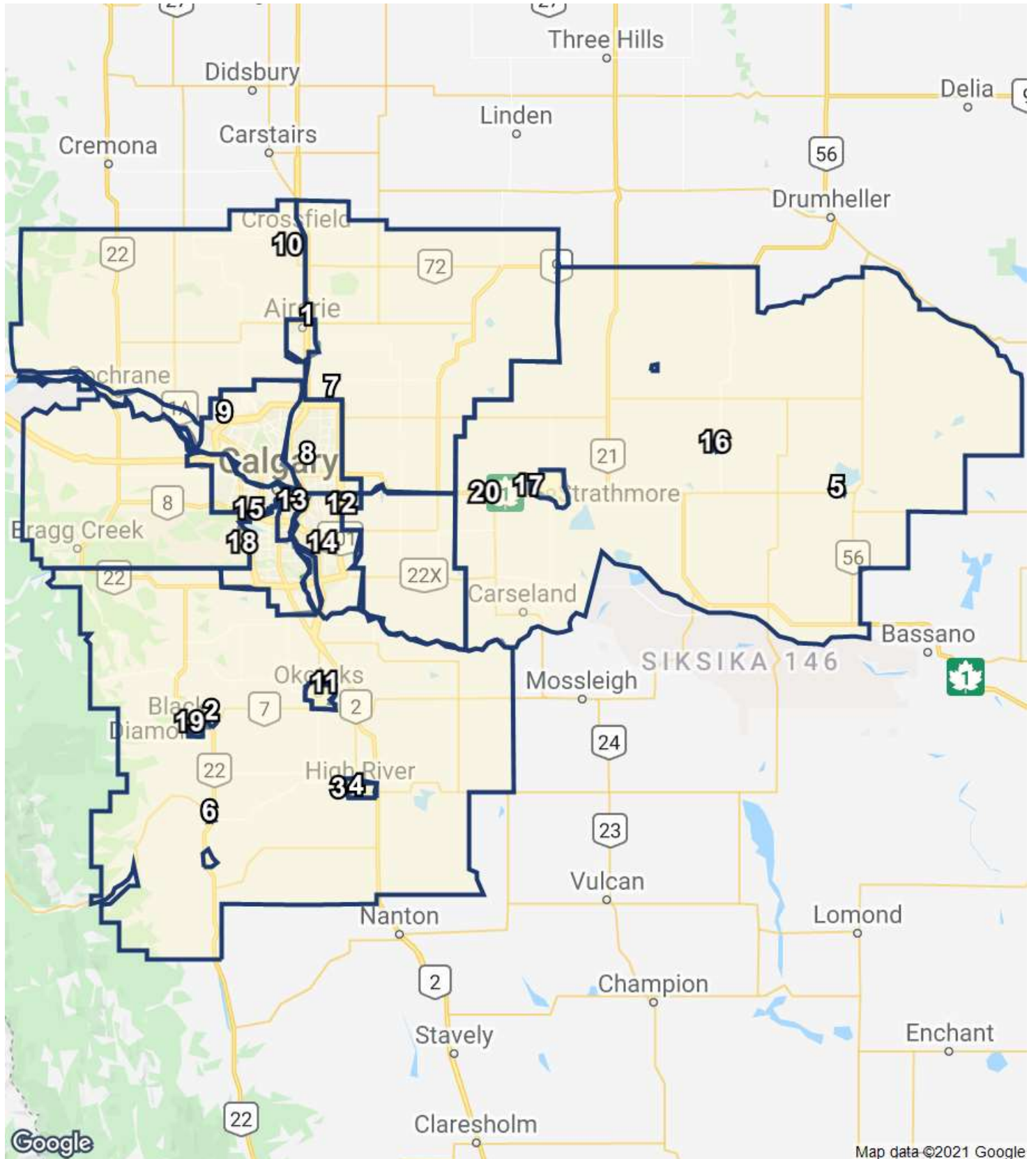


NET POPULATION CHANGE (YOY)



