CoStar Industrial Statistics

First Quarter 2018

Greater Toronto Industrial Market

CoStar™
The knowledge market

Table of Contents

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Greater Toronto Industrial Market

Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

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CoStar Group, Inc.

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Terms & Definitions

Availability Rate: The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

Available Space: The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

Build-to-Suit: A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

Buyer: The individual, group, company, or entity that has purchased a commercial real estate asset.

Cap Rate: Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

CBD: Abbreviation for Central Business District. (See also: Central Business District)

Central Business District: The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

Class A: A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

Class B: A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Class C: A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Construction Starts: Buildings that began construction during a specific period of time. (See also: Deliveries)

Contiguous Blocks of Space: Space within a building that is, or is able to be joined together into a single contiguous space.

Deliveries: Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certificate of occupancy must have been issued for the property.

Delivery Date: The date a building completes construction and receives a certificate of occupancy.

Developer: The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

Direct Space: Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

Existing Inventory: The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Flex Building: A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

Full Service Rental Rate: Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

Gross Absorption: The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing Activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

Growth in Inventory: The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

Industrial Building: A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

Landlord Rep: (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

Leased Space: All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

Leasing Activity: The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

Market: Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

Multi-Tenant: Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different tenant needs. (See also: Tenancy).

Net Absorption: The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

Net Rental Rate: A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

New Space: Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

Occupied Space: Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

Office Building: A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

Owner: The company, entity, or individual that holds title on a given building or property.

Planned/Proposed: The status of a building that has been announced for future development but not yet started construction.

Preleased Space: The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

Price/SF: Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Property Manager: The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

Quoted Rental Rate: The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

RBA: Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

Region: Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

Relet Space: Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

Rentable Building Area: (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

Rental Rates: The annual costs of occupancy for a particular space quoted on a per square foot basis.

Sales Price: The total dollar amount paid for a particular property at a particular point in time.

Sales Volume: The sum of sales prices for a given group of buildings in a given time period.

Seller: The individual, group, company, or entity that sells a particular commercial real estate asset.

SF: Abbreviation for Square Feet.

Single-Tenant: Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

Sublease Space: Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

Submarkets: Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

Suburban: The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

Tenancy: A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

Tenant Rep: Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

Time On Market: A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

Under Construction: Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

Vacancy Rate: A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

Vacant Space: Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

Weighted Average Rental Rate: Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

Year Built: The year in which a building completed construction and was issued a certificate of occupancy.

YTD: Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

Greater Toronto Industrial Market

Overview

Greater Toronto's Vacancy Decreases to 2.5%

Net Absorption Positive 4,625,430 SF in the Quarter

The Greater Toronto Area industrial market ended the first quarter 2018 with a vacancy rate of 2.5%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 4,625,430 square feet in the first quarter. Vacant sublease space decreased in the quarter, ending the first quarter of 2018 at 1,211,909 square feet. Rental rates ended the first quarter at $7.17 per square foot per annum, an increase over the previous quarter. A total of six buildings delivered to the market in the quarter totaling 831,786 square feet, with 5,353,037 square feet still under construction at the end of the quarter.

Absorption

Net absorption for the overall Greater Toronto Area industrial market was positive 4,625,430 square feet in the first quarter 2018. That compares to positive 3,516,526 square feet in the fourth quarter 2017, positive 441,595 square feet in the third quarter 2017, and positive 3,458,184 square feet in the second quarter 2017.

Tenants moving out of large blocks of space in 2018 include: Sears Canada Distribution Centre moving out of (959,261) square feet at 9501 Hwy-50 Hwy, Bacardi Canada Inc moving out of (186,840) square feet at 1000 Steeles Ave E, and Stt Technologies Inc moving out of (144,862) square feet at 600 Tesma Way.

Tenants moving into large blocks of space in 2018 include: Kraft Canada Inc moving into 774,614 square feet at Plan 1 Building A, Wayfair moving into 770,000 square feet at 2020 Logistics Dr, and SDR Distribution moving into 627,731 square feet at 86 Pillsworth Dr.

The Flex building market recorded net absorption of positive 859,261 square feet in the first quarter 2018, compared to negative (74,867) square feet in the fourth quarter 2017, positive 344,511 in the third quarter 2017, and positive 374,816 in the second quarter 2017.

The Warehouse building market recorded net absorption of positive 3,766,169 square feet in the first quarter 2018 compared to positive 3,591,393 square feet in the fourth quarter 2017, positive 97,084 in the third quarter 2017, and positive 3,083,368 in the second quarter 2017.

Vacancy

The Industrial vacancy rate in the Greater Toronto Area market decreased to 2.5% at the end of the first quarter 2018. The vacancy rate was 3.0% at the end of the fourth quarter 2017, 3.2% at the end of the third quarter 2017, and 3.1% at the end of the second quarter 2017.

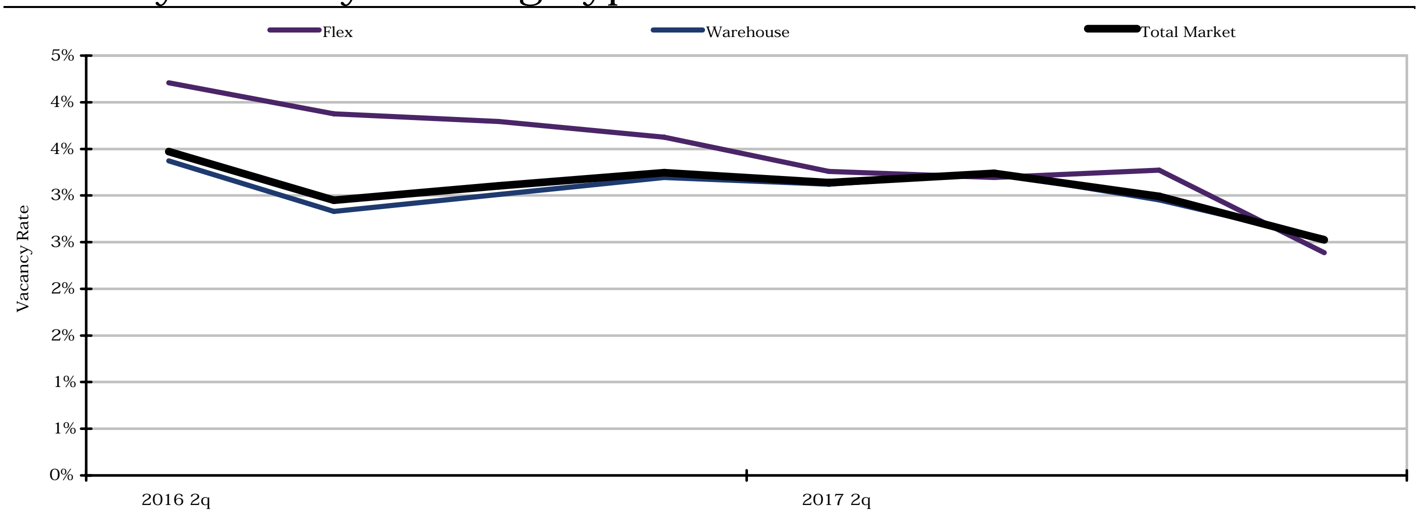
Flex projects reported a vacancy rate of 2.4% at the end of the first quarter 2018, 3.3% at the end of the fourth quarter 2017, 3.2% at the end of the third quarter 2017, and 3.3% at the end of the second quarter 2017.

Warehouse projects reported a vacancy rate of 2.5% at the end of the first quarter 2018, 3.0% at the end of fourth quarter 2017, 3.2% at the end of the third quarter 2017, and 3.1% at the end of the second quarter 2017.

Largest Lease Signings

The largest lease signings occurring in 2018 included: the 500,000-square-foot lease signed by Toronto Transit Commission at 400 Industrial Centre - Bldg A in the Central

Vacancy Rates by Building Type 2013-2018



Source: CoStar Property®

Greater Toronto Industrial Market

Overview

market; the 285,000-square-foot deal signed by BMW Canada Inc. at 3535 Argentia Rd in the West market; and the 219,320-square-foot lease signed by Lowes at 8500 Mount Pleasant Way in the West market.

Sublease Vacancy

The amount of vacant sublease space in the Greater Toronto Area market decreased to 1,211,909 square feet by the end of the first quarter 2018, from 1,557,083 square feet at the end of the fourth quarter 2017. There was 1,954,433 square feet vacant at the end of the third quarter 2017 and 1,856,307 square feet at the end of the second quarter 2017.

Greater Toronto's Flex projects reported vacant sublease space of 179,913 square feet at the end of first quarter 2018, up from the 152,253 square feet reported at the end of the fourth quarter 2017. There were 197,443 square feet of sublease space vacant at the end of the third quarter 2017, and 176,981 square feet at the end of the second quarter 2017.

