



Industrial Update

PRE-ROLL CONSULTATION PERIOD

October 1 – November 15, 2024

Agenda

Market Overview

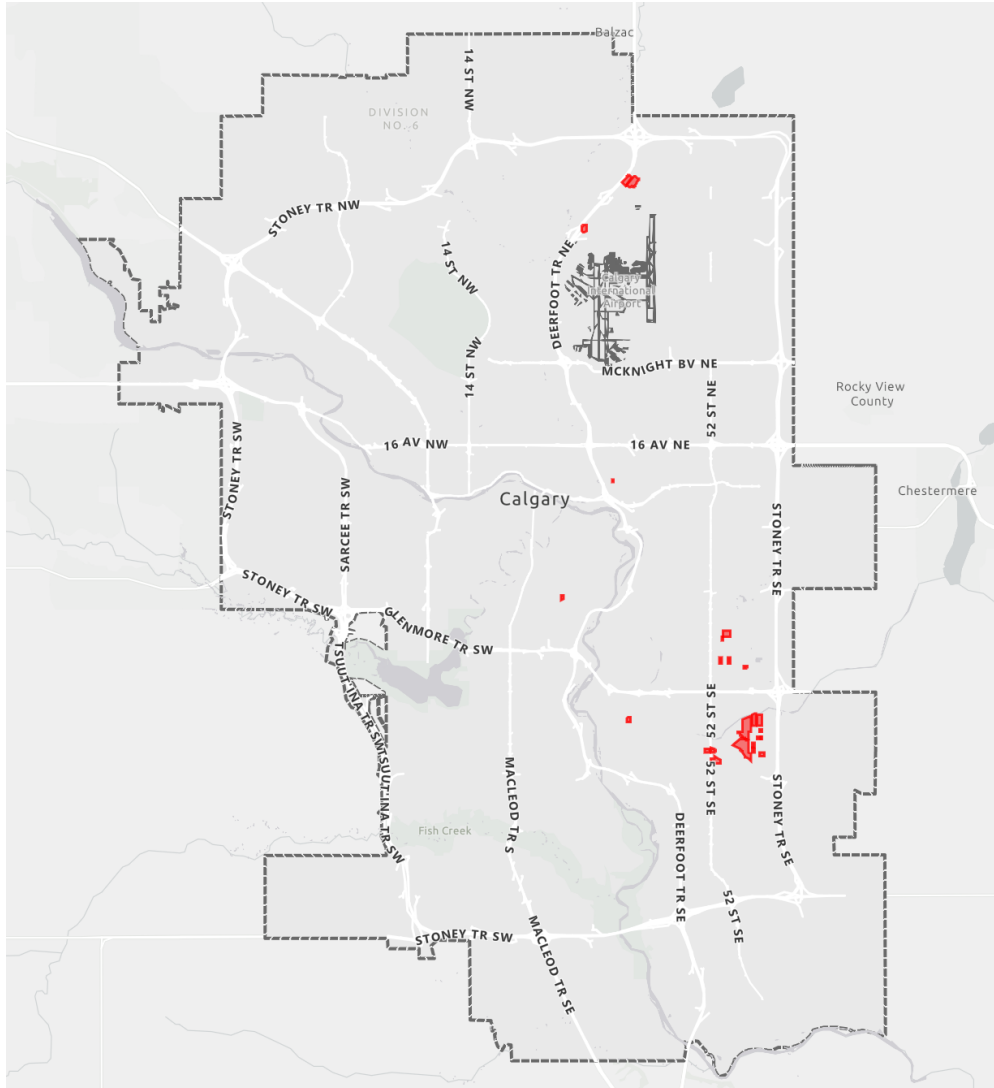
- New Developments
- Sales Activity
- Permit Activity

