Research &
Forecast Report

CANADA
CAP RATE REPORT

Fourth Quarter 2019

Colliers
INTERNATIONAL
Accelerating success.

TORONTO

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
3.75%	4.75%	4.50%	5.50%	◂▸	◂▸

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.50%	6.25%	6.00%	6.75%	▼	▼

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
3.75%	4.75%	4.50%	5.50%	◂▸	◂▸

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
4.25%	5.00%	5.25%	6.00%	4.75%	5.75%	◂▸	▲	▲

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
3.50%	4.50%	3.00%	4.00%	◂▸	◂▸

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
4.50%	5.50%	5.50%	6.75%	7.00%	8.00%	◂▸	◂▸	◂▸

TIM LOCH

Senior Director, Greater Toronto
+1 416 816 7413
tim.loch@colliers.com

WHAT'S TRENDING

Transaction volumes spiked in the GTA during the fourth quarter of 2019 as a number of large investment sales across all major asset classes were completed to close out the year. Most notably was the sale of the Continuum REIT portfolio to Starlight Investments which consisted of 6,271 apartment units in 25 assets throughout Ontario. The entire portfolio traded for roughly $1.73 billion (just over $276,000 per unit) at an estimated cap rate of 3.56%.

The suburban office market saw a flurry of sale activity as well to close out the year as a number of separate large trades were completed in North York, Markham, and Mississauga. In total there was in excess of $815 million spent by investors on 2.8 million square feet of office space in the top seven transactions. This included sales of York Mills Centre, 5001 Yonge, Trillium Executive Centre, and First Meadowvale Corporate Centre II to name a few.

Looking ahead to 2020, pricing is expected to remain strong for all asset classes as investor capital will aggressively pursue assets throughout the GTA. This will be supported by strengthening fundamentals along with the continued low interest rate environment for the foreseeable future.

MONTREAL

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
4.75%	5.50%	5.50%	6.00%	↔	↔

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.75%	7.25%	7.00%	8.00%	↔	↔

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	5.75%	5.75%	6.50%	↔	↔

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
4.75%	6.50%	6.25%	7.00%	6.00%	7.00%	↔	↔	↔

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
3.00%	4.25%	4.00%	5.00%	↔	↔

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
6.00%	8.00%	7.25%	8.50%	8.50%	9.75%	↔	↔	↔

MICHEL COLGAN
Managing Director, Montreal
+1 514 764 8192
michel.colgan@colliers.com

WHAT'S TRENDING

2019 was a great year for the Montréal Real Estate Market witnessed by strong activity across several assets classes. The most active sector was the industrial market which saw a number of sizeable portfolios trade hands towards the end of the year. Furthermore, already strong and improving leasing fundamentals for industrial product has made this one of the most sought after asset classes in the city.

The multi-residential market remained very active, with many transactions closing in the quarter including the sale of Haddon Hall and 4300 de Maisonneuve W by bcIMC for $88.74 million and $192.36 million respectively.

The office market overall remained stable through the final quarter of 2019 as a positive net absorption and an increase in the weighted average net asking rent are positive signs moving into the New Year.

The Montreal retail market continues is restructuring, with new stores opening and others closing. One of the larger transactions in this asset class this year included the sale of seven retail centers by First Capital for a total consideration of $164,285,000 or $160 per square foot.

Looking ahead to 2020 we anticipate transaction activity to remain high among select asset classes in Montreal as investors continue to deploy capital throughout the city.

CALGARY

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.00%	6.75%	7.00%	8.50%	◂▸	◂▸

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.25%	6.75%	7.00%	8.25%	◂▸	◂▸

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.25%	6.00%	5.50%	6.75%	◂▸	◂▸

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
5.25%	6.00%	5.25%	6.00%	5.50%	6.50%	◂▸	◂▸	◂▸

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
4.00%	4.75%	4.25%	5.25%	◂▸	◂▸

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
7.25%	9.25%	7.75%	9.25%	8.50%	10.50%	◂▸	◂▸	◂▸

MARK BERESTIANSKY
Managing Director, Calgary
+1 403 298 0419
mark.berestiansky@colliers.com

WHAT'S TRENDING

Calgary's real estate market saw an uptick in activity in Q4 with some high-valued transactions despite continued economic woes and a struggling Oil & Gas sector.

