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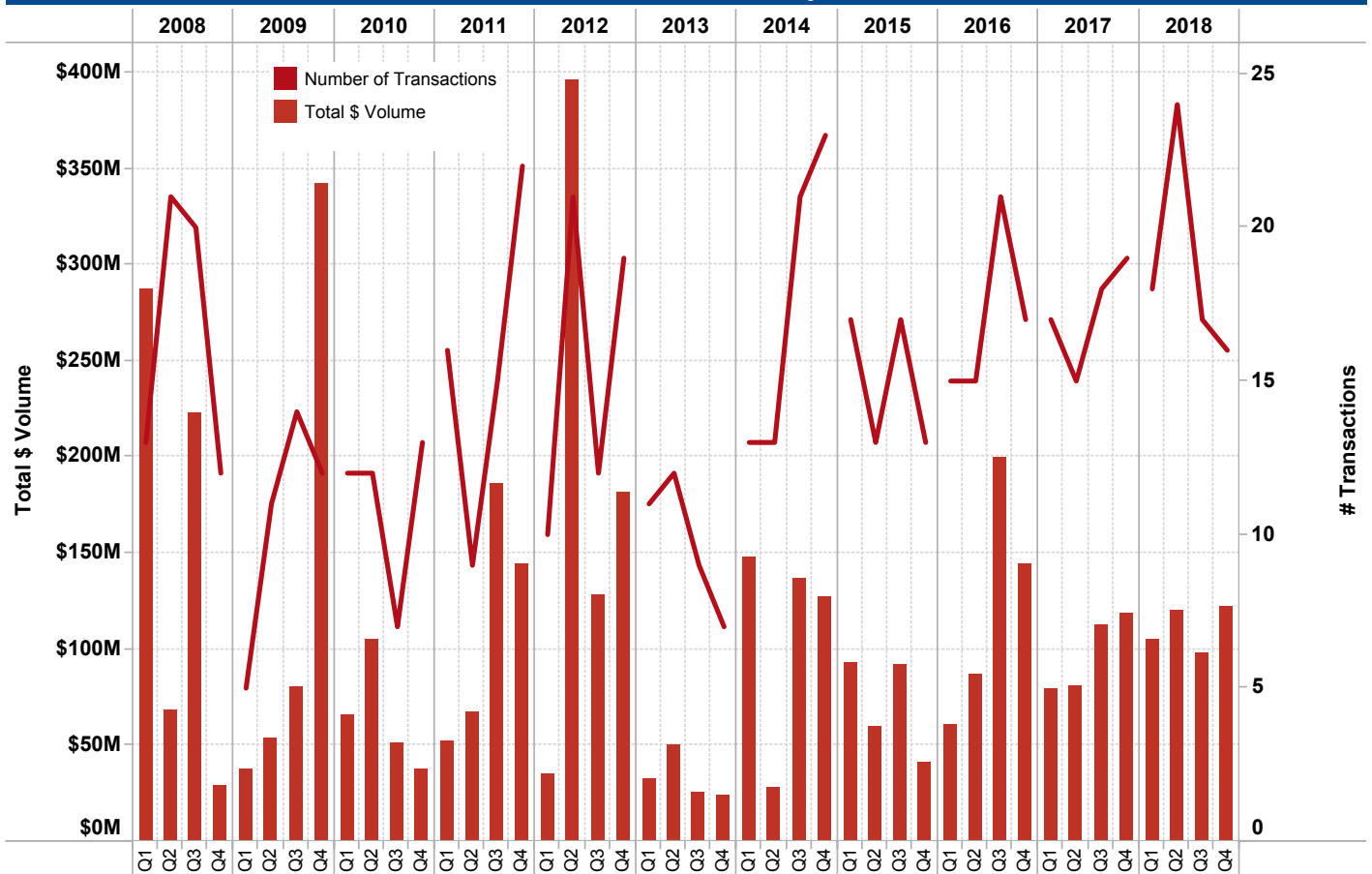
# Greater Calgary Area Retail

