

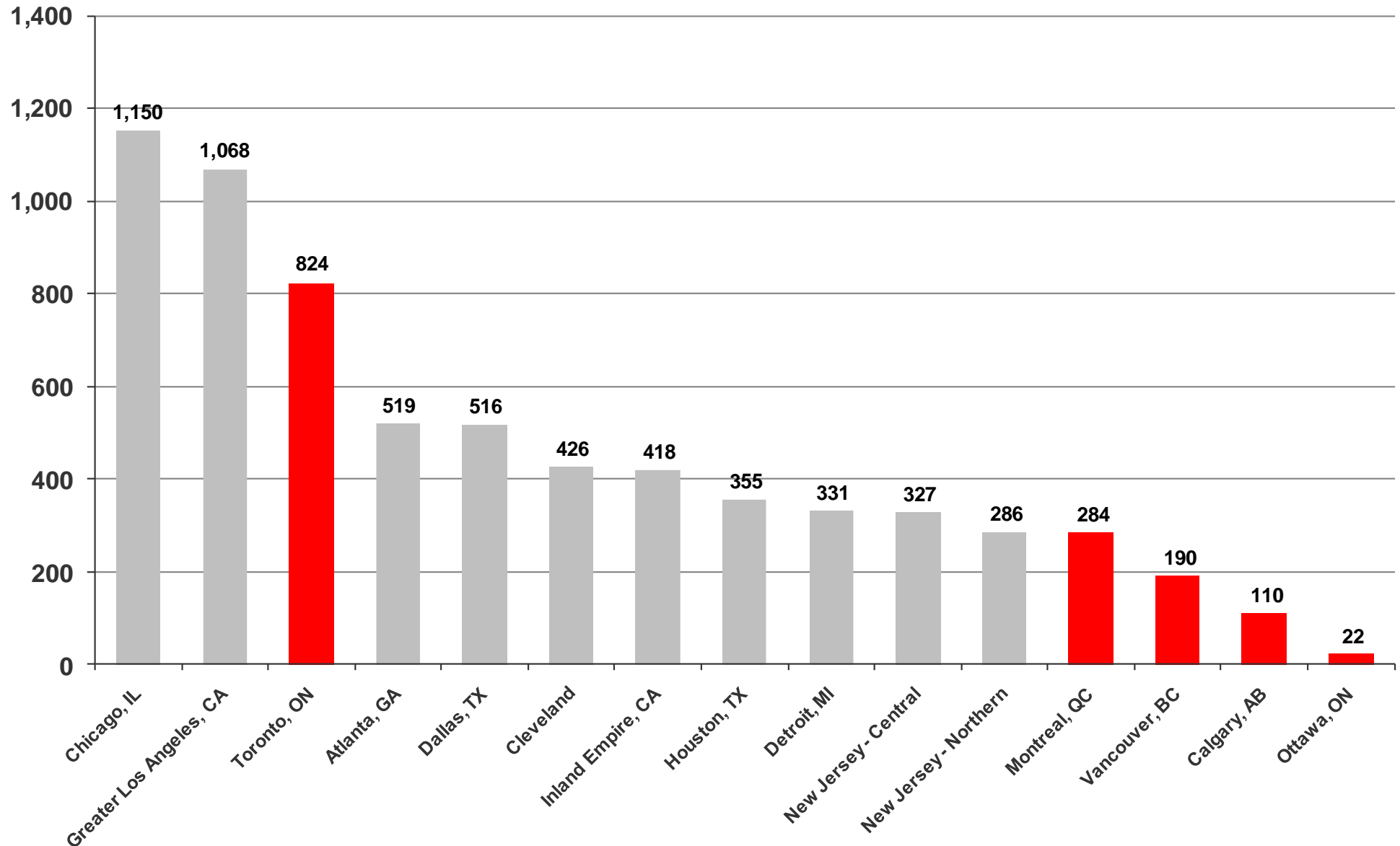
National Industrial Markets

Canada

NORTH AMERICAN INDUSTRIAL INVENTORIES

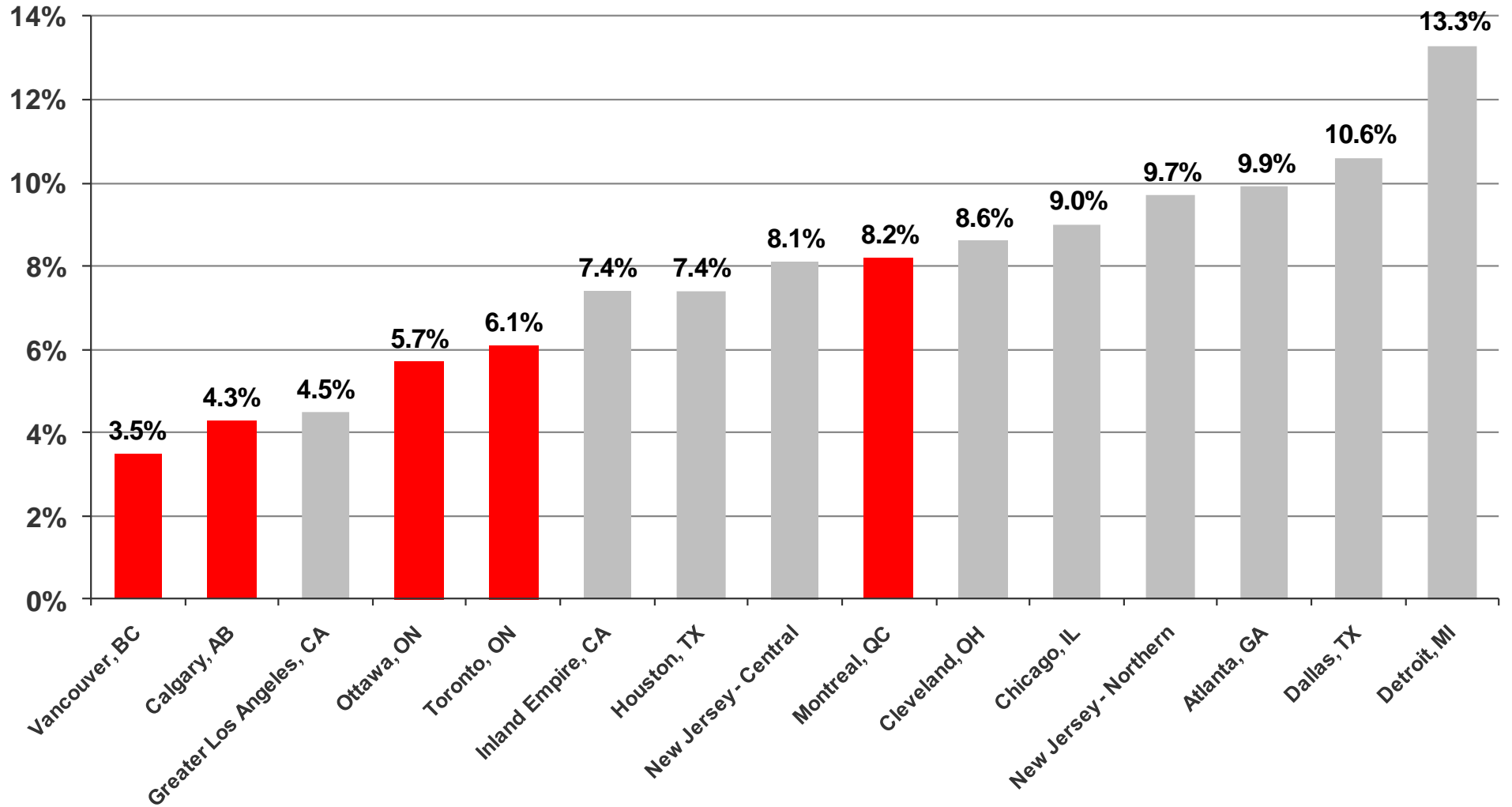
10 Largest US Markets & 5 Largest Canadian Markets

