

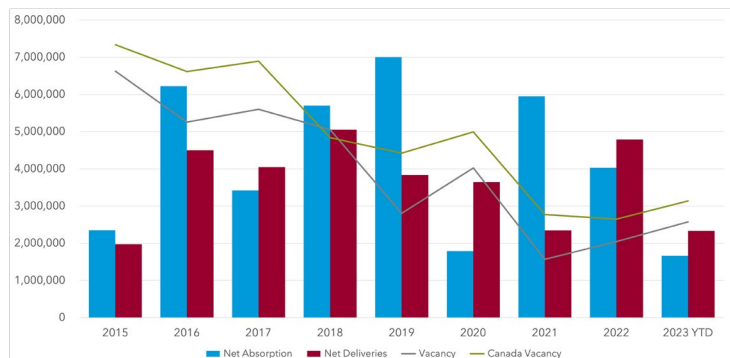
INDUSTRIAL MARKET OVERVIEW

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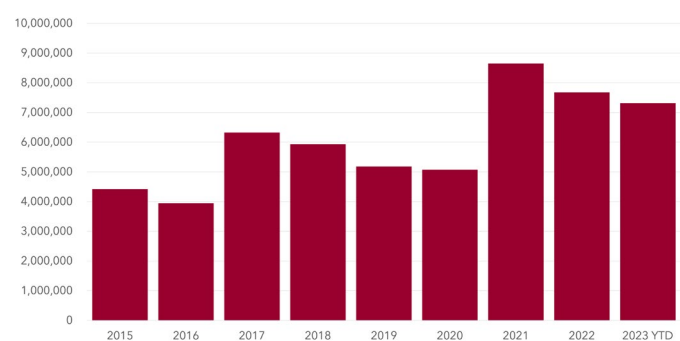
The industrial market in Vancouver continues to see a slowing trend, particularly in sales volume, after the Bank of Canada raised the policy rate to 5% this quarter. The shortage of developable land in Metro Vancouver is keeping vacancy low despite a slower market, hovering around 1.4%. Although there has been an increase in inventory over the past few quarters, demand remains strong. An example of this is Pet Valu leasing over 350,000 SF of space this quarter in Surrey. Well-maintained buildings in a desirable location will get transacted, but we are shifting into a market where the tenants/purchasers will see more opportunities.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▲ 12 Mo. Net Absorption SF	3,218,959	3,175,742	3,069,517	4,028,887	3,248,085
▲ Vacancy Rate	1.41%	1.11%	1.20%	1.15%	1.04%
▲ Avg NNN Asking Rate PSF	\$21.28	\$20.81	\$20.28	\$19.61	\$18.91
▼ SF Under Construction	7,412,217	8,450,652	7,991,744	7,676,987	9,144,431
▲ Inventory SF	272,371,864	271,004,603	270,493,585	269,965,976	268,119,737

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3653 Wayburne Drive Burnaby, BC	48,818 SF	\$28,000,000 \$573.00 PSF	Qualifirst Foods Union Allied Capital Corporation	Class C
1308 Adanac Street Vancouver, BC	47,317 SF	\$37,500,000 \$792.00 PSF	Porte Communities Union Allied Capital Corporation	Class B
1312 Ketch Court Coquitlam, BC	18,316 SF	\$11,000,000 \$600.00 PSF	Atticus Financial, Inc. Undisclosed	Class C

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
18899 24th Avenue Surrey, BC	353,476 SF	Choice Properties	Pet Valu	Pet Care
1348 Derwent Way Delta, BC	159,614 SF	Grosvenor Americas	Urban Barn Ltd.	Furniture & Décor
13240 Worster Court Richmond, BC	126,540 SF	BentallGreenOak	Stryder Motorfreight Canada Ltd.	Freight & Logistics

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