## Commercial Q4 2018 Statistics

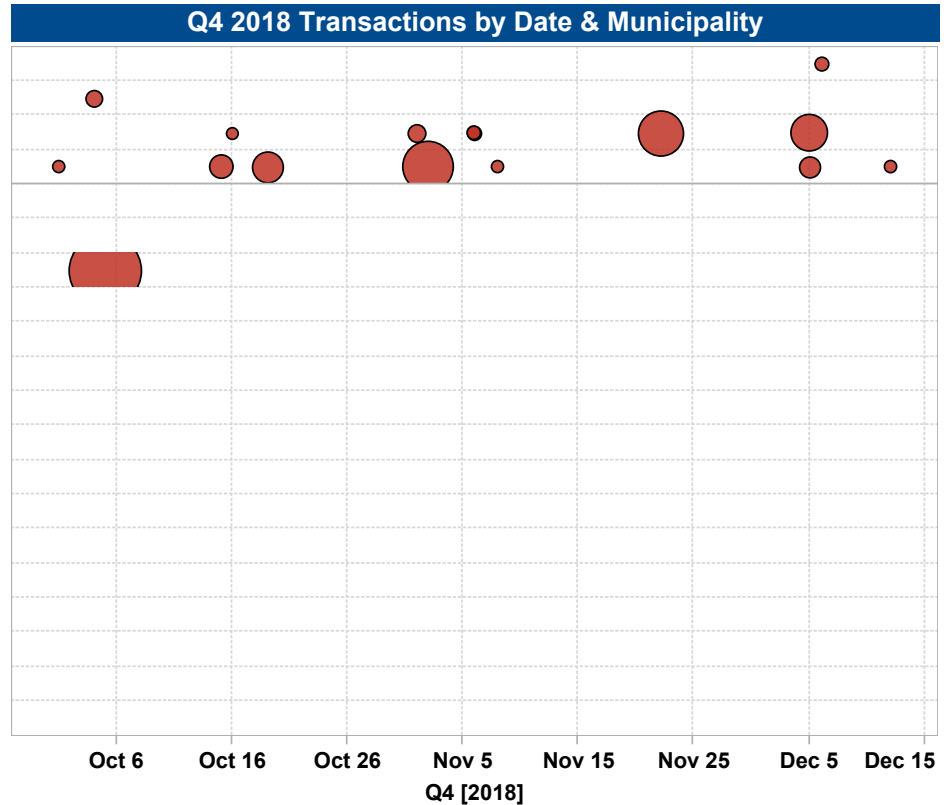
Data as of December 31, 2018



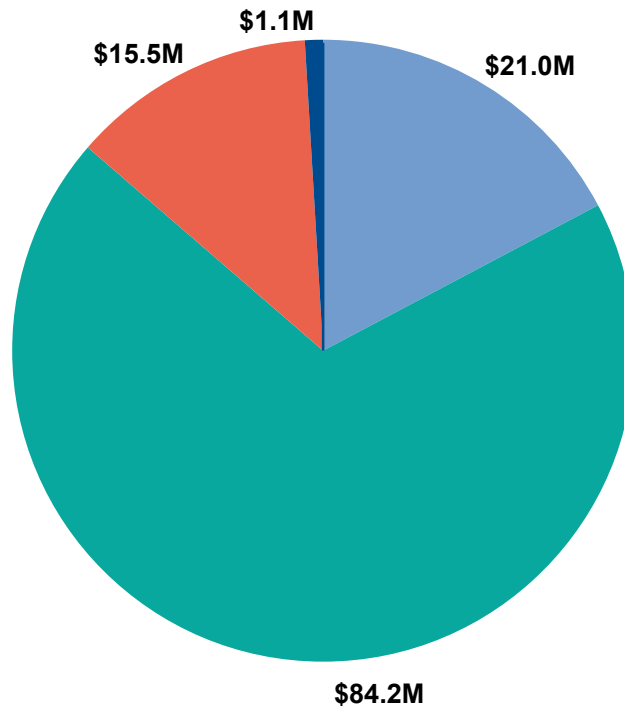
## Retail - Total Price & Transactions by Year & Quarter



| Retail      |                 |      |         |
|-------------|-----------------|------|---------|
| Calgary     | Calgary         | NE   | \$1.6M  |
|             |                 | NW   | \$2.3M  |
|             |                 | SE   | \$34.5M |
|             |                 | SW   | \$40.5M |
| Surrounding | Airdrie         | Null |         |
|             | Balzac          | Null |         |
|             | Banff           | Null | \$43.0M |
|             | Bragg Creek     | Null |         |
|             | Canmore         | Null |         |
|             | Carstairs       | Null |         |
|             | Chestermere     | Null |         |
|             | Cochrane        | Null |         |
|             | Crossfield      | Null |         |
|             | Didsbury        | Null |         |
|             | Heritage Pointe | Null |         |
|             | High River      | Null |         |
|             | Langdon         | Null |         |
|             | Okotoks         | Null |         |
|             | Springbank      | Null |         |
|             | Strathmore      | Null |         |



## Retail - Q4 2018 Purchaser Profile by Total \$ Volume

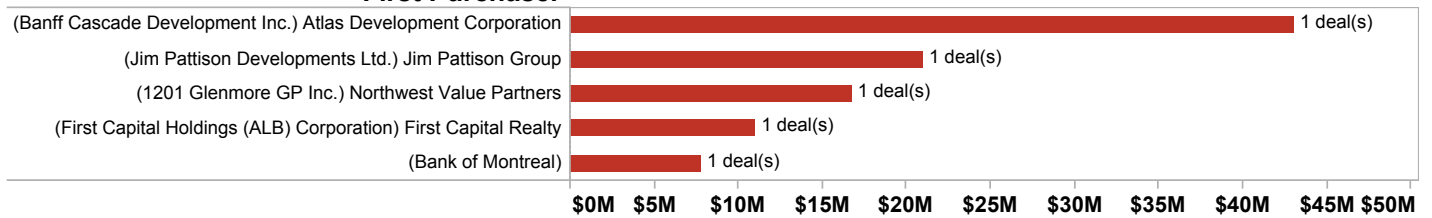


### Purchaser Profile

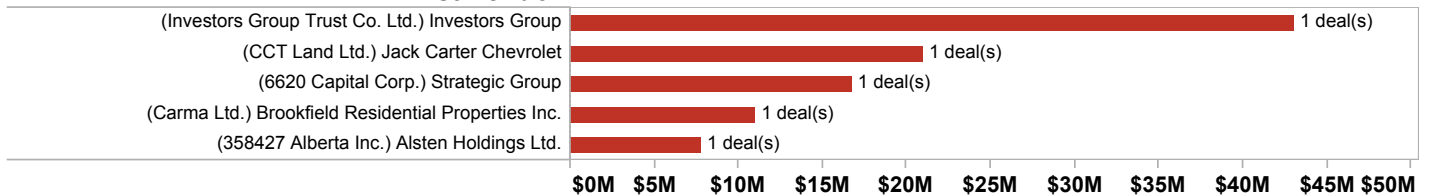
- Developer
- Private Investor - Canadian
- Public Investor - Canadian
- User