sf (millions)



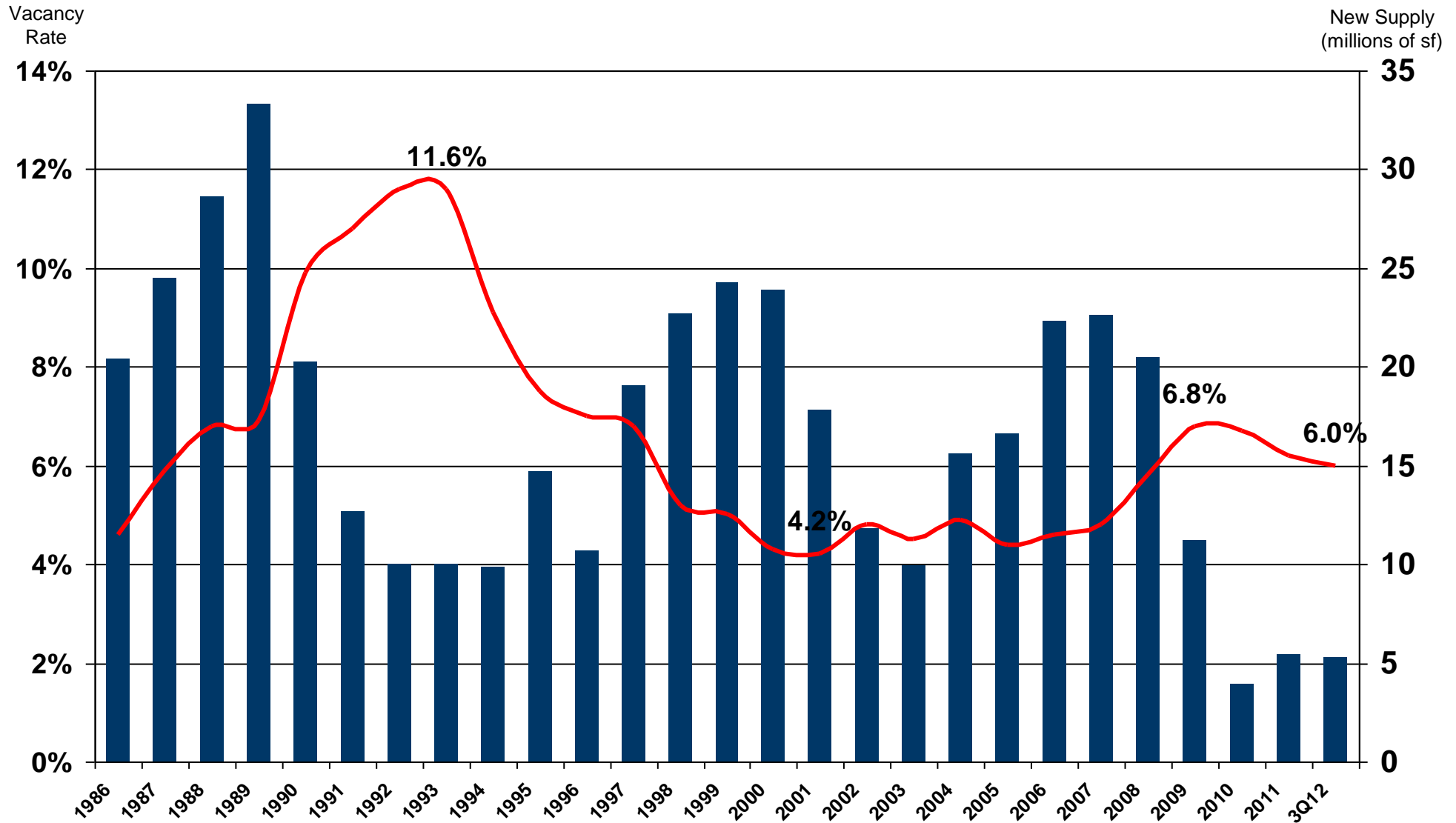
NORTH AMERICAN INDUSTRIAL VACANCY RATES

10 Largest US Markets & 5 Largest Canadian Markets



