



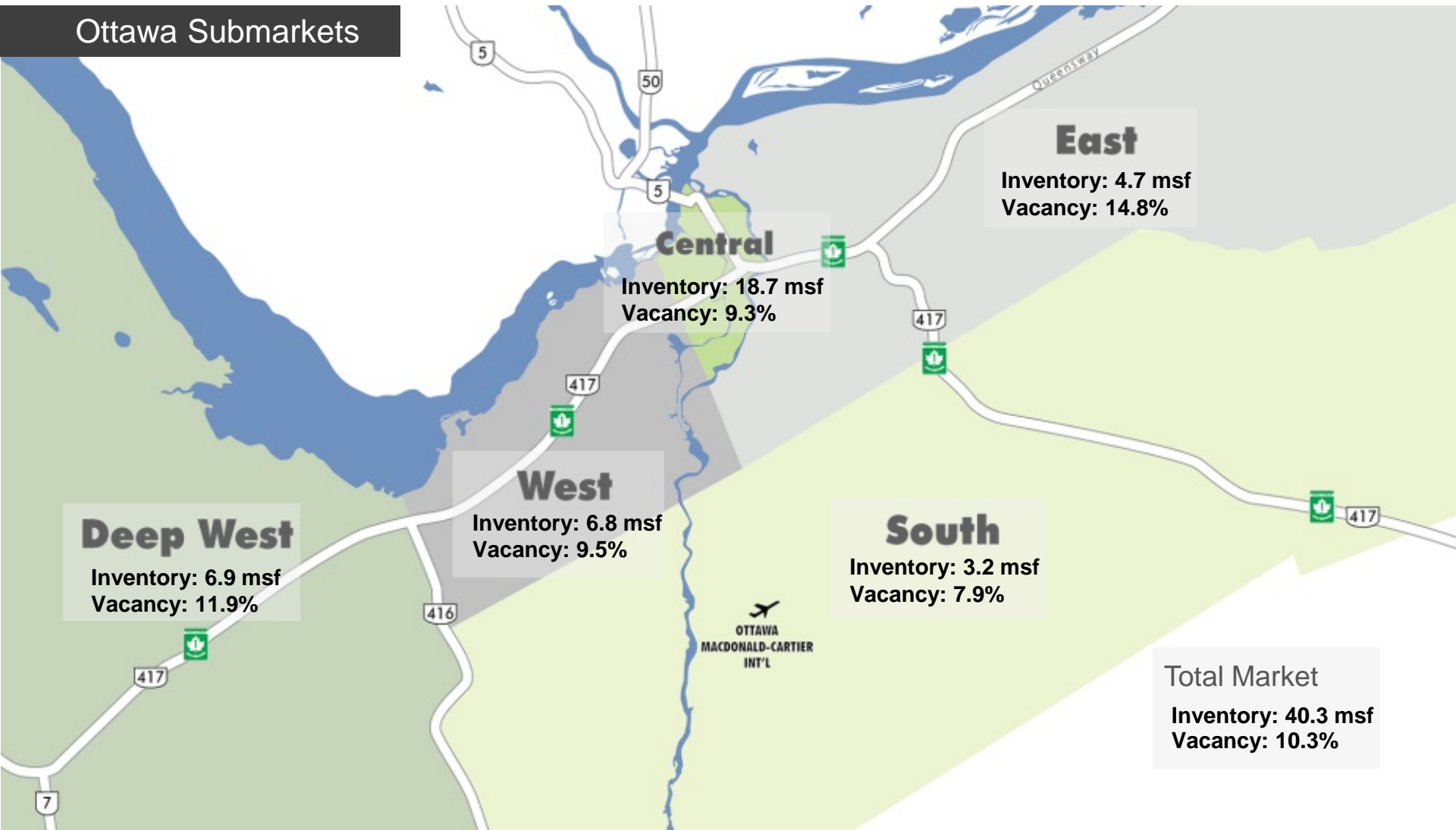
CURRENT AND EMERGING TRENDS IN THE SUBURBAN OFFICE MARKET: FROM KANATA TO THE SOUTH AND EAST ENDS

Session B3

CBRE



Ottawa Submarkets



DEEP WEST

Inventory:



6.9 million sq. ft.



