



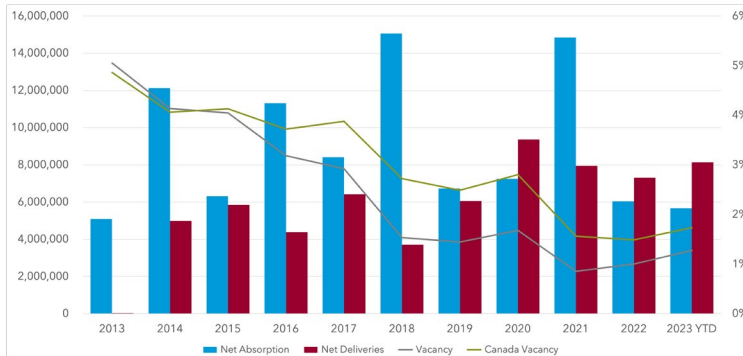
INDUSTRIAL MARKET OVERVIEW

DANIEL SMITH, *Senior Vice President, Partner*

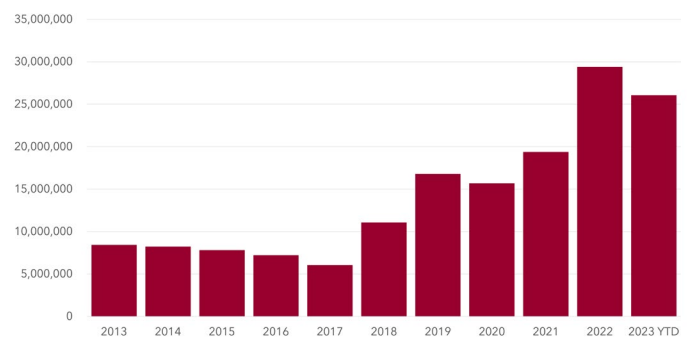
The Greater Toronto Area's thriving industrial sector is driven by its strategic location, robust transportation networks, and diverse economy which encompasses warehouses, distribution centers, manufacturing facilities, and flex spaces. Recent years have seen surging demand, fueled by population growth, e-commerce expansion, logistics needs, and increased manufacturing. The online retail boom has driven demand for large-scale warehouses and distribution centers, leading to limited property availability and rising lease rates. This trend is expected to continue unless more industrial space is developed. However, geographic constraints and zoning challenges may hinder growth.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▲ 12 Mo. Net Absorption SF	8,782,991	6,413,277	6,596,340	6,035,265	5,713,034
▼ Vacancy Rate	1.2%	1.3%	1.2%	1.0%	1.0%
▲ Avg NNN Asking Rate PSF	\$19.33	\$18.84	\$18.17	\$17.46	\$16.71
▼ SF Under Construction	26,295,185	27,317,395	28,343,583	29,618,433	28,989,980
▲ Inventory SF	865,876,482	863,377,068	860,924,569	857,738,330	855,506,964

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
81 Royal Group Crescent Vaughan, ON	281,265 SF	\$81,500,000 \$289.76 PSF	Newmar Alpha Lumber Group Oxford Properties Group	Class B
1840-1842 Clements Road Pickering, ON	170,107 SF	\$40,250,000 \$236.62 PSF	Groupe Mach KingSett Capital, Inc.	Class B
250 Chrysler Drive Brampton, ON	149,635 SF	\$4,400,000 \$294.05 PSF	Dream Industrial REIT BentallGreenOak	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1680 Thornton Road North Oshawa, ON	379,000 SF	Undisclosed	Lactalis Canada	Dairy Product Merchant Wholesalers
96 Inspire Boulevard Brampton, ON	162,500 SF	Eli Gibli	The ProLift Rigging Company Canada	Transportation and Warehousing
20 Graniteridge Road Vaughan, ON	142,402 SF	Sorbara Group of Companies	Sorbara Group of Companies	Land Subdivision

