



Sponsor

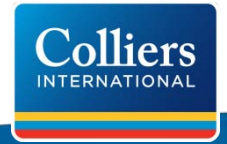
# Saskatchewan Industrial Market Review

# Panel

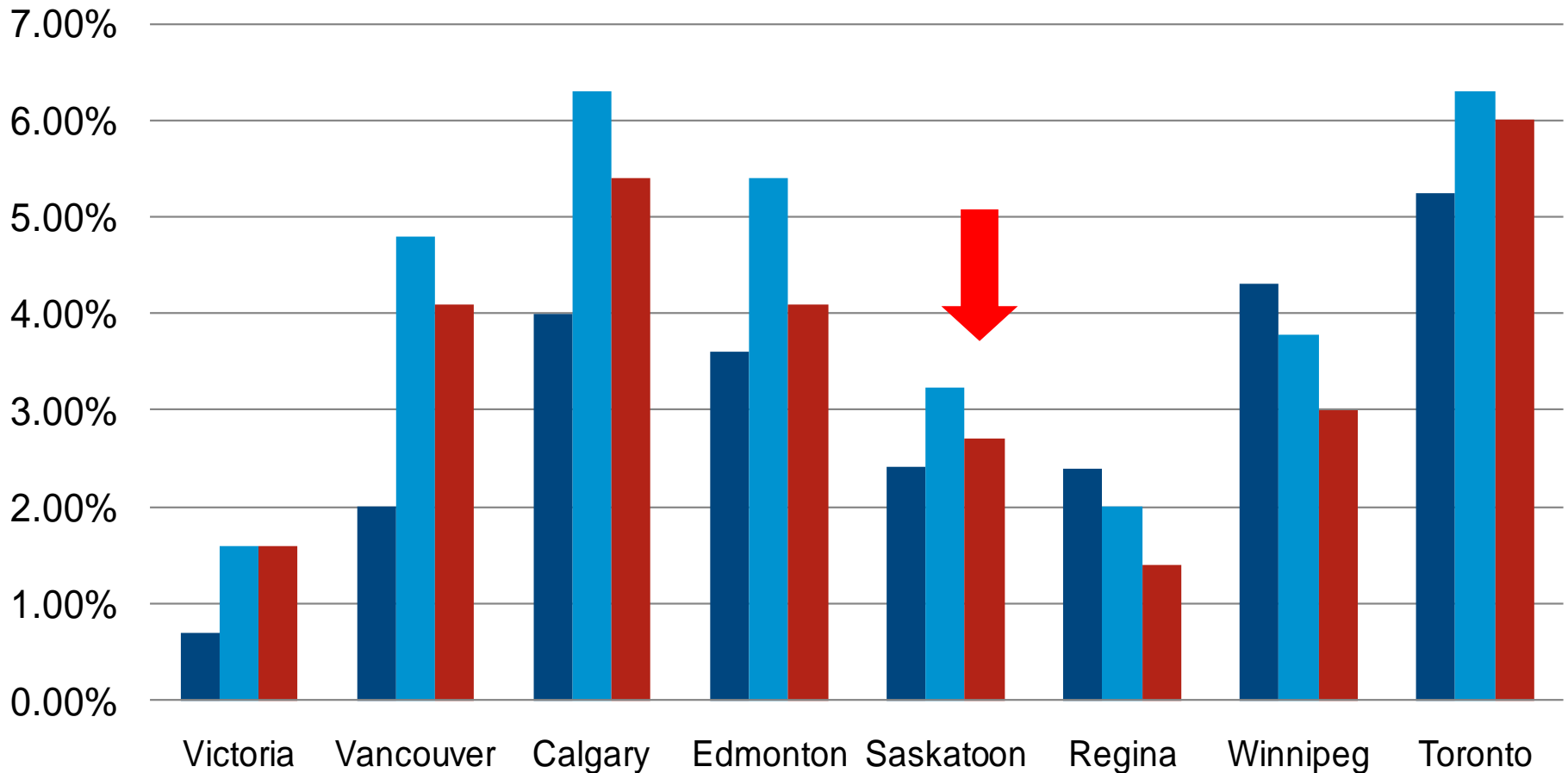
- **Michael Bischoff**, CIO, Concorde Group Corp.  
and BizHub Industrial Park  
**Paul Mehlsen**, Managing Partner, NAI Commercial  
Real Estate (Sask) Ltd.  
**Blair Sinclair**, Senior Vice President, Leasing and  
Development, Tonko Realty Advisors Ltd.
- Speaker:  
**John Law**, President & CEO, Global  
Transportation Hub Authority
- Moderator:  
**Lloyd Minion**, Senior Sales Associate,
- Commercial Sales & Leasing, Colliers International