Warehouse projects reported decreased vacant sublease space from the fourth quarter 2017 to the first quarter 2018. Sublease vacancy went from 1,404,830 square feet to 1,031,996 square feet during that time. There was 1,756,990 square feet at the end of the third quarter 2017, and 1,679,326 square feet at the end of the second quarter 2017.

Rental Rates

The average quoted asking rental rate for available Industrial space was $7.17 per square foot per year at the end of the first quarter 2018 in the Greater Toronto Area market. This represented a 2.6% increase in quoted rental rates from the end of the fourth quarter 2017, when rents were reported at $6.99 per square foot.

The average quoted rate within the Flex sector was $13.53 per square foot at the end of the first quarter 2018, while Warehouse rates stood at $6.78. At the end of the fourth quarter 2017, Flex rates were $12.87 per square foot, and Warehouse rates were $6.64.

Deliveries and Construction

During the first quarter 2018, six buildings totaling 831,786 square feet were completed in the Greater Toronto Area market. This compares to seven buildings totaling 1,727,116 square feet that were completed in the fourth quarter 2017, six buildings totaling 1,233,167 square feet completed in the third quarter 2017, and 2,700,922 square feet in eight buildings completed in the second quarter 2017.

There was 5,353,037 square feet of Industrial space under construction at the end of the first quarter 2018.

Some of the notable 2018 deliveries include: 6 Cleve Court, a 564,361-square-foot facility that delivered in first quarter 2018 and is now 0% occupied, and 8400 Parkhill Dr, a 166,414-square-foot building that delivered in first quarter 2018 and is now 61% occupied.

The largest projects underway at the end of first quarter 2018 were 200 Trade Valley Dr, which is 36% pre-leased, and 7245 Highway 50 - Bldg 2, a 383,194-square-foot facility that is 0% pre-leased.

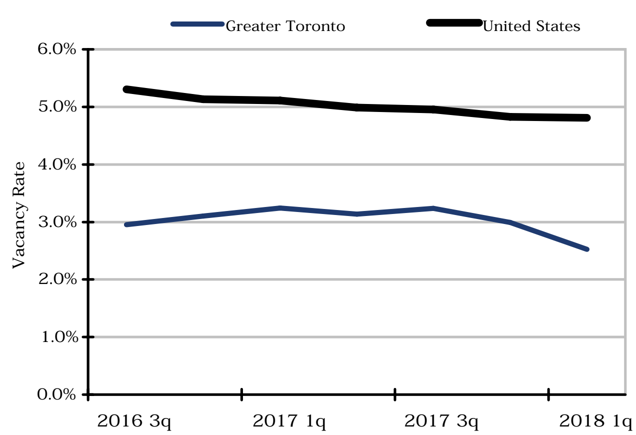
Inventory

Total Industrial inventory in the Greater Toronto Area market amounted to 816,152,583 square feet in 16,994 buildings as of the end of the first quarter 2018. The Flex sector consisted of 93,791,915 square feet in 2,203 projects. The Warehouse sector consisted of 722,360,668 square feet in 14,791 buildings. Within the Industrial market there were 340 owner-occupied buildings accounting for 50,089,487 square feet of Industrial space.

Reports compiled by: Roelof van Dijk, CoStar Senior Research Manager and Alexandrea Barogianis, CoStar Research Manager

U.S. Vacancy Comparison

Past 7 Quarters



Source: CoStar Property®

CoStar Submarkets

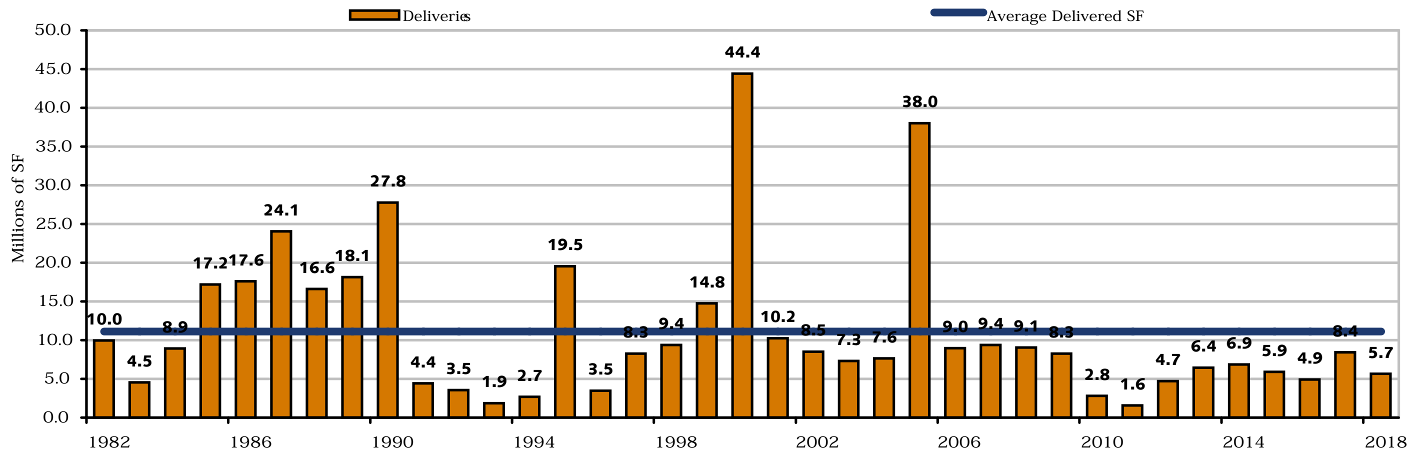
In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters
Central Ind
East Ind
North Ind
West Ind

Greater Toronto Industrial Market

Inventory & development

Historical Deliveries 1982 - 2018



Source: CoStar Property® * Future deliveries based on current under construction buildings.

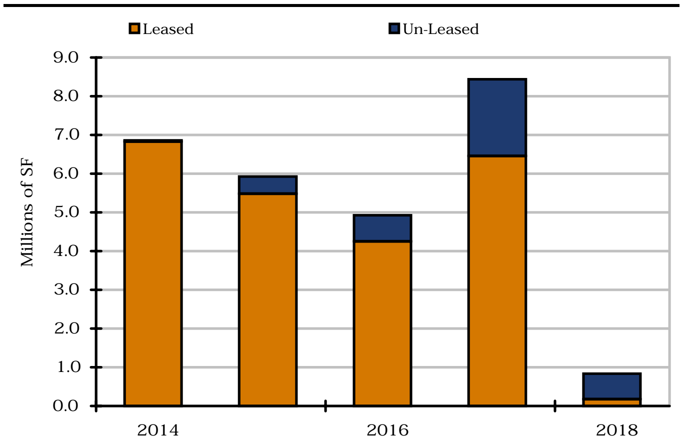
Construction Activity Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
North Ind	12	2,535,404	622,966	24.6%	48,077	211,284
West Ind	19	2,308,828	1,494,374	64.7%	55,271	121,517
Central Ind	7	508,805	190,270	37.4%	39,533	72,686
East Ind	0	0	0	0.0%	48,670	0
Totals	38	5,353,037	2,307,610	43.1%	48,026	140,869

Source: CoStar Property®

Recent Deliveries

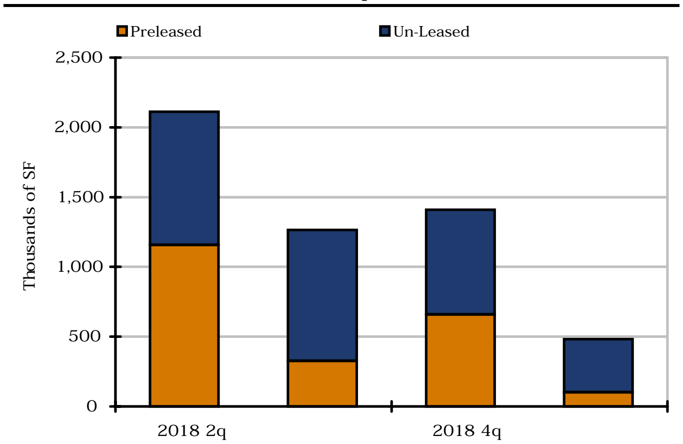
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