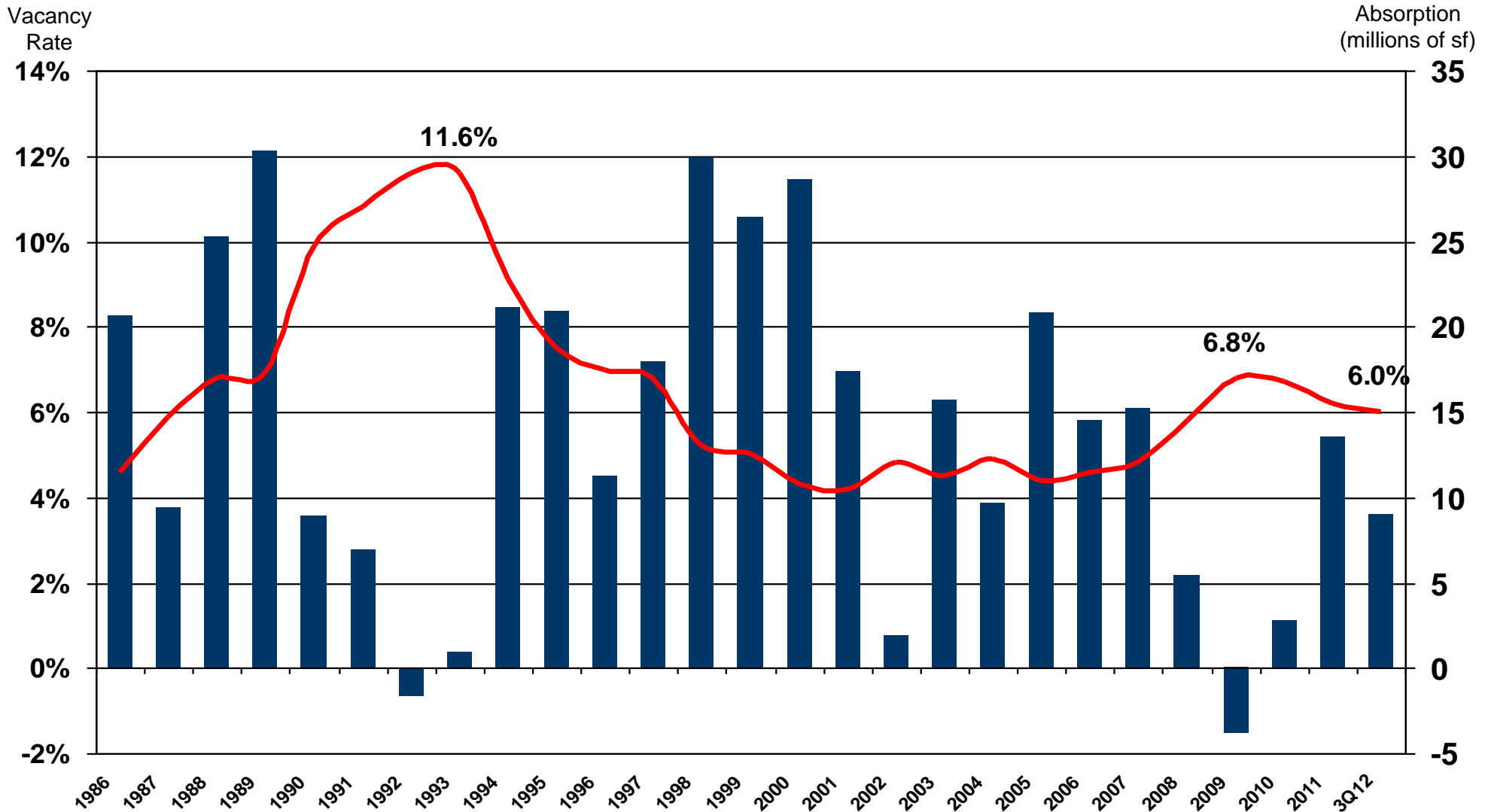
Canadian Industrial Market

Vacancy Rate vs. New Supply



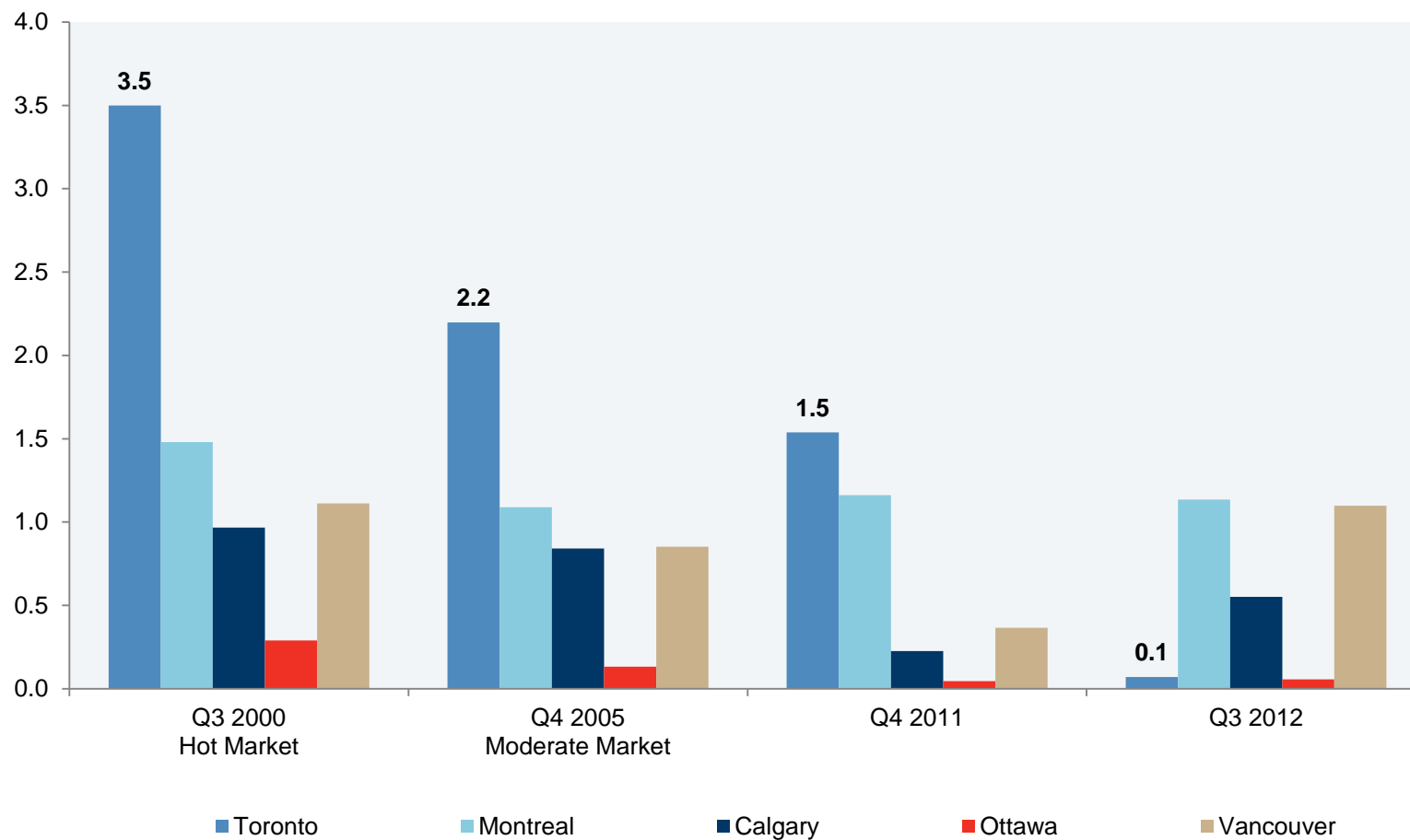