## Submarkets

## CALGARY SUBMARKETS





### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Airdrie	183	5,359	3.2%	5	2	109	2.0%	3	0	-	-	-
2	Black Diamond	12	141	0.1%	17	0	0	0%	-	0	-	-	-
3	Foothills No 31	87	1,321	0.8%	11	0	0	0%	-	0	-	-	-
4	High River	40	762	0.4%	13	0	0	0%	-	0	-	-	-
5	Hussar	6	126	0.1%	18	0	0	0%	-	0	-	-	-
6	Longview	2	10	0%	20	0	0	0%	-	0	-	-	-
7	NE Outlying Calgary	106	11,410	6.7%	4	8	2,063	18.1%	1	4	1,412	12.4%	2
8	Northeast	1,014	46,677	27.5%	2	8	235	0.5%	2	3	203	0.4%	3
9	Northwest	52	1,414	0.8%	10	0	0	0%	-	0	-	-	-
10	NW Outlying Calgary	92	1,977	1.2%	8	0	0	0%	-	0	-	-	-
11	Okotoks	67	556	0.3%	15	0	0	0%	-	0	-	-	-
12	SE Outlying Calgary	154	4,718	2.8%	6	1	14	0.3%	6	1	13	0.3%	5
13	South Central	846	23,988	14.1%	3	1	90	0.4%	4	0	-	-	-
14	Southeast	1,308	65,431	38.5%	1	3	42	0.1%	5	7	2,144	3.3%	1
15	Southwest	93	2,187	1.3%	7	0	0	0%	-	0	-	-	-
16	Standard	16	312	0.2%	16	0	0	0%	-	0	-	-	-
17	Strathmore	69	739	0.4%	14	0	0	0%	-	1	38	5.1%	4
18	SW Outlying Calgary	77	1,286	0.8%	12	0	0	0%	-	0	-	-	-
19	Turner Valley	19	87	0.1%	19	0	0	0%	-	0	-	-	-
20	Wheatland County	20	1,451	0.9%	9	0	0	0%	-	1	10	0.7%	6

### SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airdrie	\$11.24	7	-0.2%	8	-2.0%	12
2	Black Diamond	\$11.47	5	1.4%	1	-0.3%	3
3	Foothills No 31	\$10.44	14	-0.7%	16	-1.4%	10
4	High River	\$10.34	15	0.1%	4	-3.0%	16
5	Hussar	\$10.95	8	-	-	-	-
6	Longview	\$10.65	12	-2.1%	19	3.1%	1
7	NE Outlying Calgary	\$8.79	20	-0.3%	10	-2.4%	14
8	Northeast	\$9.67	17	-0.1%	6	-0.7%	5
9	Northwest	\$11.69	4	1.1%	2	-3.3%	17
10	NW Outlying Calgary	\$9.59	18	-0.7%	15	-0.9%	7
11	Okotoks	\$12.63	2	-0.6%	14	-0.8%	6
12	SE Outlying Calgary	\$11.35	6	-0.9%	17	-0.9%	8
13	South Central	\$9.72	16	-0.2%	7	-0.5%	4
14	Southeast	\$9.30	19	-0.5%	11	-1.6%	11
15	Southwest	\$12.04	3	0.6%	3	-1.0%	9
16	Standard	\$10.94	9	-0.5%	12	-4.7%	19
17	Strathmore	\$10.78	11	-0.3%	9	-2.9%	15
18	SW Outlying Calgary	\$13.49	1	0%	5	-2.1%	13
19	Turner Valley	\$10.51	13	-2.0%	18	2.7%	2
20	Wheatland County	\$10.88	10	-0.6%	13	-4.6%	18

### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airdrie	277,000	5.2%	13	205,902	3.8%	5	0.5
2	Black Diamond	-	-	-	1,543	1.1%	13	-
3	Foothills No 31	73,344	5.6%	14	20,838	1.6%	9	-
4	High River	15,000	2.0%	4	(15,000)	-2.0%	20	-
5	Hussar	-	-	-	0	0%	-	-
6	Longview	-	-	-	0	0%	-	-
7	NE Outlying Calgary	400,980	3.5%	10	2,671,355	23.4%	2	0.8
8	Northeast	2,014,167	4.3%	12	2,048,500	4.4%	3	0.1
9	Northwest	30,068	2.1%	5	49,249	3.5%	7	-
10	NW Outlying Calgary	25,618	1.3%	3	6,658	0.3%	11	-
11	Okotoks	14,094	2.5%	7	20,901	3.8%	8	-
12	SE Outlying Calgary	175,069	3.7%	11	83,185	1.8%	6	0.2
13	South Central	636,813	2.7%	8	489,893	2.0%	4	0.2
14	Southeast	2,115,346	3.2%	9	2,750,973	4.2%	1	0
15	Southwest	12,476	0.6%	2	17,509	0.8%	10	-
16	Standard	-	-	-	0	0%	-	-
17	Strathmore	1,790	0.2%	1	1,867	0.3%	12	-
18	SW Outlying Calgary	29,475	2.3%	6	1,124	0.1%	14	-
19	Turner Valley	-	-	-	0	0%	-	-
20	Wheatland County	-	-	-	0	0%	-	-

### OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	186,648,596	4,204,901	2.3%	3,700,261	2.0%	1.1
2024	182,443,695	4,372,504	2.5%	3,864,357	2.1%	1.1
2023	178,071,191	3,646,332	2.1%	3,675,410	2.1%	1.0
2022	174,424,859	3,432,957	2.0%	4,324,956	2.5%	0.8
2021	170,991,902	3,480,720	2.1%	8,815,633	5.2%	0.4
YTD	169,953,153	2,441,971	1.5%	8,358,452	4.9%	0.3
2020	167,511,182	1,870,702	1.1%	2,101,449	1.3%	0.9
2019	165,640,480	4,331,200	2.7%	1,129,871	0.7%	3.8
2018	161,309,280	2,388,174	1.5%	3,848,194	2.4%	0.6
2017	158,921,106	887,152	0.6%	3,094,395	1.9%	0.3
2016	158,033,954	3,067,946	2.0%	355,280	0.2%	8.6
2015	154,966,008	-	-	281,860	0.2%	-

### SPECIALISED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	38,932,380	289,677	0.7%	259,590	0.7%	1.1
2024	38,642,703	301,821	0.8%	261,595	0.7%	1.2
2023	38,340,882	250,319	0.7%	259,711	0.7%	1.0
2022	38,090,563	61,613	0.2%	146,441	0.4%	0.4
2021	38,028,950	545,753	1.5%	1,606,360	4.2%	0.3
YTD	37,722,950	239,753	0.6%	1,362,853	3.6%	0.2
2020	37,483,197	147,458	0.4%	38,807	0.1%	3.8
2019	37,335,739	624,416	1.7%	146,770	0.4%	4.3
2018	36,711,323	40,613	0.1%	627,520	1.7%	0.1
2017	36,670,710	82,200	0.2%	190,929	0.5%	0.4
2016	36,588,510	248,554	0.7%	271,678	0.7%	0.9
2015	36,339,956	-	-	331,175	0.9%	-

## LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	131,279,378	3,833,570	3.0%	3,411,338	2.6%	1.1
2024	127,445,808	3,985,486	3.2%	3,550,181	2.8%	1.1
2023	123,460,322	3,325,607	2.8%	3,247,047	2.6%	1.0
2022	120,134,715	3,360,893	2.9%	4,103,676	3.4%	0.8
2021	116,773,822	2,821,622	2.5%	6,647,158	5.7%	0.4
YTD	116,041,073	2,088,873	1.8%	6,453,780	5.6%	0.3
2020	113,952,200	1,636,154	1.5%	2,108,664	1.9%	0.8
2019	112,316,046	3,540,453	3.3%	802,091	0.7%	4.4
2018	108,775,593	2,298,175	2.2%	3,317,151	3.0%	0.7
2017	106,477,418	695,916	0.7%	2,271,635	2.1%	0.3
2016	105,781,502	2,778,795	2.7%	307,174	0.3%	9.0
2015	103,002,707	-	-	(58,068)	-0.1%	-

## FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	16,436,838	81,654	0.5%	29,333	0.2%	2.8
2024	16,355,184	85,197	0.5%	52,581	0.3%	1.6
2023	16,269,987	70,406	0.4%	168,652	1.0%	0.4
2022	16,199,581	10,451	0.1%	74,839	0.5%	0.1
2021	16,189,130	113,345	0.7%	562,115	3.5%	0.2
YTD	16,189,130	113,345	0.7%	541,819	3.3%	0.2
2020	16,075,785	87,090	0.5%	(46,022)	-0.3%	-
2019	15,988,695	166,331	1.1%	181,010	1.1%	0.9
2018	15,822,364	49,386	0.3%	(96,477)	-0.6%	-
2017	15,772,978	109,036	0.7%	631,831	4.0%	0.2
2016	15,663,942	40,597	0.3%	(223,572)	-1.4%	-
2015	15,623,345	-	-	8,753	0.1%	-



