



COMMERCIAL REAL ESTATE SERVICES

## Q1 2021 TORONTO MARKET REPORTS





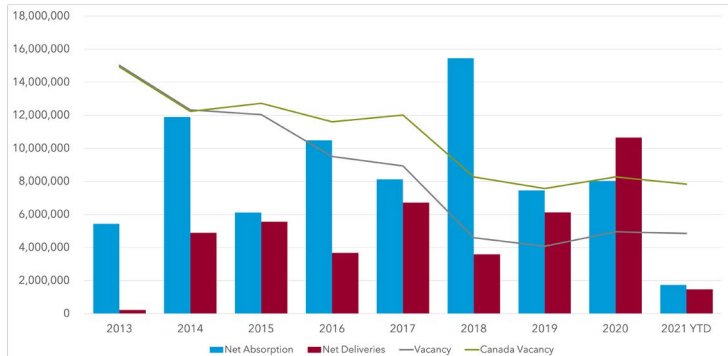
### INDUSTRIAL MARKET OVERVIEW

DANIEL SMITH, *Vice President, Principal*

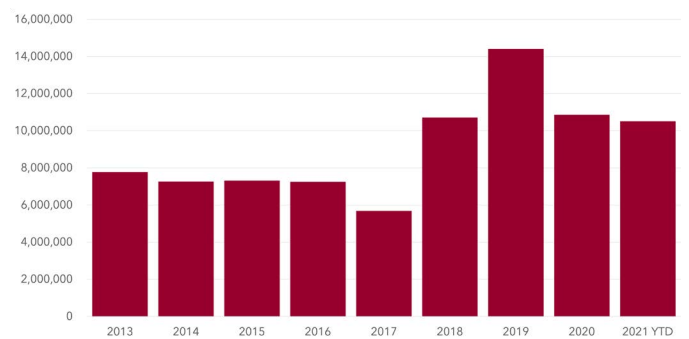
Despite a slowdown in transaction volumes, industrial real estate remains well positioned across the GTA, particularly as ecommerce related uses continue to grow. Toronto's location, large population base, and strong demographic growth have produced one of North America's tightest industrial markets. With the market's strength and positive outlook, net rents increased by 18.9% year-over-year, matching the growth rate of 20.6% from the year prior. Of note, Amazon doubled its GTA footprint this year securing approximately 3.3M SF across 12 facilities including its brand new 1M SF fulfillment centre in Scarborough. Looking ahead, the GTA industrial market still seems poised for continued rental growth during this time of uncertainty.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▲ Net Absorption SF	8,267,934	8,033,767	9,411,749	10,416,684	6,273,921
▼ Vacancy Rate	1.60%	1.70%	1.30%	1.30%	1.40%
▲ Avg NNN Asking Rate	\$10.25 PSF	\$10.08 PSF	\$9.95 PSF	\$9.62 PSF	\$9.36 PSF
▼ SF Under Construction	10,539,196	10,858,919	12,096,614	11,538,204	14,646,970
▲ Inventory SF	845,313,955	843,867,314	840,006,704	837,501,036	834,581,155

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
250 Summerlea Road Brampton, ON	346,686 SF	\$78,201,062 \$225.57 PSF	Tricor Pacific Founders Capitals Confederation Freezers	Class C
100-110 Iron Street Toronto, ON	325,157 SF	\$125,285,000 \$385.31 PSF	Triovest Mantella Corporation	Class C
240 Nugget Court Brampton, ON	286,136 SF	\$38,422,047 \$134.28 PSF	Tricor Pacific Founders Capitals Confederation Freezers	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8480 Mount Pleasant Way Milton, ON	592,636 SF	Sun Life Assurance Company of Canada	Uline	Warehousing
7330 Mississauga Road Mississauga, ON	216,412 SF	Orlando Corp	Alliance Labelling	Packaging
1652 Tricont Avenue Whitby, ON	185,000 SF	Skyline Commercial Real Estate Holdings	Lear Corporation	Manufacturing