CANADIAN INDUSTRIAL MARKET

Vacancy Rate vs. Absorption



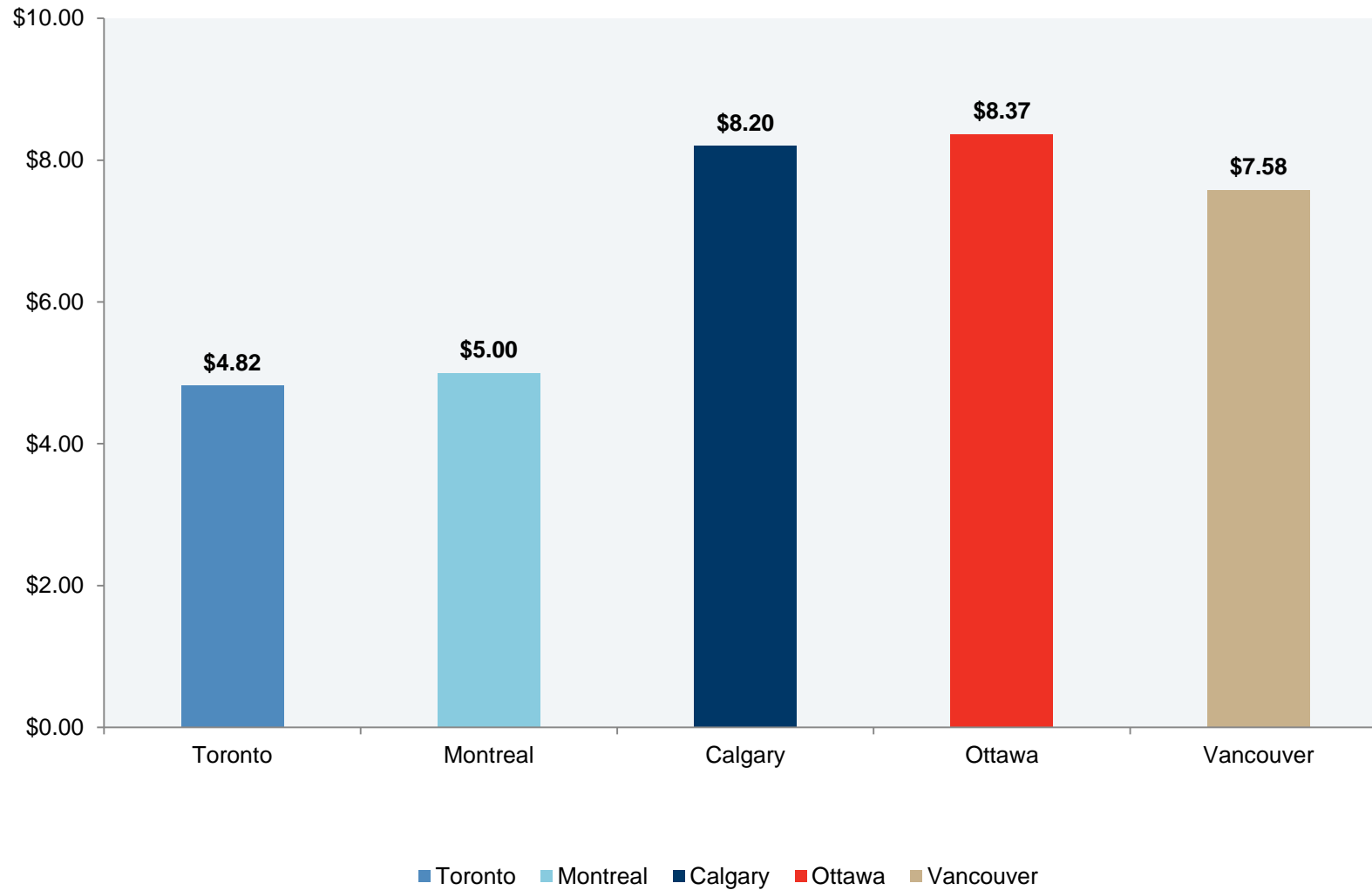
INDUSTRIAL DEMAND SOFTENS

Absorption
 (millions of sf)