## Retail - Q4 2018 Top Purchasers, Vendors, Lenders

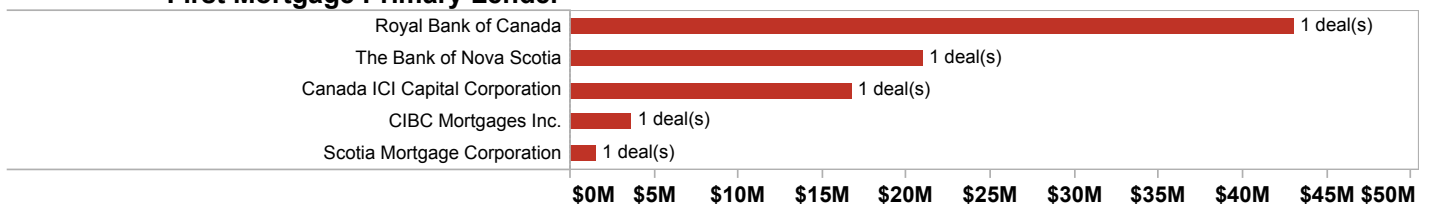
### First Purchaser



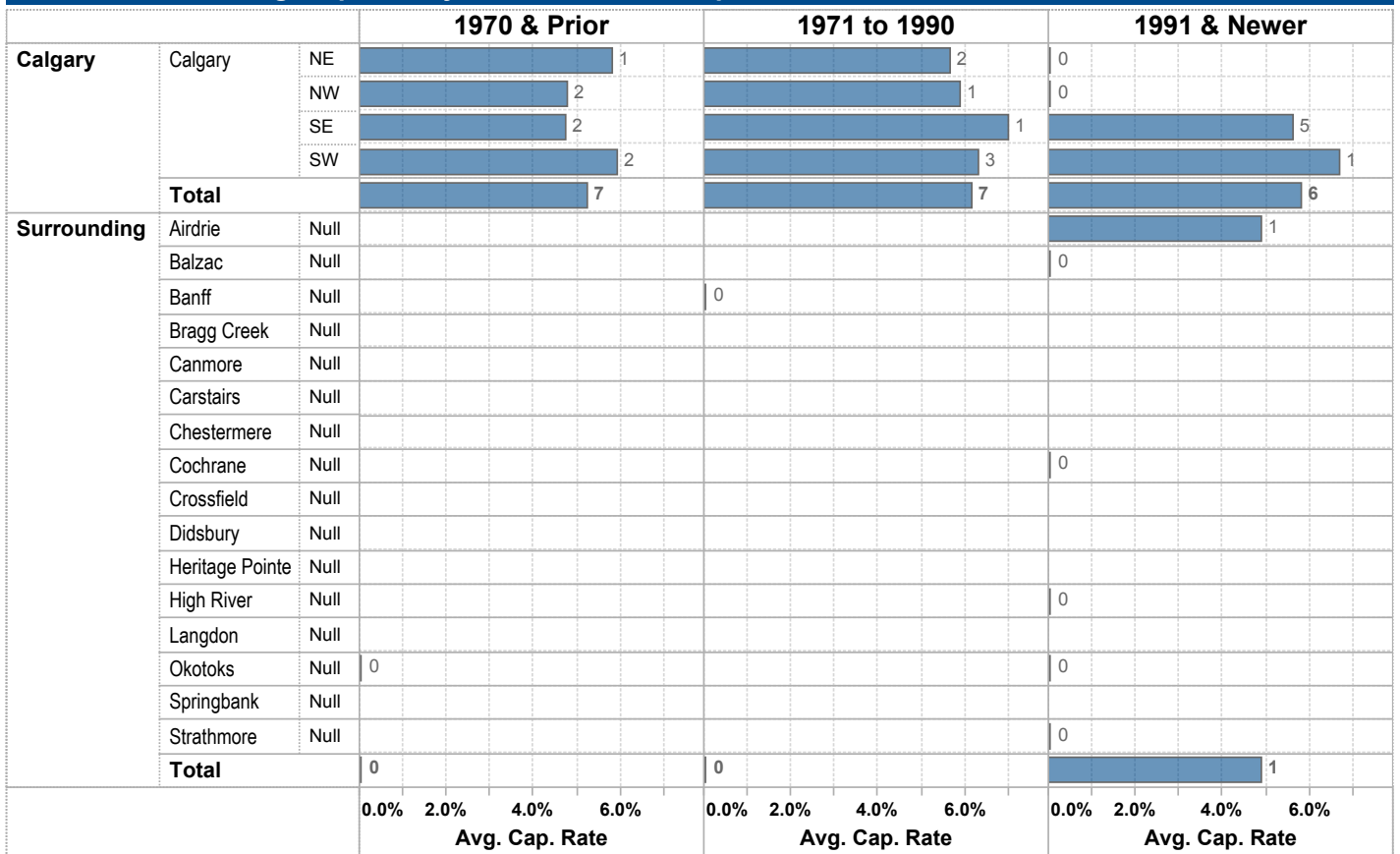
### First Vendor