Crestpoint Real Estate Investment Ltd. acquired a 50% interest in a 10 building industrial portfolio form AIMCo at a price north of $230 million dollars. In addition, Summit REIT acquired an Alberta based industrial portfolio totaling more than 3 million square feet over 37 building.

The office market continues to experience high vacancy rates and investors have remained cautious. Tremendous attention has been focused on the Strategic Group receivership proceedings, which includes a 56 building portfolio mostly comprised of Downtown and Beltline office assets.

The multi-family and retail markets have remained steady with a healthy appetite from investors for well-located well-leased product.

VANCOUVER

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
3.50%	4.50%	3.75%	4.50%	◀▶	◀▶

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
4.75%	5.75%	5.50%	6.50%	◀▶	◀▶

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
3.25%	4.75%	3.50%	5.00%	◀▶	◀▶

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
4.00%	5.50%	4.00%	5.75%	3.50%	5.50%	◀▶	◀▶	◀▶

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
2.50%	3.25%	2.75%	4.25%	◀▶	▲

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
4.00%	5.00%	5.50%	6.75%	6.50%	8.00%	▼	▼	◀▶

JAMES GLEN

Vice President, Vancouver
+1 604 681 4111
james.glen@colliers.com

WHAT'S TRENDING

The fourth quarter was quiet compared to some of the blockbuster deals seen in the first and second quarters of 2019. All told 2019 has been a shadow of the years that 2017 and 2018 were. It's for the best however, as the increases in prices and sales volumes through those years was obviously unsustainable.

2019 saw the fall off in retail transaction activity as investors began to question the future of the asset class in the face many factors, the most obvious of which is Amazon. Various properties are being offered to the market place and some have traded, although these tend to have a redevelopment angle. Evergreen Mall in Surrey traded for $29.0 million, while Rainbow Mall in Langley sold for $19.95 million. Cap rates on both deals are low.

Industrial sales were very active throughout 2019, although less so in terms of deals north of $20.0 million in the 4th quarter of 2019. A 70,000+ sf single-tenant industrial building in the Gloucester area of Langley sold for $15.2 million. Other sales over $10.0 million included brand new strata units in Port Coquitlam and an owner-user acquisition in the Newton area of Surrey.

Smaller deals were also consistent in the office sector, with 5660 192 Street trading for $9.536 million. Crestwood Corporate Centre in Richmond, a larger 750,000+sf office park is in the process of being sold and if completed would be one of the larger suburban transactions since Airport Executive Park traded in early 2018.

Multi-family activity remained strong, with a few properties trading over the $10.0 million mark, including Cedar Terrace in New Westminster for $25.0 million and Shelmarjay Apartments in the West End for $18.5 million.

EDMONTON

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.00%	7.00%	6.50%	7.50%	◀▶	◀▶

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.25%	7.25%	6.75%	7.75%	◀▶	◀▶

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.75%	6.75%	6.25%	7.25%	◀▶	▲

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
5.50%	6.25%	5.50%	6.25%	5.75%	6.50%	◀▶	◀▶	◀▶

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
3.75%	5.00%	5.00%	6.25%	◀▶	◀▶

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
7.50%	9.50%	8.25%	9.50%	8.75%	10.75%	◀▶	◀▶	◀▶

JOEL ANDRESEN
Managing Director, Edmonton
+1 780 969 3041
joel.andresen@colliers.com

WHAT'S TRENDING

Uncertainty regarding office capitalization rates continued in Q4 2019 due to limited sales activity. The sale of Stantec Tower, which was negotiated in the prior quarter, closed with a reported capitalization rate of approximately 5.78%, which was tangible evidence that AA assets can achieve cap rates below 6.00%. While sales evidence continues to be sparse, we are of the opinion that A and B class assets with stable occupancy and rents at market levels should trade at capitalization rates below 8.00%.

Multiple large ($10M+) B and C class industrial assets traded during Q4 with elevated capitalization rates. With a slow leasing market and increasing vacancy, investors appear to be more conservative with market rent projections. This is particularly evident with larger tenant areas, which is resulting in a noticeable impact to going-in capitalization rates. Agents are reporting that there is demand for small and/or high-quality assets with stable leasing. However, available product is limited. Without any positive news regarding new pipeline or large energy projects, industrial capitalization rates may continue to increase in 2020.