Inventory Overview

- Inventory Breakdown
- Data Quality



New Developments



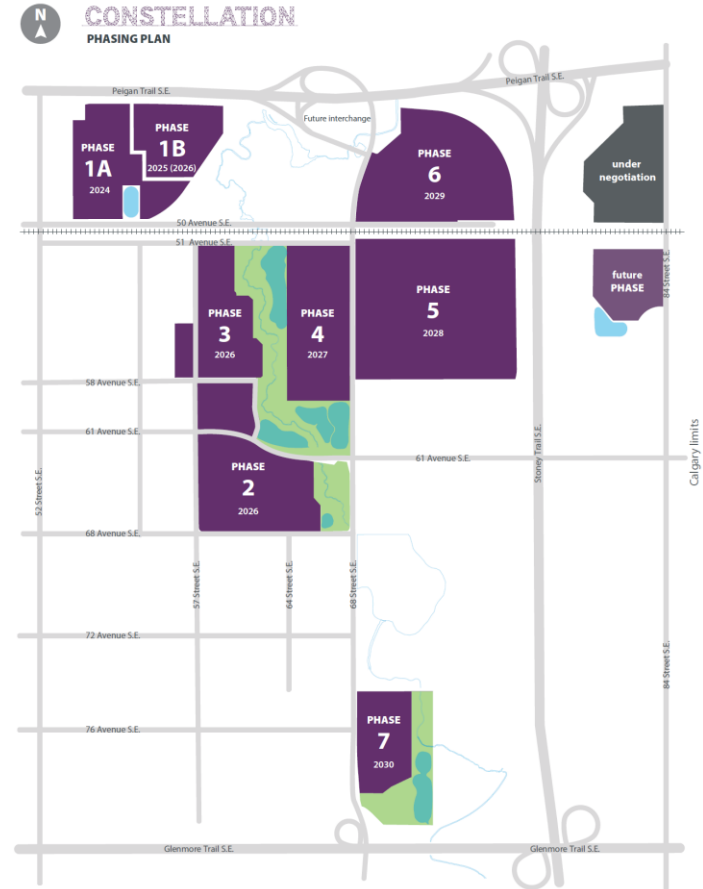
New industrial inventory >30K SF constructed since 2020

- 5.3 million SF total
- 4.8 million SF in large-format >100K SF space
- Primarily concentrated in newer greenfield industrial parks

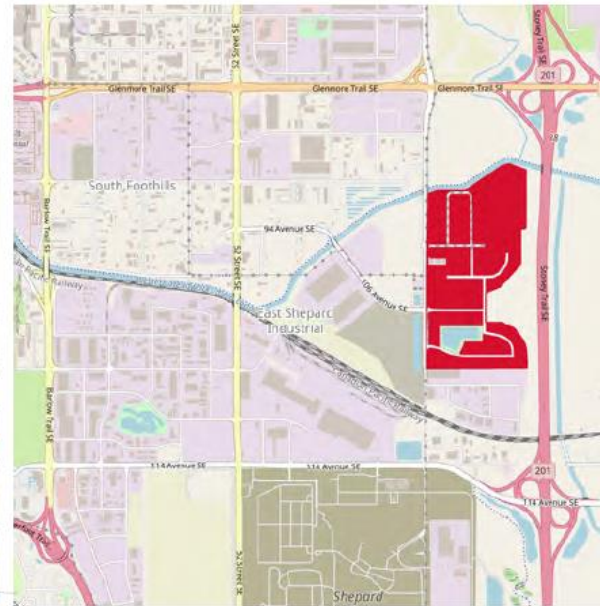
New Developments - Constellation



<p>600 ACRES IN OUR CITY'S SOUTHEAST</p>	<p>RING ROAD 8 KM 7 MINUTES</p>	<p>CPKC RAIL 6 KM 10 MINUTES</p>	<p>CN RAIL 19 KM 20 MINUTES</p>	<p>AIRPORT 23 KM 22 MINUTES</p>
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New Developments – Point Trotter