# Industrial Canadian Vacancy Rates

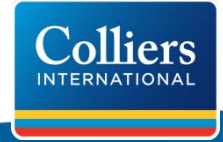


■ 2008      ■ 2009      ■ 2010

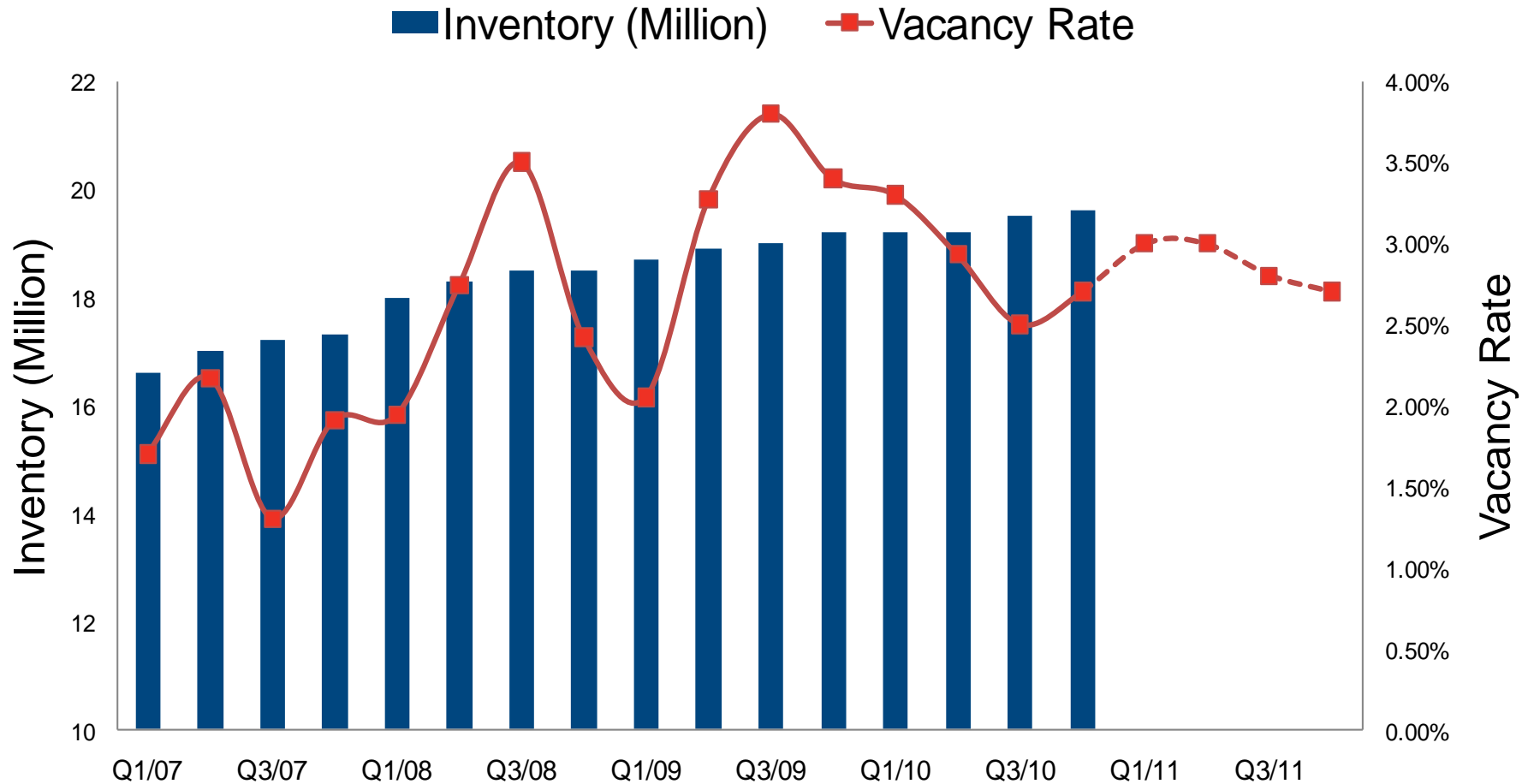


Source: Colliers McClocklin Real Estate Corp.