The retail investment market continues to show capitalization rate stability although transaction volumes were down during Q4. Core multi-family assets remain in high demand while investment demand for wood-frame suburban multi-family buildings showed some weakness.

Capitalization rates for Metropolitan Edmonton hotels remain near historic lows due to declines in both occupancy and ADR. There is now substantial income upside evident within most accommodation properties. Despite pricing near twenty-year lows, buyers remain cautious due to financing constraints and hesitation over the timing of an economic turnaround.

OTTAWA

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	6.00%	6.00%	7.00%	◄►	▲

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.50%	7.00%	7.00%	7.75%	▲	▲

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	6.50%	5.50%	6.50%	▼	▼

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
5.00%	6.00%	6.00%	6.50%	6.00%	7.00%	▲	▲	▲

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
4.25%	4.75%	4.25%	5.25%	◄►	◄►

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
6.00%	7.75%	7.50%	8.50%	8.50%	10.00%	◄►	◄►	◄►

OLIVER TIGHE
Managing Director, Ottawa
+1 613 683 2225
oliver.tighe@colliers.com

WHAT'S TRENDING

It was another encouraging year for the Ottawa commercial real estate market in 2019. Ottawa witnessed strong and consistent transaction activity throughout the year. Capitalization rates in the fourth quarter remained stable while transaction activity remained high.

Ottawa's industrial availability rate dropped to 2.1% in the fourth quarter causing a low mobility environment for tenants. The industrial market will remain a hot topic in the New Year as the lack of financial feasibility in new construction remains an issue. We expect the premium on industrial properties to continue until rental rates increase to levels that justify and entice the construction of new product. Industrial rental rates as such are expected to rise throughout the coming year. The multi-family market continued its strong performance in Ottawa with low vacancy throughout the city and a significant number of new developments underway, namely in the city's central core.

The retail market remains in a period of transition with a notable level of redevelopment and repositioning as the resulting loss of several large retail players in the city. Nonetheless, there continues to be strong demand for well tenanted assets in good locations. This is especially being seen with the recent addition of Ottawa's new LRT system which has added retail interest along the LRT line given the high daily traffic count.

After several sluggish years in the Ottawa commercial real estate market, 2018 saw a positive up rise which has continued throughout 2019. This strong pace and strong interest in the Ottawa market is expected to continue in the new decade as 2020 comes to a start.

WINNIPEG

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.50%	6.25%	6.00%	6.75%	◀▶	◀▶

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
N/A	N/A	6.00%	6.75%	◀▶	◀▶

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.25%	7.00%	6.25%	7.00%	◀▶	◀▶

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
6.00%	6.50%	6.00%	6.75%	6.00%	6.75%	◀▶	◀▶	◀▶

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
5.00%	6.00%	5.00%	6.00%	◀▶	◀▶

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
7.75%	9.25%	8.50%	9.75%	9.50%	11.00%	◀▶	◀▶	◀▶

ROB PRETEAU
Senior Associate, Winnipeg
+1 204 926 3827
rob.preteau@colliers.com

WHAT'S TRENDING

As we begin 2020 all eyes are on interest rates and the effects on cap rates moving forward. Demand for good quality investment property in Winnipeg continues to be strong, with cap rates expected to remain steady. Industrial property in Winnipeg continues to be the most desirable asset class for investors with vacancy rates hovering around 3.0%. Cap rates for most industrial transactions are currently in the 6.25% to 7.0% range with downward pressure on industrial cap rates becoming the norm.

The demand for multi-tenant retail property continues to be strong with the lack of good quality inventory in the retail sector holding cap rates steady over the past year. Cap rates for retail properties in Winnipeg are typically in the 6.0% to 6.5% range for most transactions and the demand for good quality multi-tenant retail investment property continues to be high.

In the multi-family market there continues to be a significant amount of new apartment construction. Cap rates for multi-family property are typically in the 5.0%-6.0% range, with most new construction projects being valued in the 5.25% - 5.50% cap rate range.