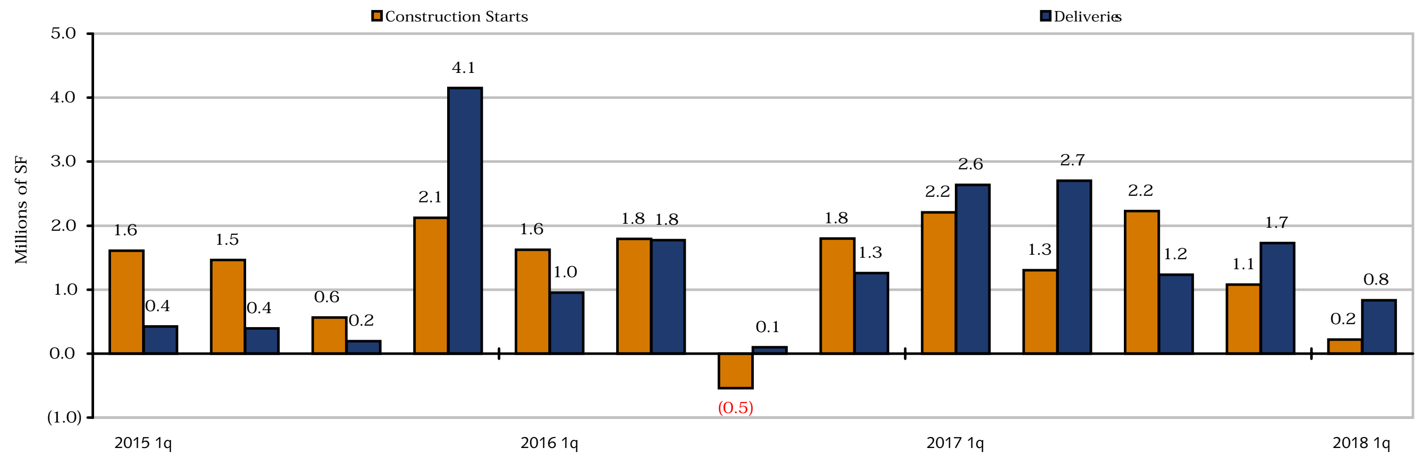
Source: CoStar Property®

Greater Toronto Industrial Market

Inventory & development

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

Recent Deliveries by Project Size

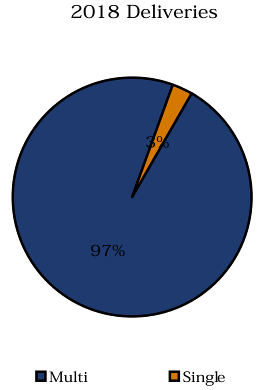
Breakdown of Year-to-Date Development Based on RBA of Project

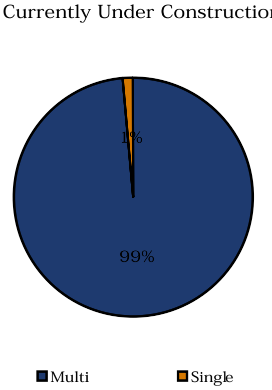
Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	4	101,011	75,044	74.3%	$10.25	23,000	78,011
50,000 SF - 99,999 SF	0	0	0	0.0%	$0.00	0	0
100,000 SF - 249,999 SF	1	166,414	101,513	61.0%	$7.25	0	166,414
250,000 SF - 499,999 SF	0	0	0	0.0%	$0.00	0	0
>= 500,000 SF	1	564,361	0	0.0%	$6.50	0	564,361

Source: CoStar Property®

Recent Development by Tenancy

Based on RBA Developed for Single & Multi-Tenant Use

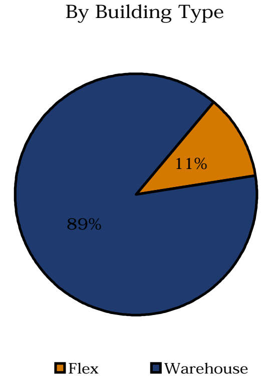


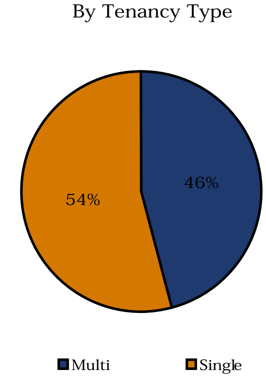


Source: CoStar Property®

Existing Inventory Comparison

Based on Total RBA





Source: CoStar Property®

Select Year-to-Date Deliveries

Based on Project Square Footage

1. 6 Cleve Court

Submarket:	**West Industrial Market**
RBA:	**564,361**
Occupied:	**0%**
Quoted Rate:	**$6.50**
Grnd Brk Date:	**First Quarter 2017**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**CBRE**
Developer:	**N/A**

2. 8400 Parkhill Dr

Submarket:	**West Industrial Market**
RBA:	**166,414**
Occupied:	**61%**
Quoted Rate:	**$7.25**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**CBRE**
Developer:	**Broccolini Construction Inc**

3. 161 Milani Blvd

Submarket:	**North Industrial Market**
RBA:	**36,182**
Occupied:	**100%**
Quoted Rate:	**N/A**
Grnd Brk Date:	**Fourth Quarter 2016**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**N/A**
Developer:	**N/A**

4. 155 Mostar St

Submarket:	**North Industrial Market**
RBA:	**27,625**
Occupied:	**6%**
Quoted Rate:	**$13.00**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**Norstar Group of Companies**
Developer:	**N/A**

5. 235 Pony Dr

Submarket:	**North Industrial Market**
RBA:	**23,000**
Occupied:	**100%**
Quoted Rate:	**$7.00**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**Rentex Realty Inc**
Developer:	**N/A**

6. 265 Milani Blvd

Submarket:	**North Industrial Market**
RBA:	**14,204**
Occupied:	**100%**
Quoted Rate:	**N/A**
Grnd Brk Date:	**Fourth Quarter 2016**
Deliv Date:	**First Quarter 2018**
Leasing Co:	**N/A**
Developer:	**N/A**

Source: CoStar Property®

Greater Toronto Industrial Market

Select Top Under Construction Properties

Based on Project Square Footage

1. 200 Trade Valley Dr

Submarket:	**North Industrial Market**
RBA:	**697,800**
Preleased:	**36%**
Quoted Rate:	**Negotiable**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**Third Quarter 2018**
Leasing Co:	**Condor Properties**
Developer:	**N/A**

2. 7245 Highway 50 - Bldg 2

Submarket:	**North Industrial Market**
RBA:	**383,194**
Preleased:	**0%**
Quoted Rate:	**$6.95**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**Fourth Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**N/A**

3. 100 Gibraltar Rd

Submarket:	**North Industrial Market**
RBA:	**383,194**
Preleased:	**0%**
Quoted Rate:	**$6.95**
Grnd Brk Date:	**Fourth Quarter 2017**
Deliv Date:	**Second Quarter 2019**
Leasing Co:	**Colliers International**
Developer:	**N/A**

4. 7245 Highway 50 - Bldg 1

Submarket:	**North Industrial Market**
RBA:	**344,930**
Preleased:	**0%**
Quoted Rate:	**$6.95**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**Fourth Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**N/A**

5. 220 Hunter's Valley Rd

Submarket:	**North Industrial Market**
RBA:	**325,078**
Preleased:	**77%**
Quoted Rate:	**$6.50**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**Condor Properties**
Developer:	**Condor Properties**

6. 6360 Belgrave Rd

Submarket:	**West Industrial Market**
RBA:	**303,000**
Preleased:	**100%**
Quoted Rate:	**N/A**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**Orlando Corporation**
Developer:	**N/A**

7. 3535 Argentia Rd

Submarket:	**West Industrial Market**
RBA:	**285,000**
Preleased:	**100%**
Quoted Rate:	**N/A**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**First Gulf Corporation**
Developer:	**First Gulf Corporation**

8. Meadowvale Distribution Centre - Bldg 3 - 350

Submarket:	**West Industrial Market**
RBA:	**248,856**
Preleased:	**0%**
Quoted Rate:	**$7.35**
Grnd Brk Date:	**Third Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**N/A**

9. 7855 Heritage Rd

Submarket:	**West Industrial Market**
RBA:	**219,078**
Preleased:	**100%**
Quoted Rate:	**$7.25**
Grnd Brk Date:	**Fourth Quarter 2017**
Deliv Date:	**Fourth Quarter 2018**
Leasing Co:	**Orlando Corporation**
Developer:	**N/A**

10. 100 Pillsworth Rd - Phase II

Submarket:	**West Industrial Market**
RBA:	**216,095**
Preleased:	**100%**
Quoted Rate:	**$6.25**
Grnd Brk Date:	**Fourth Quarter 2017**
Deliv Date:	**Fourth Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**N/A**

11. 150 New Huntington Rd - Phase I

Submarket:	**North Industrial Market**
RBA:	**200,100**
Preleased:	**0%**
Quoted Rate:	**Negotiable**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**N/A**

12. 400 Industrial Centre - Bldg B

Submarket:	**Central Industrial Market**
RBA:	**194,065**
Preleased:	**0%**
Quoted Rate:	**$6.85**
Grnd Brk Date:	**Fourth Quarter 2017**
Deliv Date:	**Third Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**One Properties**

13. 100 Pillsworth Rd - Phase I

Submarket:	**West Industrial Market**
RBA:	**189,721**
Preleased:	**100%**
Quoted Rate:	**$6.25**
Grnd Brk Date:	**Fourth Quarter 2016**
Deliv Date:	**Fourth Quarter 2018**
Leasing Co:	**Colliers International**
Developer:	**Anatolia Capital Corporation**

