ALBERTA MARKET UPDATE

February 11th, 2020
THANK YOU TO OUR GENEROUS SPONSOR

TRAVELERS
CALGARY’S NEW MULTI-FAMILY HOME MARKET
CALGARY MULTI-FAMILY SALES

TOTAL PROJECTS: 175
CONCRETE: 21
WOOD FRAME: 68
TOWNHOMES: 86

QUARTERLY SALES COMPARISON

WTI PRICE SHOCK
MORTGAGE STRESS TEST
UCP
FEDERAL ELECTION

CALGARY’S NEW MULTI-FAMILY HOME MARKET
CALGARY MULTI-FAMILY SALES

TOTAL PROJECTS: 175
CONCRETE: 21
WOOD FRAME: 68
TOWNHOMES: 86

CALGARY'S NEW MULTI-FAMILY HOME MARKET

YEAR-TO-DATE SALES

Concrete
Wood Frame
Townhomes

2014
3,972

2015
3,129

2016
2,348

2017
3,203

2018
2,991

2019
2,879

CALGARY'S NEW MULTI-FAMILY HOME MARKET
CALGARY SUB-MARKET SALES

YEAR-TO-DATE SALES BY SUB-MARKET

<table>
<thead>
<tr>
<th>Sub-Market</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>BL/EV</td>
<td>31</td>
<td>29</td>
<td>81</td>
</tr>
<tr>
<td>EC/WV</td>
<td>238</td>
<td>33</td>
<td>96</td>
</tr>
<tr>
<td>Inner NW</td>
<td>218</td>
<td>246</td>
<td>202</td>
</tr>
<tr>
<td>Inner NE</td>
<td>92</td>
<td>58</td>
<td>74</td>
</tr>
<tr>
<td>Inner SW</td>
<td>161</td>
<td>237</td>
<td>270</td>
</tr>
<tr>
<td>Inner SE</td>
<td>42</td>
<td>24</td>
<td>23</td>
</tr>
<tr>
<td>Outer North</td>
<td>689</td>
<td>986</td>
<td>1,133</td>
</tr>
<tr>
<td>Outer South</td>
<td>1,048</td>
<td>1,020</td>
<td>1,052</td>
</tr>
<tr>
<td>Airdrie</td>
<td>163</td>
<td>109</td>
<td>168</td>
</tr>
<tr>
<td>Cochrane</td>
<td>107</td>
<td>92</td>
<td>97</td>
</tr>
</tbody>
</table>

CALGARY’S NEW MULTI-FAMILY HOME MARKET
CALGARY'S NEW MULTI-FAMILY HOME MARKET

Q4-2019 SALES BY SUB-MARKET (%)

- Outer North: 34%
- Outer South: 34%
- Airdrie/Cochrane: 20%
- Inner NW: 1%
- Inner NE: 3%
- Inner SW: 8%
- Inner SE: 2%

TOTAL TOWNHOME PROJECTS: 85
- Outer North: 34%
- Outer South: 31%
- Airdrie/Cochrane: 20%

TOTAL WOOD FRAME PROJECTS: 68
- Outer North: 26%
- Outer South: 40%
- Inners: 32%
CALGARY’S NEW MULTI-FAMILY HOME MARKET

CALGARY SUB-MARKET PRICING

**OUTER NORTH**
- 18
- $301 PSF

**OUTER SOUTH**
- 27
- $310 PSF

**INNER NORTHWEST**
- 9
- $490 PSF

**INNER SOUTHWEST**
- 10
- $472 PSF
CALGARY’S NEW MULTI-FAMILY HOME MARKET

NOTABLE COMMUNITIES

YTD  Q4-2019
University District: 114  44
West District: 87  29
Seton/Legacy: 270  89
Evanston/Livingston: 166  25

CALGARY’S NEW MULTI-FAMILY HOME MARKET
LOOKING FORWARD:

