Research &
Forecast Report

CANADA
CAP RATE REPORT

First Quarter 2020

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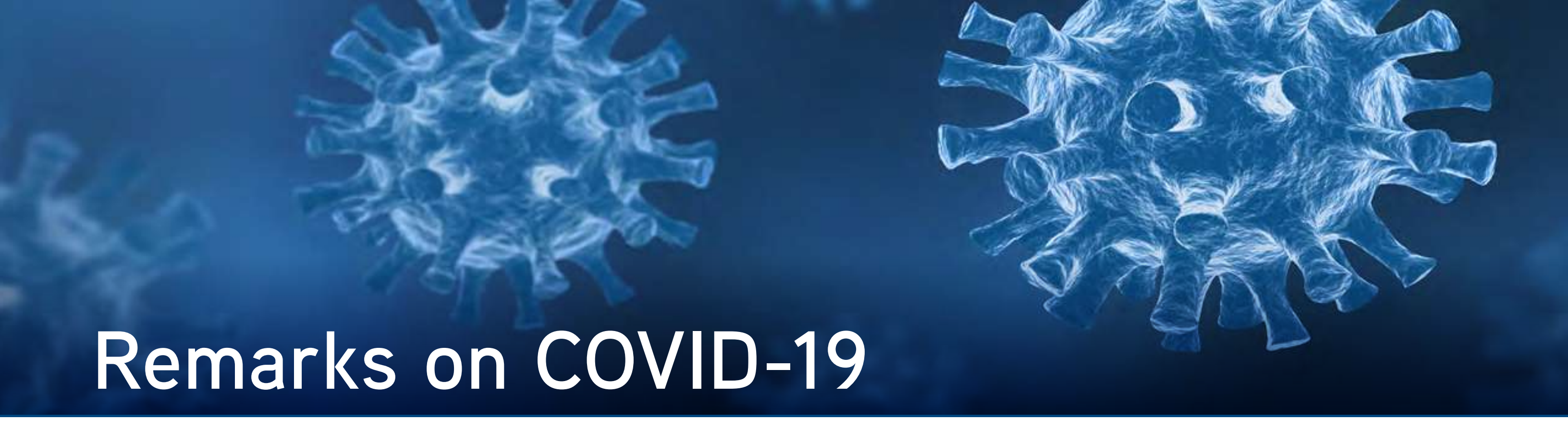

Remarks on COVID-19

The Colliers International Canada Cap Rate Report provides a snapshot of cap rates witnessed during the quarter based on firm sales as well as insight into pending deals. Therefore, the cap rate ranges stated in this report reflect investor sentiment prior to the proliferation of the COVID-19 pandemic in March.

Throughout the Global Community Various levels of government are currently undertaking unprecedented measures aimed at mitigating and curtailing the spread of the COVID-19 pandemic as well as implementing various economic measures to help counteract the economic consequences of extreme social distancing around the world. While the pandemic continues to have a wide range of effects on political, social and economic infrastructure in our country, participants within the Commercial Real Estate (CRE) sector such as investors, landlords and occupiers are all assessing impacts, adjusting operations, and building and executing contingency plans to support their people and their businesses.

The severity of COVID-19's impact on the Canadian CRE market is not yet known as the situation continues to unfold, and forecasts are continuously adjusting. However, it is apparent that some asset classes such as retail and hotels have been immediately impacted more than any other asset class, and it is possible that the recovery for these asset types could drag out longer depending on the duration of social distancing measures. Conversely, while there may be some disruption to localized assets within the industrial sector it is widely believed that this particular asset type will flourish in most parts of the country once life returns back to normal. Multi-family apartment assets should continue to be highly sought after as they're generally less risky, but there may be some short term cash flow issues as some tenants struggle to make rental payment. Lastly, the widespread work from home circumstances we're all currently experiencing will likely change the office sector to some degree in the future, but it's not certain to what extent at this point. Government aid packages, may act as mitigating factors for some asset classes, but their success will not be known for some time. Certainly, the longer social distancing remains in force, the higher the likelihood that more and more asset types will become adversely effected.