14. 188 Cartwright Ave

Submarket:	**Central Industrial Market**
RBA:	**158,000**
Preleased:	**49%**
Quoted Rate:	**$11.06**
Grnd Brk Date:	**Second Quarter 2017**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**CBRE**
Developer:	**N/A**

15. 7845 Heritage Rd

Submarket:	**West Industrial Market**
RBA:	**149,632**
Preleased:	**0%**
Quoted Rate:	**$7.25**
Grnd Brk Date:	**Fourth Quarter 2016**
Deliv Date:	**Second Quarter 2018**
Leasing Co:	**Orlando Corporation**
Developer:	**N/A**

Source: CoStar Property®

CoStar™

Greater Toronto Industrial Market

Figures at a Glance

Flex Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Central Ind	696	25,690,894	437,934	468,215	1.8%	504,503	0	0	$16.72
East Ind	96	3,520,072	102,106	102,106	2.9%	42,798	0	0	$9.54
North Ind	702	32,847,488	523,044	582,935	1.8%	41,058	27,625	0	$12.48
West Ind	709	31,733,461	994,602	1,084,343	3.4%	270,902	0	0	$12.85
Totals	2,203	93,791,915	2,057,686	2,237,599	2.4%	859,261	27,625	0	$13.53

Source: CoStar Property®

Warehouse Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Central Ind	5,074	202,413,963	3,573,038	3,746,581	1.9%	384,568	0	508,805	$6.90
East Ind	985	49,091,961	610,156	611,973	1.2%	556,127	0	0	$6.01
North Ind	2,798	135,420,375	3,089,615	3,203,706	2.4%	(372,511)	73,386	2,535,404	$6.96
West Ind	5,934	335,434,369	10,051,735	10,794,280	3.2%	3,197,985	730,775	2,308,828	$6.73
Totals	14,791	722,360,668	17,324,544	18,356,540	2.5%	3,766,169	804,161	5,353,037	$6.78

Source: CoStar Property®

Total Industrial Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Central Ind	5,770	228,104,857	4,010,972	4,214,796	1.8%	889,071	0	508,805	$7.54
East Ind	1,081	52,612,033	712,262	714,079	1.4%	598,925	0	0	$6.21
North Ind	3,500	168,267,863	3,612,659	3,786,641	2.3%	(331,453)	101,011	2,535,404	$7.37
West Ind	6,643	367,167,830	11,046,337	11,878,623	3.2%	3,468,887	730,775	2,308,828	$7.04
Totals	16,994	816,152,583	19,382,230	20,594,139	2.5%	4,625,430	831,786	5,353,037	$7.17

Source: CoStar Property®

Greater Toronto Industrial Market

Figures at a Glance

Flex Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net	Deliveries		UC Inventory		Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2018 1q	2,203	93,791,915	2,057,686	2,237,599	2.4%	859,261	1	27,625	0	0	$13.53
2017 4q	2,202	93,764,290	2,916,982	3,069,235	3.3%	(74,867)	0	0	1	27,625	$12.87
2017 3q	2,202	93,764,290	2,796,925	2,994,368	3.2%	344,511	3	257,391	1	27,625	$12.17
2017 2q	2,198	93,471,654	2,869,262	3,046,243	3.3%	374,816	0	0	5	320,261	$12.52
2017 1q	2,197	93,439,675	3,214,371	3,389,080	3.6%	118,737	0	0	5	324,615	$12.12
2016 4q	2,199	93,477,569	3,350,667	3,545,711	3.8%	77,332	0	0	3	279,370	$11.83
2016 3q	2,199	93,477,569	3,486,293	3,623,043	3.9%	311,684	0	0	1	147,391	$11.44
2016 2q	2,199	93,477,569	3,722,835	3,934,727	4.2%	37,635	0	0	1	147,391	$10.67
2016 1q	2,199	93,477,569	3,758,676	3,972,362	4.2%	316,314	1	155,000	1	147,391	$10.76
2015 4q	2,198	93,322,569	3,983,707	4,133,676	4.4%	143,775	3	128,669	2	302,391	$10.34
2015 3q	2,195	93,193,900	4,059,076	4,148,782	4.5%	240,742	0	0	4	283,669	$10.96
2015 2q	2,195	93,193,900	4,296,929	4,389,524	4.7%	72,542	0	0	4	283,669	$10.85
2015 1q	2,195	93,193,900	4,392,447	4,462,066	4.8%	363,861	0	0	3	235,760	$11.00
2014 4q	2,195	93,193,900	4,715,875	4,825,927	5.2%	554,064	0	0	2	165,760	$11.09
2014 3q	2,195	93,193,900	5,264,676	5,379,991	5.8%	138,613	2	30,875	1	10,760	$10.87
2014 2q	2,194	93,193,758	5,397,503	5,518,462	5.9%	290,900	1	19,882	2	30,875	$10.72

Source: CoStar Property®

Warehouse Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net	Deliveries		UC Inventory		Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2018 1q	14,791	722,360,668	17,324,544	18,356,540	2.5%	3,766,169	5	804,161	38	5,353,037	$6.78
2017 4q	14,784	721,523,373	19,913,718	21,318,548	3.0%	3,591,393	7	1,727,116	38	5,935,723	$6.64
2017 3q	14,778	719,974,165	21,603,743	23,360,733	3.2%	97,084	3	975,776	39	6,585,407	$6.37
2017 2q	14,774	718,967,689	20,772,015	22,451,341	3.1%	3,083,368	8	2,700,922	32	5,298,336	$6.29
2017 1q	14,767	716,304,899	20,597,345	22,871,919	3.2%	1,264,368	15	2,638,591	30	6,691,071	$6.20
2016 4q	14,752	713,666,308	19,797,134	21,497,696	3.0%	(145,278)	11	1,260,386	36	7,165,993	$6.13
2016 3q	14,743	712,466,972	18,397,949	20,153,082	2.8%	4,559,199	4	97,714	34	6,762,980	$6.07
2016 2q	14,738	711,866,175	21,104,685	24,010,354	3.4%	1,871,132	11	1,770,845	36	7,401,885	$5.97
2016 1q	14,728	710,167,655	22,424,363	24,182,966	3.4%	4,239,335	8	799,516	36	7,379,811	$5.94
2015 4q	14,722	709,548,139	26,003,895	27,802,785	3.9%	2,496,985	15	4,019,867	33	6,558,587	$5.95
2015 3q	14,707	705,480,266	25,026,949	26,231,897	3.7%	410,039	3	194,236	36	8,603,090	$5.89
2015 2q	14,704	705,196,386	24,897,993	26,358,056	3.7%	293,855	5	392,039	34	8,235,977	$5.88
2015 1q	14,699	704,690,988	24,773,456	26,146,513	3.7%	1,723,353	3	424,031	30	7,214,009	$5.87
2014 4q	14,697	704,529,930	26,241,099	27,708,808	3.9%	3,691,881	9	1,675,839	19	6,097,835	$5.81
2014 3q	14,690	702,953,871	27,998,857	29,824,630	4.2%	2,092,808	7	2,605,132	21	6,530,653	$5.79
2014 2q	14,683	700,348,739	27,465,004	29,312,306	4.2%	2,112,596	6	819,380	23	7,585,121	$5.72

Source: CoStar Property®

Total Industrial Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net	Deliveries		UC Inventory		Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2018 1q	16,994	816,152,583	19,382,230	20,594,139	2.5%	4,625,430	6	831,786	38	5,353,037	$7.17
2017 4q	16,986	815,287,663	22,830,700	24,387,783	3.0%	3,516,526	7	1,727,116	39	5,963,348	$6.99
2017 3q	16,980	813,738,455	24,400,668	26,355,101	3.2%	441,595	6	1,233,167	40	6,613,032	$6.69
2017 2q	16,972	812,439,343	23,641,277	25,497,584	3.1%	3,458,184	8	2,700,922	37	5,618,597	$6.65
2017 1q	16,964	809,744,574	23,811,716	26,260,999	3.2%	1,383,105	15	2,638,591	35	7,015,686	$6.54
2016 4q	16,951	807,143,877	23,147,801	25,043,407	3.1%	(67,946)	11	1,260,386	39	7,445,363	$6.47
2016 3q	16,942	805,944,541	21,884,242	23,776,125	3.0%	4,870,883	4	97,714	35	6,910,371	$6.42
2016 2q	16,937	805,343,744	24,827,520	27,945,081	3.5%	1,908,767	11	1,770,845	37	7,549,276	$6.28
2016 1q	16,927	803,645,224	26,183,039	28,155,328	3.5%	4,555,649	9	954,516	37	7,527,202	$6.25
2015 4q	16,920	802,870,708	29,987,602	31,936,461	4.0%	2,640,760	18	4,148,536	35	6,860,978	$6.26
2015 3q	16,902	798,674,166	29,086,025	30,380,679	3.8%	650,781	3	194,236	40	8,886,759	$6.25
2015 2q	16,899	798,390,286	29,194,922	30,747,580	3.9%	366,397	5	392,039	38	8,519,646	$6.23
2015 1q	16,894	797,884,888	29,165,903	30,608,579	3.8%	2,087,214	3	424,031	33	7,449,769	$6.22
2014 4q	16,892	797,723,830	30,956,974	32,534,735	4.1%	4,245,945	9	1,675,839	21	6,263,595	$6.18
2014 3q	16,885	796,147,771	33,263,533	35,204,621	4.4%	2,231,421	9	2,636,007	22	6,541,413	$6.18
2014 2q	16,877	793,542,497	32,862,507	34,830,768	4.4%	2,403,496	7	839,262	25	7,615,996	$6.12