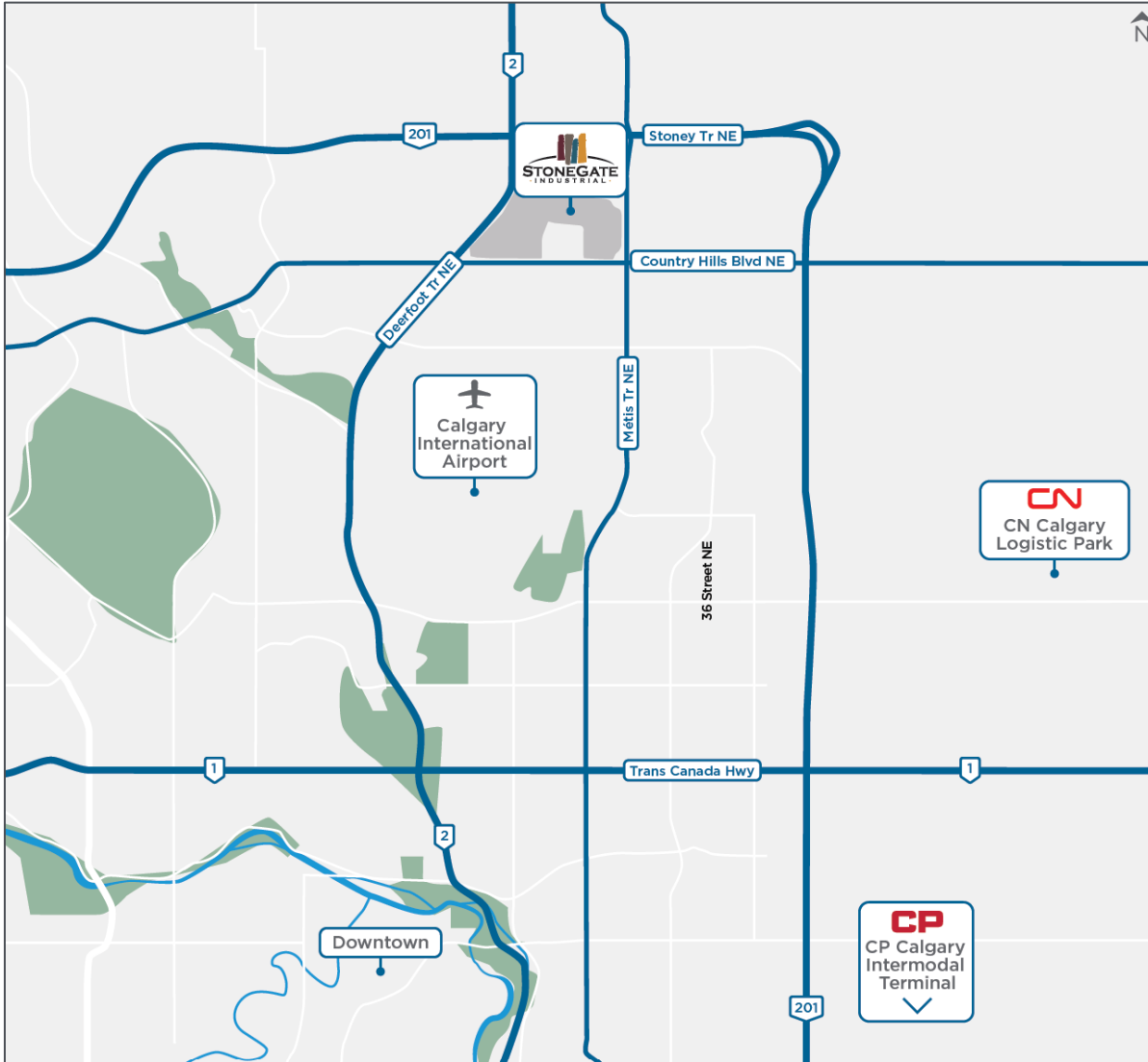


Point Trotter Industrial Park

Shovel-ready land in S.E. Calgary directly adjacent to key transportation nodes for the efficient warehousing and distribution of goods and services.