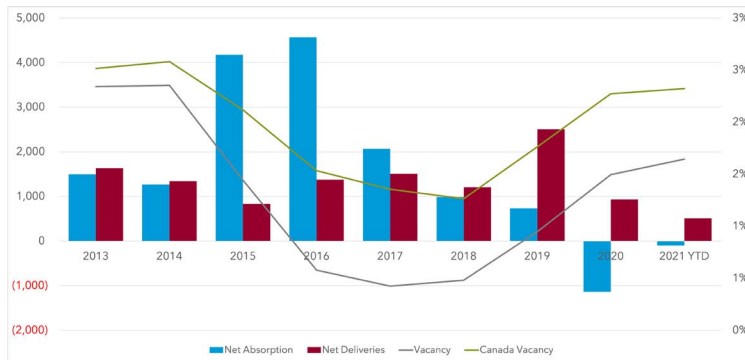
### MULTIFAMILY MARKET OVERVIEW

LUIS ALMEIDA, *Senior Vice President, Partner*

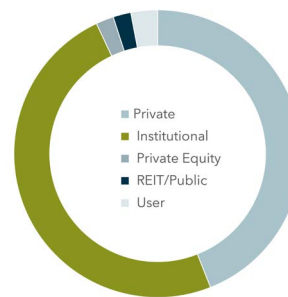
The 2020 multifamily market was in position to have another benchmark year. Stable market fundamentals supported a strong appetite amongst institutional investors, and liquidity remained strong across the GTA. As the COVID-19 pandemic tapers off, we anticipate the reopening of the economy to be a gradual process. The GTA multifamily sector should be in position to have one of the quickest and strongest recoveries in the market. Investors and operators will have access to low borrowing costs as interest rates are expected to remain low for the foreseeable future. Multifamily properties will remain one of the most resilient and financeable asset types in the market and should continue the success of recent years.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▼ Absorption Units 12 Mo.	(1,246)	(1,137)	(553)	(39)	499
▲ Vacancy Rate	1.7%	1.5%	1.3%	1.2%	1.0%
▲ Asking Rent/Unit	\$1,754.00	\$1,750.00	\$1,746.00	\$1,740.00	\$1,725.00
▲ Inventory Units	377,588	377,078	376,443	376,229	376,216
▼ Units Under Construction	14,665	14,814	15,449	15,695	14,679

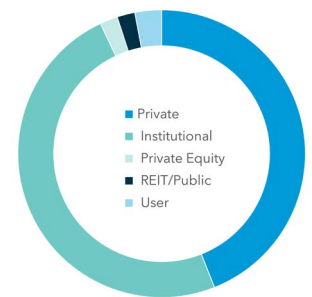
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### SALE BY BUYER TYPE



#### SALE BY SELLER TYPE



\*\*Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS BY SF	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
15 Roehampton Avenue Toronto, ON	\$143,572,745	616,192	Woodbourne Canada Management Inc. RioCan Real Estate Investment Trust
20 Tuxedo Court Toronto, ON	\$60,743,240	289,254	Conundrum Capital Corp Reserve Properties
550 Jarvis Street Toronto, ON	\$92,600,000	353,453	Park Property Management DMS - 400 Dufferin

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Signet Group Inc.	\$193,749,999
Flagship Property Ventures Corp.	\$143,647,000
RioCan Real Estate Investment Trust	\$143,572,745
Tridel Group of Companies	\$135,000,000
Runnymede Development Corp Ltd	\$87,750,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Starlight Investments Ltd.	\$312,881,670
Timbercreek Asset Management Inc.	\$246,515,329
Park Property Management Inc.	\$193,500,000
Woodbourne Capital Mgmt Intrn'l, LP	\$143,572,745
Conundrum Capital Corporation	\$124,823,240



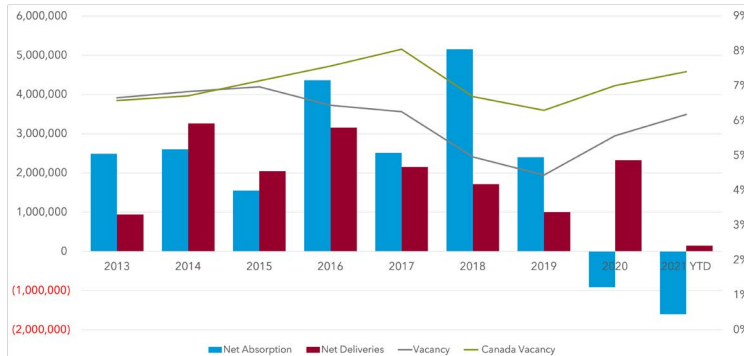
### OFFICE MARKET OVERVIEW

WILL GEHRING, *Senior Vice President*

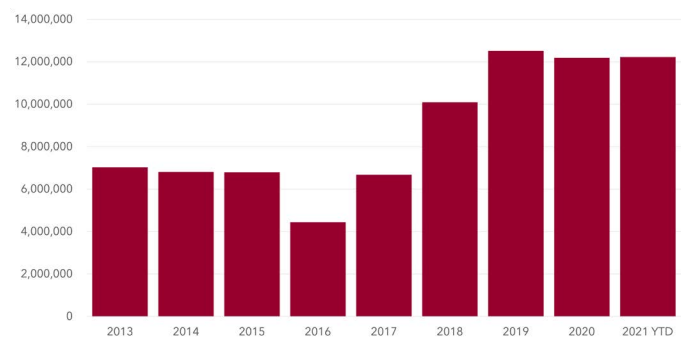
The pandemic has taken its toll on the office leasing market. Reports have shown leasing volume throughout the GTA has declined by 54% from this time one year ago. The current amount of sublet space in the GTA is approximately 6,000,000 SF, of which half is located in downtown Toronto. As we move into Q2 2021, tenants from most business sectors continue to have a “wait and see” mindset, hoping that once the vaccination of employees is fully complete, they will feel safe to return to work. The future workplace environment remains unknown. For now, the majority of employees continue to work from home and doing their best to be productive.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▼ Net Absorption SF	(2,526,172)	(911,835)	1,867,830	1,591,349	1,857,636
▲ Vacancy Rate	6.10%	5.60%	4.80%	4.50%	4.30%
◀▶ Avg NNN Asking Rate	\$19.78 PSF	\$19.78 PSF	\$19.64 PSF	\$19.55 PSF	\$19.60 PSF
▲ SF Under Construction	12,223,816	12,190,304	13,033,494	113,248,581	12,613,382
▲ Inventory SF	277,618,141	277,471,169	277,284,934	275,643,469	275,205,681