80% in Kanata alone



71% Class A



27% Class B



2% Class C

Rental Rates (Class A):

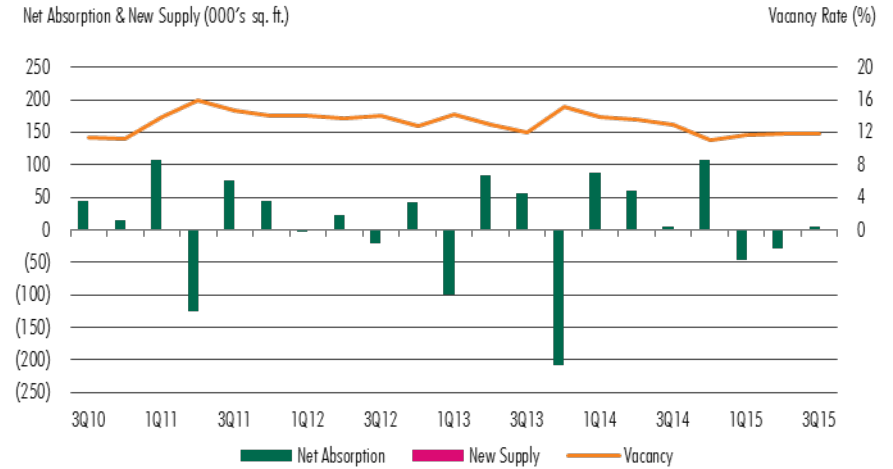


Average Asking Rental Rate: \$12.59



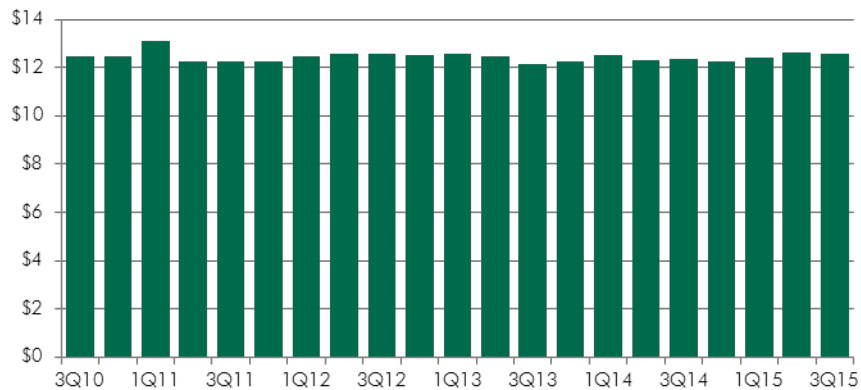
Average Additional Rent: \$13.90

Market Fundamentals | Q3 2015



Net Asking Rental Rate | Class A Average

(\$/sq. ft./yr)



Notable Lease Transactions




Tenant	Size (sq. ft.)
Ciena Canada	425,000
Sanmina	115,000
N-Able Technologies*	49,000
Qlik	45,670
Mxi Technologies	45,000
DNA Genotek	35,800

*Renewal & expansion

WEST

Inventory:

 6.9 million sq. ft.

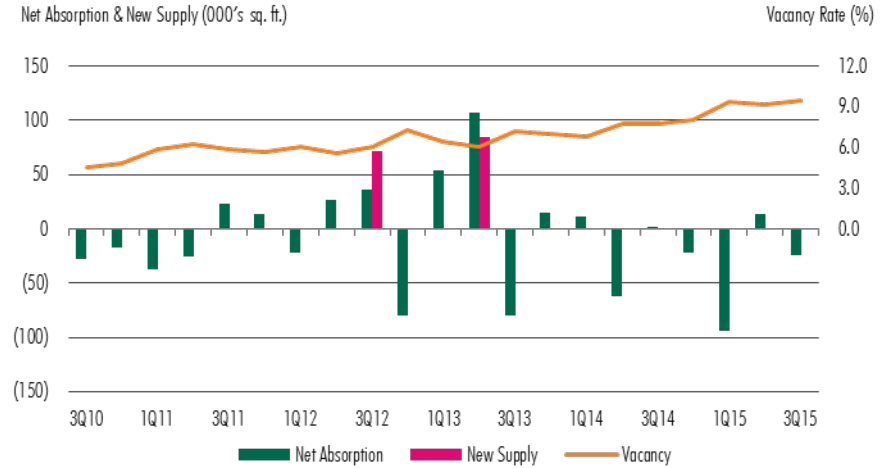
-  66% Class A
-  27% Class B
-  7% Class C