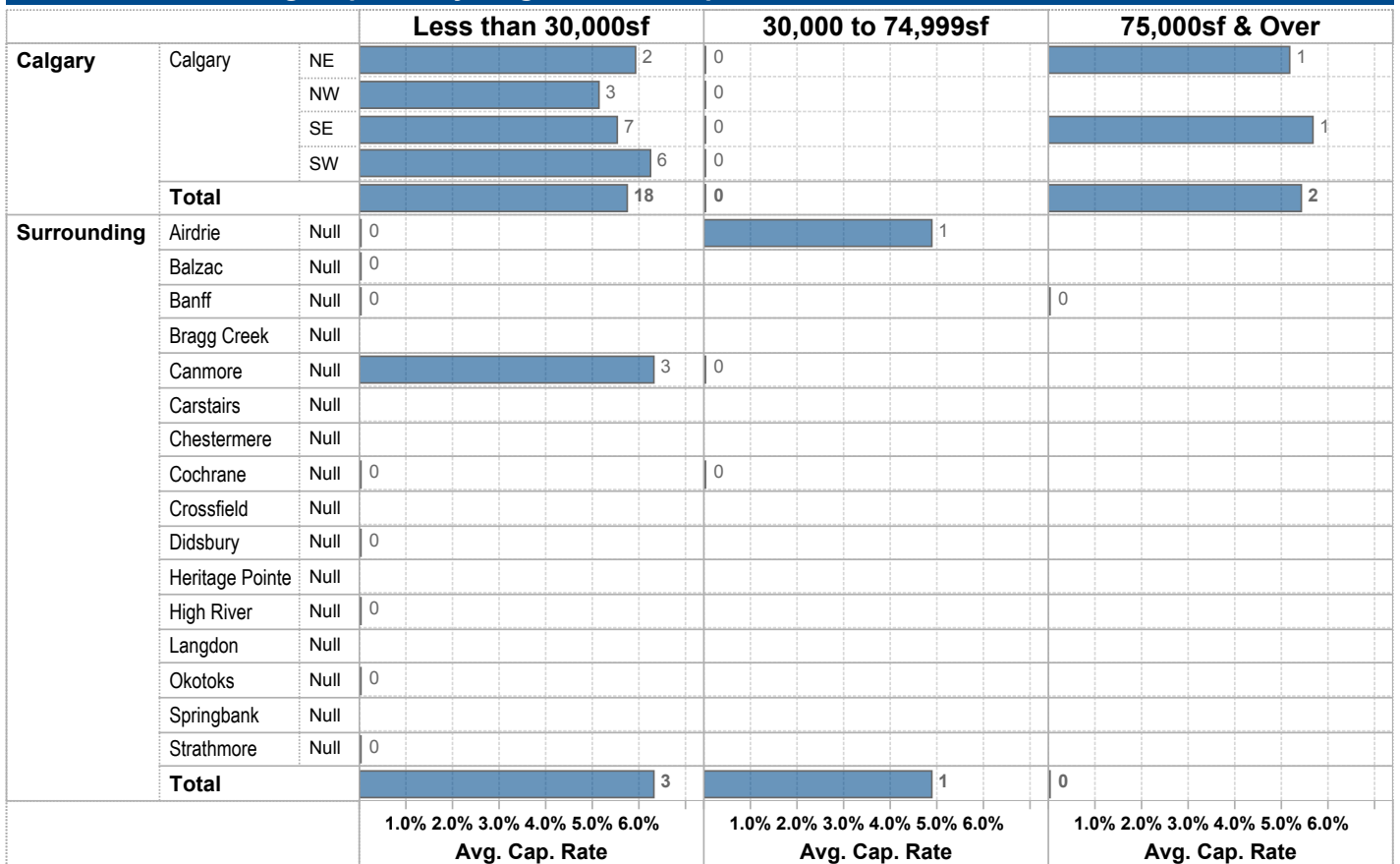
### First Mortgage Primary Lender



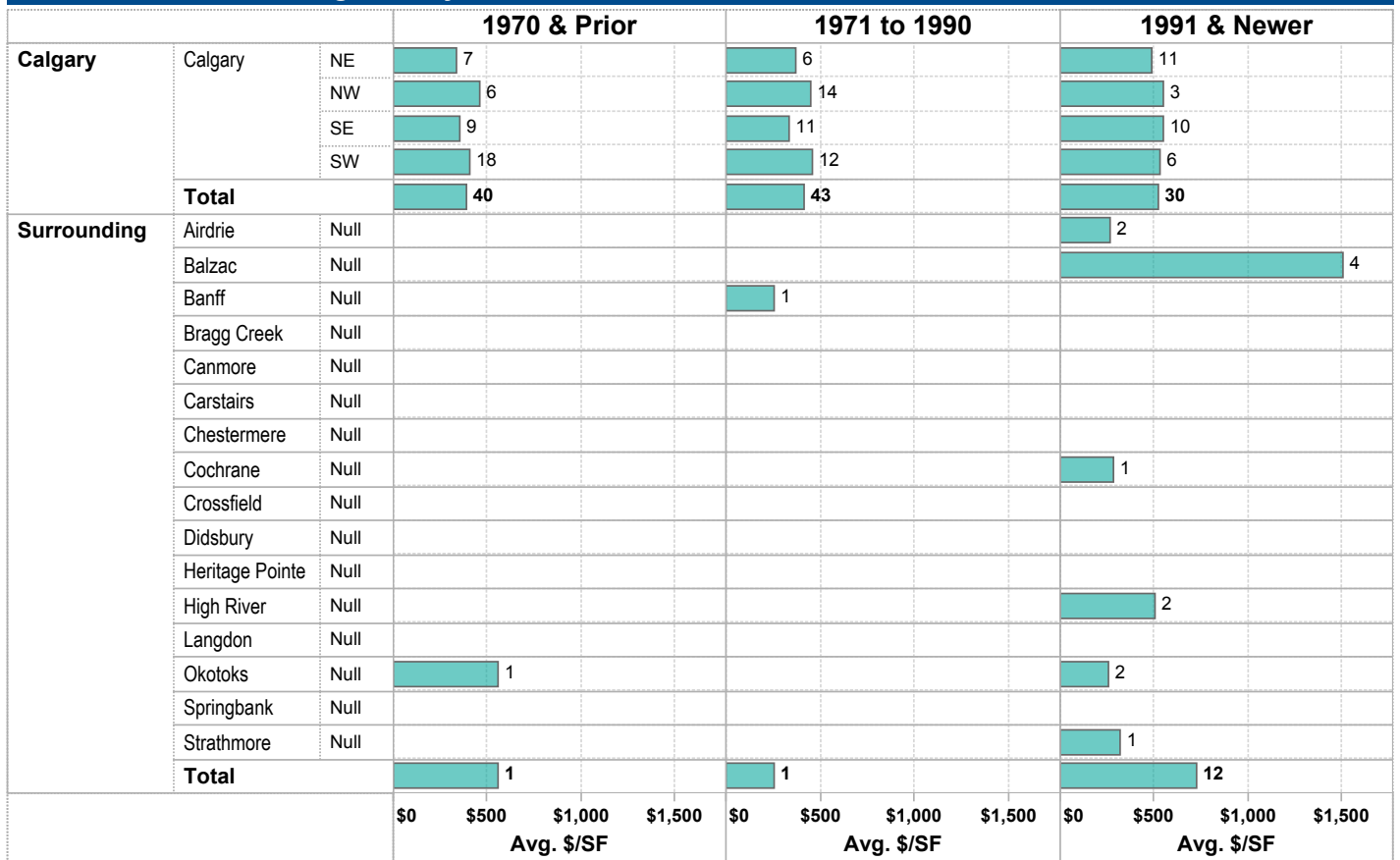
### Avg. Cap Rate by Const. Year with Cap Rate Deal Count - Last 24 Months