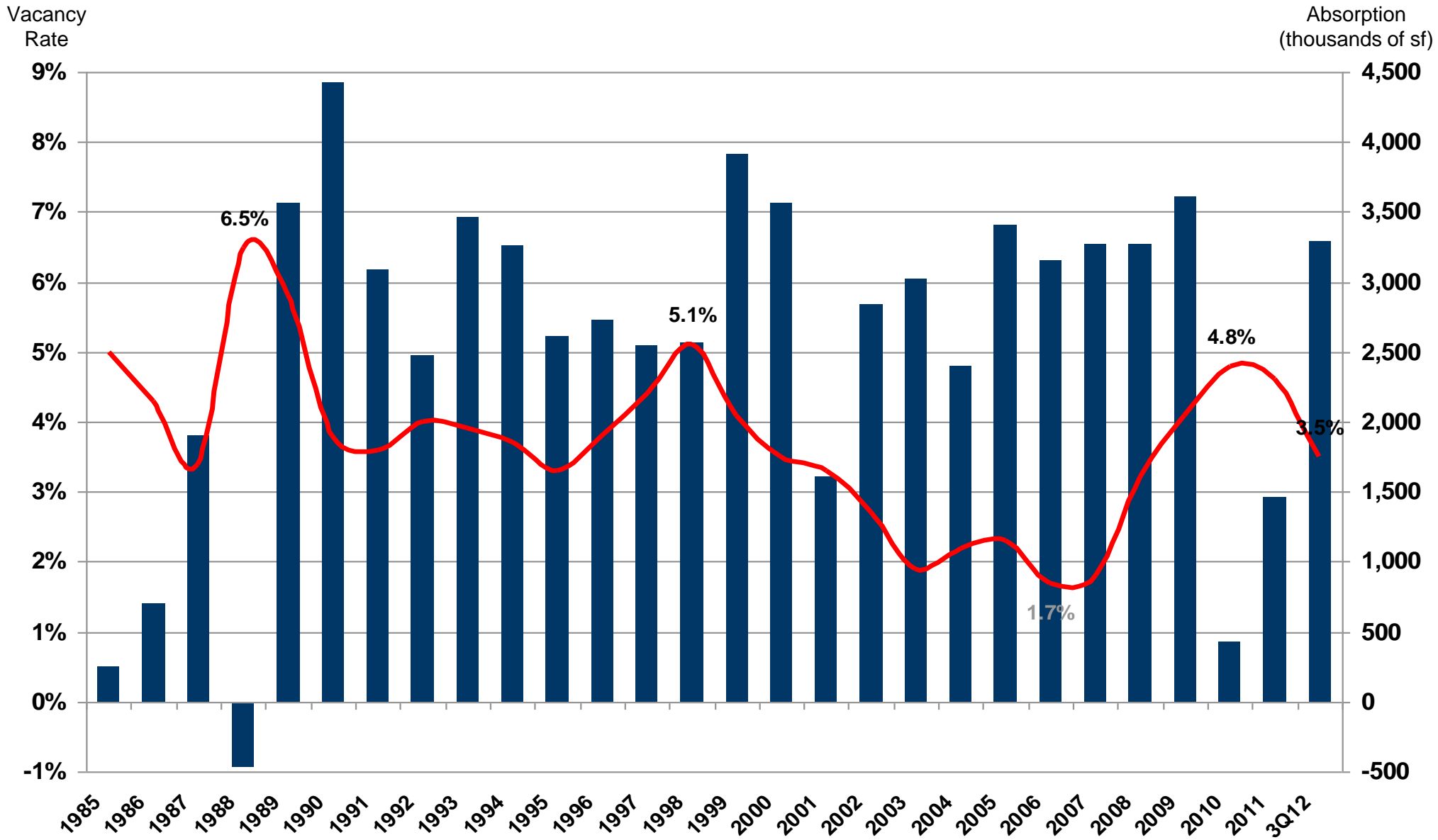


INDUSTRIAL RENTAL RATE COMPARISON

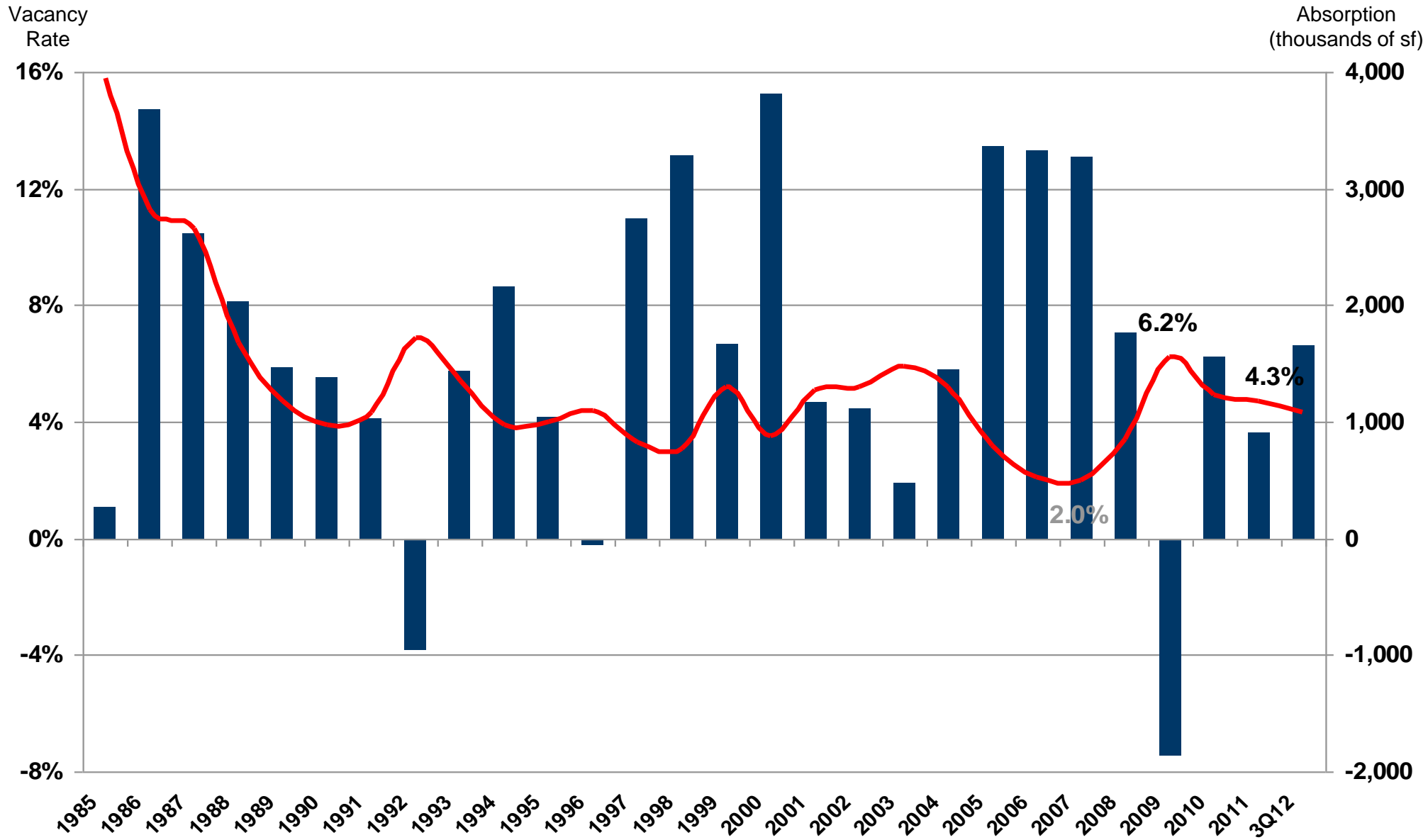
Q3 2012 Average Net Asking Rents – Five Major Markets