Rental Rates (Class A):

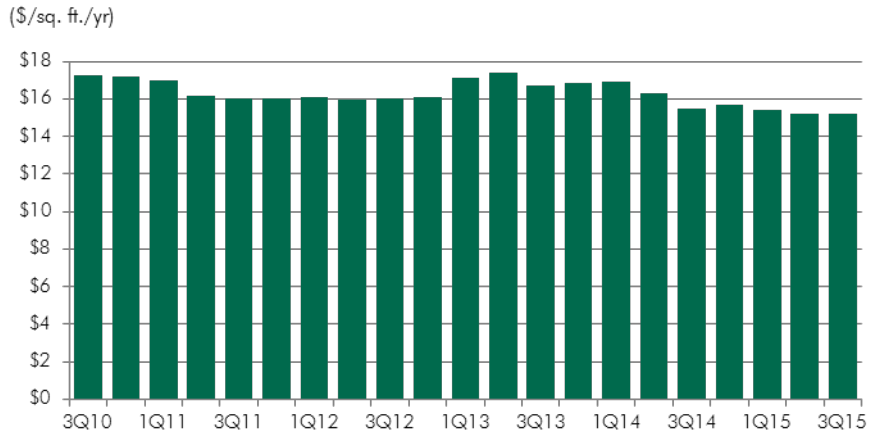
 Average Asking Rental Rate: \$15.23

 Average Additional Rent: \$17.20

Market Fundamentals | Q3 2015



Net Asking Rental Rate | Class A Average







Notable Lease Transactions

Tenant	Size (sq. ft.)
Alterna Bank	57,900
Pythian	40,000
Spartan Bioscience	16,850
Maplesoft Consulting	6,600
Taske Technology	6,400

SOUTH


Inventory:

 3.2 million sq. ft.

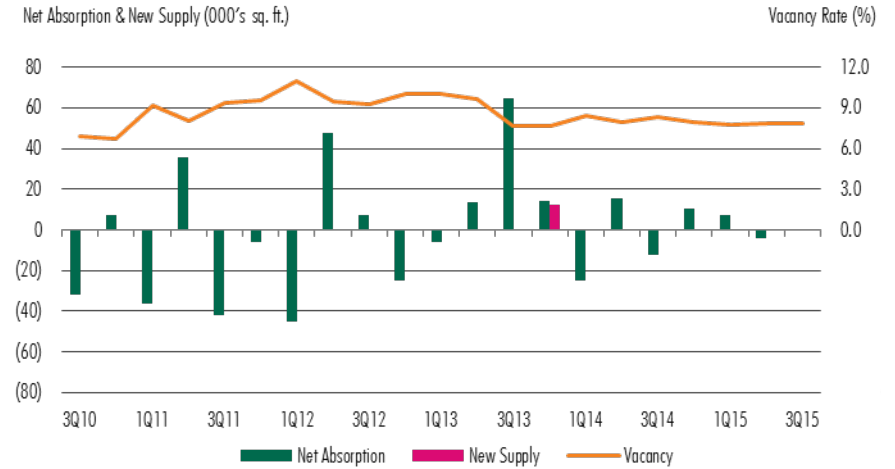
-  38% Class A
-  55% Class B
-  7% Class C

Rental Rates (Class A):

