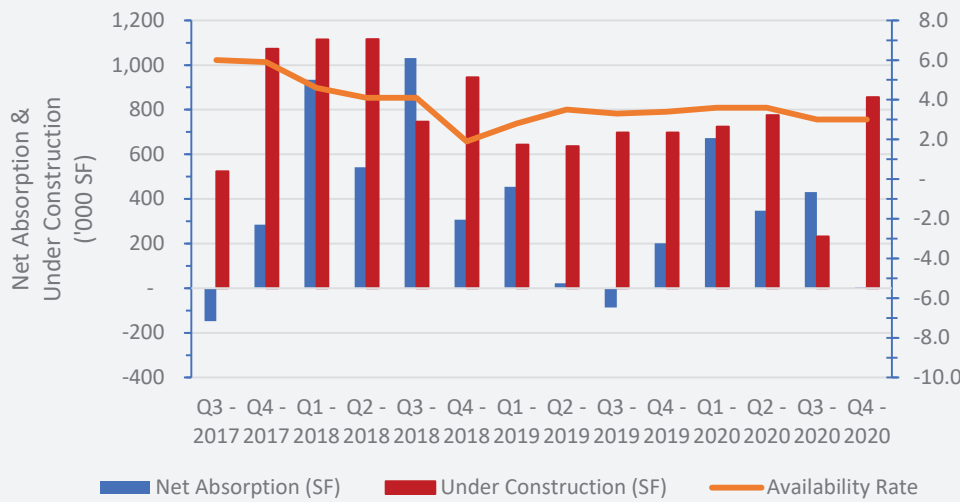


## Waterloo/Wellington 4Q20 Industrial Snapshot

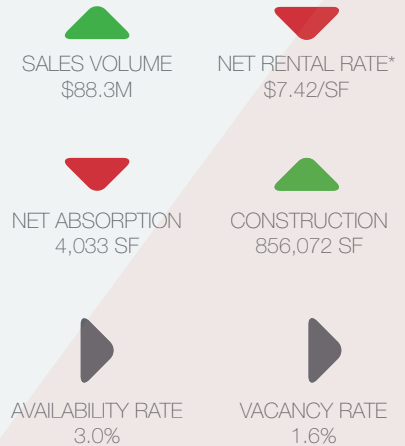


### Waterloo-Wellington Industrial Market Stable in Q4-2020



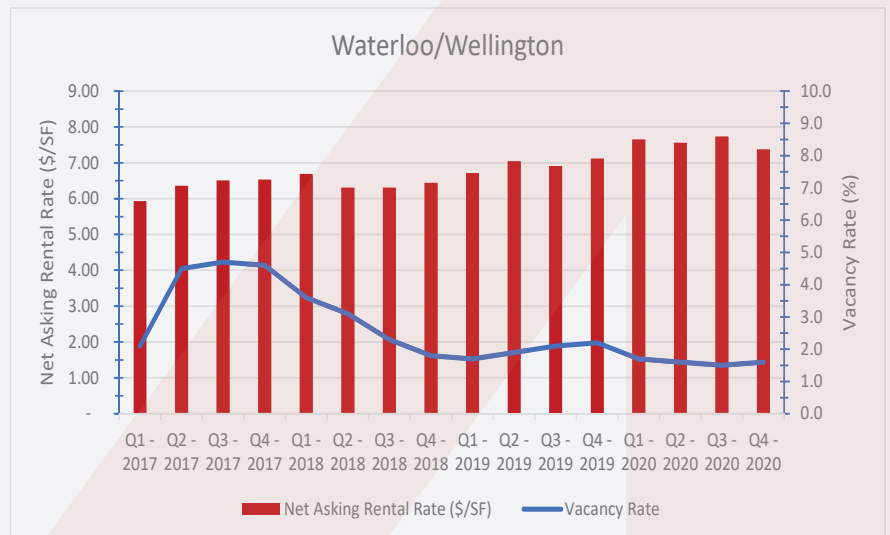
### Trends for 4Q20

Arrows indicate change from previous quarter



Source: CoStar - End of Quarter (E.O.Q.) \*Net Asking Rental Rate/SF

- Industrial market in Waterloo/Wellington remained stable throughout fourth quarter of 2020
- Supply of sub-20,000 square foot spaces remains very limited
- Distribution users driving demand for industrial space
- Increased interest in the Region from GTA users looking for cheaper alternatives
- Increased supply expected in 2021



Source: CoStar (E.O.Q.)