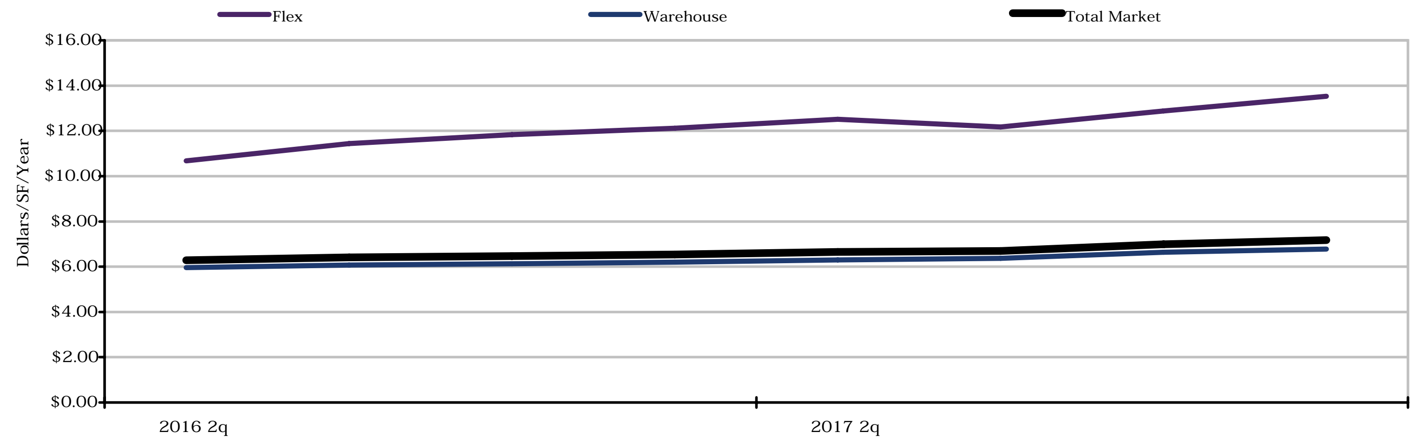
Source: CoStar Property®

Greater Toronto Industrial Market

Leasing Activity

Historical Rental Rates

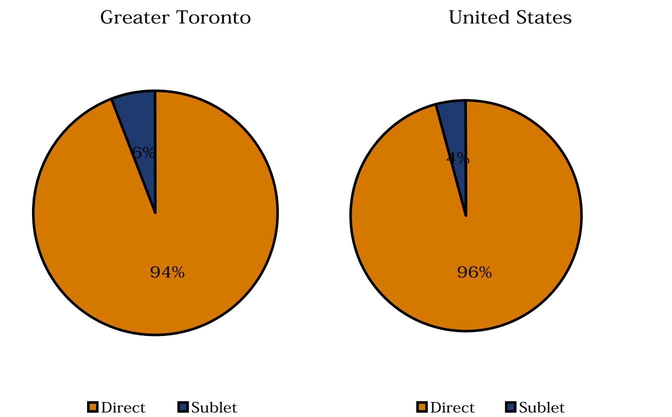
Based on Quoted Rental Rates



Source: CoStar Property®

Vacancy by Available Space Type

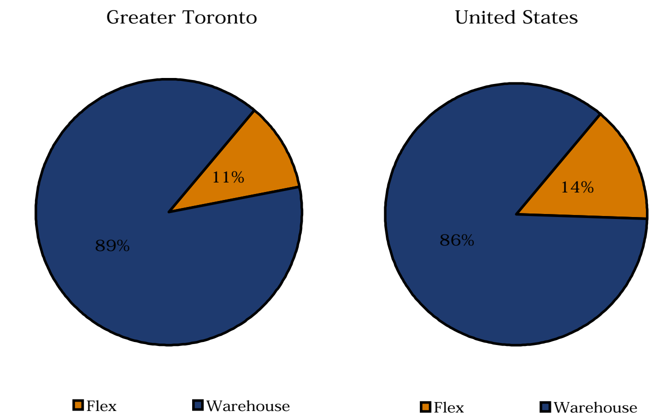
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

Vacancy by Building Type

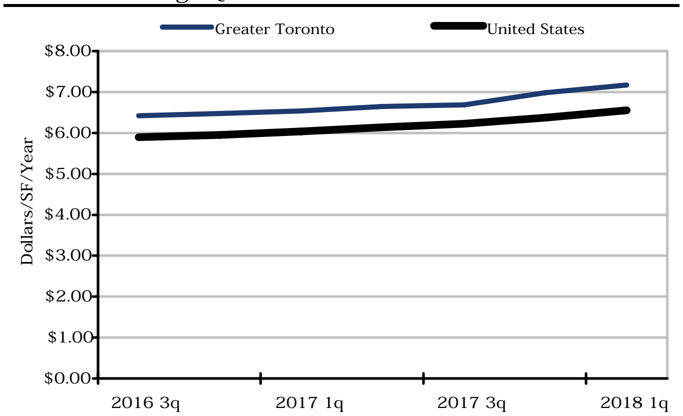
Percent of All Vacant Space by Building Type



