



# **CALGARY INDUSTRIAL**

## **REAL ESTATE MARKET UPDATE**

# **Q4 2022**

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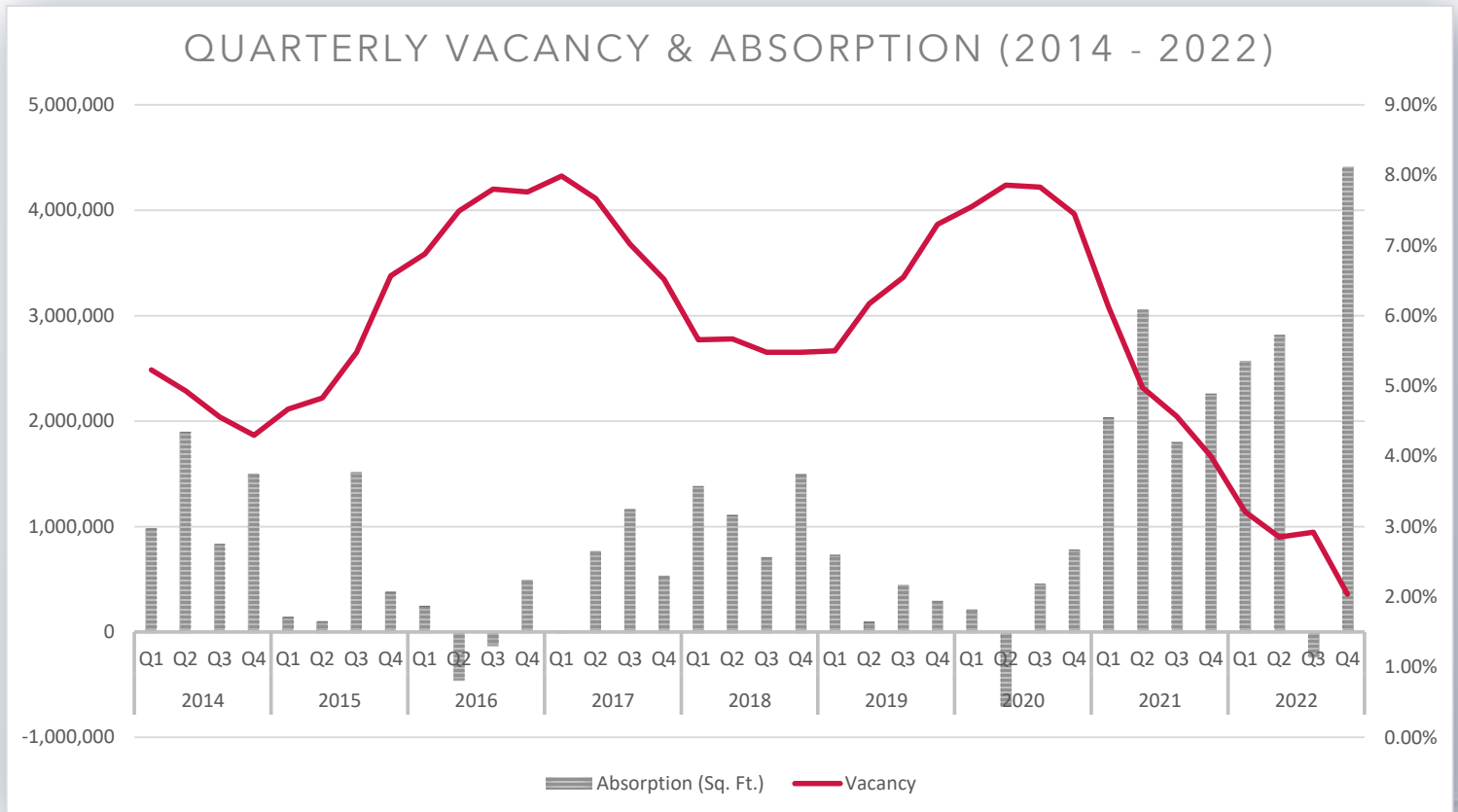
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# QUARTERLY VACANCY & ABSORPTION (2014 - 2022)