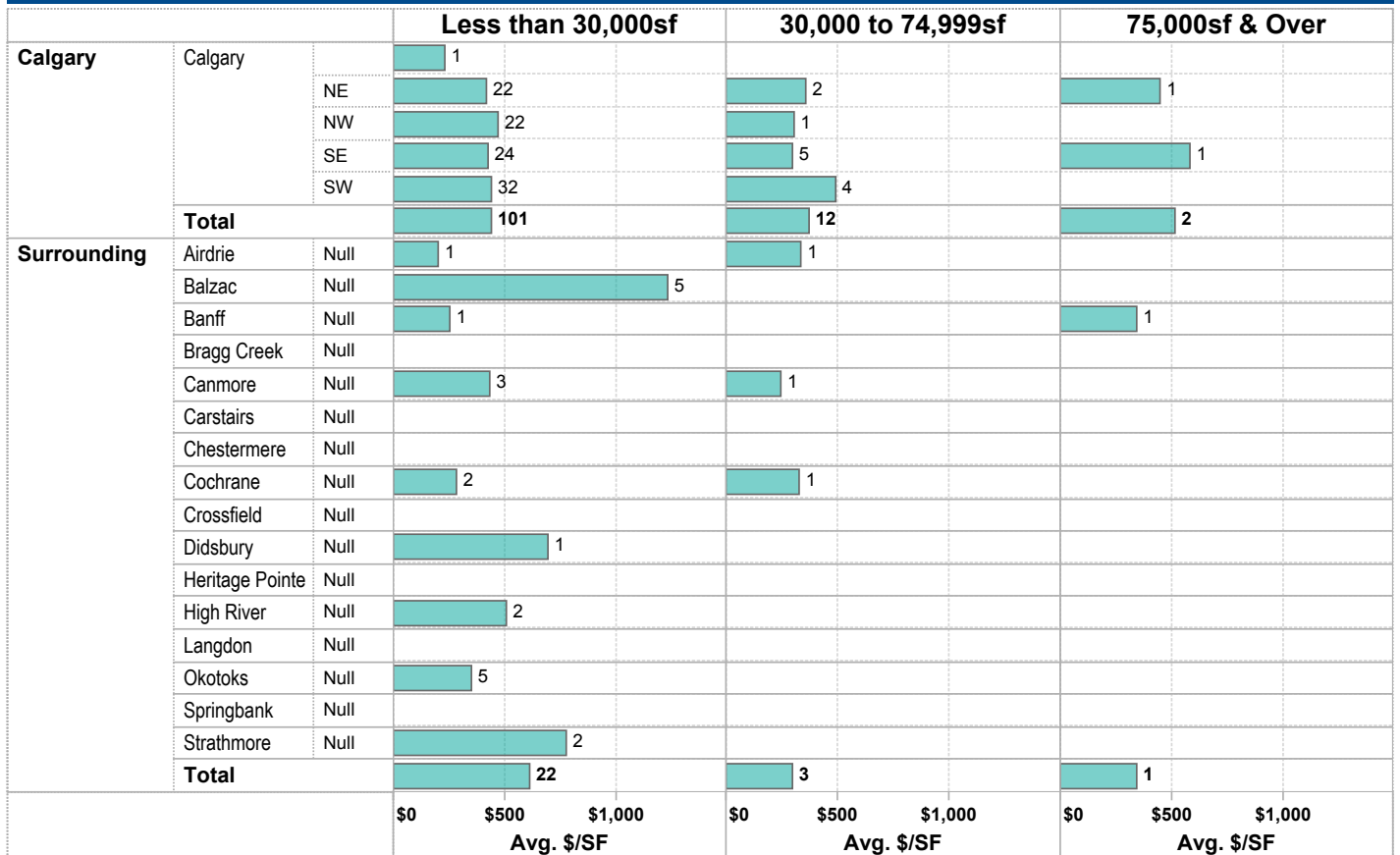
### Avg. Cap Rate by Bldg. Size with Cap Rate Deal Count - Last 24 Months