Shifting and volatile markets have historically led to a gap between vendor and purchaser expectations. This typically results in diminished sales activity and we expect such a situation in Q2 2020, with a reduced level of conventional arms-length transactions. Most investors are currently taking a wait and see approach as it relates to new acquisitions and potential dispositions. However, the volatility of the stock market may also drive capital to commercial real estate as investors look for a more stable risk weighted return for their money.

We have never found ourselves within such an unprecedented situation, and it should be noted that the above comments are a general statement for the country as a whole, and there are no two assets exactly the same. The impacts on asset valuation could vary greatly from one property to the next depending on a combination of factors. If you have questions regarding the current valuation of your real estate assets we encourage you to reach out directly to the experts in this report.

HOTELS Q1 CAP RATE REPORT

Coming off a strong year for hotel transactions in 2019, the Canadian lodging sector retracted significantly at the tail end of Q1 2020 in response to rapid escalation of the COVID-19 pandemic. While Q1 saw a moderate pace of hotel transactions, these sales were primarily negotiated in a starkly different operating environment. With many hotels temporarily closing across the country and the balance sitting largely empty, we have decided to suspend the publication of hotel cap rate ranges until further notice.

To that end, Colliers Hotels' team members from coast-to-coast remain available to support the hotel investment community during this difficult time. We will continue to provide updated COVID-19 resources via our hotel market reports and recently launched webinar series.

TORONTO

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Q1 2020 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%	◂▸	◂▸

WHAT'S TRENDING

Within the first two months of the quarter there was a fairly steady flow of sales across most assets classes within the Greater Toronto Area. There was a continued interest by investors in well located suburban offices, which was also witnessed toward the end of last year. The majority of the sales volume within this asset sub-class came from properties that were located adjacent to major transit hubs or subway lines, as three of the top sales were located along the North Yonge Corridor. Sellers and purchasers of these buildings ranged from private investors to large institutions.

In the apartment sector, Minto were sellers of three separate buildings with a combined 870 units in total. The aggregate sale price was just shy of $230 million dollars with an average price per unit of roughly $263,000. Q Residential were purchasers of one tower, while Starlight Investments acquired the other two.

Summit REIT continued to be active buyers of industrial product as they closed on three separate transactions with a combined total of roughly $98 million. The two assets purchased in Markham had average cap rates of 4.25%, while the Oakville property traded at a 4.7% cap rate.

MONTREAL

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Q1 2020 CAP RATES

DOWNTOWN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
4.50%	5.50%	5.25%	6.00%	◆	◆

SUBURBAN OFFICE

A		B		TREND	
LOW	HIGH	LOW	HIGH	A	B
6.00%	7.00%	6.75%	7.50%	▲	▲

INDUSTRIAL

SINGLE-TENANT A		MULTI-TENANT B		TREND	
LOW	HIGH	LOW	HIGH	A	B
5.00%	5.75%	5.50%	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%	6.50%	7.50%	▲	▲	▲

MULTIFAMILY

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

WHAT'S TRENDING

The first quarter of 2020 saw a continued trend in sales volumes and transactions holding over from Q4 2019. All asset classes saw continued activity.

On the retail side two notable sales occurred in Q1. A retail portfolio of three shopping centres with a capitalization rate of 6.25%, and a smaller community mall which traded at a 6.52% cap. Rents on the retail side have remained stable throughout Q1.

In the industrial sector we saw continued activity into 2020, with the sale of a larger industrial portfolio of 284,909 SF trading at a cap of 4.50% and a second portfolio transaction of 660,086 SF trading at a capitalization rate of 5.15%. A distortion in the supply-demand curve as well as increased pressure on rents have led to a sellers' market with net rents increasing across the board favoring landlords and sellers alike.

The multi-family market has seen a dramatic increase in values due to cap rate compression, a lack of supply, and an abundance of investors looking for stable returns. Q1 saw a variety of transactions of smaller mid-market properties with capitalization rates in the low 4's. The smallest segment of the market, low rise multi-family experienced even more compression with smaller sized transactions trading in the 3.00% to 3.75% range.

The office market has seen an increase in leasing with net rents on the rise. Several new project are proceeding towards completion and due to an increased demand for good quality office product, vacancy rates have remained stable.