The office sector has seen an increase in vacancy rates due to tower one of True North Square opening in 2019. The result of this additional office space is increased vacancy within downtown and downward pressure on rental rates for class A buildings located at Portage and Main.

HALIFAX

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.25%	7.25%	7.25%	8.25%	◀▶	◀▶

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.50%	7.25%	7.25%	8.25%	◀▶	◀▶

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.25%	6.75%	6.75%	7.50%	◀▶	◀▶

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
5.50%	6.25%	7.00%	8.00%	6.25%	7.75%	▲	▲	◀▶

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
4.50%	4.85%	4.50%	5.25%	◀▶	◀▶

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
7.00%	8.50%	8.25%	9.75%	9.50%	11.00%	◀▶	◀▶	◀▶

MITCH WILE
Managing Director, Halifax
+1 902 442 8701
mitch.wile@colliers.com

WHAT'S TRENDING

There was a flurry of major transactions in the Halifax market in Q4, primarily focused on apartments, including the major bcIMC Realty Corp. portfolio (to CAP REIT), as well as significant downtown development sites that will support large scale projects.

Liquidity in the Halifax market has been very good. Pricing is aggressive buoyed by National level demand and a continuation of low interest rates with greater confidence that the low rate environment will remain low for years to come as a result of "sluggish productivity and population growth" as conveyed by BOC Governor David Poloz in his final speech of the year.

Rent growth across most sectors continues, but is in particular being seen in the multi res sector, a result of ultra-low vacancy and continued consolidation of property ownership – a trend which will likely continue at least for the near term.

Halifax continues to expand and is thriving. It is a unique time in the history of the City as the momentum from population, economic and development growth is moving the primary Atlantic Canadian market along from a small to a medium size market.

VICTORIA

Q4 2019 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	5.25%	5.25%	5.50%	◄►	◄►

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.25%	5.50%	5.50%	5.75%	◄►	◄►

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	5.25%	5.25%	5.50%	◄►	◄►

RETAIL

REGIONAL / POWER		COMMUNITY		STRIP MALL		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	R	C	S
5.25%	5.50%	5.25%	5.50%	5.25%	5.50%	◄►	◄►	◄►

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
4.00%	4.25%	4.25%	4.50%	◄►	◄►

HOTEL

URBAN FULL SERVICE		SELECT SERVICE		LIMITED SERVICE		TREND		
LOW	HIGH	LOW	HIGH	LOW	HIGH	U	S	L
6.00%	7.00%	7.00%	9.00%	8.00%	10.00%	◄►	◄►	◄►

ANDREW BUHR
Associate, Victoria
+1 250 414 8371
andrew.buhr@colliers.com

WHAT'S TRENDING

The multifamily market was highlighted by having the most significant transaction activity of all the asset classes with the majority being traditional income sales, but a few were more of a redevelopment play. Continued interest in both rental and condominium product has developers building to meet demand.

The $10.425M sale of the 4-storey, 1975, 42 unit building at 830 Pembroke Street with commercial on the main floor showed a 4.3% (rounded) capitalization rate. The $8.5M (combined) sale of 250 Oswego Street, a 21 unit apartment building constructed in 1964, and 283 Michigan Street, built in 1944 and offering 10 units, to Starlight Investments reported a cap rate in the order of 4-4.5%. Hockley Corners, a 63 unit, 6-storey Westshore building, traded late quarter for $21M (rounded) at a 4.25% cap rate. Another significant multi-family investment included a portfolio sale valued at close to $24M, recording capitalization rates at or just below the expected market range.

In the office market, McKenzie Professional Centre covering two acres at 1555-1595 McKenzie Avenue, on the surface at least appears to be a standard transaction. However, this property was marketed as, and purchased on, the basis of a “repositioning” to, in all likelihood, a mixed-use retail/multifamily redevelopment play. At 1002 Blanshard Street, the $3.4M sale of this 1923 two storey retail building on the high-profile corner of Blanshard at Broughton Streets, was recorded at a 4.25% capitalization rate due to significant development potential.

The Esquimalt Industrial Park $4.2M sale of 785 Lampson Street, and the suburban industrial Westshore $6.5M sale of 2952 Ed Nixon Terrace, represent owner occupier deals.