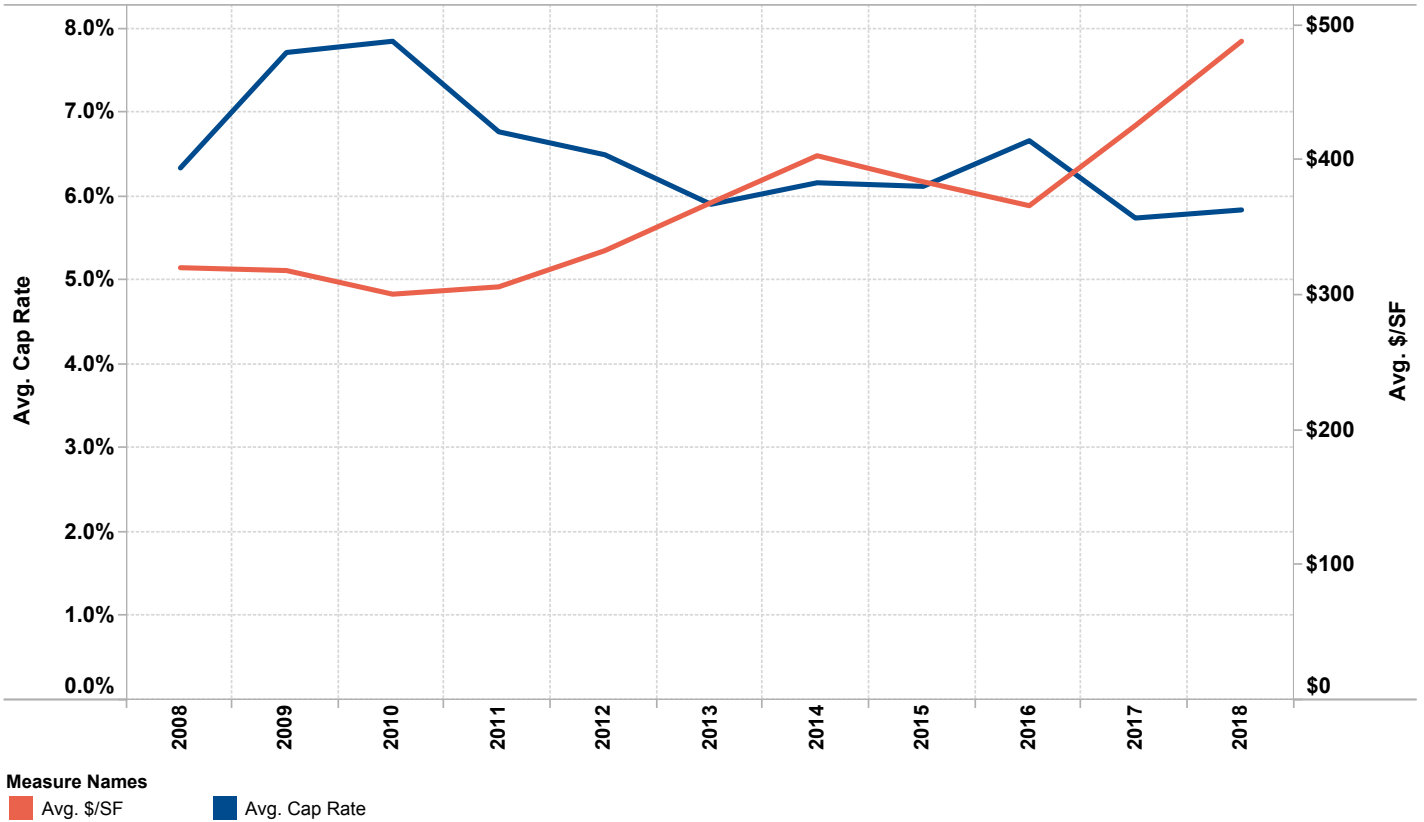
### Avg. \$/SF by Const. Year with \$/SF Deal Count - Last 24 Months



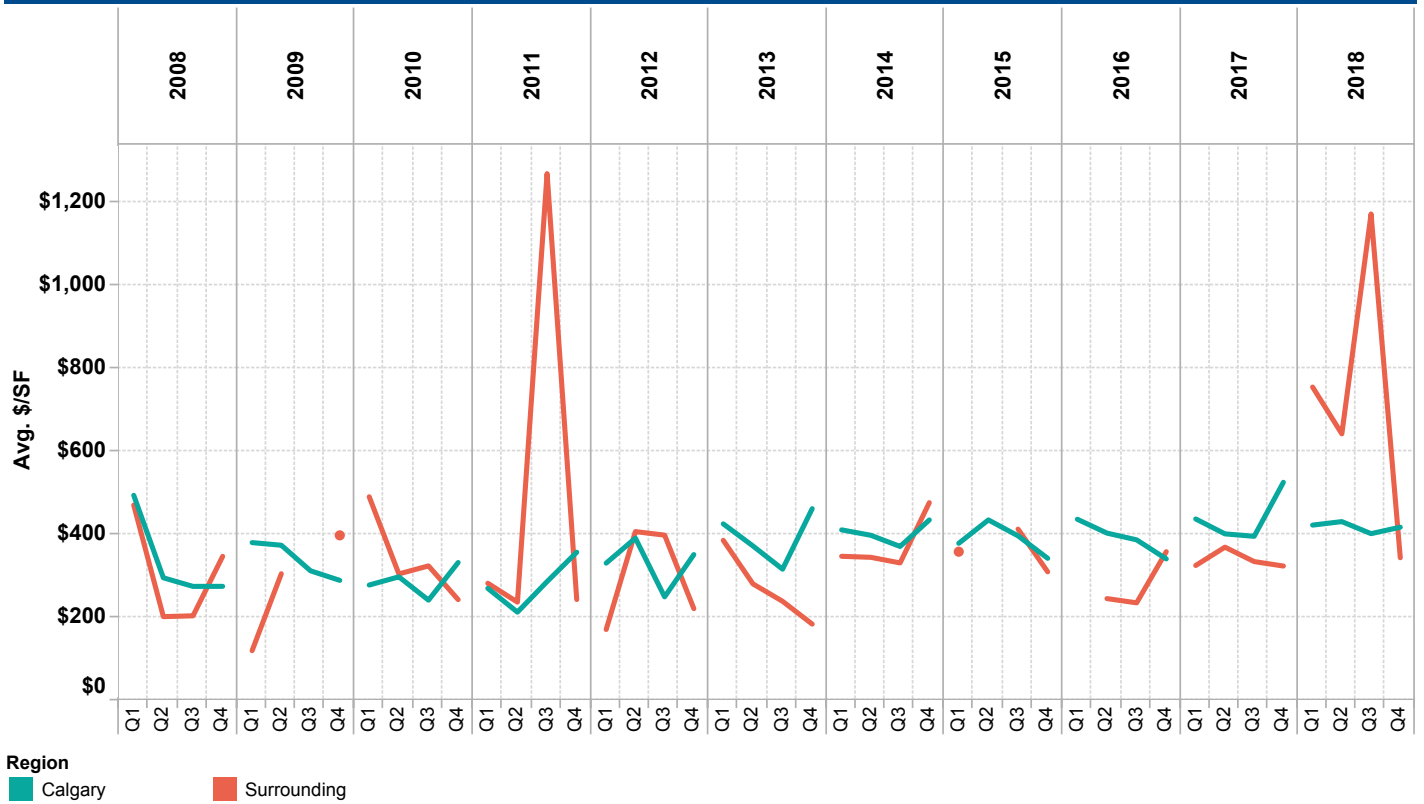
### Avg. \$/SF by Bldg. Size with \$/SF Deal Count - Last 24 Months