With the first quarter behind us the Montreal market is anticipating some measurable response to COVID-19. However, it is anticipated that landlords/owners shall pull back from the market and take a wait and see approach to see what the market will bear in the near future.

CALGARY

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Q1 2020 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%	◄►	◄►

WHAT'S TRENDING

The first two months of this quarter were relatively stable however things changed very quickly with the global proliferation of COVID-19 and extreme social distancing measures imposed by all levels of government. In addition to pressure from the pandemic, Alberta's economic health experienced further downward pressure from the ongoing oil price war between the Russians and Saudis. WTI was trading at above $60 a barrel in January and plunged to $20 a barrel by the start of March. Most producers in Alberta are not economical at this pricing and have suspended or curtailed the majority of their capital projects to preserve capital. In the face of all this uncertainty most real estate investment transactions have been put on hold or dropped. Valuation metrics are expected to increase across all asset classes in the short term although there is no empirical data to suggest by how much at this point.

VANCOUVER

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Q1 2020 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
3.50%	4.75%	3.75%	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
2.75%	3.25%	2.75%	4.25%	◂▸	◂▸

WHAT'S TRENDING

The first quarter saw a few sizeable transactions close although it is an echo of the more robust start to 2017, 2018 and even 2019.

Retail continued to be very quiet in terms of blockbuster deals with the most significant transaction being Choice Properties REIT acquiring a smaller property for $21.15 million at the corner of North Road and Austin Avenue to round out their site at Cariboo Mall. Dilawri Group also added another property, Acura North Vancouver, to the Automotive Properties REIT for $17.5 million.

The office sector saw what is likely the largest, or one the largest deals so far this year with Allied Properties REIT announcing the acquisition of The Landing, one of Vancouver's largest and most well-known heritage office properties. The sale has not yet closed. Two other potentially significant office properties in play are in the suburbs, namely Crestwood Corporate Centre in Richmond and the Ritchie Bros. head office in South Burnaby. As far as completed sales go Willingdon Park Phase VII sold from Slate Properties to a private investor for a reported price of $28.5 million.

Industrial sales continue to be very active in the first quarter of 2020. Morguard Investments sold Viking Way Business I & II in Richmond for over $49 million while Kingsett Capital sold a large property in South Burnaby for $51 million, having previously acquired it in 2017 for $33.8 million. The largest sale by far was an 18+ acre site with significant holding income at Lougheed and Lake City Way in Burnaby for over $145 million.

Multi-family activity saw fewer sales than the fourth quarter of 2019, although there were a few sizeable deals. 1230 Nelson Street in the West End sold for $51 million, and 5455 Balsam Street in Kerrisdale sold for $70 million.

EDMONTON

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Q1 2020 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%	5.0%	6.25%	▲	▲

WHAT'S TRENDING

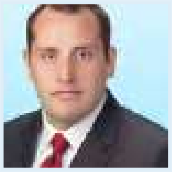
A handful of industrial sales were recorded in early Q1. The largest sale was for a $41.8M portfolio of older B and C class buildings. Average cap rates were around 7.00% but the majority of sales were lower quality buildings, many of which contained vacancy.

Q1 was a slow quarter for the office investment market. The only significant office sale was the $6.5M transfer of the Milner Building in Downtown Edmonton at land value pricing. Retail sales activity was also down from the previous quarter with only a few small strip centres transacting.

High levels of migration and ample financing options, particularly in conjunction with CMHC, were fueling interest in the Edmonton multi-family market at the start of 2020. This strength was highlighted by Centurion Apartment REIT's purchase of The Mayfair on Jasper for $100M and a 3-property portfolio from Devonshire Properties for $205M. Most large apartment sales in the quarter had cap rates between 4.00% and 5.00%. There were also multiple newer suburban wood-frame buildings that transacted with cap rates near 5.00%.

The effects of COVID-19 and the Russia-Saudi Arabia oil price war stalled real estate investment in the province during March 2020 and this effect may persist for an extended period. The longer-term effects of these events on real estate values will depend on the duration and severity of social distancing measures and depressed oil prices. It is anticipated that cap rates will be impacted across all asset classes due to both real estate specific factors, like defaulting tenants and increased vacancy, as well as broader economic implications.

