



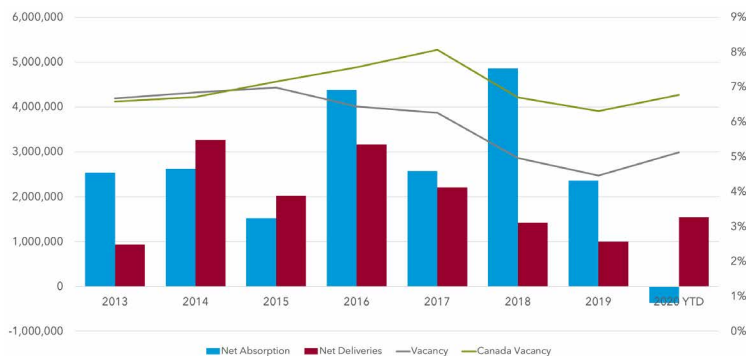
OFFICE MARKET OVERVIEW

WILL GEHRING, *Senior Vice President*

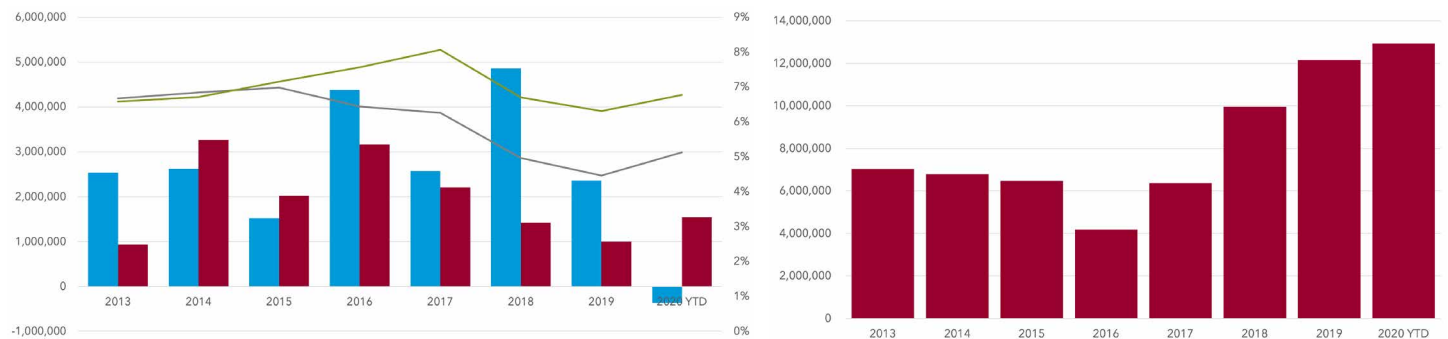
Office leasing activity in the last 6 months within the Greater Toronto Area (GTA) has slowed significantly due to the pandemic. Looking ahead to the remainder of 2020, only a handful of organizations are out on the streets looking for new or additional space. Feedback from close to 40 Real Estate Directors interviewed in the last two months show tenants in general are holding tight, not making any drastic changes to their real estate portfolios. Short term renewals if necessary, not to exceed 12 months. An optimistic mindset overall has been expressed by various business sectors, hoping next year will be better and employees will feel safe enough to return to the office workplace.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	1,186,697 SF	1,575,913 SF	1,827,984 SF	2,356,378 SF	3,736,154 SF
▲ Vacancy Rate	4.9%	4.6%	4.4%	4.5%	4.5%
▲ Avg NNN Asking Rate	\$19.64 PSF	\$19.55 PSF	\$19.60 PSF	\$19.73 PSF	\$19.83 PSF
▼ Under Construction	12,935,956 SF	13,110,175 SF	12,170,129 SF	12,162,887 SF	12,561,842 SF
▲ Inventory	276,194,500 SF	275,232,441 SF	274,805,460 SF	274,650,716 SF	273,864,384 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
277 Wellington St W Toronto, ON	102,794 SF	\$78,500,000 \$763.66 PSF	Reserve Properties Triovest	Class B
1800 Argentia Rd Mississauga, ON	82,617 SF	\$28,825,892 \$324.70 PSF	Landmark Dividend LLC Sungard Availability Services	Class B
3601 Victoria Park Ave Toronto, ON	75,000 SF	\$13,410,000 \$178.80 PSF	Canada Feng Tai International Shiu Pong Group Limited	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
25 Ontario Street Toronto, ON	175,060 SF	HOOPP	EQ Bank	Banking
2095 & 2105 Matheson Blvd. E Mississauga, ON	114,000 SF	Hopewell	Pepsi	Food & Beverage
121 King Street West, 4th Flr Toronto, ON	23,119 SF	BentallGreenOak	Amazon.com, Inc.	E-Commerce

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