New Developments – Stone Gate



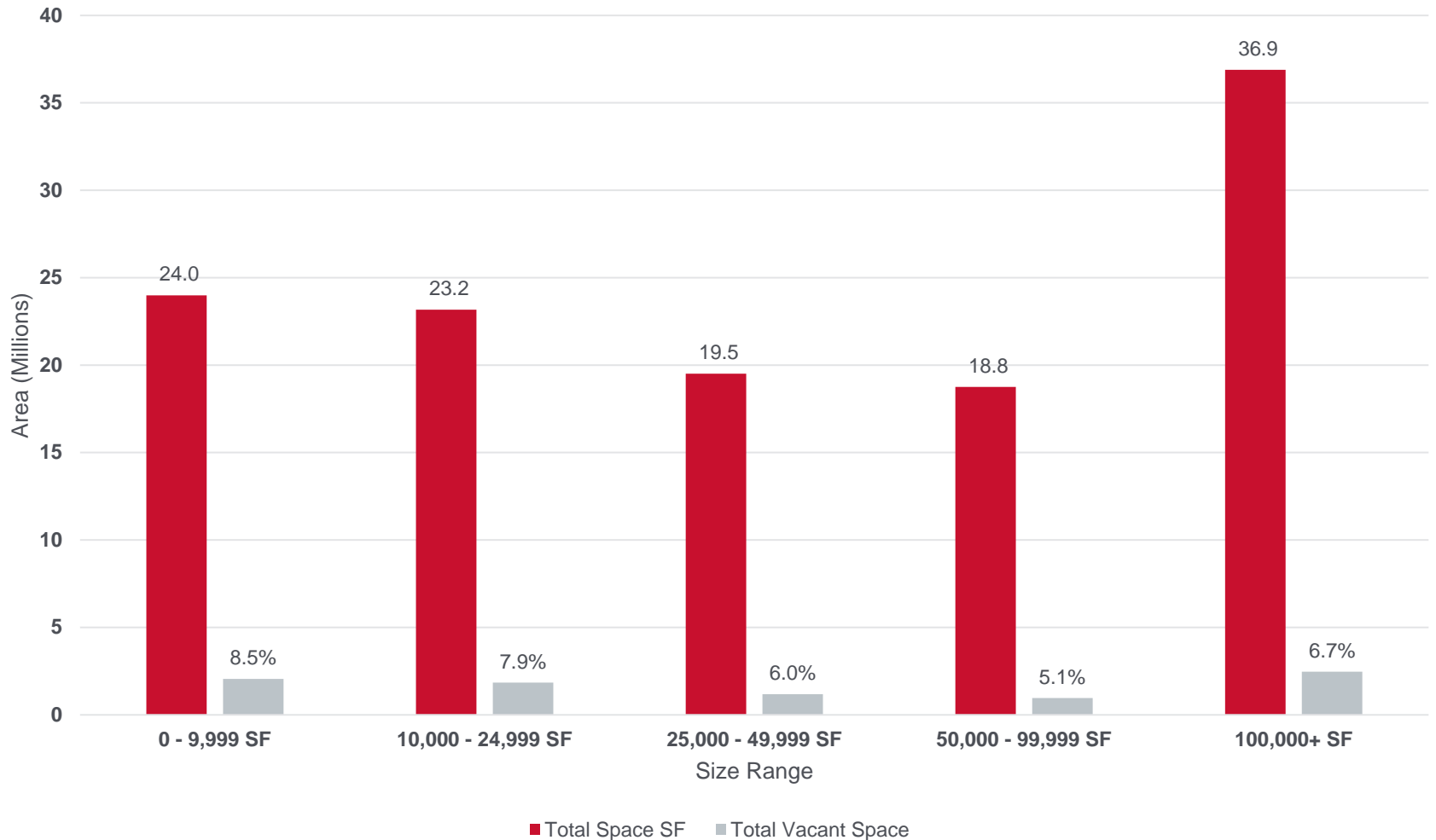
INDUSTRIAL AREA
1,674,861
sq. ft.

