



CUSHMAN &  
WAKEFIELD

Suburban and Downtown  
Periphery Market Leasing:

# The Intersection Between **Talent and Space**

Session A2 - 10:50 am



# Introduction

The Intersection Between  
**Talent and Space**



## PANEL MEMBERS

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**Aly Damji**  
Vice President Commercial Real Estate  
Hullmark Developments Ltd.



**John Shields**  
Vice President Leasing  
Dream Office REIT



**John Duda**  
Senior Vice President  
Real Estate Management Services  
Colliers International

## MODERATOR

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**Mathew Stesco**  
Vice President Office Leasing  
Cushman & Wakefield



# Agenda

## Core Themes

- Tenant Migration Trends
- Key Factors Driving Migration
- What are Owners Doing?

## Conclusions





- 1.** **Tenant Migration Trends –**  
Downtown, Periphery or Suburbs?
- 2.** **Key Factors Driving Migration**
- 3.** **What Are Owners Doing?**  
Attracting Migrating Tenants  
& Mitigating Tenant Loss





# Tenant Migration Trends

Downtown, Periphery or Suburbs

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- **Downtown vs. Downtown Periphery**
- **Suburban vs. Downtown Periphery**
- **How is new supply impacting migration?**
- **Is there a consistent pattern?**



# Tenant Migration Trends

Downtown, Periphery or Suburbs

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80 Atlantic Avenue, Toronto



100 Broadview Avenue, Toronto

# Key Factors Driving Migration

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- **The Pursuit of Talent**
- **Connectivity & Amenities**
- **Growing Tenant Sophistication**
- **In Search of Customer Service**





# Why Companies Move

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Q. Last move:

How significant was each of the following factors in the decision to undertake your most recent relocation/renovation?



Source: Colliers International '2014 Tenant Survey'



# What Are Owners Doing?

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Attracting Migrating Tenants & Mitigating Tenant Loss

- **Mitigating Tenant Loss**
- **Recent Wins**



# What Are Owners Doing?

Attracting Migrating Tenants & Mitigating Tenant Loss

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5935 Airport Road, Mississauga



# CONCLUSIONS



# THANK YOU

- This morning's session sponsored by **Altus Group**
- Luncheon in room 105
- Luncheon refreshment compliments of **McLean & Kerr**
- Bars and luncheon buffet compliments of **Blaney McMurtry**
- Luncheon mini-roundtable market discussions sponsored by **Aird & Berlis**

