

Q1 2009 Office Market Summary Waterloo Region and Guelph

Market	Submarket	Inventory ¹	Available Space (SF)	Availability Rate (%)	Vacant Space (SF)	Vacancy Rate (%)	Sublet Space (SF)	Sublet % of Available Space ²	Under Construction (SF)	New Supply Q1 2009 (SF)	New Supply YTD (SF)	Absorption Q1 2009 (SF)	Absorption YTD (SF)	Rental Rates ³ (\$/PSF)
Kitchener	Downtown	1,453,335	147,990	10.2%	129,247	8.9%	27,712	18.7%	80,000	0	0	-32,685	-32,685	\$10.69
	Suburban	1,109,170	237,924	21.5%	193,887	17.5%	13,891	5.8%	0	0	0	2,298	2,298	\$13.71
	Total	2,562,505	385,914	15.1%	323,134	12.6%	41,603	10.8%	80,000	0	0	-30,387	-30,387	\$12.55
Waterloo	UpTown	451,579	35,615	7.9%	30,272	6.7%	2,265	6.4%	102,000	0	0	-9,701	-9,701	\$12.31
	Suburban	1,761,641	154,890	8.8%	100,185	5.7%	2,721	1.8%	54,260	0	0	-22,762	-22,762	\$14.00
	Total	2,213,220	190,505	8.6%	130,457	5.9%	4,986	2.6%	156,260	0	0	-32,463	-32,463	\$13.68
Cambridge	Downtown	310,150	83,154	26.8%	78,830	25.4%	0	0.0%	0	0	0	1,849	1,849	\$8.98
	Suburban	596,853	141,706	23.7%	103,686	17.4%	8,987	6.3%	52,000	28,500	28,500	18,131	18,131	\$14.43
	Total	907,003	224,860	24.8%	182,516	20.1%	8,987	4.0%	52,000	28,500	28,500	19,980	19,980	\$12.41
Guelph	Downtown	365,799	25,029	6.8%	2,733	0.7%	0	0.0%	0	0	0	1,704	1,704	\$10.98
	Suburban	673,775	95,840	14.2%	34,342	5.1%	3,455	3.6%	0	0	0	400	400	\$12.71
	Total	1,039,574	120,869	11.6%	37,075	3.6%	3,455	2.9%	0	0	0	2,104	2,104	\$12.34
Kitchener-Waterloo	Downtown	1,904,914	183,605	9.6%	159,519	8.4%	29,977	16.3%	182,000	0	0	-42,386	-42,386	\$9.98
	Suburban	2,870,811	392,814	13.7%	294,072	10.2%	16,612	4.2%	54,260	0	0	-20,464	-20,464	\$12.96
	Total	4,775,725	576,419	12.1%	453,591	9.5%	46,589	8.1%	236,260	0	0	-62,850	-62,850	\$11.89
Waterloo Region	Downtown	2,215,064	266,759	12.0%	238,349	10.8%	29,977	11.2%	182,000	0	0	-40,537	-40,537	\$9.23
	Suburban	3,467,664	534,520	15.4%	397,758	11.5%	25,599	4.8%	106,260	28,500	28,500	-2,333	-2,333	\$13.50
	Total	5,682,728	801,279	14.1%	636,107	11.2%	55,576	6.9%	288,260	28,500	28,500	-42,870	-42,870	\$11.86
Total Market	Downtown	2,580,863	291,788	11.3%	241,082	9.3%	29,977	10.3%	182,000	0	0	-38,833	-38,833	\$10.60
	Suburban	4,141,439	630,360	15.2%	432,100	10.4%	29,054	4.6%	106,260	28,500	28,500	-1,933	-1,933	\$14.36
	Total	6,722,302	922,148	13.7%	673,182	10.0%	59,031	6.4%	288,260	28,500	28,500	-40,766	-40,766	\$13.06

Notes:

1. Includes all competitive office buildings greater than or equal to 10,000 SF. 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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