# MARKET STATISTICS

## Q4 2022

### CURRENT VACANCY

**2.04%**

### HISTORICAL VACANCY RATE EXTREMES SINCE 2000:

HIGHEST VACANCY RATE

**7.99%**

IN Q1 2017

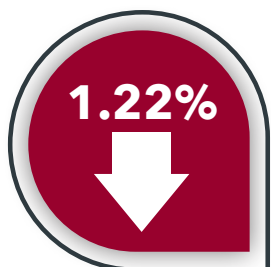
LOWEST VACANCY RATE

**0.95%**

IN Q2 2006

GCA INDUSTRIAL INVENTORY  
**162,657,499 SQ. FT.**

### VACANCY BY QUADRANT FOR Q4 2022



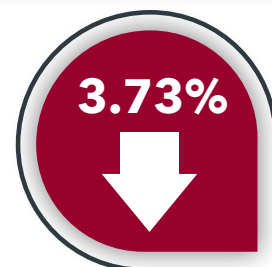
SOUTH EAST



NORTH EAST



CENTRAL



GREATER AREA

### VACANCY BY QUARTER FOR 2021-2022



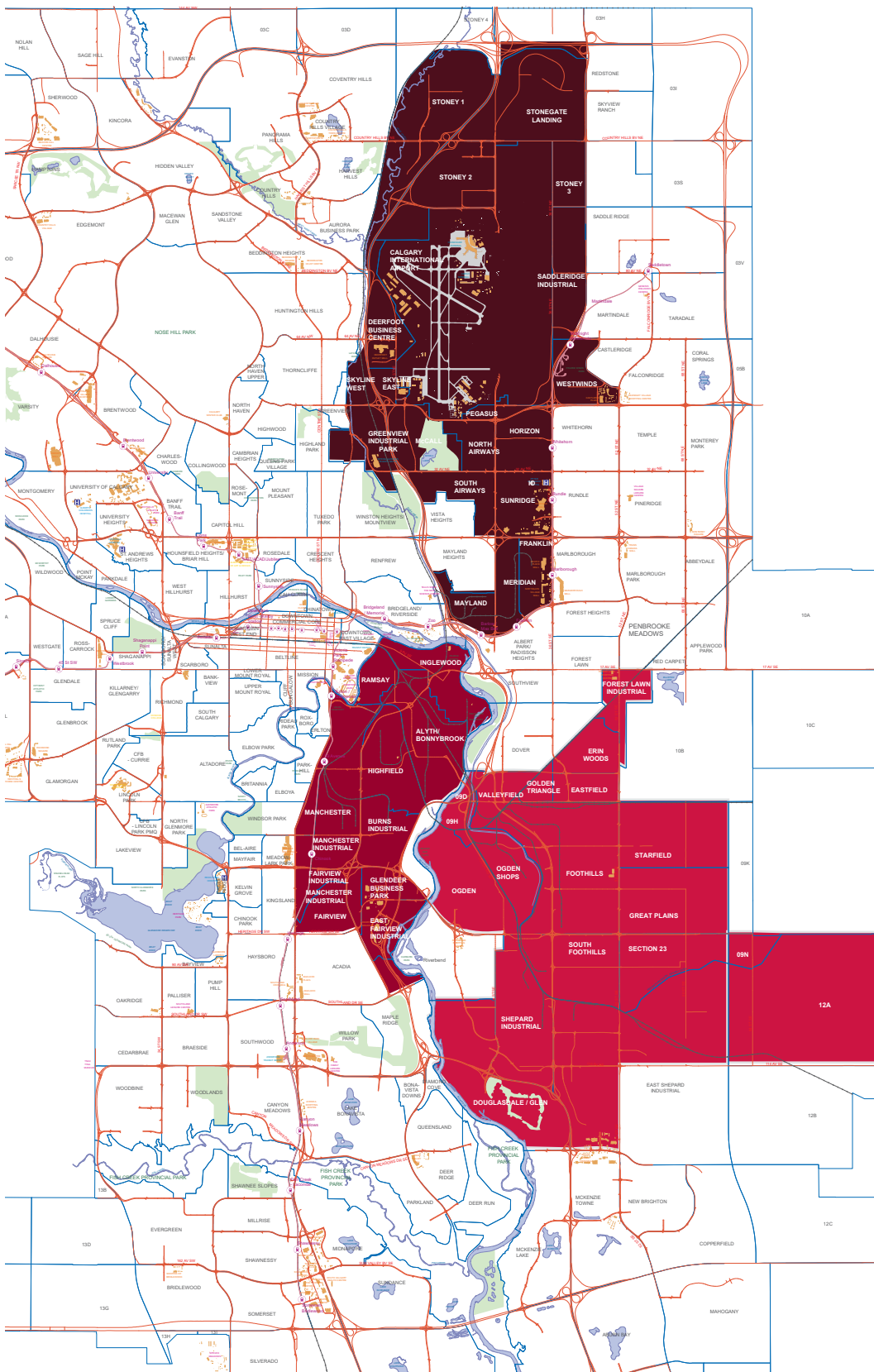
### INVENTORY GROWTH

ALL OF 2022  
9,134,585  
SQ. FT.