2019 closed with the overall market sentiment indicating continued strong confidence in the Greater Victoria investment market for the first quarter of 2020.

Canada Cap Rate Report

DOWNTOWN OFFICE						
MARKET	**A**		**B**		**TREND**	
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**A**	**B**
Vancouver	3.50%	4.50%	3.75%	4.50%	◄►	◄►
Calgary	6.00%	6.75%	7.00%	8.50%	◄►	◄►
Edmonton	6.00%	7.00%	6.50%	7.50%	◄►	◄►
Toronto	3.75%	4.75%	4.50%	5.50%	◄►	◄►
Ottawa	5.00%	6.00%	6.00%	7.00%	◄►	▲
Montreal	4.75%	5.50%	5.50%	6.00%	◄►	◄►
Winnipeg	5.50%	6.25%	6.00%	6.75%	◄►	◄►
Halifax	6.25%	7.25%	7.25%	8.25%	◄►	◄►
Victoria	5.00%	5.25%	5.25%	5.50%	◄►	◄►

SUBURBAN OFFICE						
MARKET	**A**		**B**		**TREND**	
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**A**	**B**
Vancouver	4.75%	5.75%	5.50%	6.50%	◄►	◄►
Calgary	6.25%	6.75%	7.00%	8.25%	◄►	◄►
Edmonton	6.25%	7.25%	6.75%	7.75%	◄►	◄►
Toronto	5.50%	6.25%	6.00%	6.75%	▼	▼
Ottawa	6.25%	7.00%	7.00%	7.75%	▲	▲
Montreal	6.25%	7.25%	7.00%	8.00%	◄►	◄►
Winnipeg	N/A	N/A	6.00%	6.75%	◄►	◄►
Halifax	6.50%	7.25%	7.25%	8.25%	◄►	◄►
Victoria	5.25%	5.50%	5.50%	5.75%	◄►	◄►

Canada Cap Rate Report

INDUSTRIAL						
MARKET	**SINGLE-TENANT A**		**MULTI-TENANT B**		**TREND**	
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**A**	**B**
Vancouver	3.25%	4.75%	3.50%	5.00%	◀▶	◀▶
Calgary	5.25%	6.00%	5.50%	6.75%	◀▶	◀▶
Edmonton	5.75%	6.75%	6.25%	7.25%	◀▶	▲
Toronto	3.75%	4.75%	4.50%	5.50%	◀▶	◀▶
Ottawa	5.00%	6.50%	5.50%	6.50%	▼	▼
Montreal	5.00%	5.75%	5.75%	6.50%	◀▶	◀▶
Winnipeg	6.25%	7.00%	6.25%	7.00%	◀▶	◀▶
Halifax	6.25%	6.75%	6.75%	7.50%	◀▶	◀▶
Victoria	5.00%	5.25%	5.25%	5.50%	◀▶	◀▶

MULTIFAMILY						
MARKET	**HIGH-RISE**		**LOW-RISE**		**TREND**	
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**H**	**L**
Vancouver	2.50%	3.25%	2.75%	4.25%	◀▶	▲
Calgary	4.00%	4.75%	4.25%	5.25%	◀▶	◀▶
Edmonton	3.75%	5.00%	5.00%	6.25%	◀▶	◀▶
Toronto	3.50%	4.50%	3.00%	4.00%	◀▶	◀▶
Ottawa	4.25%	4.75%	4.25%	5.25%	◀▶	◀▶
Montreal	3.00%	4.25%	4.00%	5.00%	◀▶	◀▶
Winnipeg	5.00%	6.00%	5.00%	6.00%	◀▶	◀▶
Halifax	4.50%	4.85%	4.50%	5.25%	◀▶	◀▶
Victoria	4.00%	4.25%	4.25%	4.50%	◀▶	◀▶