VANCOUVER INDUSTRIAL MARKET



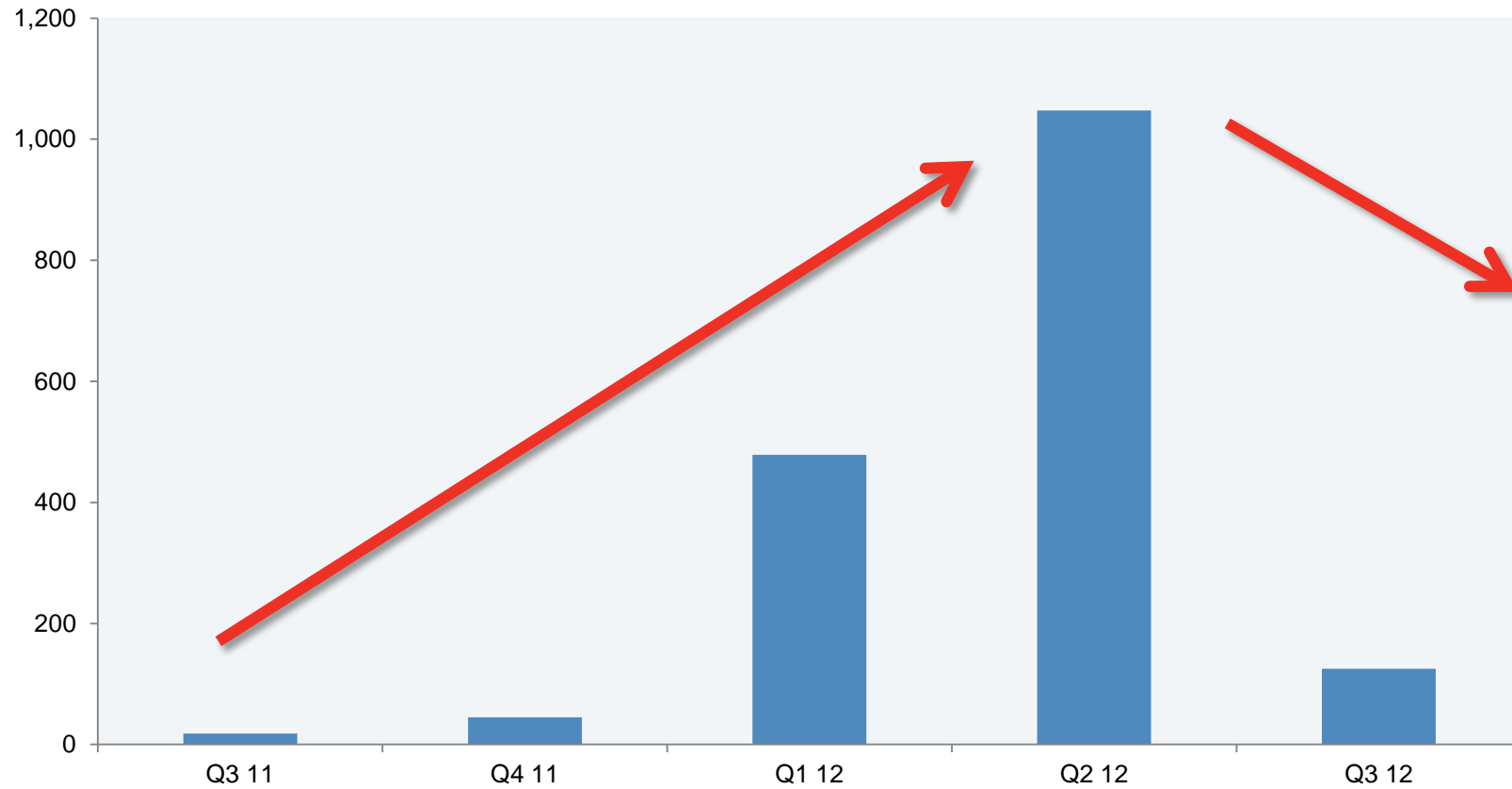
CALGARY INDUSTRIAL MARKET



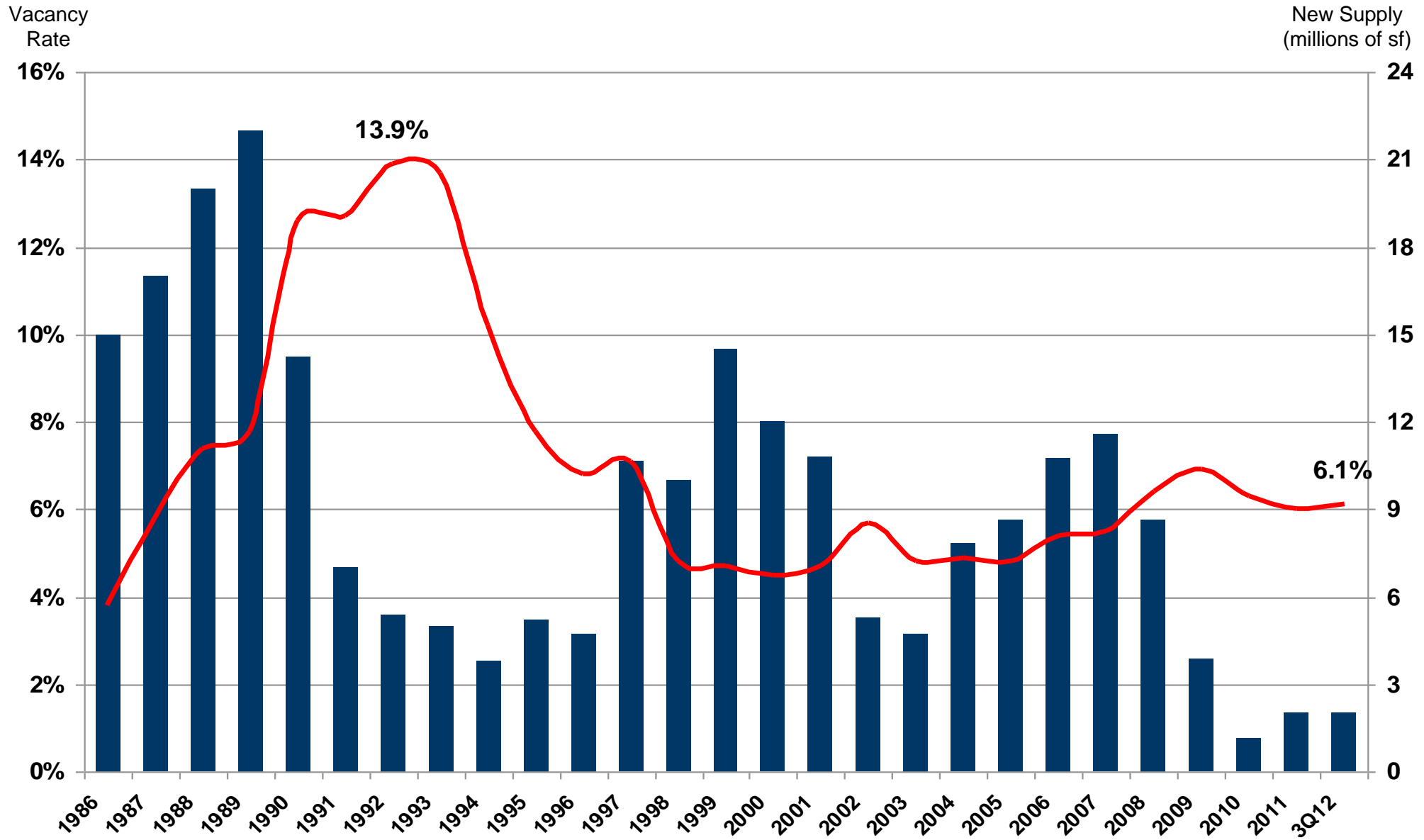