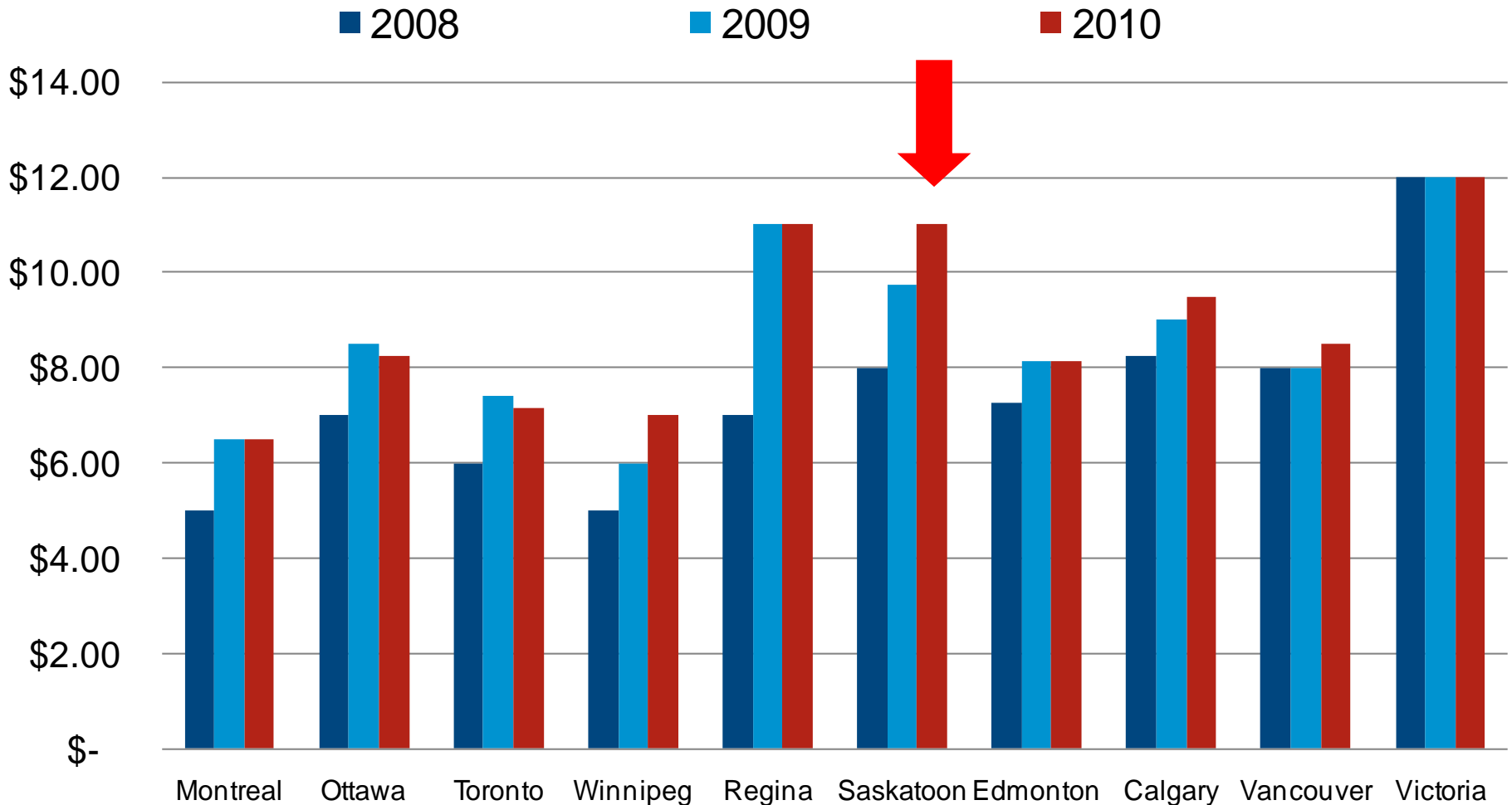
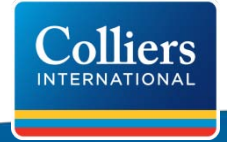
# Industrial



