



CALGARY REAL ESTATE FORUM

Calgary TELUS Convention Centre – North Building • Tuesday, October 27, 2015

Session C2 – 2:15pm

SHOP 'TIL YOU DROP: A LOOK AT CALGARY'S RETAIL SECTOR

Moderator:

Darren Quayle Vice-President, Real Estate Services
Oberfeld Snowcap Alberta Inc.

Panel:

Clint Elenko Vice President, Real Estate, Canadian Tire Corporation

Ralph Huizinga Vice President, Acquisitions & Development, Western Canada,
First Capital Realty Inc.

Grant Kosowan President, Orange National Retail Group (Prairies) Inc.

Darryl Schmidt Vice President National Leasing, Cadillac Fairview





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Alberta Employment Population

2014

2,290,000

2015

2,315,200

An **Increase of 25,200** since September
2014 or **1.1%**

Source: Statistics Canada



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Alberta Unemployment Rate

September

2014

2015

4.6%

6.5%



Fourth **lowest** in Canada

Saskatchewan 5.1%; Manitoba 5.2%; British Columbia 6.3%

Source: AlbertaCanada.com



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Alberta Retail Sales (Billions)

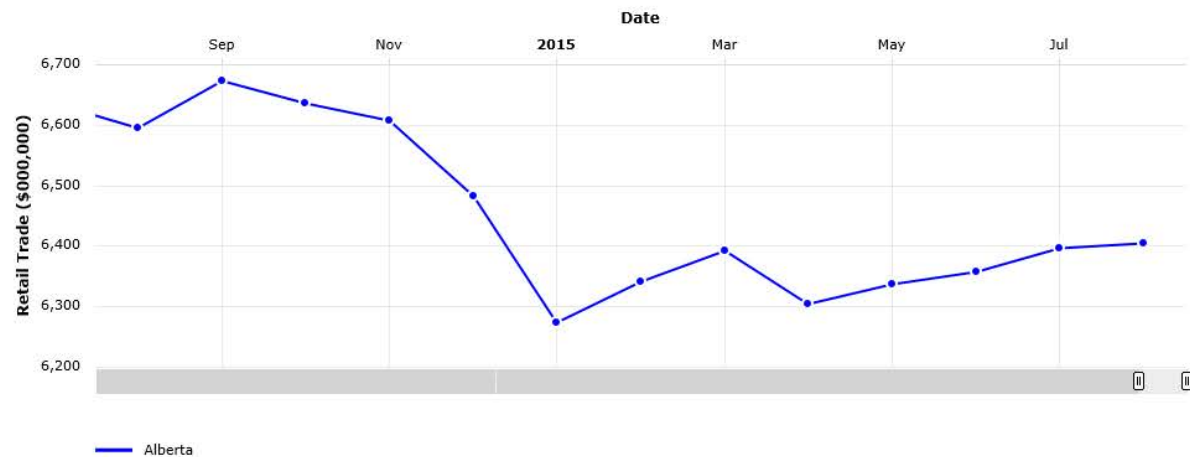
August

2014

2015

\$6.6

\$6.4



2.9% lower than previous year

Source: AlbertaCanada.com



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Alberta Average Weekly Earnings

July

2014

\$1,136

2015

\$1,141

The highest in Canada and **16% higher** than the national average of **\$956**

Source: Statistics Canada



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Calgary Residential Vacancy

April

2014

1.40%

2015

3.20%

An **increase of 128.5%** since last year

Source: CMHC



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Calgary Average Rent 2 Bedroom Apartment

April

2014

\$1,267

2015

\$1,312

An **increase of 3.5%** since last year

Source: CMHC



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Calgary CPI

August

2014

+3.2%

2015

+1.6%

Fifth Highest in Canada

Saskatoon 2.2%; Edmonton 1.9%; Winnipeg 1.9%; Regina 1.8%

Source: Statistics Canada



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Calgary Housing Starts January – July

2014

10,648

2015

7,398

A 31% decrease from the previous year

Source: CMHC



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Calgary's Population

April

2014

1,195,194

2015

1,230,915

An overall **increase of 35,721** versus
38,508 in 2014 a **decrease of 7.2%**

Source: City of Calgary



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Alberta Retail Sales

January – July

2014

\$45,586,100,000

2015

\$44,402,900,000

A decrease of 1.8 Billion from the previous year

Source: AlbertaCanada.com



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WTI Oil Price

August

2014

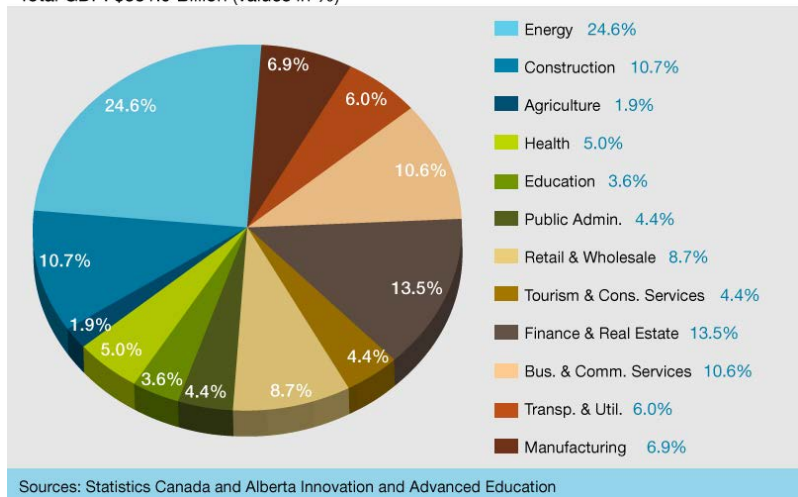
\$96.54

2015

\$42.87

Economic Diversity: 2013

Percentage Distribution of GDP
Total GDP: \$331.9 Billion (values in %)



A decrease of 55.6% since last year

Source: AlbertaCanada.com



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Price of Natural Gas (per gigajoule)

July

2014

\$3.98

2015

\$2.38

A decrease of 40.2% since last year

Source: AlbertaCanada.com



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\$CDN - \$USD Exchange

October

2014

0.88

2015

0.76

A decrease of 12% since last year

Source: XE.com



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Retail Square Footage

Edmonton

38 Million Sq. Ft.

Calgary

32 Million Sq. Ft.



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Class A Retail Space **\$/sq. ft. (2,000 to 3,000 sq. ft.)**

	<u>Existing</u>	<u>New Build</u>
Saskatoon	\$28.00 - \$33.00	\$35.00 - \$38.00
Regina	\$34.00 - \$38.00	\$38.00 - \$42.00
Calgary	\$35.00 - \$42.00	\$40.00 - \$45.00
Edmonton	\$30.00 - \$36.00	\$34.00 - \$39.00
Vancouver	\$34.00 - \$40.00	\$38.00 - \$42.00



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