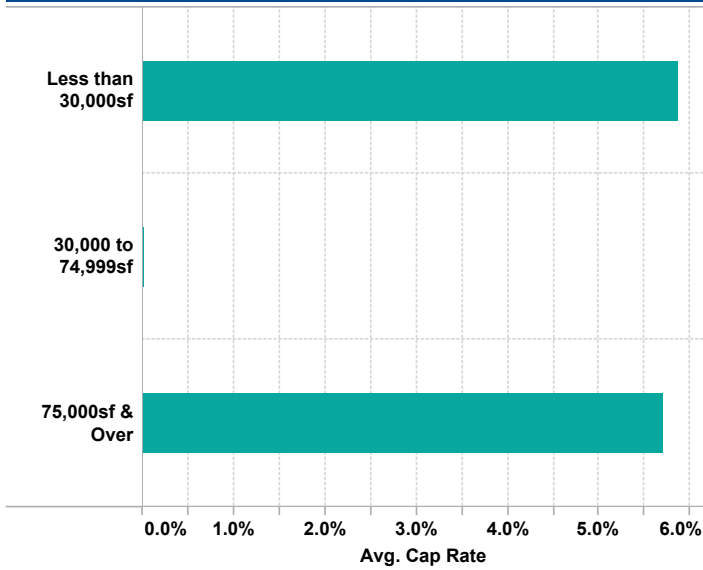
Retail - Avg. \$/SF vs. Cap Rate



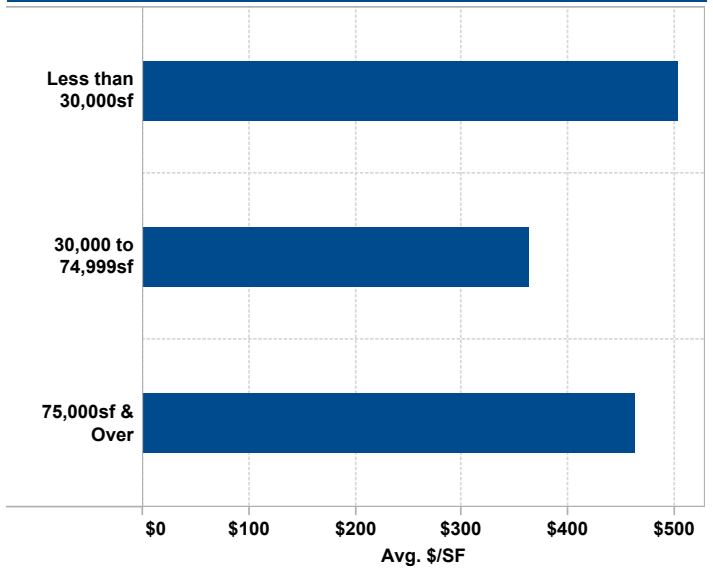
Retail - Avg. \$/SF by Area



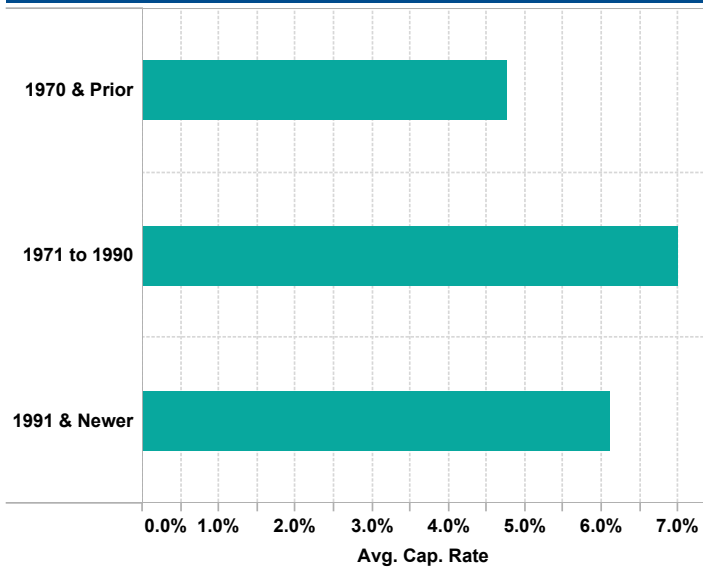
Retail - Avg. Cap Rate by Bldg. Size (last 12 mos.)