## Saskatoon – Inventory & Vacancy

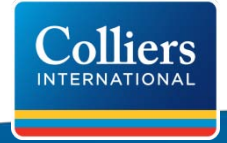


# Industrial Flex Industrial Rental Rates

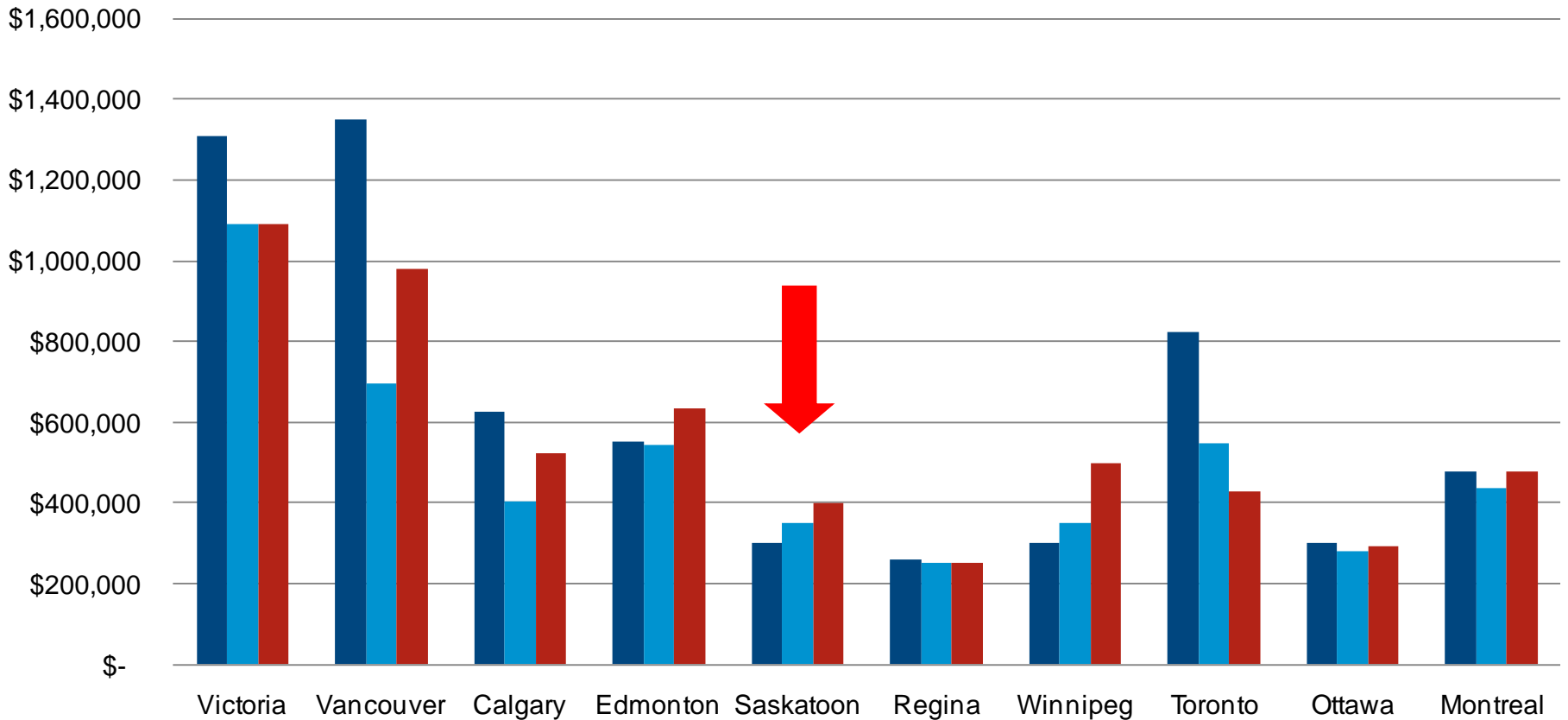


Source: Colliers McClocklin Real Estate Corp.