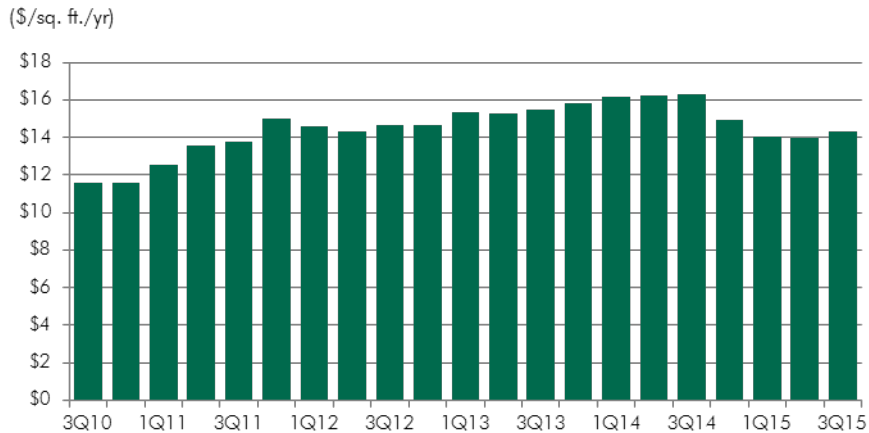
 Average Asking Rental Rate: \$14.33

 Average Additional Rent: \$14.09

Market Fundamentals | Q3 2015



Net Asking Rental Rate | Class A Average



Notable Lease Transactions




Tenant	Size (sq. ft.)
Lumenera*	35,000
SafeNet Canada	16,000
Jam Filled Entertainment	9,200

*Renewal



EAST

Inventory:

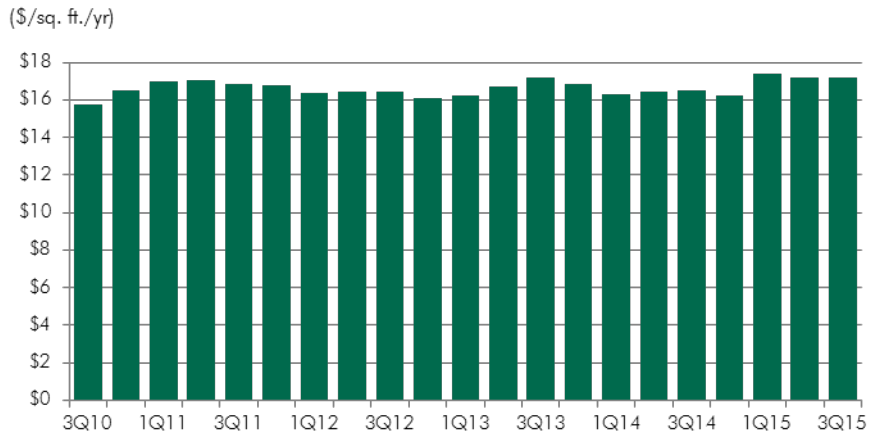
 4.7 million sq. ft.

-  53% Class A
-  39% Class B
-  8% Class C

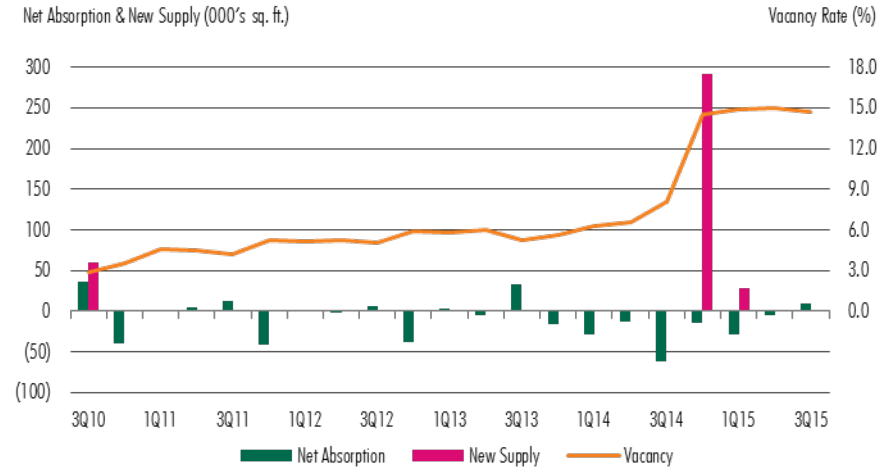
Rental Rates (Class A):

-  Average Asking Rental Rate: \$17.20
-  Average Additional Rent: \$18.55



Net Asking Rental Rate | Class A Average



Market Fundamentals | Q3 2015



Recent trends:

-  Rising vacancy rate
 - Excluding 1625 Vanier Parkway, 8.5% overall
-  Uptick in new construction
 - 1625 Vanier Parkway (291,400 SF)
 - Preleasing 405 Terminal Avenue (161,460 SF)