



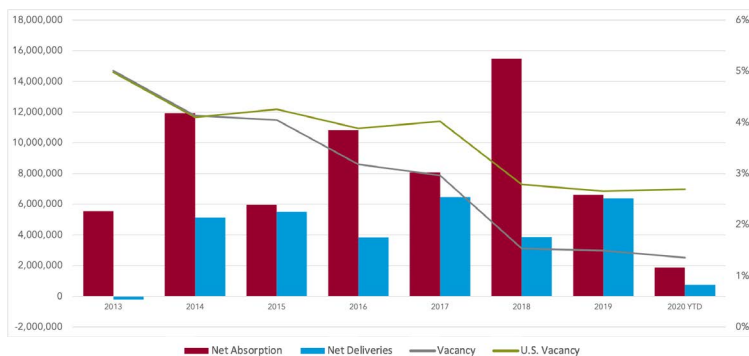
INDUSTRIAL MARKET OVERVIEW

DANIEL SMITH, *Vice President*

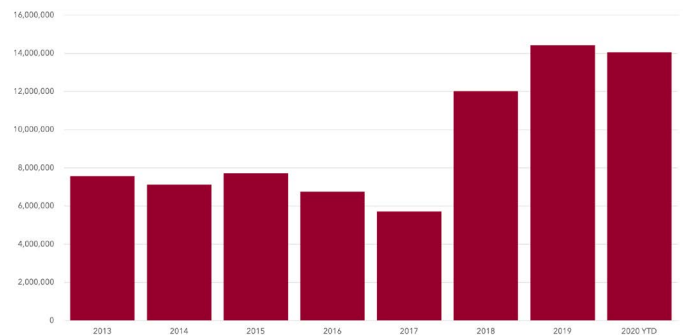
The first Quarter of 2020 continued to build on the strong market fundamentals of 2019 with high demand coupled with historically low inventory, continued annual rental growth projections, and aggressive cap rates for high quality and well-located assets across the Greater Toronto Area. However, impacts of COVID-19 on a global, national, and provincial level has significantly impacted the Toronto Area market and created considerable uncertainty, including a pause on sales and leasing activity, and construction. We expect the e-commerce boom to continue as companies re-evaluate their supply chains, making warehouses, fulfillment and distribution facilities in high demand which will lead to more development.

MARKET INDICATORS	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
▼ Net Absorption	5,931,478 SF	6,621,988 SF	9,982,834 SF	11,391,047 SF	13,007,221 SF
▼ Vacancy Rate	1.40%	1.50%	1.20%	1.30%	1.30%
▲ Avg NNN Asking Rate	\$9.39/SF	\$8.92/SF	\$8.56/SF	\$8.23/SF	\$7.91/SF
▼ Under Construction	14,053,889 SF	14,416,119 SF	18,067,960 SF	16,041,444 SF	13,711,734 SF
▲ Inventory	829,672,055 SF	828,910,457 SF	822,664,894 SF	822,858,438 SF	822,858,825 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1995 Markham Road Toronto, Ontario	221,390 SF	\$33,100,000 \$149.51/SF	Dream Industrial REIT Fiera Capital Corporation	Class B
5900 14th Avenue Markham, Ontario	184,561 SF	\$39,840,000 \$215.86/SF	Summit Industrial Income REIT Kubota Canada Ltd.	Class B
455 Magna Drive Aurora, Ontario	121,921 SF	\$30,000,000 \$246.06/SF	2634718 Ontario, Inc. The Stronach Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
205 Speirs Giffen Ave Caledon, Ontario	342,821 SF	H&R REIT	Trillium Supply Chain	Supply Chain & Logistics
5900 14th Avenue Markham, Ontario	184,561 SF	Summit Industrial Income REIT	Kubota Canada Ltd.	Equipment Manufacturing & Distributor
8460 Mount Pleasant Way Milton, Ontario	162,633 SF	BentallGreenOak	York Warehousing & Distribution Worldwide	Warehousing & Distribution