ALL OF 2021  
1,717,083  
SQ. FT.

ALL OF 2020  
2,079,267  
SQ. FT.

# CALGARY INDUSTRIAL SECTOR MAP



## NORTHEAST

2.60%  
Vacancy



1,212,885 sq. ft.  
Vacancy sq. ft.

46,715,608  
Total Inventory

## CENTRAL

1.85%  
Vacancy



538,472 sq. ft.  
Vacancy sq. ft.

29,047,819  
Total Inventory

## SOUTHEAST

1.22%  
Vacancy



815,428 sq. ft.  
Vacancy sq. ft.

66,625,797  
Total Inventory

## OUTSIDE CITY LIMITS

3.73%  
Vacancy

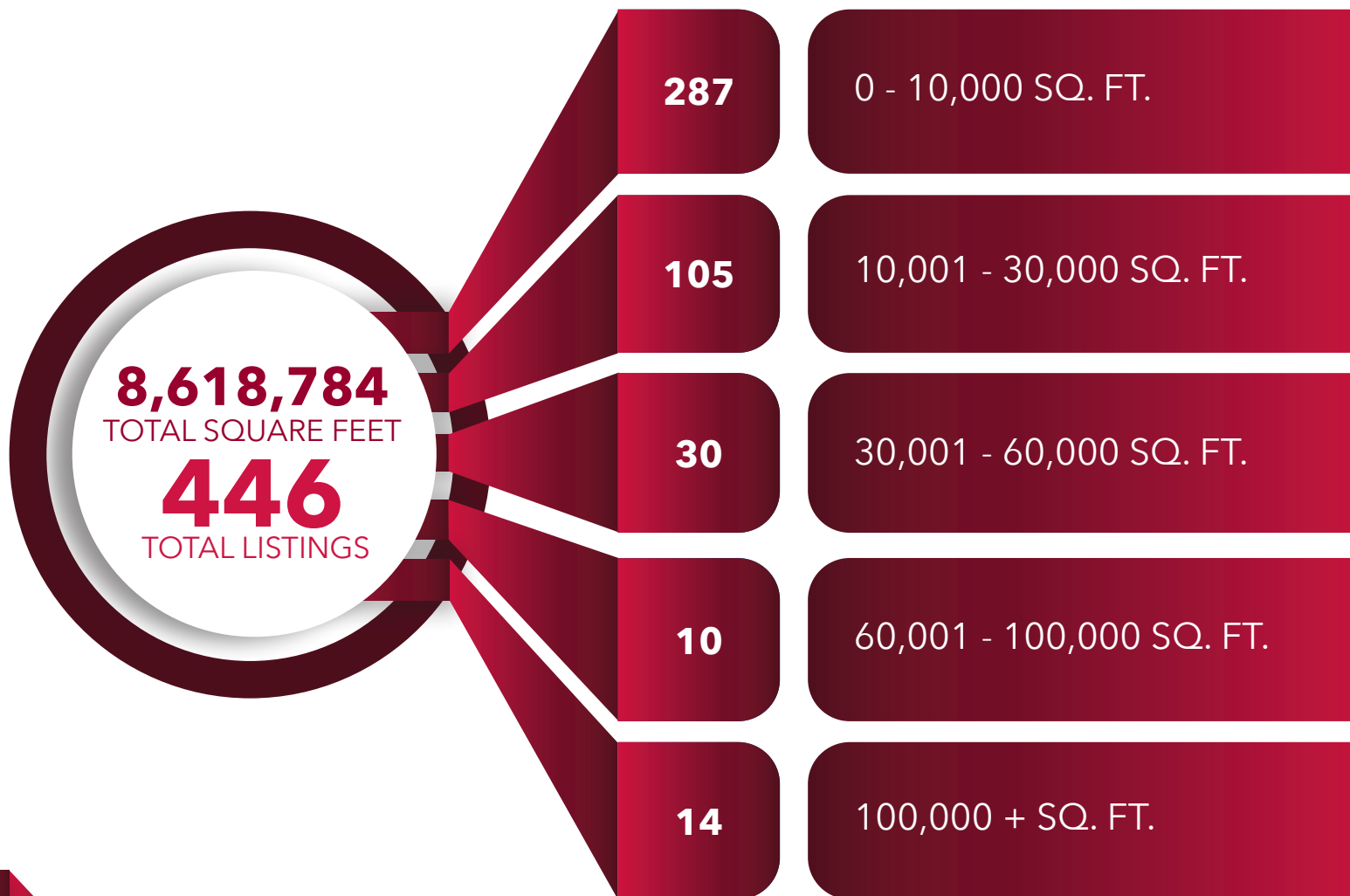


756,523 sq. ft.  
Vacancy sq. ft.