LAND
228
acres to be
developed



Supply & Demand

Citywide Industrial Vacancy



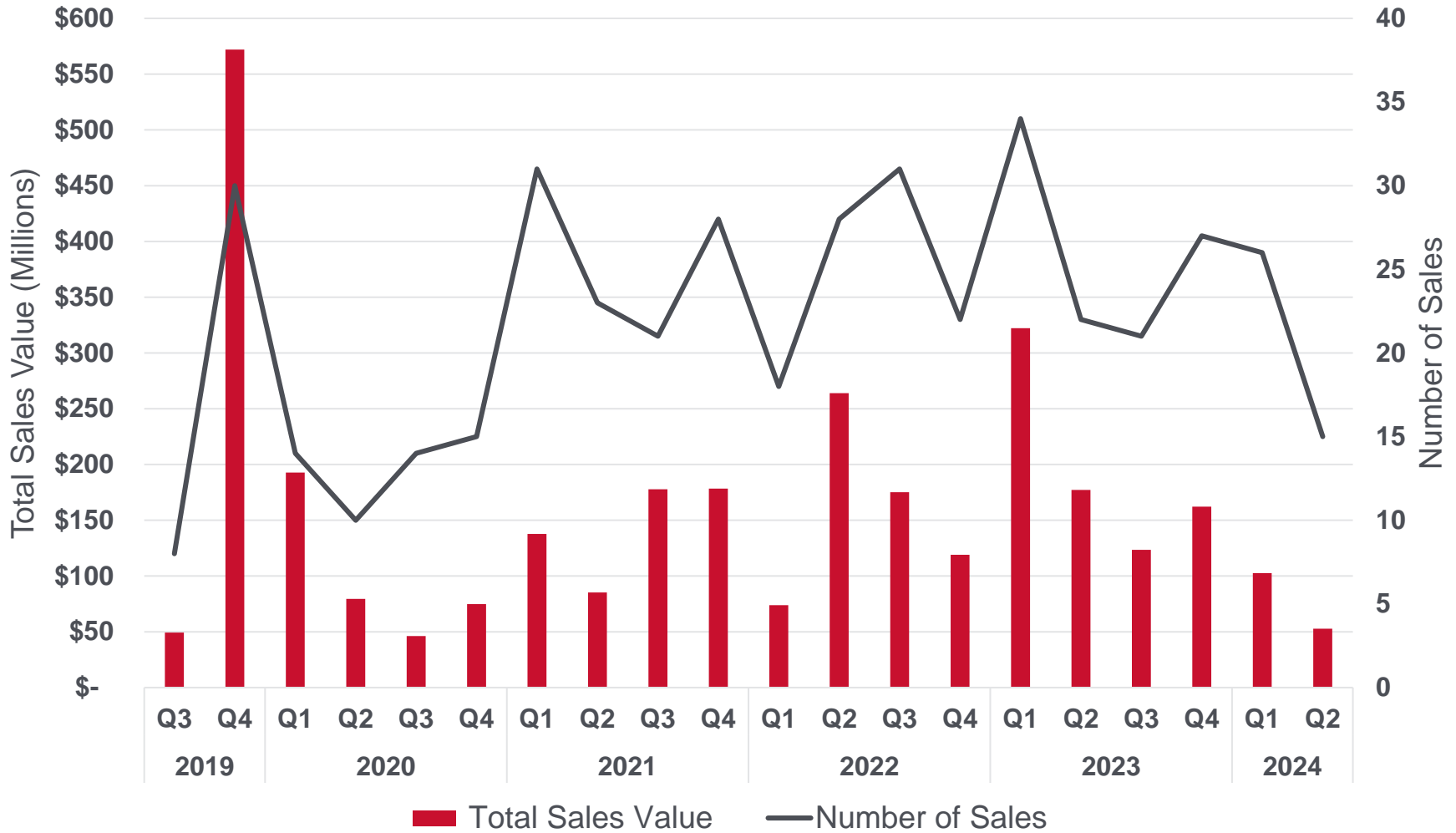


Sales Activity - Industrial Condos

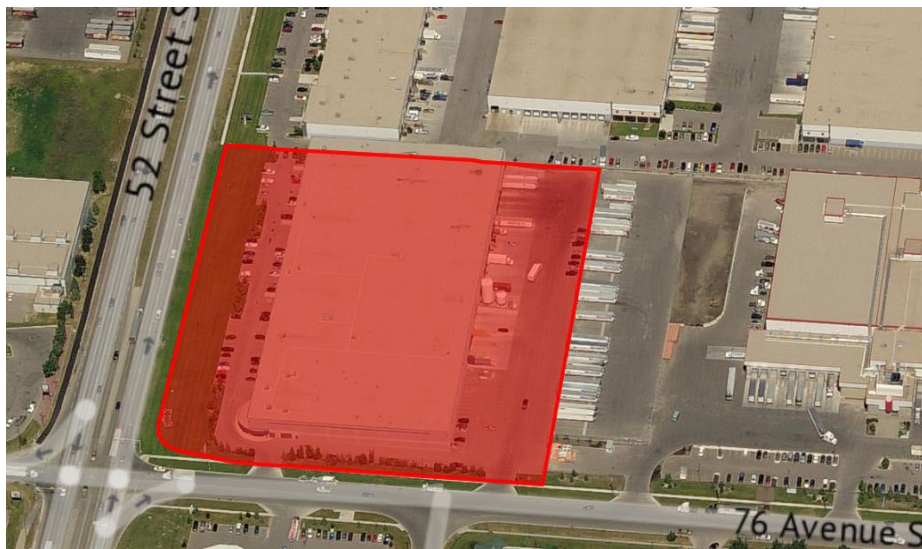




Sales Activity - Industrial Warehouses



Notable Sale



5498 76 Avenue SE

Registered Sale Date: September 21, 2023

Sale Price: \$24,500,000

Sale Price PSF: \$153 PSF

Community: Great Plains

Zoning: Industrial General (I-G)

Property Type: IN0701 - Warehouse with 3 or More Units

Assessable Area: 159,677 SF

Year of Construction: 1998



Notable Sale



7912 10 Street NE

Registered Sale Date: November 20, 2023

Sale Price: \$31,500,000

Sale Price PSF: \$174 PSF

Community: Deerfoot Business Centre

Zoning: Industrial General (I-G)

Property Type: IN0209 - Warehouse
Multiple Buildings

Assessable Area: 181,211 SF

Year of Construction: 2000



Notable Sale



824 41 Avenue NE

Registered Sale Date: May 24, 2024

Sale Price: \$14,000,000

Sale Price PSF: \$112 PSF

Community: Greenview Industrial

Zoning: Industrial General (I-G)

Property Type: IN0606 - Warehouse with 2 or Less Units

Assessable Area: 124,539 SF

Year of Construction: 1954/1994

New Permits & Development



- Total Value of Permits: **\$581M**
- # of Permits Over \$1 Million: **81**
- Notable Development Activity
 - Large Format Warehouses
 - Self-Storage Facilities
 - Indoor Farming & Agribusiness