- Demand expected to persist in the outer sub-markets
- Total Contemplated Projects: **171**
- Opportunities exist in Inner Southwest & Northwest
- Must be flexible and adapt to consumer preferences and price sensitivity
CALGARY’S PURPOSE-BUILT RENTAL MARKET

UA URBAN ANALYTICS
CALGARY’S PURPOSE-BUILT RENTAL PROJECTS

62 PROJECTS

8,422 UNITS

LEGEND:
- OUTER NORTH
- INNER NORTH
- DOWNTOWN
- INNER SOUTH
- OUTER SOUTH
2019 LAUNCHES

20 NEW PROJECTS

2,529 NEW UNITS

LEGEND:
- OUTER NORTH
- INNER NORTH
- DOWNTOWN
- INNER SOUTH
- OUTER SOUTH

$1.62 PSF

20 NEW PROJECTS
2,529 NEW UNITS

2019 LAUNCHES
2018 VS. 2019 OVERVIEW

6 NEW PROJECTS | 543 NEW UNITS

20 NEW PROJECTS | 2,529 NEW UNITS
2019 Launches

20 New Projects
2,529 New Units

Downtown
- 5 Projects, 853 Units
  - The International
  - The Underwood
  - Hat @ East Village
  - Sodo
  - The Cube

Outer North
- 5 Projects, 786 Units
  - Lyric Building II
  - The Level At Seton
  - Soho
  - Casadona Place

Inner North
- 1 Project, 93 Units
  - Aspen & Bow

Inner South
- 5 Projects, 238 Units
  - Aspen & Bow
  - Marda
  - Vibe14
  - The Windsor
  - Switch Bloc
  - The Winston

Outer South
- 4 Projects, 559 Units
  - Northview Vista Phase II
  - Skyview Place Building 1000 & 2000
  - Skyward Living
  - Emerald Sky Building 4000
2019 YEAR IN REVIEW: ALL CALGARY SUB-MARKETS

CALGARY’S PURPOSE-BUILT RENTAL MARKET

AVG OCCUPANCY RATE

Q1-2019: 93%
Q2-2019: 91%
Q3-2019: 92%
Q4-2019: 85%

AVG $PSF

Q1-2019: $1.95
Q2-2019: $2.01
Q3-2019: $1.97
Q4-2019: $1.97
2019 YEAR IN REVIEW: DOWNTOWN CALGARY

CALGARY’S PURPOSE-BUILT RENTAL MARKET

AVG OCCUPANCY RATE

Q1-2019: 87%
Q2-2019: 85%
Q3-2019: 90%
Q4-2019: 85%

AVG $PSF

Q1-2019: $2.51
Q2-2019: $2.44
Q3-2019: $2.44
Q4-2019: $2.43
NOTABLE 2019 LAUNCHES

SODO
Units: 305
Months on Market: 7
Monthly Absorption: 44
Avg Net Rent: $2.58 PSF
Current Net Rent: $2.66 PSF

THE UNDERWOOD
Units: 225
Leased: 63%
Months on Market: 8
Monthly Absorption: 19
Avg Net Rent: $2.72 PSF

THE CUBE
Units: 65
Months on Market: 7
Monthly Absorption: 9
Avg Net Rent: $2.19 PSF
PURPOSE-BUILT RENTAL PIPELINE