CALGARY DEMAND

Recent shifting momentum patterns

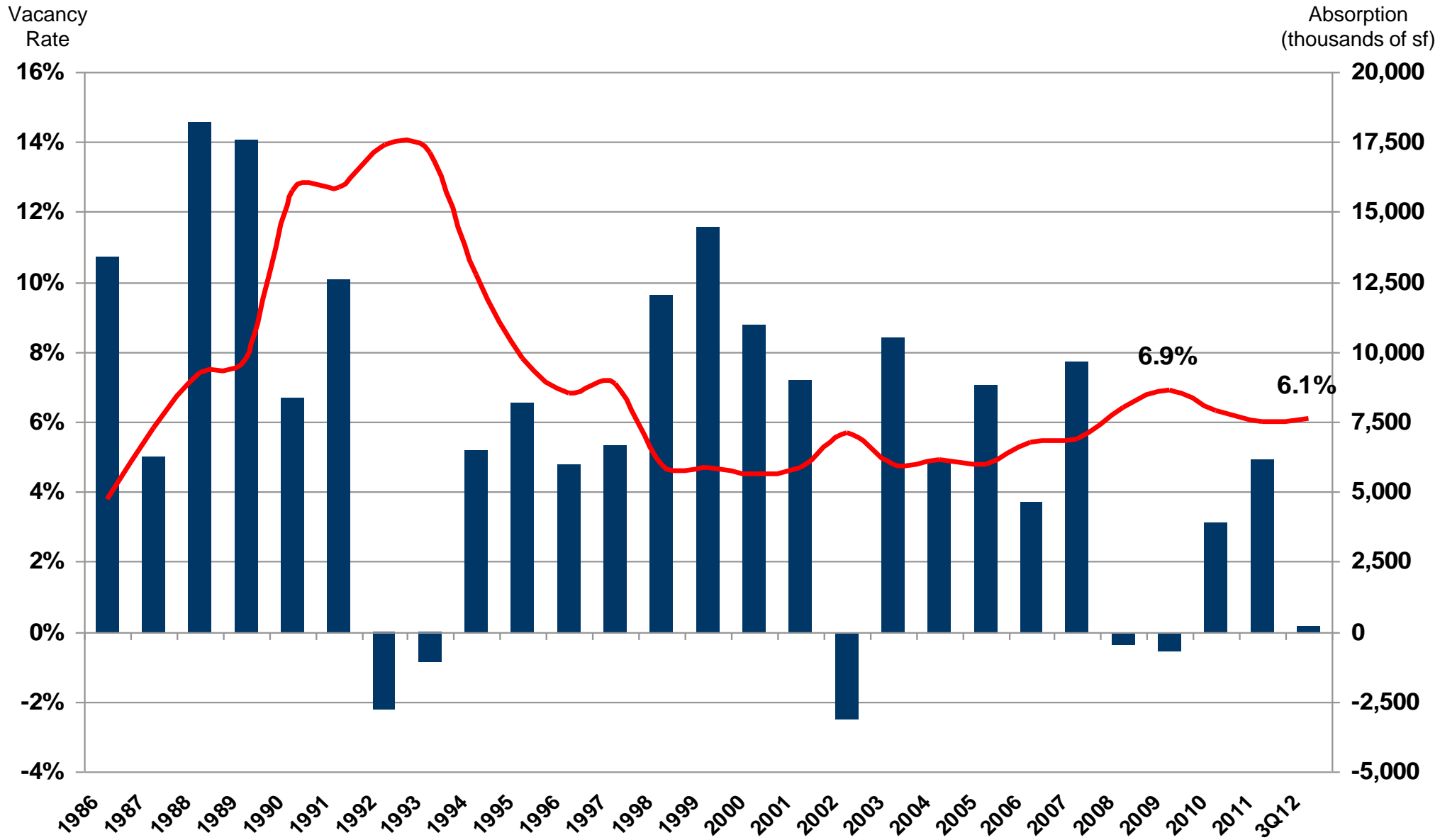
Absorption
(thousands of sf)



