

FOR SALE



7.66 acres - Clarence Avenue

WINNIPEG, MB

~ Rare Industrial Development Opportunity in Fort Garry Industrial Park ~



Property Overview

SITE DETAILS

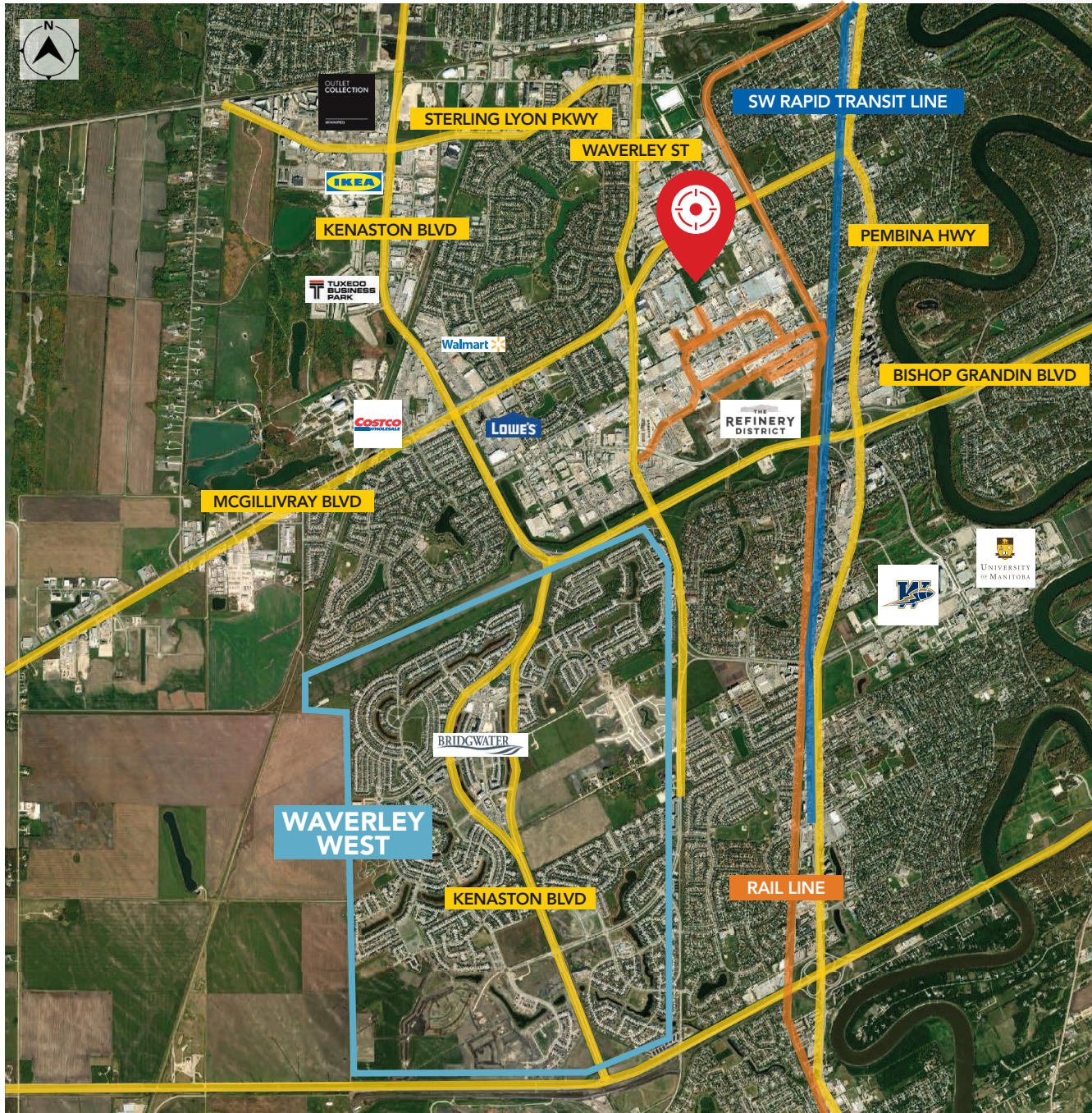
| | |
|--|---|
| LEGAL DESCRIPTION | LOT 2 PLAN 27381 WLTO IN RL 1 TO 5 PARISH OF ST BONIFACE AND IN RL 34 AND 35 PARISH OF ST VITAL |
| LAND AREA | 7.66 acres or 333,670 sq. ft. (+/-) |
| SITE CONFIGURATION <i>(assuming 50% coverage)</i> | Rectangular |
| SALE PRICE | \$5,170,000 (\$675,000/acre) |