### OVERALL RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$11.05	2.4%	-1.4%	6,485,768	3.5%	0.2%
2024	\$10.78	2.3%	-3.8%	5,986,109	3.3%	0.2%
2023	\$10.54	3.3%	-5.9%	5,482,956	3.1%	-0.1%
2022	\$10.21	5.5%	-8.9%	5,514,352	3.2%	-0.6%
2021	\$9.68	-0.1%	-13.7%	6,402,808	3.7%	-3.3%
YTD	\$9.68	-0.3%	-13.7%	5,821,240	3.4%	-3.6%
2020	\$9.69	-3.3%	-13.6%	11,737,721	7.0%	-0.2%
2019	\$10.01	-2.8%	-10.7%	11,968,468	7.2%	1.8%
2018	\$10.31	-0.6%	-8.1%	8,760,064	5.4%	-1.0%
2017	\$10.37	-2.1%	-7.5%	10,265,714	6.5%	-1.4%
2016	\$10.59	-5.5%	-5.5%	12,472,957	7.9%	1.6%
2015	\$11.21	-	0%	9,760,291	6.3%	-

### SPECIALISED INDUSTRIAL RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$12.03	2.6%	-3.9%	598,821	1.5%	0.1%
2024	\$11.73	2.4%	-6.3%	569,188	1.5%	0.1%
2023	\$11.45	3.4%	-8.6%	529,421	1.4%	0%
2022	\$11.07	5.6%	-11.6%	538,407	1.4%	-0.2%
2021	\$10.48	-0.6%	-16.3%	622,210	1.6%	-2.9%
YTD	\$10.50	-0.5%	-16.1%	559,717	1.5%	-3.0%
2020	\$10.55	-2.8%	-15.7%	1,682,817	4.5%	0.3%
2019	\$10.86	-3.5%	-13.3%	1,574,166	4.2%	1.2%
2018	\$11.25	-1.4%	-10.1%	1,089,445	3.0%	-1.6%
2017	\$11.41	-2.8%	-8.9%	1,676,352	4.6%	-0.3%
2016	\$11.73	-6.3%	-6.3%	1,785,081	4.9%	-0.1%
2015	\$12.52	-	0%	1,808,205	5.0%	-

### LOGISTICS RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$10.39	2.4%	-1.0%	5,334,144	4.1%	0.2%
2024	\$10.15	2.2%	-3.3%	4,916,306	3.9%	0.2%
2023	\$9.93	3.2%	-5.4%	4,485,436	3.6%	0%
2022	\$9.62	5.5%	-8.3%	4,409,744	3.7%	-0.7%
2021	\$9.12	-0.7%	-13.0%	5,150,534	4.4%	-3.5%
YTD	\$9.12	-1.0%	-13.1%	4,611,163	4.0%	-3.9%
2020	\$9.19	-3.7%	-12.4%	8,976,070	7.9%	-0.5%
2019	\$9.54	-2.5%	-9.0%	9,448,580	8.4%	2.2%
2018	\$9.79	0.1%	-6.7%	6,710,218	6.2%	-1.1%
2017	\$9.78	-1.2%	-6.7%	7,774,824	7.3%	-1.5%
2016	\$9.90	-5.6%	-5.6%	9,350,543	8.8%	2.2%
2015	\$10.49	-	0%	6,878,922	6.7%	-

### FLEX RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$13.58	2.5%	1.1%	552,803	3.4%	0.3%
2024	\$13.25	2.4%	-1.3%	500,615	3.1%	0.2%
2023	\$12.94	3.3%	-3.6%	468,099	2.9%	-0.6%
2022	\$12.53	5.5%	-6.7%	566,201	3.5%	-0.4%
2021	\$11.88	4.6%	-11.6%	630,064	3.9%	-2.8%
YTD	\$11.87	4.3%	-11.6%	650,360	4.0%	-2.7%
2020	\$11.35	-1.2%	-15.4%	1,078,834	6.7%	0.8%
2019	\$11.49	-3.3%	-14.4%	945,722	5.9%	-0.2%
2018	\$11.89	-3.0%	-11.5%	960,401	6.1%	0.9%
2017	\$12.26	-5.4%	-8.7%	814,538	5.2%	-3.4%
2016	\$12.96	-3.5%	-3.5%	1,337,333	8.5%	1.7%
2015	\$13.43	-	0%	1,073,164	6.9%	-

### OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	\$171.31	108	6.2%
2024	-	-	-	-	-	-	\$167.91	106	6.2%
2023	-	-	-	-	-	-	\$163.89	104	6.2%
2022	-	-	-	-	-	-	\$159.40	101	6.1%
2021	-	-	-	-	-	-	\$154.38	98	6.2%
YTD	208	\$687.2M	3.1%	\$6,745,330	\$136.27	6.2%	\$154.48	98	6.2%
2020	129	\$380.2M	2.0%	\$5,766,261	\$151.19	7.2%	\$149.81	95	6.0%
2019	170	\$1.1B	4.6%	\$10,887,400	\$147.48	6.9%	\$148.70	94	6.0%
2018	198	\$546.3M	2.7%	\$5,427,637	\$150.89	6.2%	\$152.84	97	5.7%
2017	218	\$616.1M	3.5%	\$4,679,418	\$142.06	4.9%	\$153.16	97	5.5%
2016	137	\$408.8M	2.9%	\$5,331,398	\$116.13	5.3%	\$154.79	98	5.3%
2015	140	\$290.1M	2.3%	\$6,209,630	\$92.58	6.0%	\$158.01	100	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### SPECIALISED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	\$174.99	109	6.2%
2024	-	-	-	-	-	-	\$171.30	106	6.2%
2023	-	-	-	-	-	-	\$166.99	104	6.2%
2022	-	-	-	-	-	-	\$162.21	101	6.2%
2021	-	-	-	-	-	-	\$156.97	98	6.2%
YTD	33	\$185.6M	3.3%	\$7,343,713	\$149.59	5.7%	\$157.48	98	6.2%
2020	17	\$140M	2.3%	\$9,202,124	\$162.12	6.9%	\$153.45	95	6.0%
2019	23	\$183.7M	3.3%	\$12,928,071	\$151.91	8.6%	\$152.19	95	6.0%
2018	30	\$108.7M	2.6%	\$4,645,909	\$152.52	6.3%	\$156.68	97	5.6%
2017	39	\$167.8M	2.7%	\$4,969,687	\$166.97	-	\$157.32	98	5.4%
2016	23	\$46.9M	0.8%	\$2,926,429	\$162.66	5.3%	\$157.95	98	5.3%
2015	26	\$56.1M	2.5%	\$5,948,989	\$70.46	-	\$160.92	100	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	\$167.85	108	6.2%
2024	-	-	-	-	-	-	\$164.60	106	6.2%
2023	-	-	-	-	-	-	\$160.75	104	6.2%
2022	-	-	-	-	-	-	\$156.41	101	6.1%
2021	-	-	-	-	-	-	\$151.53	98	6.2%
YTD	139	\$471.5M	3.2%	\$6,799,431	\$131.38	-	\$151.53	98	6.2%
2020	99	\$224.4M	2.1%	\$4,556,007	\$141.87	7.3%	\$146.63	95	6.0%
2019	124	\$907.1M	5.6%	\$11,100,837	\$145.39	5.6%	\$145.65	94	6.0%
2018	145	\$376.2M	2.7%	\$5,618,751	\$150.87	5.8%	\$149.68	97	5.7%
2017	151	\$383.9M	3.9%	\$4,871,628	\$128.93	5.0%	\$149.87	97	5.5%
2016	93	\$313.2M	3.8%	\$5,834,224	\$105.63	5.2%	\$151.63	98	5.3%
2015	75	\$203.6M	2.4%	\$6,956,620	\$94.45	-	\$154.88	100	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	\$188.20	108	6.2%
2024	-	-	-	-	-	-	\$184.34	106	6.2%
2023	-	-	-	-	-	-	\$179.80	103	6.2%
2022	-	-	-	-	-	-	\$174.80	100	6.1%
2021	-	-	-	-	-	-	\$169.28	97	6.2%
YTD	36	\$30.1M	1.5%	\$3,675,000	\$141.07	6.7%	\$169.19	97	6.2%
2020	13	\$15.8M	0.5%	\$4,807,500	\$227.71	-	\$164.66	95	6.0%
2019	23	\$29.7M	1.1%	\$3,280,000	\$199.17	6.1%	\$162.99	94	6.0%
2018	23	\$61.4M	2.7%	\$5,911,953	\$148.18	7.8%	\$167.12	96	5.7%
2017	28	\$64.4M	2.4%	\$3,324,501	\$181.75	4.5%	\$167.69	96	5.5%
2016	21	\$48.7M	1.9%	\$6,549,714	\$182.61	-	\$170.67	98	5.3%
2015	39	\$30.4M	1.4%	\$2,645,039	\$167.36	6.0%	\$174.22	100	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.