

Q1 2016

# Winnipeg Office Market At-a-Glance



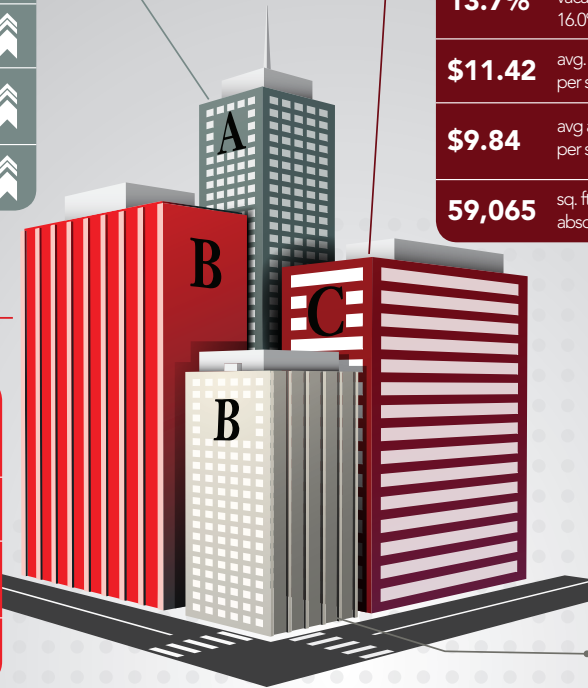
COMMERCIAL REAL ESTATE  
SERVICES INC.

### DOWNTOWN CLASS A

<b>7.4%</b>	vacancy, down from 7.9% in Q4 2015	⬇️
<b>\$18.17</b>	avg. net rent per sq. ft.	⬆️
<b>\$14.94</b>	avg add'l rent per sq. ft.	⬆️
<b>14,078</b>	sq. ft. of negative absorption	⬆️

### DOWNTOWN CLASS C

<b>13.7%</b>	vacancy, down from 16.0% in Q4 2015	⬇️
<b>\$11.42</b>	avg. net rent per sq. ft.	⬆️
<b>\$9.84</b>	avg add'l rent per sq. ft.	⬆️
<b>59,065</b>	sq. ft. of negative absorption	⬆️



### DOWNTOWN CLASS B

<b>10.0%</b>	vacancy, down from 10.9% in Q4 2015	⬇️
<b>\$13.05</b>	avg. net rent per sq. ft.	⬆️
<b>\$13.02</b>	avg add'l rent per sq. ft.	⬆️
<b>29,210</b>	sq. ft. of positive absorption	⬆️

### SUBURBAN CLASS B

<b>7.8%</b>	vacancy, up from 7.3% in Q3 2015	⬆️
<b>\$12.73</b>	avg. net rent per sq. ft.	⬆️
<b>\$7.95</b>	avg add'l rent per sq. ft.	⬆️
<b>-14,582</b>	sq. ft. of positive absorption	⬆️

**11,674,978**  
total Winnipeg office inventory (sq. ft.)

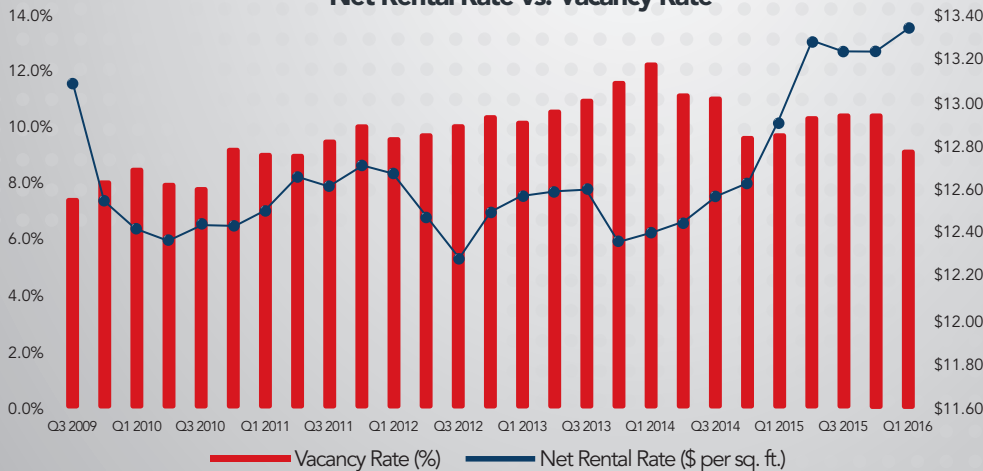
**9.7%** current office vacancy rate  
(down from 10.5% from last quarter)

**\$13.39** current net rental rate (\$ per sq. ft.)  
avg add'l rent - \$11.45 per sq. ft.  
avg gross rent - \$24.84 per sq. ft.

**87,771** absorption level this quarter (sq. ft.)  
year-to-date absorption is now 87,771 sq. ft.

**40,246** sublet space on the market (sq. ft.)  
sublet space comprises 3.6% of total available space on the market

Net Rental Rate vs. Vacancy Rate



### HIGHLIGHTS

Construction began this quarter on True North Square, a downtown plaza cornered by four towers. The \$400M development will bring 300,000 sq. ft. of Class A office space to the downtown as well as a variety of retail spaces, a 275-room Sutton Place Hotel and a 130-suite Sutton Place Residence. The office portion of the project is nearly 33% pre-leased with anchor tenants including Bank of Nova Scotia and Thompson Dorfman Sweatman LLP.

The former Stuart Olson building at 50 Fultz Boulevard was subleased this quarter to Bold Innovation Group. The local tech company has taken the 26,000 sq. ft. suburban office building to accommodate their expanding business and workforce.



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