

Q2 2009 Office Market Summary Waterloo Region and Guelph

Market	Submarket	Inventory ¹	Available Space (sq ft)	Availability Rate (%)	Vacant Space (sq ft)	Vacancy Rate (%)	Sublet Space (sq ft)	Sublet % of Available Space ²	Under Construction (sq ft)	New Supply Q2 2009 (sq ft)	New Supply YTD (sq ft)	Absorption Q2 2009 (sq ft)	Absorption YTD (sq ft)	Rental Rates ³ (\$/per sq ft)
Kitchener	Downtown	1,453,335	149,904	10.3%	131,161	9.0%	27,712	18.5%	80,000	0	0	-1,914	-34,599	\$10.94
	Suburban	1,109,170	215,358	19.4%	176,543	15.9%	13,891	6.5%	0	0	33,111	17,344	52,753	\$13.76
	Total	2,562,505	365,262	14.3%	307,704	12.0%	41,603	11.4%	80,000	0	33,111	15,430	18,154	\$12.60
Waterloo	UpTown	451,579	35,528	7.9%	25,571	5.7%	0	0.0%	102,000	0	0	4,701	-5,000	\$13.03
	Suburban	1,761,641	122,389	6.9%	47,860	2.7%	2,721	2.2%	54,260	0	6,552	52,325	36,115	\$11.91
	Total	2,213,220	157,917	7.1%	73,431	3.3%	2,721	1.7%	156,260	0	6,552	57,026	31,115	\$12.16
Cambridge	Downtown	311,230	101,468	32.6%	91,268	29.3%	0	0.0%	0	0	0	-12,438	-10,589	\$8.92
	Suburban	596,853	163,694	27.4%	125,680	21.1%	36,616	22.4%	52,000	0	28,500	-21,994	-3,863	\$14.11
	Total	908,083	265,162	29.2%	216,948	23.9%	36,616	13.8%	52,000	0	28,500	-34,432	-14,452	\$12.22
Guelph	Downtown	365,799	26,733	7.3%	1,650	0.5%	0	0.0%	0	0	0	1,083	2,787	\$10.98
	Suburban	673,775	87,982	13.1%	30,887	4.6%	4,051	4.6%	0	0	0	3,455	3,855	\$12.69
	Total	1,039,574	114,715	11.0%	32,537	3.1%	4,051	3.5%	0	0	0	4,538	6,642	\$12.27
Kitchener-Waterloo	Downtown	1,904,914	185,432	9.7%	156,732	8.2%	27,712	14.9%	182,000	0	0	2,787	-39,599	\$10.05
	Suburban	2,870,811	337,747	11.8%	224,403	7.8%	16,612	4.9%	54,260	0	39,663	69,669	88,868	\$12.96
	Total	4,775,725	523,179	11.0%	381,135	8.0%	44,324	8.5%	236,260	0	39,663	72,456	49,269	\$11.85
Waterloo Region	Downtown	2,216,144	286,900	12.9%	248,000	11.2%	27,712	9.7%	182,000	0	0	-9,651	-50,188	\$9.23
	Suburban	3,467,664	501,441	14.5%	350,083	10.1%	53,228	10.6%	106,260	0	68,163	47,675	85,005	\$13.50
	Total	5,683,808	788,341	13.9%	598,083	10.5%	80,940	10.3%	288,260	0	68,163	38,024	34,817	\$11.86
Total Market	Downtown	2,581,943	313,633	12.1%	249,650	9.7%	27,712	8.8%	182,000	0	0	-8,568	-47,401	\$10.69
	Suburban	4,141,439	589,423	14.2%	380,970	9.2%	57,279	9.7%	106,260	0	68,163	51,130	88,860	\$13.73
	Total	6,723,382	903,056	13.4%	630,620	9.4%	84,991	9.4%	288,260	0	68,163	42,562	41,459	\$12.50

Notes:

1. Includes all competitive office buildings greater than or equal to 10,000 sq ft. A competitive building must be less than 50% owner occupied. Government buildings and medical office space are not included in this survey.
2. Identifies the amount of the available space on the market that is sublease space versus direct available space.
3. Rental rates are determined by multiplying the asking net lease rate for each building by its available space, summing the products, then dividing by the sum of the available space with net leases for all buildings in the summary.
4. Due to a reclassification of the market, the base, number and square footage of buildings from previous quarters have been adjusted to match the current base. Availability and vacancy figures for those buildings have been adjusted.

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