



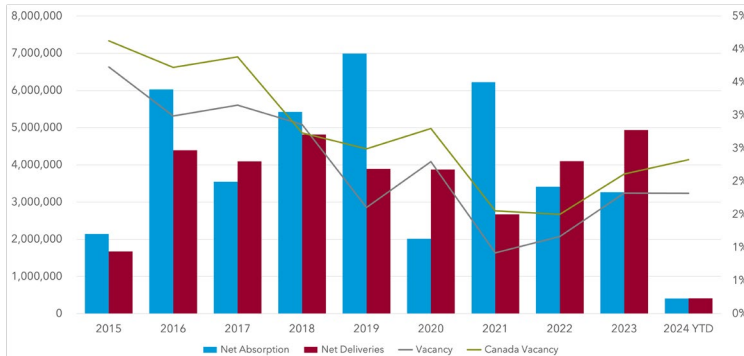
### INDUSTRIAL MARKET OVERVIEW

MASON TAYKANDY, *Research Coordinator*

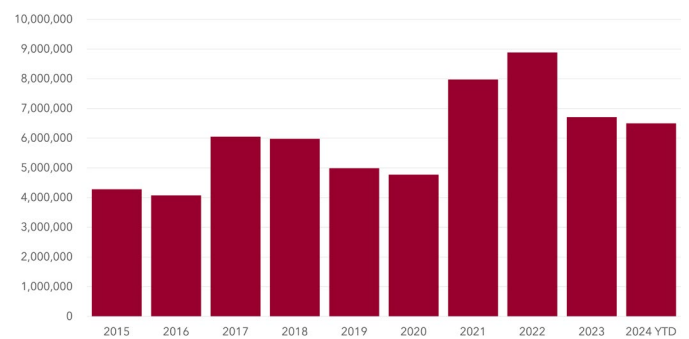
Vancouver's industrial market has slightly unwound with vacancy hovering close to 2% and lease rates stabilizing around \$21 PSF. Speculation on potential Bank of Canada interest rate cuts has stimulated industry discussions, possibly invigorating market activity later in the year. Rising vacancies have empowered tenants to negotiate favorable terms, prompting many landlords to offer incentives for higher rates. While pre-leasing and pre-sale activities have cooled compared to previous periods, they remain at a modest level. Significant transactions like Dayhu Investments' \$73M purchase of a 224,000 SF industrial building in Delta exemplifies an investor appetite to deploy capital despite unfavorable market conditions.

MARKET INDICATORS	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
▲ Qtrly Net Absorption SF	3,423,366	3,264,440	3,807,353	3,143,534	2,908,360
▼ Vacancy Rate	1.77%	1.82%	1.59%	1.19%	1.28%
▼ Avg NNN Asking Rate PSF	\$21.11	\$21.26	\$21.00	\$20.55	\$20.01
▼ SF Under Construction	6,500,953	6,710,567	8,409,472	10,066,082	9,623,951
▲ Inventory SF	272,373,736	271,961,725	270,309,457	268,055,178	267,543,761

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1302 Derwent Way Delta, BC	224,000 SF	\$73,000,000* \$325.89 PSF	Dayhu Investments Ltd. Grosvenor Canada Ltd.	Class B
8327-8339 Eastlake Drive Burnaby, BC	152,117 SF	\$68,999,999* \$453.60 PSF	Adera Group Sun Life	Class B
21720 Fraserwood Way Richmond, BC	137,620 SF	\$63,000,000* \$457.78 PSF	RCG Group Narisco Canada, Inc.	Class B

\*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
32923 Mission Way Mission, BC	236,035 SF	Undisclosed	Undisclosed	Undisclosed
15010 & 15030 54A Avenue Surrey, BC	113,517 SF	Beedie	Eco Packaging, Inc.	Packaging
7419 Nelson Road Richmond, BC	92,148 SF	Bontebok Holdings, Inc.	Onus Global Fulfillment Solutions	Logistics

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