Source: CoStar Property®

U.S. Rental Rate Comparison

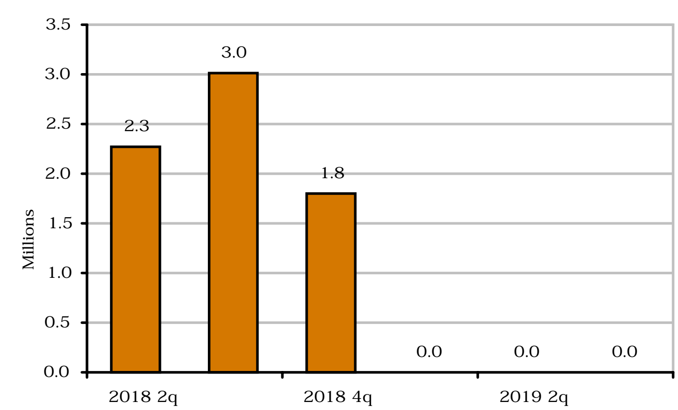
Based on Average Quoted Rental Rates



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*



Source: CoStar Property®

* Includes Under Construction Space

Greater Toronto Industrial Market

Leasing Activity

Select Top Industrial Leases

Based on Leased Square Footage For Deals Signed in 2018

	Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1	400 Industrial Centre - Bldg A	North York West Ind	500,000	1st	Toronto Transit Commission	Colliers International	Colliers International
2	233 Madill Blvd	Mississauga North Ind	446,160	1st	N/A	N/A	Orlando Corporation
3	3535 Argentia Rd	Mississauga North Ind	285,000	1st	BMW Canada Inc.	N/A	First Gulf Corporation
4	8500 Mount Pleasant Way	Milton Ind	219,320	1st	Lowes	Cushman & Wakefield	Avison Young
5	100 Pillsworth Rd - Phase II	Caledon Ind	216,095	1st	Home Depot Canada	Colliers International	Colliers International
6	100 Pillsworth Rd - Phase I	Caledon Ind	189,721	1st	Home Depot Canada	N/A	Colliers International
7	8 Unwin Ave	Toronto Ind	165,000	1st	Cinespace Studios	N/A	PortsToronto
8	8460 Mount Pleasant Way	Milton Ind	159,784	1st	Miniso Canada	Colliers International	Bentall Kennedy
9	8030 Esquesing Line	Milton Ind	142,464	1st	N/A	N/A	Prologis; CBRE
10	1251 Tapscott Rd - Building 1	Scarborough North Ind	118,069	1st	AOSOM CANADA INC	HomeLife Landmark Realty	Indusite Realty Corporation
11	150 Duncan Mill Rd	Outlying Toronto Ind	111,328	1st	N/A	N/A	Colliers International
12	210 Harry Walker Pky N	Newmarket Ind	105,402	1st	N/A	CBRE	N/A
13	189 Summerlea Rd	Brampton Ind	88,288	1st	N/A	N/A	Avison Young
14	7 Rimini Mews	Mississauga North Ind	85,856	1st	N/A	N/A	Colliers International
15	55 Regalcrest Ct	Vaughan Ind	84,978	1st	An-Tech Plastics	BEEMAN REAL ESTATE INC., BROKERAG	Vanguard Realty Brokerage Corp.,
16	8500 Keele St	Vaughan Ind	84,655	1st	N/A	N/A	Cushman & Wakefield
17	7390 Woodbine Ave	Markham Ind	80,000	1st	N/A	N/A	CBRE
18	7390 Woodbine Ave	Markham Ind	79,423	1st	N/A	N/A	CBRE
19	300 Spinnaker Way	Vaughan Ind	70,896	1st	N/A	LIDD Toronto Brokerage Inc.	Cushman & Wakefield
20	7 Rimini Mews	Mississauga North Ind	70,610	1st	N/A	N/A	Colliers International
21	180 Market Dr	Milton Ind	69,000	1st	N/A	N/A	Colliers International
22	8550 Keele St	Vaughan Ind	67,324	1st	N/A	N/A	Colliers International
23	6250 Edwards Blvd	Mississauga North Ind	64,280	1st	Nippon Express Canada	Colliers International	Avison Young
24	5300 Harvester Rd	Burlington Ind	61,182	1st	N/A	N/A	CBRE
25	6630 Tomken Rd	Mississauga North Ind	60,210	1st	N/A	Avison Young	Avison Young
26	1231 Kamato Rd	Mississauga North Ind	53,000	1st	N/A	Cushman & Wakefield	Cushman & Wakefield
27	361 Ambassador Dr	Mississauga North Ind	46,352	1st	N/A	N/A	Colliers International
28	1170 Invicta Dr	Oakville Ind	45,213	1st	N/A	Royal LePage Meadowtowne Realty	Colliers International
29	155 Snow Blvd	Vaughan Ind	44,523	1st	N/A	CBRE	Devencore
30	300 Confederation Pky	Vaughan Ind	43,712	1st	N/A	N/A	Metrus Properties
31	7810 Keele St	Vaughan Ind	42,778	1st	N/A	CBRE	Glen Corporation; Colliers Internat
32	15 City View Dr	Etobicoke North Ind	39,480	1st	N/A	N/A	CBRE
33	156 Corstate Ave	Vaughan Ind	39,300	1st	N/A	N/A	Royal LePage Real Estate Services L
34	130 Performance Dr	Richmond Hill Ind	38,650	1st	Transcontinental	Lennard Commercial Realty	Avison Young
35	420 Deerhurst Dr	Brampton Ind	37,000	1st	National Therapy Products Inc	Colliers International	Metrus Properties
36	81 Granton Dr	Richmond Hill Ind	34,994	1st	N/A	N/A	CBRE
37	101 Glidden Rd	Brampton Ind	34,749	1st	N/A	Colliers International	Cushman & Wakefield
38	75 Westmore Dr	Etobicoke North Ind	34,600	1st	N/A	Keller Williams Realty Oakville Wes	Induspace Realty Inc.
39	6630 Tomken Rd	Mississauga North Ind	34,390	1st	N/A	N/A	Avison Young
40	75 Westmore Dr	Etobicoke North Ind	34,000	1st	N/A	Sotheby's International Realty	Induspace Realty Inc.

Source: CoStar Property®

* Renewal

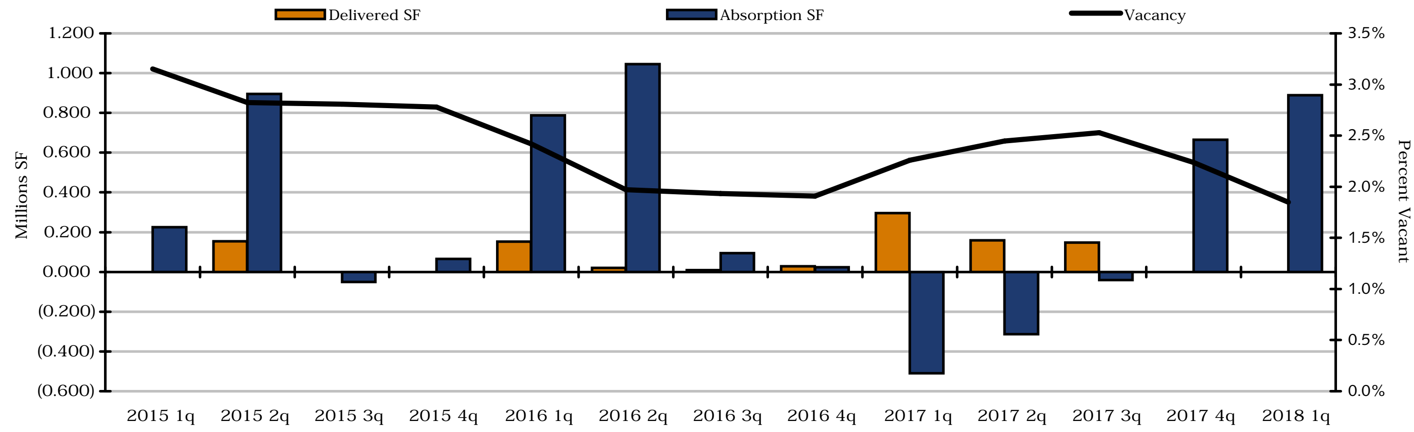
Greater Toronto Industrial Market

Central Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

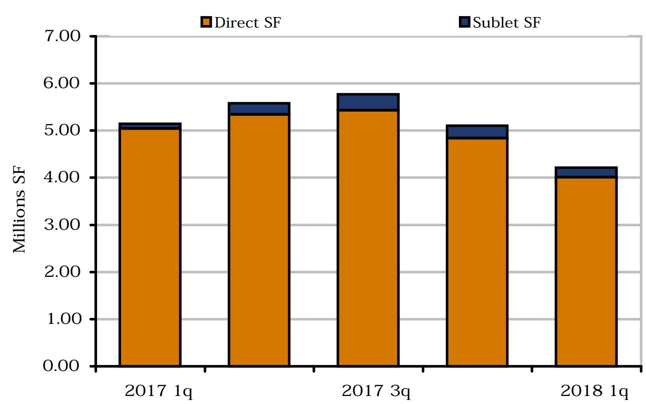
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

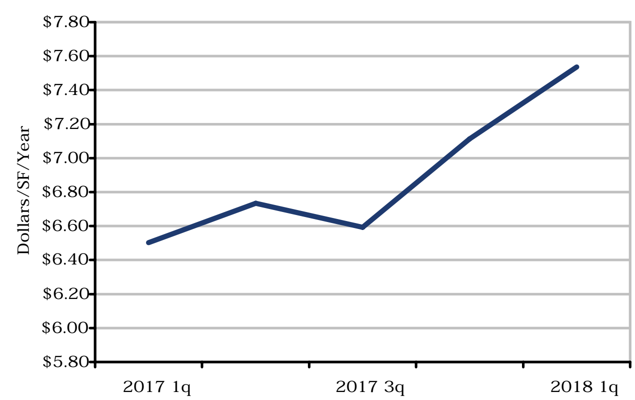
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net	Delivered Inventory		UC Inventory		Quoted
	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2018 1q	5,770	228,104,857	4,214,796	1.8%	889,071	0	0	7	508,805	$7.54
2017 4q	5,770	228,104,857	5,103,867	2.2%	664,649	0	0	7	508,805	$7.11
2017 3q	5,770	228,104,857	5,768,516	2.5%	(40,147)	1	147,391	5	294,740	$6.59
2017 2q	5,769	227,957,466	5,580,978	2.4%	(313,044)	1	158,458	6	442,131	$6.73
2017 1q	5,769	227,837,140	5,147,608	2.3%	(509,728)	5	295,878	3	385,849	$6.50
2016 4q	5,764	227,541,262	4,342,002	1.9%	24,008	2	27,835	7	601,727	$6.31
2016 3q	5,764	227,574,477	4,399,225	1.9%	94,062	1	9,924	9	629,562	$6.19
2016 2q	5,763	227,564,553	4,483,363	2.0%	1,045,062	1	20,779	9	594,013	$6.06
2016 1q	5,762	227,543,774	5,507,646	2.4%	787,397	2	152,698	8	291,078	$6.02
2015 4q	5,762	227,571,076	6,322,345	2.8%	65,315	0	0	10	443,776	$5.94
2015 3q	5,762	227,571,076	6,387,660	2.8%	(50,641)	0	0	6	247,771	$5.91
2015 2q	5,763	227,663,632	6,429,575	2.8%	895,687	1	153,679	6	247,771	$6.08
2015 1q	5,762	227,509,953	7,171,583	3.2%	224,772	0	0	5	367,526	$6.26
2014 4q	5,762	227,509,953	7,396,355	3.3%	755,589	0	0	1	153,679	$6.10
2014 3q	5,762	227,509,953	8,151,944	3.6%	614,854	0	0	0	0	$6.20
2014 2q	5,762	227,509,953	8,766,798	3.9%	52,119	0	0	0	0	$6.12