Canada Cap Rate Report

HOTEL									
MARKET	**URBAN FULL SERVICE**		**SELECT SERVICE**		**LIMITED SERVICE**		**TREND**		
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**LOW**	**HIGH**	**U**	**S**	**L**
Vancouver	4.00%	5.00%	5.50%	6.75%	6.50%	8.00%	▼	▼	◄►
Calgary	7.25%	9.25%	7.75%	9.25%	8.50%	10.50%	◄►	◄►	◄►
Edmonton	7.50%	9.50%	8.25%	9.50%	8.75%	10.75%	◄►	◄►	◄►
Toronto	4.50%	5.50%	5.50%	6.75%	7.00%	8.00%	◄►	◄►	◄►
Ottawa	6.00%	7.75%	7.50%	8.50%	8.50%	10.00%	◄►	◄►	◄►
Montreal	6.00%	8.00%	7.25%	8.50%	8.50%	9.75%	◄►	◄►	◄►
Winnipeg	7.75%	9.25%	8.50%	9.75%	9.50%	11.00%	◄►	◄►	◄►
Halifax	7.00%	8.50%	8.25%	9.75%	9.50%	11.00%	◄►	◄►	◄►
Victoria	6.00%	7.00%	7.00%	9.00%	8.00%	10.00%	◄►	◄►	◄►

RETAIL									
MARKET	**REGIONAL / POWER**		**COMMUNITY**		**STRIP MALL**		**TREND**		
CITY	**LOW**	**HIGH**	**LOW**	**HIGH**	**LOW**	**HIGH**	**R**	**C**	**S**
Vancouver	4.00%	5.50%	4.00%	5.75%	3.50%	5.50%	◄►	◄►	◄►
Calgary	5.25%	6.00%	5.25%	6.00%	5.50%	6.50%	◄►	◄►	◄►
Edmonton	5.50%	6.25%	5.50%	6.25%	5.75%	6.50%	◄►	◄►	◄►
Toronto	4.25%	5.00%	5.25%	6.00%	4.75%	5.75%	◄►	▲	▲
Ottawa	5.00%	6.00%	6.00%	6.50%	6.00%	7.00%	▲	▲	▲
Montreal	4.75%	6.50%	6.25%	7.00%	6.00%	7.00%	◄►	◄►	◄►
Winnipeg	6.00%	6.50%	6.00%	6.75%	6.00%	6.75%	◄►	◄►	◄►
Halifax	5.50%	6.25%	7.00%	8.00%	6.25%	7.50%	▲	▲	◄►
Victoria	5.25%	5.50%	5.25%	5.50%	5.25%	5.50%	◄►	◄►	◄►

16 offices
100 professionals

Across Canada

5,000+
Appraisals per year

1,500
Tax Appeals per year

71
NPS Score

Colliers has certified NPS® professionals who ensure the right business processes and systems are in place to deliver real-time information to employees, so they can act on customer feedback and achieve results. Our current NPS score is 71. To put our score in context, the average score of a professional service company across North America is 10.

MARKETING CONTACT:

Caroline Evans
Marketing Manager - VAS Canada
Valuation & Advisory Services | Canada
+1 604 662 2684
caroline.evans@colliers.com

Colliers International | Vancouver
200 Granville Street, 19th Floor, V62 2R6
Vancouver, BC | Canada

+1 604-681-4111

REGIONAL AUTHORS:

Michel Colgan | Managing Director, Montreal
Mark Berestiansky | Managing Director, Calgary
James Glen | Vice President, Vancouver
Tim Loch | Senior Director, Greater Toronto
Joel Andresen | Managing Director, Edmonton
Oliver Tighe | Managing Director, Ottawa
Mitch Wile | Managing Director, Halifax
Rob Preteau | Senior Associate, Winnipeg
Andrew Buhr| Associate, Victoria

Valuation & Advisory Group

The Colliers International Valuation & Advisory Services group in Canada combines extensive industry knowledge with advanced technology to provide you with highly efficient service and creative solutions. We have more than 90 professionals in 11 locations including Toronto, Montreal, Vancouver, Calgary, Edmonton, Ottawa, Winnipeg, Halifax, Niagra Falls, Victoria and Kelowna.

Colliers International Valuation & Advisory Services offers a full range of services including valuation, property tax consulting and advisory services. The team also offers customized valuations for specialty real estate including hotels, resorts and multi-residential developments. From a single commercial asset to a national portfolio of properties, we provide you with accurate and timely information that will help you better understand the value of your assets and make business decisions accordingly.

www.collierscanada.com/valuation

AON
BESTEMPLOYER
GOLD | CANADA | 2019

Colliers INTERNATIONAL
Accelerating success.