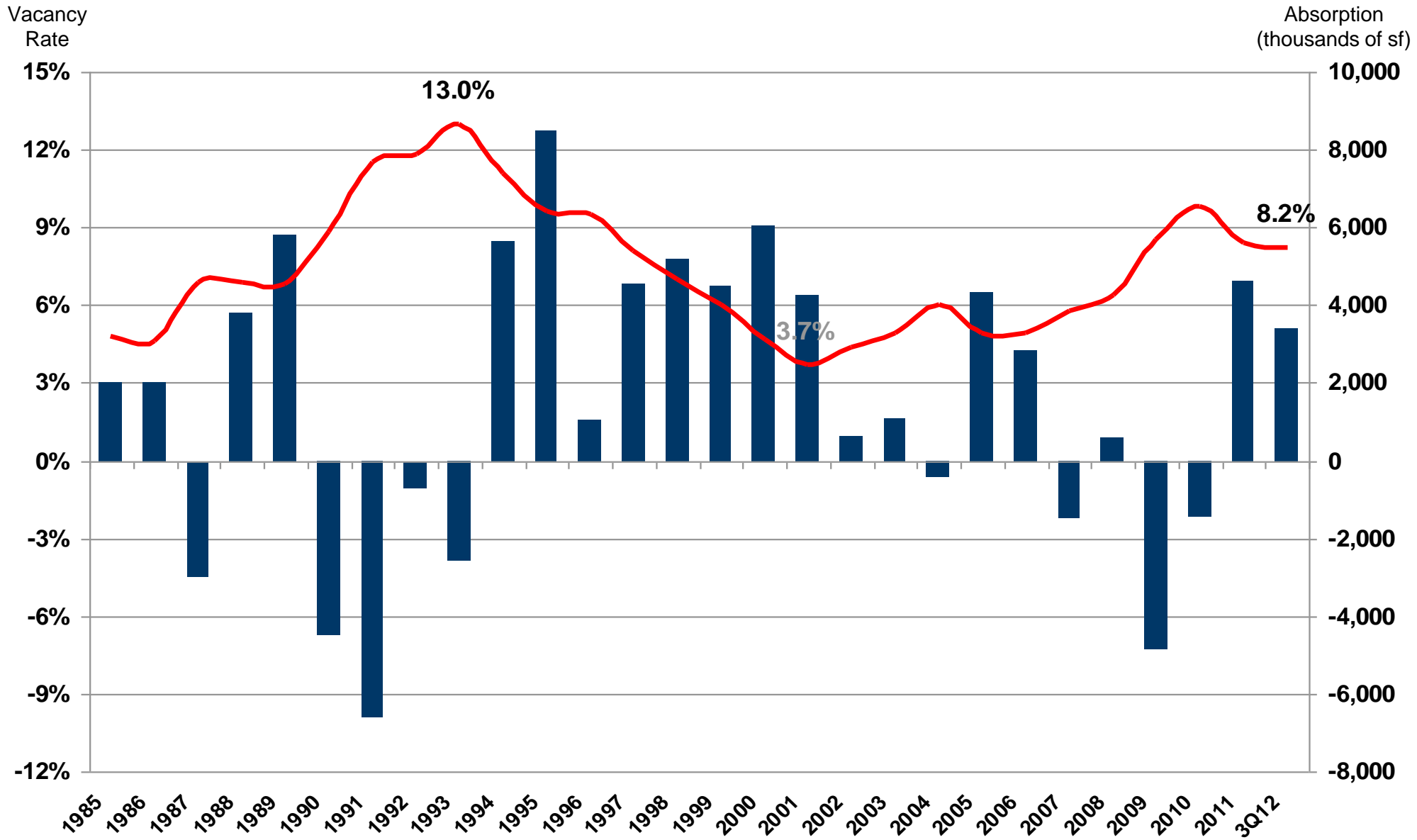
TORONTO INDUSTRIAL MARKET



TORONTO INDUSTRIAL MARKET



MONTREAL INDUSTRIAL MARKET



INDUSTRIAL CAP RATES

Bond yields / cap rates spreads

- For strongest quality assets, cap rates have compressed to near historic lows. This compression reflects the very low yields available in many other investments and very competitive lending terms. For lesser assets with vacancy or locational or physical obsolescence, however, the investment demand and pricing is much weaker
- Underlying industrial fundamentals have not improved nearly as much as most other asset classes and the spread between cap rates and 10-yr bond yields is highest in this asset class.