Source: CoStar Property®

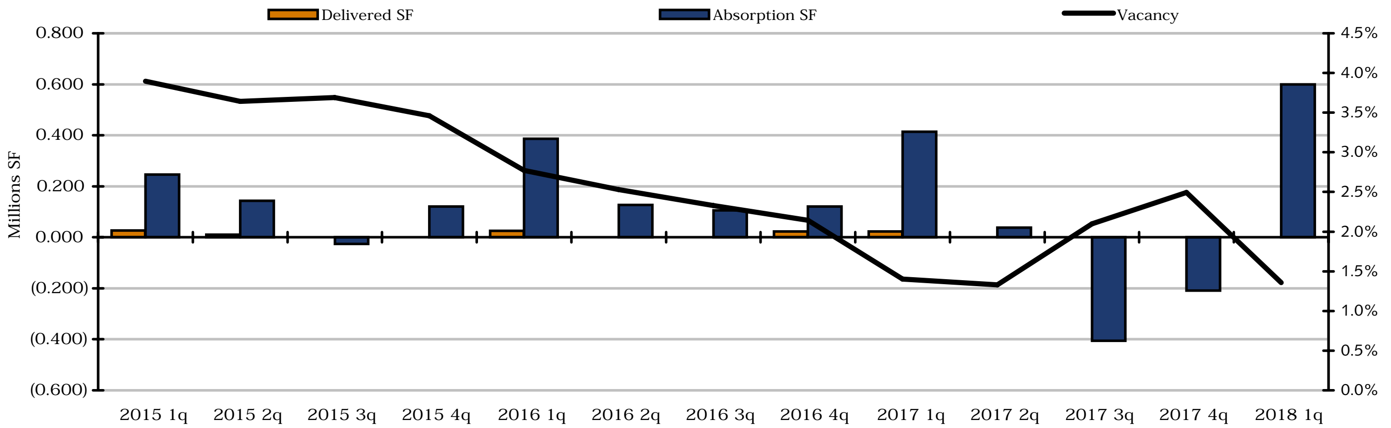
Greater Toronto Industrial Market

East Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

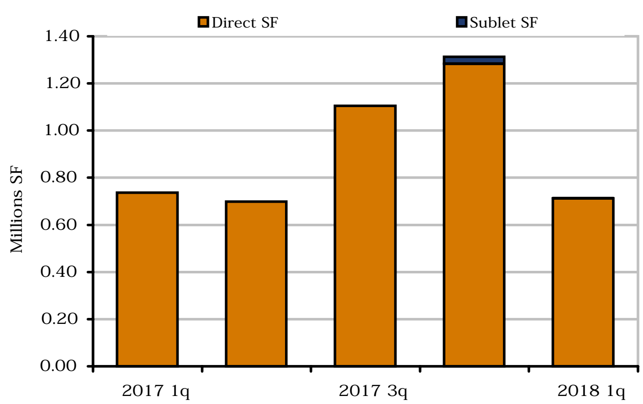
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

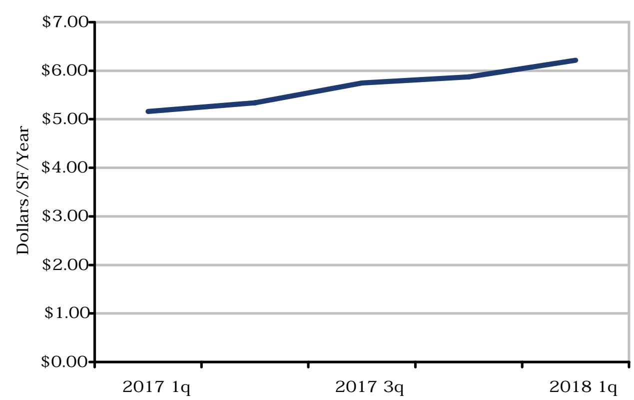
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net	Delivered Inventory		UC Inventory		Quoted
	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2018 1q	1,081	52,612,033	714,079	1.4%	598,925	0	0	0	0	$6.21
2017 4q	1,081	52,612,033	1,313,004	2.5%	(208,582)	0	0	0	0	$5.87
2017 3q	1,081	52,612,033	1,104,422	2.1%	(405,357)	0	0	0	0	$5.75
2017 2q	1,081	52,612,033	699,065	1.3%	38,273	0	0	0	0	$5.34
2017 1q	1,081	52,612,033	737,338	1.4%	413,621	1	23,291	0	0	$5.16
2016 4q	1,080	52,588,742	1,127,668	2.1%	120,369	1	23,291	1	23,291	$5.23
2016 3q	1,079	52,565,451	1,224,746	2.3%	105,452	0	0	2	46,582	$5.48
2016 2q	1,079	52,565,451	1,330,198	2.5%	127,413	0	0	2	46,582	$5.58
2016 1q	1,079	52,565,451	1,457,611	2.8%	386,662	1	25,000	0	0	$5.53
2015 4q	1,078	52,540,451	1,819,273	3.5%	120,405	0	0	1	25,000	$5.57
2015 3q	1,078	52,540,451	1,939,678	3.7%	(26,027)	0	0	1	25,000	$5.38
2015 2q	1,078	52,540,451	1,913,651	3.6%	143,049	1	10,000	0	0	$5.30
2015 1q	1,077	52,530,451	2,046,700	3.9%	246,397	1	26,959	1	10,000	$4.94
2014 4q	1,076	52,503,492	2,266,138	4.3%	165,302	1	20,000	2	36,959	$4.96
2014 3q	1,075	52,483,492	2,411,440	4.6%	158,379	2	30,875	3	56,959	$5.28
2014 2q	1,073	52,452,617	2,538,944	4.8%	224,348	1	13,427	4	60,875	$5.08

Source: CoStar Property®

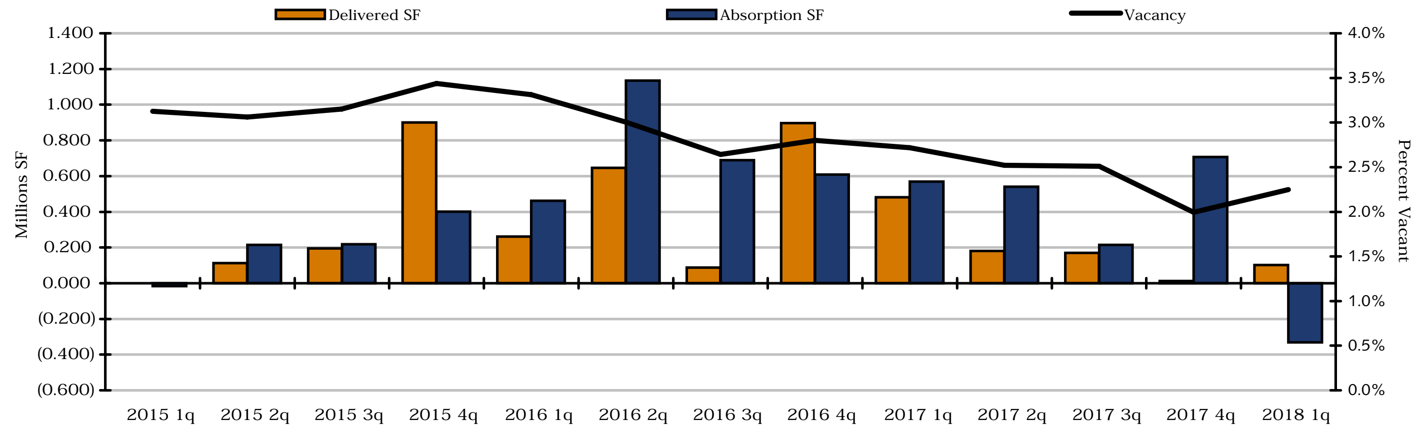
Greater Toronto Industrial Market

North Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

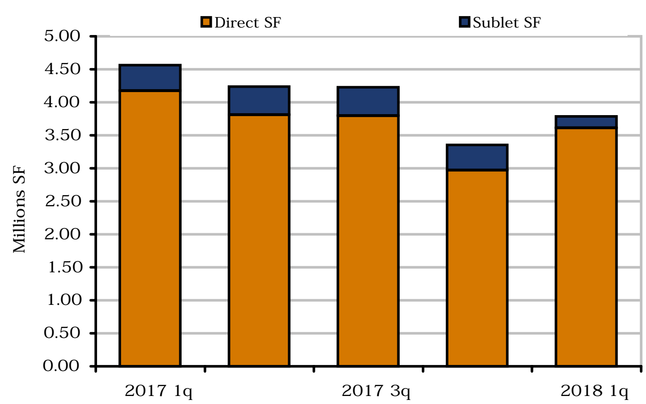
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