HIGHLIGHTS

- Rarely available infill parcel of vacant industrial land in Southwest Winnipeg which boasts this highest average asking rents in Winnipeg at \$13.32 per sq. ft. and a 3.8% vacancy rate
- Strategically located in the desirable Fort Garry Industrial Park with excellent access to major transportation routes
- 408' feet (+/-) of frontage on Clarence Avenue
- Lot Size: 408' W x 818' D
- Zoning M2 – Industrial
- Close to the Kenaston and McGillivray retail node and the Pembina Highway retail corridor.
- Located near the highest income demographics and adjacent to the fastest growing community in Manitoba.

Southwest Winnipeg



This development site is ideally situated in Winnipeg's premier Fort Garry Industrial Park which is in the desirable southwest quadrant of the City of Winnipeg. The site is located just off McGillivray Boulevard (HWY 3), 1km from Pembina Highway (Hwy 75) and Kenaston Boulevard (Route 90) which provides excellent north-south thoroughfare and connects to the City's Perimeter Highway. The site provides an outstanding location for distribution and logistics. The park borders of one Winnipeg's largest retail nodes and highest income demographics and thriving communities in the area.

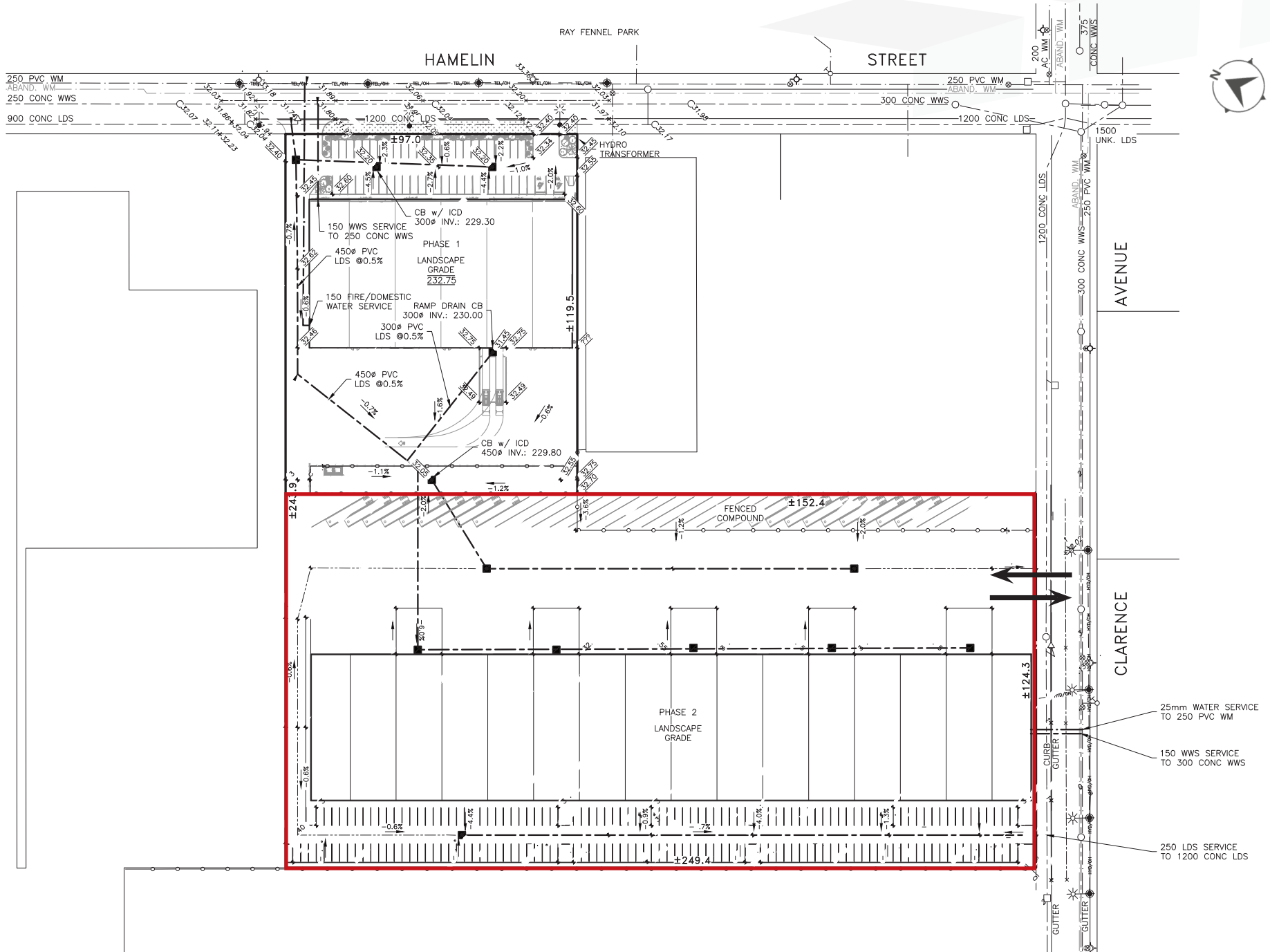
DRIVE TIME ANALYSIS

| | |
|------------------------------|----------------|
| PERIMETER HWY / HWY 1 WEST | 21 min. |
| PERIMETER HWY / HWY 1 EAST | 22 min. |
| PERIMETER HWY / HWY 75 SOUTH | 14 min. |
| PERIMETER HWY / ROUTE 90 | 10 min. |
| RICHARDSON INT'L AIRPORT | 19 min. |
| PORTAGE & MAIN | 15 min. |