20,268,275  
Total Inventory

↑ Increase ↓ Decrease

# CALGARY & GREATER CALGARY AREA AVAILABILITY LISTINGS BREAKDOWN Q4 2022



**FOR SALE**

Property Type	Count
CONDOS	80
SINGLE-USE	44
MULTI-TENANT	29

**153**  
TOTAL LISTINGS

**FOR LEASE**

**256**  
TOTAL LISTINGS

**FOR SUBLEASE**

**37**  
TOTAL LISTINGS

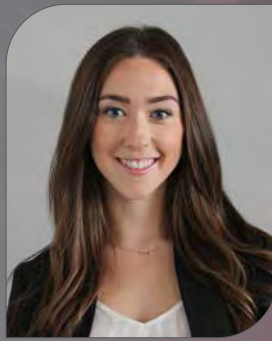




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## WHY HIRE A TENANT REP?

### CURRENT MARKET RESEARCH

We have access to the most current trends and opportunities all while maintaining a single point of contact for our clients.

### COMPETITIVE ANALYSIS

We conduct thorough market reviews and analysis on a quarterly basis and our proprietary systems and databases can conduct real-time reviews on demand.

### STRATEGIC REAL ESTATE PLANNING

We plan carefully to ensure your real estate strategies integrate smoothly with your business plan, to help meet short-term and long-term objectives.

### OUR REACH

Many of our clients are Calgary-based; however, we service their accounts in each of their locations where needed and when necessary. Our network is extensive and we have established contacts throughout Western Canada.

### PROVEN SUCCESS

Our team is focused on Industrial Sales, Leasing and Development and is well respected in the industry with a proven track record.

### Negotiating through a Broker is a **win-win** for your business.

A well-respected broker with a solid reputation will:



Strategize for your business and solve complex real estate problems with creative solutions.



Maximize value on every transaction. Landlords cite lease comps that are favorable to them. Your broker will provide honest and accurate information.



Negotiate on your behalf without taking a fee from you. Commission fees are structured into leasing whether you are represented or not.



Provide a competitive advantage. Even if your goal is to stay, the Landlord will give you better terms if they know you have representation.

## Q4 2022 MARKET STATS

Q4 2022 VACANCY

**2.04%**

OVERALL Q4 RATE



**0.88%**

FROM Q3 2022  
(2.92%)



RATES INCREASING DUE TO DECREASING SUPPLY

### Q4 2022 LEASE TRANSACTIONS

- 130 Lease Transactions Completed in Q3
- 2,625,138 sq. ft. Leased



# We are LEE & ASSOCIATES

Lee & Associates offers an array of real estate services tailored to meet the needs of the company's clients, including commercial real estate brokerage, integrated services, and construction services. Established in 1979, Lee & Associates is now an international firm with offices throughout North America. Our professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information.

-  Full service commercial real estate firm
-  70+ Offices
-  1,400+ Professionals
-  \$32+ billion transaction volume in 2021



# We are S I O R®

The SOCIETY OF INDUSTRIAL AND OFFICE REALTORS® is the leading global professional office and industrial real estate association. With more than 3,200 members in 686 cities and 36 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

The SIOR designation represents a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market. SIOR designees can hold the following specialty designations: industrial, office, industrial and office (dual), sales manager, executive manager, or advisory service.

-  Access to a global network of more than 3,000 industry leaders who are held to the highest standard, ensuring expertise, prestige and trust.
-  Vast coverage spanning global markets in 685 cities and 36 countries.
-  A network of deal closers; SIORs report billions of dollars in sales and leases each year.
-  Knowledge and expertise; SIORs stay at the forefront of innovation in commercial real estate.
-  A partner driven by camaraderie, putting high value on the power of long-term relationships.



# MOOK REAL ESTATE TEAM

## WE ADD VALUE

through both common and uncommon market knowledge and transactional experience, allowing you to take advantage of current conditions and plan for future trends.

## PARTIAL CLIENT LIST

**ENERFLEX**

**George Courey.**





**LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.**

**We value your business & look forward to  
cultivating a successful relationship.**

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