# Industrial Avg. Canadian Land Prices

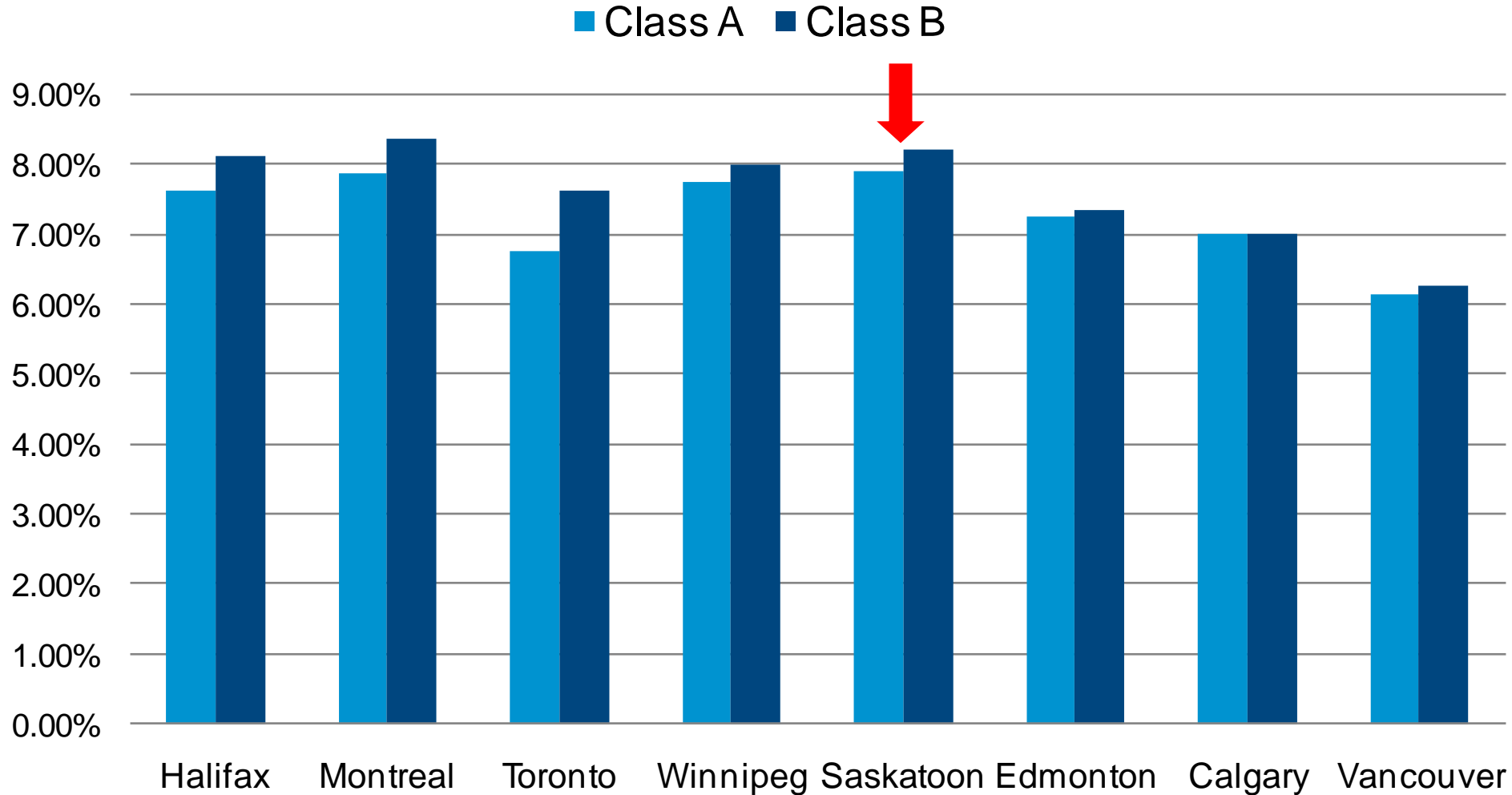
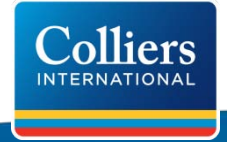


■ 2008                      ■ 2009                      ■ 2010

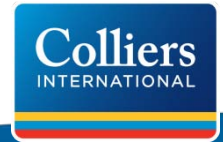


Source: Colliers McClocklin Real Estate Corp.

# Investment Canadian Cap Rate – Industrial



# Industrial



## Lessons Learned/Forecast

- Rental stabilized at \$12.00/SF for new construction and existing space has risen to \$8.50-\$10.00/SF
- 500,000 SF of industrial space was added in 2010 in both Saskatoon and Regina.
- Resurgence of speculative industrial construction
- Industrial land prices: \$400K per fully serviced acre for Saskatoon, \$230K for Regina.
- The GTH has two more signed tenants who are scheduled to commence construction in 2011/2012, and there are ongoing negotiations with several others
- 2011 vacancy rates will not change significantly.