| EMERSON BORDER CROSSING | 72 min. |

Area Overview



Development Concept Plan



Winnipeg Industrial Market

The Winnipeg industrial market continues to outperform its historical averages in virtually all metrics. Market vacancy remains below 3.0% for the fifth consecutive quarter and now stands at 2.8%. Of the six submarkets, vacancy is now ranging from a high of 3.9% in the Northwest submarket, to a low of 0.5% in the Northeast submarket.

Positive absorption of 53,768 sq. ft. was recorded in the quarter bringing the total for the first half of 2023 to 69,969 sq. ft. of absorption.

The average net rental rate rose to \$10.99 per sq. ft., bringing the gross rate to an all-time high of \$15.88 per sq. ft. Among the submarkets, average net rents range from a high of \$13.97 per sq. ft. in the Northeast submarket to a low of \$6.68 per sq. ft. in the Central submarket.

Approximately 225,000 sq. ft. of new product came to the market this quarter, with another 492,710 sq. ft. currently under construction and expected to come on-line by Q4 2023. Construction activity continues to

be focused primarily in the Northwest and Southeast submarkets.

Whiteland Developers has now sold the remaining lots of the final phase of their 280 acres Brookside Business Park. There are currently 2,300 acres in development in the CentrePort Canada area.

Olexa Developments has announced the commencement of the Water Tower District in East Winnipeg. This mixed-use development site includes 70 acres of industrial development land in East Winnipeg.