OTTAWA



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Q1 2020 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
6.25%	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%	◄►	◄►

WHAT'S TRENDING

The Ottawa Market experienced a stable start to 2020, characterized by a lower number of transactions compared to previous quarters. In the office market, all but two sales transacted for less than $2 Million. Many landlords are working to stabilize occupancy in advance of offering assets for sale, which overall reduced the number of assets that transacted in Q1. The retail market saw a mixture of both medium and large scale investment transactions in Q1. Of note, is that of two sales of non-grocery anchored retail plazas in suburban locations, trading at roughly 6.0% capitalization rates, indicating strong demand for retail assets. The lowest capitalization rates in Q1 were noted by sales of tenant occupied single inner-city retail buildings with high underlying land value. The industrial market saw only 8 transactions in Q1, though none were investment transactions. While owner users continue to drive demand in the industrial market in Ottawa, demand remains strong from investors. However, it is also noted that few existing owners are looking to dispose of assets in the current environment. The multi-family market remained very active in Q1 with a higher than typical number of transactions. Significant activity in inner-city markets for assets with opportunities to be repositioned was noted. These buyers are seeking older apartment and rooming house developments that can be renovated and/or expanded into modern apartment developments, that offer smaller units and have broad appeal in the local market. The largest sale in Q1 was the sale of an older multi-building rooming house development near the University of Ottawa. The buyer of this property reportedly planned to completely renovate / update the building into a student focused apartment development in the near term. With the impacts of COVID-19 transaction activity has slowed, though not stopped. Well capitalized buyers continue to move forward on potential acquisitions throughout the market. It is expected that buyers will become much more particular in the coming months, and treat any perceived shortcoming in an asset much harsher from a price perspective than they would have previously. However, high quality and well tenanted assets will continue to experience strong demand from potential buyers.

WINNIPEG

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Q1 2020 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%	◂▸	◂▸

WHAT'S TRENDING

Cap rates for Winnipeg held steady throughout the first two months of 2020. Industrial product remains the most desirable asset class amongst investors with new construction continuing to increase throughout the city and within the rural municipalities surrounding Winnipeg. The majority of transactions are occurring in the 6.25% to 7.0% cap rate range depending on the quality of the tenants and location. 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 assuming good quality tenants within the development. As the retail landscape begins to change with more mid-box retailers closing their doors, we could see cap rates begin to rise in the future. 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 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

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Q1 2020 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%	7.50%	◀▶	◀▶	◀▶