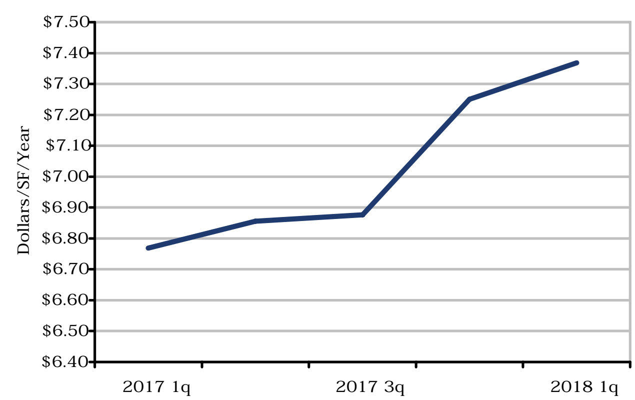
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

	Existing Inventory		Vacancy		Net	Delivered Inventory		UC Inventory		Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2018 1q	3,500	168,267,863	3,786,641	2.3%	(331,453)	4	101,011	12	2,535,404	$7.37
2017 4q	3,496	168,166,852	3,354,177	2.0%	706,587	1	11,463	12	2,518,940	$7.25
2017 3q	3,496	168,333,297	4,227,209	2.5%	214,820	2	170,012	12	2,147,209	$6.88
2017 2q	3,493	168,128,040	4,236,772	2.5%	539,667	3	180,370	10	578,464	$6.86
2017 1q	3,489	167,915,691	4,564,090	2.7%	569,718	5	481,448	12	526,443	$6.77
2016 4q	3,486	167,472,137	4,690,254	2.8%	608,123	6	896,002	16	972,646	$6.73
2016 3q	3,480	166,576,135	4,402,375	2.6%	688,830	3	87,790	13	1,482,943	$6.60
2016 2q	3,477	166,488,345	5,003,415	3.0%	1,134,359	4	646,533	14	1,343,184	$6.46
2016 1q	3,473	165,841,812	5,491,241	3.3%	461,074	2	261,913	15	1,869,862	$6.41
2015 4q	3,471	165,579,899	5,690,402	3.4%	400,500	7	900,112	10	1,889,464	$6.71
2015 3q	3,464	164,679,787	5,190,790	3.2%	218,257	3	194,236	13	2,380,458	$6.89
2015 2q	3,460	164,303,351	5,032,611	3.1%	213,862	1	112,102	16	2,711,894	$6.81
2015 1q	3,459	164,191,249	5,134,371	3.1%	(16,747)	0	0	11	1,319,795	$6.86
2014 4q	3,459	164,191,249	5,117,624	3.1%	631,623	3	186,174	5	730,870	$6.93
2014 3q	3,457	164,093,875	5,651,873	3.4%	951,724	2	277,000	5	446,276	$6.88
2014 2q	3,455	163,816,875	6,326,597	3.9%	860,224	2	344,463	6	611,174	$6.74

Source: CoStar Property®

Greater Toronto Industrial Market

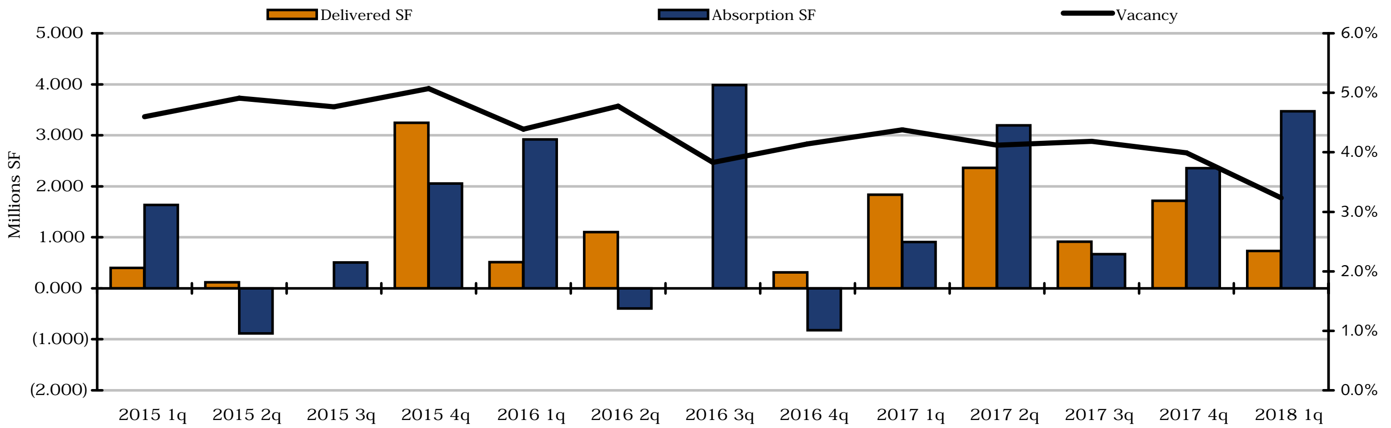
CoStar™

West Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

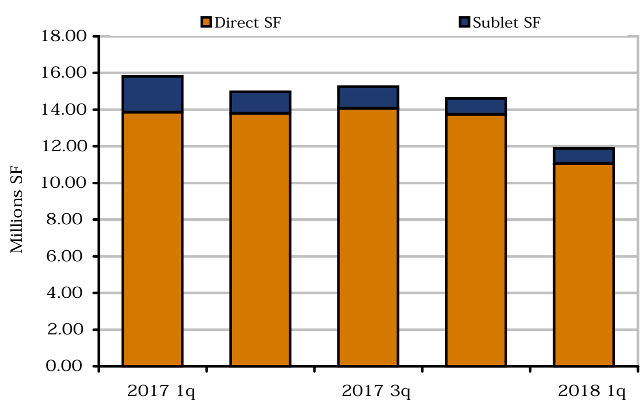
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

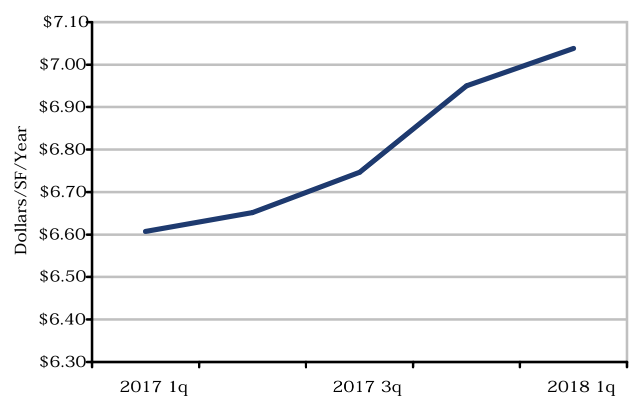
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net	Delivered Inventory		UC Inventory		Quoted
	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2018 1q	6,643	367,167,830	11,878,623	3.2%	3,468,887	2	730,775	19	2,308,828	$7.04
2017 4q	6,639	366,403,921	14,616,735	4.0%	2,353,872	6	1,715,653	20	2,935,603	$6.95
2017 3q	6,633	364,688,268	15,254,954	4.2%	672,279	3	915,764	23	4,171,083	$6.75
2017 2q	6,629	363,741,804	14,980,769	4.1%	3,193,288	4	2,362,094	21	4,598,002	$6.65
2017 1q	6,625	361,379,710	15,811,963	4.4%	909,494	4	1,837,974	20	6,103,394	$6.61
2016 4q	6,621	359,541,736	14,883,483	4.1%	(820,446)	2	313,258	15	5,847,699	$6.56
2016 3q	6,619	359,228,478	13,749,779	3.8%	3,982,539	0	0	11	4,751,284	$6.54
2016 2q	6,618	358,725,395	17,128,105	4.8%	(398,067)	6	1,103,533	12	5,565,497	$6.37
2016 1q	6,613	357,694,187	15,698,830	4.4%	2,920,516	4	514,905	14	5,366,262	$6.35
2015 4q	6,609	357,179,282	18,104,441	5.1%	2,054,540	11	3,248,424	14	4,502,738	$6.31
2015 3q	6,598	353,882,852	16,862,551	4.8%	509,192	0	0	20	6,233,530	$6.27
2015 2q	6,598	353,882,852	17,371,743	4.9%	(886,201)	2	116,258	16	5,559,981	$6.20
2015 1q	6,596	353,653,235	16,255,925	4.6%	1,632,792	2	397,072	16	5,752,448	$6.14
2014 4q	6,595	353,519,136	17,754,618	5.0%	2,693,431	5	1,469,665	13	5,342,087	$6.11
2014 3q	6,591	352,060,451	18,989,364	5.4%	506,464	5	2,328,132	14	6,038,178	$6.03
2014 2q	6,587	349,763,052	17,198,429	4.9%	1,266,805	4	481,372	15	6,943,947	$5.99

Source: CoStar Property®