2025 Industrial Inventory Breakdown

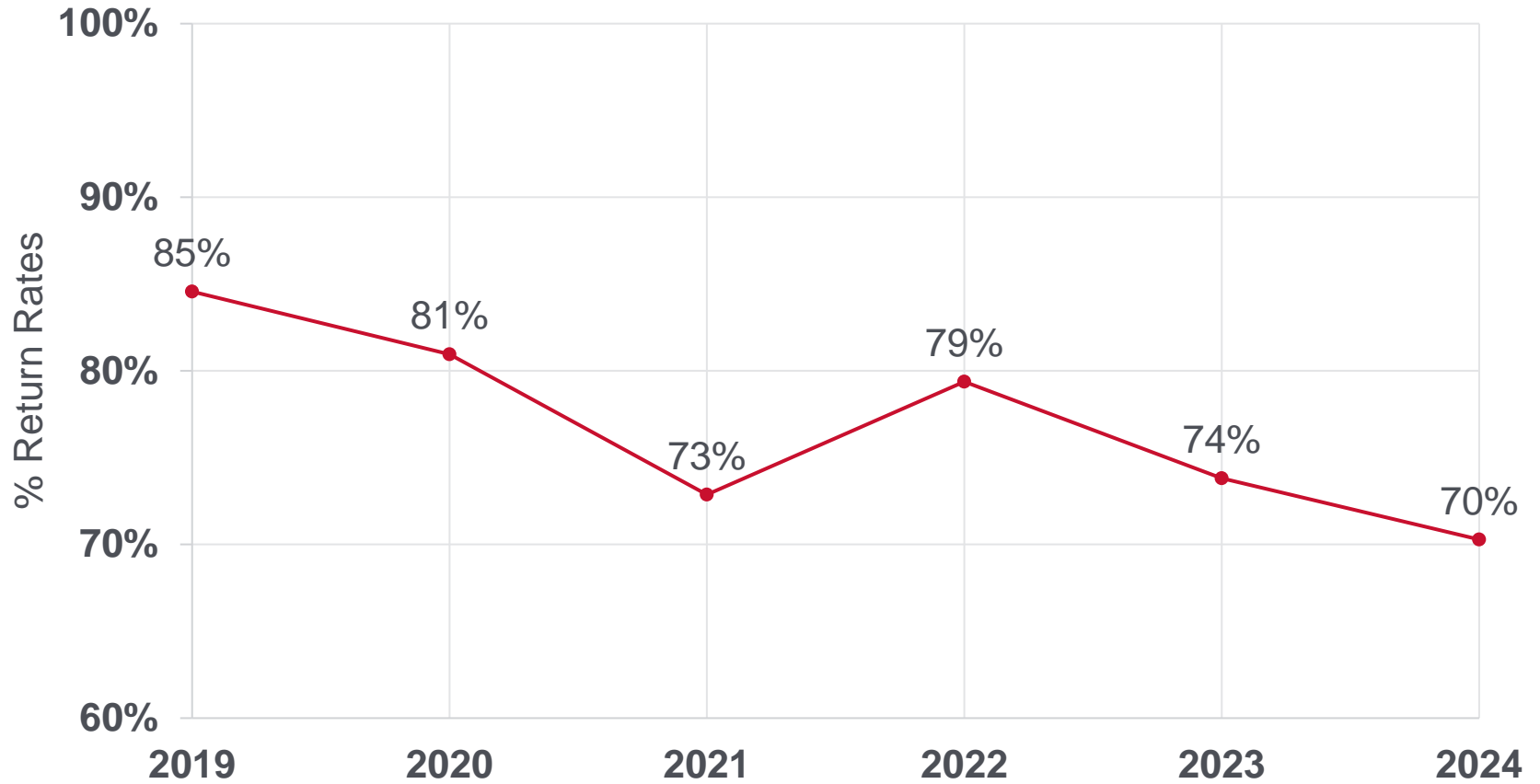
Property Type	Number of Properties	Total Assessed Value (Billions)	Typical Assessment Shift (YOY)
Cost	231	\$1.28	4.5%
Condo	3,022	\$2.11	5.0%
Warehouse <100K	2,313	\$10.33	7.5%
Warehouse >100K	209	\$7.91	13.0%