## Waterloo/Wellington 4Q 2020 Industrial Report

### Market Overview:

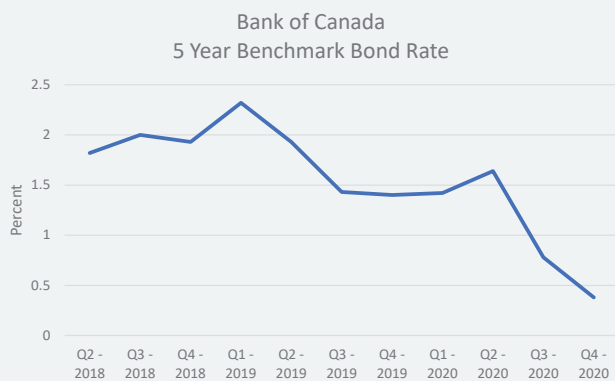
Submarket	Inventory (SF)	Vacancy Rate (%)	Availability Rate (%)	Overall Net Rental Rate (\$/SF)	Sales Volume (\$)	Average Sale Price (\$/SF)
Guelph	17,438,968	0.9%	3.1%	\$6.76	\$21,600,000	\$100
Kitchener/Waterloo	27,587,012	2.3%	4.1%	\$6.97	\$25,625,000	\$67
Cambridge	30,140,308	0.8%	1.8%	\$7.82	\$21,241,100	\$90
Waterloo/Wellington	86,322,879	1.6%	3.0%	\$7.42	\$88,261,100	\$98

Source: CoStar (E.O.Q.)

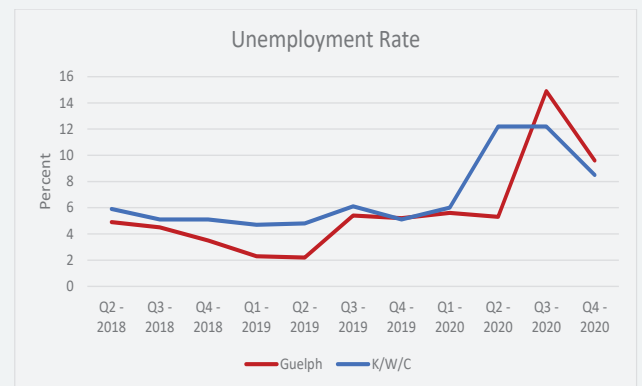
### Significant Transactions:

Submarket	Transaction Type	Size (SF)	User/Investment	Sale Price/SF
Cutten Pl - Guelph	Sale	53,500 SF	Investment	\$155
Speedvale Ave W - Guelph	Sale	111,730 SF	User	\$54
Sheldon Dr - Cambridge	Sale	25,411 SF	Investment	\$116
Boxwood Dr - Cambridge	Lease	250,518 SF	N/A	\$7.25*
Northland Rd - Waterloo	Lease	30,000 SF	N/A	\$6.25*

Source: CoStar \*Net Asking Rental Rate/SF



Source: Bank of Canada (E.O.Q.)



Source: Statistics Canada (E.O.Q.)

The world's largest commercial real estate network.

For more information, please contact:

**Michael Merker, CCIM**

Broker of Record/President

+1 519 824 9900

mmerker@naiparkcapital.com

**36 ±** Countries

**375 ±** Offices

**6,000 ±** Market Leaders

76 Dawson Rd., P.O. Box 923

Guelph, ON N1H 6M6

naiparkcapital.com