MULTIFAMILY

HIGH-RISE		LOW-RISE		TREND	
LOW	HIGH	LOW	HIGH	H	L
4.50%	4.85%	4.50%	5.00%	◀▶	◀▶

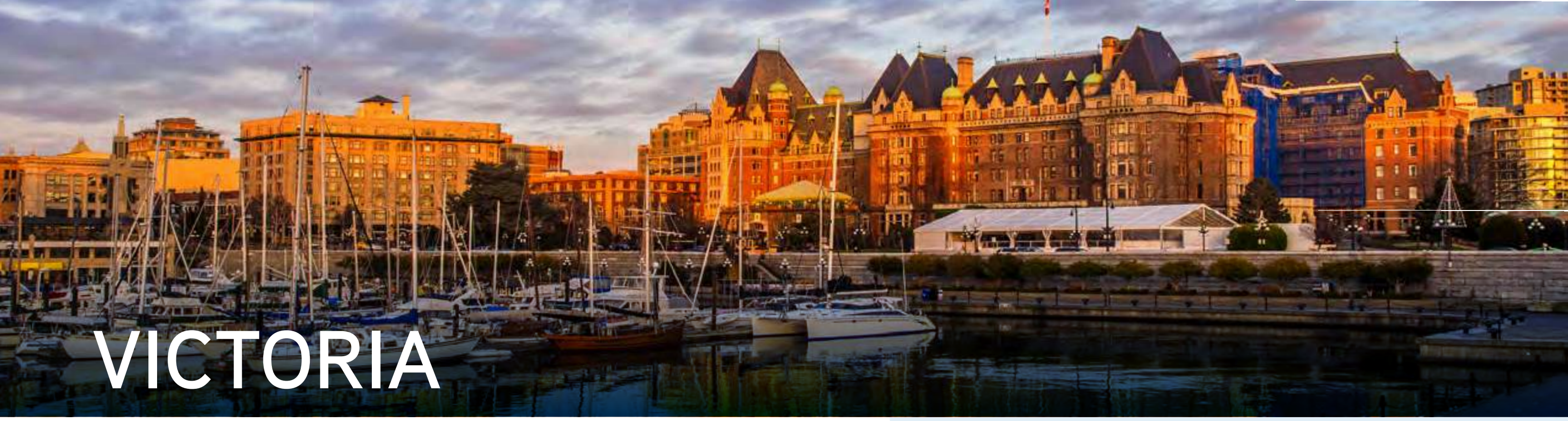
WHAT'S TRENDING

The events surrounding the COVID-19 crisis have created uncertainty in the markets, although the disruption is still seen as a temporary event that we will move past within months, although increasingly there is recognition that there will be some collateral damage that may well impact pre-COVID-19 valuation levels over the coming months.

Up until mid-March 2020, markets appeared to function as usual; having just come off a Q4 2019 that in effect established new records in terms of sales volume and cap rate compression in some classes of real estate in the Atlantic market. The COVID-19 crisis - and likelihood that it will push the country into an economic recession - has changed the mood in the markets. At present, it is wait and see, a pause in order to gauge the length of disruption to society and the economy, and then an evaluation of the collateral damage i.e. business failures, near term vacancy and bad debt loss provisions, near term tenant retention ratio projections and renewal spreads.

The "softening" of the aforementioned value model variables - in the near term – will result in upward pressure on the overall cap rate for some assets, although the extent is too early to predict. Stable real estate is expected to continue to be coveted, apart from a period of relative inactivity as the current events will likely extend marketing / exposure times in the near term.

A prolonged period of uncertainty – and we are not there at this point in time - that eventually can bring fear to the market and ensuing reduction in overall investment demand has the potential to cause in a shift in the hurdle rate (or the IRR) and this event will be the most significant factor in elevating overall cap rates.



VICTORIA

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Q1 2020 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%	◄►	◄►

WHAT'S TRENDING

During the late part of this quarter, the developing COVID-19 pandemic was beginning to affect the Greater Victoria market. Market capitalization rates may be adversely affected, with upward pressure on overall expected investment returns in the near term on some asset classes, depending on the extent of government controls on the market.

Deals negotiated late in the quarter appear to be put on hold with transactions discussed below, negotiated in prior quarters or earlier in the quarter. The general sentiment for the Victoria market is a wait and see approach, as it is unknown how long the current conditions will persist, and what the long term affect will be. In the meantime, there were a few notable transactions in the industrial, office and multifamily market segments. No notable retail transactions occurred during this quarter.

The $6.2M sale of 610 Herald Street was a land purchase with holding income that was a redevelopment play and reported a lower than market capitalization rate as a result. Due to lease up risk, the sale of the office property at 546 Yates Street traded at a discount for $5.3M with no reported cap rate as current tenancies were vacating. The Datatech Building at 1095 McKenzie Avenue reported a slightly above market typical cap rate in the order of 6% due to the purchaser requiring to assume part of the business assets. At 7701 East Saanich Road, this $3.1M multifamily sale recorded a cap rate in the low 4% range.

The start of 2020 began with the overall market indicating confidence in the Greater Victoria investment market, and also for the second quarter of 2020, pending the unknown impact of the current conditions relating to COVID-19.

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	4.50%	5.50%	5.25%	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	6.00%	7.00%	6.75%	7.50%	▲	▲
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	3.50%	4.75%	3.75%	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%	5.50%	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	2.75%	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%	5.00%	◂▸	◂▸
Victoria	4.00%	4.25%	4.25%	4.50%	◂▸	◂▸

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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%	6.50%	7.50%	▲	▲	▲
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.

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James Gang | Managing Director, Montreal
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

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