CONTEMPLATED

73 PROJECTS
20,847 UNITS

UNDER CONSTRUCTION

26 PROJECTS
5,697 UNITS

CALGARY’S PURPOSE-BUILT RENTAL MARKET
NOTEABLE CONTEMPLATED PROJECTS

PARK CENTRAL
Units: 463

TELUS SKY
Units: 326

RHAPSODY
Units: 288
EDMONTON’S PURPOSE-BUILT RENTAL MARKET
EDMONTON’S PURPOSE-BUILT RENTAL PROJECTS

87 PROJECTS

12,324 UNITS
2019 LAUNCHES

14 NEW PROJECTS

1,700 NEW UNITS
2018 VS. 2019 OVERVIEW

11 NEW PROJECTS | 1,148 NEW UNITS

14 NEW PROJECTS | 1,700 NEW UNITS
2019 OVERVIEW

14 NEW PROJECTS
1,700 NEW UNITS

DOWNTOWN
5 PROJECTS, 699 UNITS
✓ THE TRAX
✓ THE MACLAREN
✓ E11EVEN
✓ 100 HOUSE
✓ INFINITI ON 105

SOUTHWEST
5 PROJECTS, 482 UNITS
✓ INSIGNIA TOWER
✓ CENTRAL TOWER
✓ KESWICK GREEN BUILDING A, B, C

ST. ALBERT
1 PROJECTS, 150 UNITS
✓ LAKEVIEW AT BELLEVUE VILLAGE

NORTHEAST
1 PROJECTS, 99 UNITS
✓ GILL ESTATES

SOUTHEAST
2 PROJECTS, 270 UNITS
✓ THE VILLAGE AT SUMMERSIDE
✓ SORA CONDOS
2019 YEAR IN REVIEW: ALL EDMONTON SUB-MARKETS

AVG OCCUPANCY RATE

Q1-2019: 93%
Q2-2019: 94%
Q3-2019: 93%
Q4-2019: 92%

AVG $PSF

Q1-2019: $1.64
Q2-2019: $1.68
Q3-2019: $1.67
Q4-2019: $1.67
2019 YEAR IN REVIEW: DOWNTOWN EDMONTON

EDMONTON’S PURPOSE-BUILT RENTAL MARKET

AVG OCCUPANCY RATE

Q1-2019: 92%
Q2-2019: 97%
Q3-2019: 84%
Q4-2019: 79%

AVG $PSF

Q1-2019: $2.07
Q2-2019: $2.23
Q3-2019: $2.10
Q4-2019: $2.06
NOTABLE 2019 LAUNCHES

**THE MACLAREN**
- Units: 240
- Leased: 29%
- Months on Market: 4
- Monthly Absorption: 18
- Avg Net Rent: $2.71 PSF

**CENTRAL TOWER**
- Units: 175
- Leased: 45%
- Months on Market: 4
- Monthly Absorption: 20
- Avg Net Rent: $2.88 PSF

**E11EVEN**
- Units: 177
- Leased: 27%
- Months on Market: 3
- Monthly Absorption: 16
- Avg Net Rent: $1.88 PSF
NOTABLE CONTEMPLATED PROJECTS

@81
Units: 36

SOUTHPARK ON WHYTE
Units: 162

AUGUSTANA
Units: 240
EDMONTON’S NEW MULTI-FAMILY MARKET
YEAR-OVER-YEAR SALES COMPARISON

<table>
<thead>
<tr>
<th>Year</th>
<th>Multi-Family Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3,203</td>
</tr>
<tr>
<td>2018</td>
<td>2,991</td>
</tr>
<tr>
<td>2019</td>
<td>1,392</td>
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</table>
QUARTERLY UNIT SALES COMPARISON

EDMONTON MARKET UPDATE / MULTI-FAMILY SALES
SOUTHWEST

- Active Projects: 43
- Townhome Projects: 72%
- Average Townhome Price: $310,338
- Total Townhome Sales: 77%
NOTABLE 2019 LAUNCH

EDGE AT LARCH PARK
Units: 164
Sold: 19%
Months on Market: 3
Monthly Absorption: 10
Avg $PSF: $320
LOOKING FORWARD:

- New Communities
- Absorptions Consistent with 2019
- Cautious Optimism
CUSTOM IN-PERSON MARKET UPDATE PRESENTATIONS
CUSTOM ADVISORY WORK

URBAN ANALYTICS OVERVIEW
STATE OF THE MARKET

URBAN ANALYTICS OVERVIEW
THANK YOU

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