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
105 Commerce Valley Drive Markham, ON	188,865 SF	\$58,075,000 \$307.49 PSF	Soneil Group of Companies Northam Realty Advisors Ltd	Class A
55 Commerce Valley Drive Markham, ON	186,390 SF	\$56,925,000 \$305.41 PSF	Soneil Group of Companies Northam Realty Advisors Ltd	Class B
110 Yonge Street Toronto, ON	16,837 SF	\$58,000,000 \$721.23 PSF	Sutter Hill BentallGreenOak	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
40 King Street West Toronto, ON	922,360 SF	ARI SP NOMINEE INC.	Scotiabank	Finance
2360 Cornwall Road Oakville, ON	53,150 SF	C2C Industrial Properties (GTA) Ltd	Undisclosed	Undisclosed
8 Spadina Avenue Toronto, ON	33,218 SF	Quadrangle Architects Ltd.	Undisclosed	Undisclosed





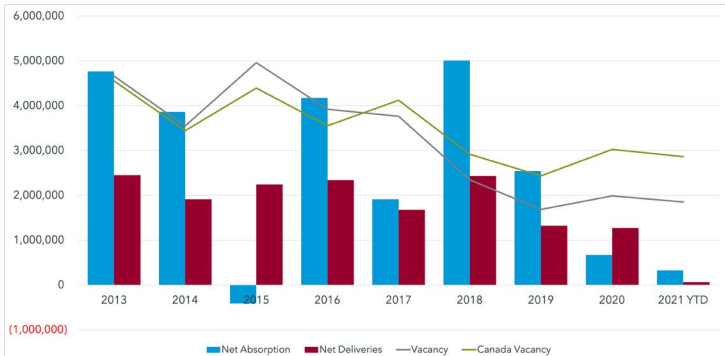
### RETAIL MARKET OVERVIEW

NICOLE MONIZ, *Vice President, Corporate Real Estate*

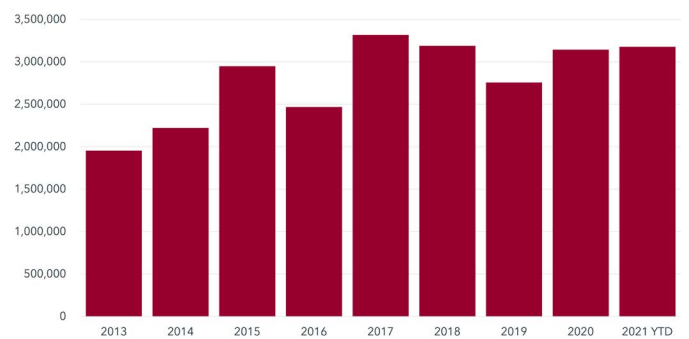
The pandemic continues to create challenges to Toronto retailers, restaurants, and landlords. Data has revealed e-commerce retail sales rose by 71% in 2020, accelerating the shift from brick-and-mortar stores to e-commerce, benefitting industrial sector with increasing demand for warehousing and distribution. Enclosed malls and street-front retail continue to suffer but strip centres anchored by food retailers and essential services are thriving. Quick service restaurants and electronics stores have performed above average, whereas full-service restaurants and clothing stores have seen sales fall sharply from 2019 levels. Restaurants, fitness centers, service-oriented retailers such as hair salons, theatres, and amusement parks, are seeing the greatest negative impacts.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▲ Net Absorption SF	1,107,524	671,535	508,811	1,380,732	1,570,617
▼ Vacancy Rate	1.80%	1.90%	1.90%	1.90%	1.90%
▲ Avg NNN Asking Rate	\$26.89 PSF	\$26.55 PSF	\$26.28 PSF	\$26.84 PSF	\$26.73 PSF
▲ SF Under Construction	3,174,057	3,143,935	3,249,196	2,174,702	2,527,397
▲ Inventory SF	294,713,993	294,650,098	294,255,825	294,272,994	293,712,332

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
382 Yonge Street Toronto, ON	132,070 SF	\$100,000,000 \$757.17 PSF	IKEA Kingsett Capital, Inc.	Single-Tenant
50 Resources Road Toronto, ON	119,083 SF	\$49,000,000 \$411.48 PSF	Microsoft Canada Lowe's Company Canada	Single-Tenant
14700 Yonge Street Toronto, ON	63,353 SF	\$12,000,000 \$189.41 PSF	SmartCenters RE Investment Trust Canadian Tire	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
17215 Leslie Street Newmarket, ON	22,989 SF	Tricap Properties	Undisclosed	Undisclosed
1800 Sheppard Avenue East Toronto, ON	19,502 SF	Ivanhoe Cambridge/ Cadillac Fairview	Urban Behaviour	Clothing
130 North Queen Street Toronto, ON	15,445 SF	Amedev	Undisclosed	Undisclosed

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