* Overall Industrial Inventory Shift ~7%



Data Quality

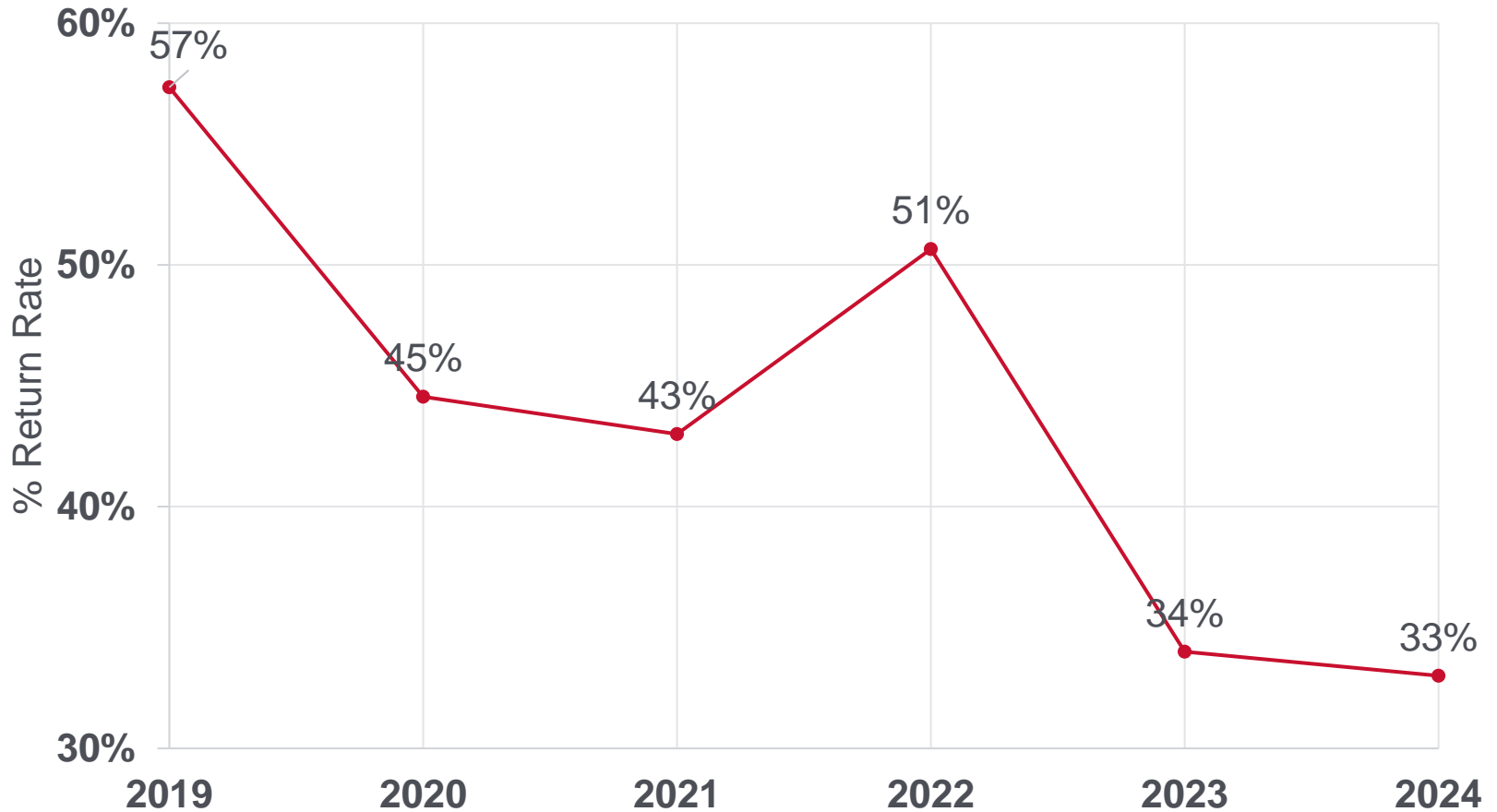
Industrial Non-Res ARFI Return Rates





Data Quality

Industrial Sales ARFI Return Rates



Key Takeaways

- Industrial sale activity remains strong
- New supply coming online via new developments
- Overall industrial outlook remains positive

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403-268-2888

Respond.



Respond to your ARFI if you haven't yet.

Review.



Check your preliminary value.

Talk.



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THERMO KING