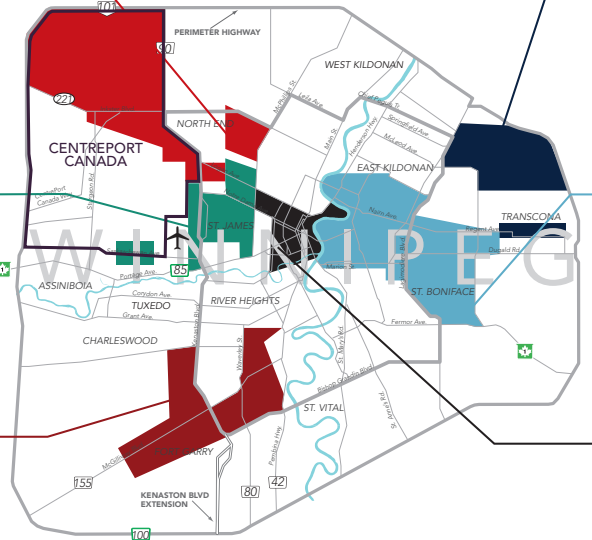
OUTLOOK

We expect market vacancy to increase in the second half of 2023 as a significant amount of new space is delivered to the market. However, we see no indication that market activity and leasing velocity will slow and this new space will be absorbed over the winter months.

| NORTHWEST | | |
|-----------|-----------------------------|---|
| 3.9% | vacancy rate | ↑ |
| \$10.10 | avg. net rent per sq. ft. | ↓ |
| \$4.34 | avg. add'l rent per sq. ft. | ↓ |
| 11,107 | sq. ft. of absorption | ↓ |

| WEST | | |
|---------|-----------------------------|---|
| 2.7% | vacancy rate | ↑ |
| \$10.52 | avg. net rent per sq. ft. | ↑ |
| \$5.40 | avg. add'l rent per sq. ft. | ↑ |
| -81,199 | sq. ft. of absorption | ↓ |

| SOUTHWEST | | |
|-----------|-----------------------------|---|
| 3.0% | vacancy rate | ↓ |
| \$13.19 | avg. net rent per sq. ft. | ↓ |
| \$5.61 | avg. add'l rent per sq. ft. | ↑ |
| 81,171 | sq. ft. of absorption | ↑ |



| NORTHEAST | | |
|-----------|-----------------------------|---|
| 0.5% | vacancy rate | ↔ |
| \$13.97 | avg. net rent per sq. ft. | ↑ |
| \$4.28 | avg. add'l rent per sq. ft. | ↑ |
| 13,758 | sq. ft. of absorption | ↑ |

| SOUTHEAST | | |
|-----------|-----------------------------|---|
| 3.3% | vacancy rate | ↑ |
| \$11.40 | avg. net rent per sq. ft. | ↓ |
| \$5.38 | avg. add'l rent per sq. ft. | ↑ |
| -6,609 | sq. ft. of absorption | ↓ |

| CENTRAL | | |
|---------|-----------------------------|---|
| 3.2% | vacancy rate | ↓ |
| \$6.68 | avg. net rent per sq. ft. | ↑ |
| \$2.66 | avg. add'l rent per sq. ft. | ↓ |
| 35,540 | sq. ft. of absorption | ↑ |

| | | |
|--|------------------------|---------------------------|
| | TOTAL INVENTORY | 80.5M (sq. ft.) |
|--|------------------------|---------------------------|

| | | |
|--|-----------------------|-------------|
| | MARKET VACANCY | 2.8% |
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| | | |
|--|--------------------------|----------------------------------|
| | AVG. ASKING PRICE | \$152.22 (per sq. ft.) |
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| | | |
|--|-----------------------------|---------------------------------|
| | AVG. ASKING NET RENT | \$10.99 (per sq. ft.) |
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| | | |
|--|---------------------------|-----------------------------|
| | UNDER CONSTRUCTION | 492,710 (sq. ft.) |
|--|---------------------------|-----------------------------|

| | | |
|--|-----------------------------|----------------------------|
| | ABSORPTION - Q2 2023 | 53,768 (sq. ft.) |
|--|-----------------------------|----------------------------|



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