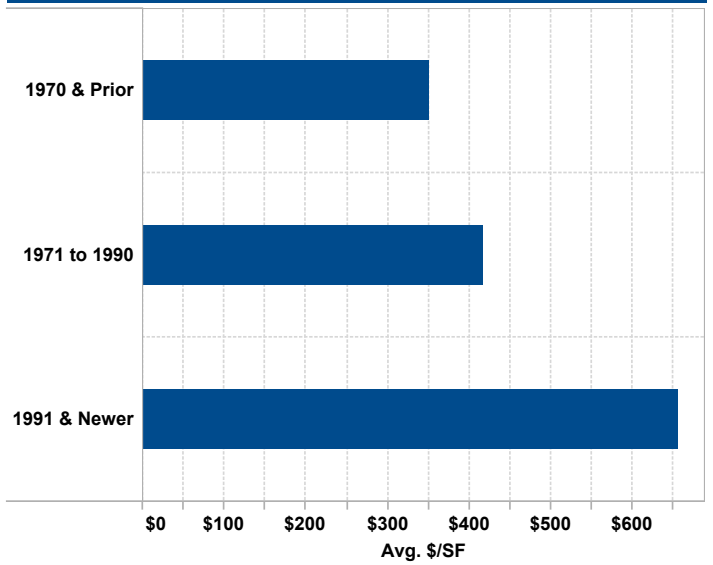
Retail - Avg. \$/SF by Bldg. Size (last 12 mos.)



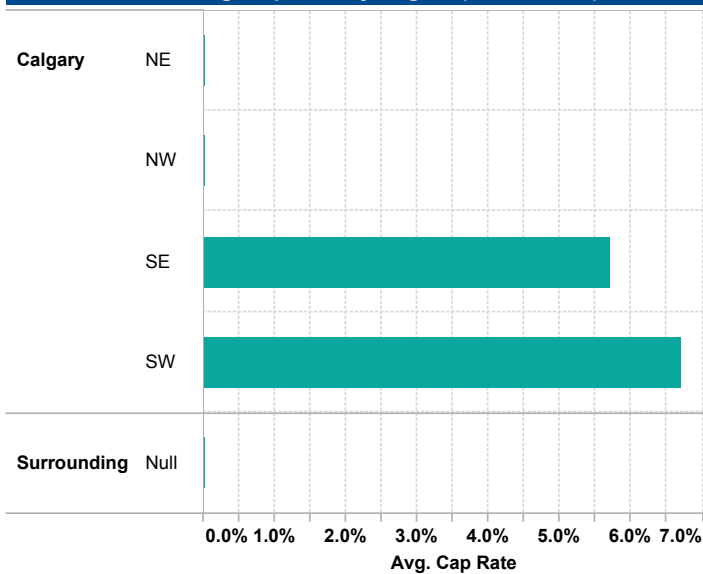
Retail - Avg. Cap Rate by Const. Year (last 12 mos.)



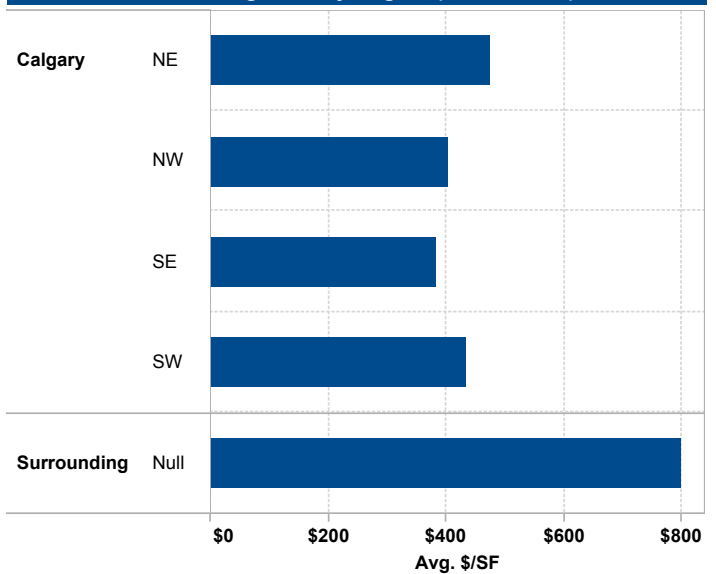
Retail - Avg. \$/SF by Const. Year (last 12 mos.)

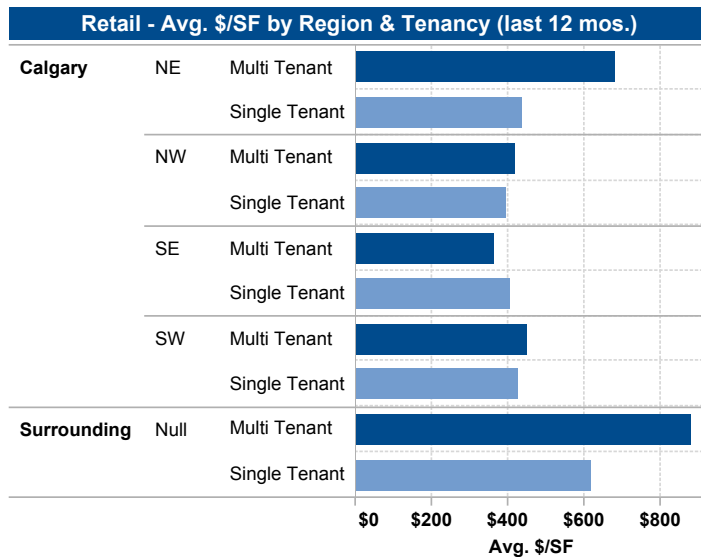


Retail - Avg. Cap Rate by Region (last 12 mos.)



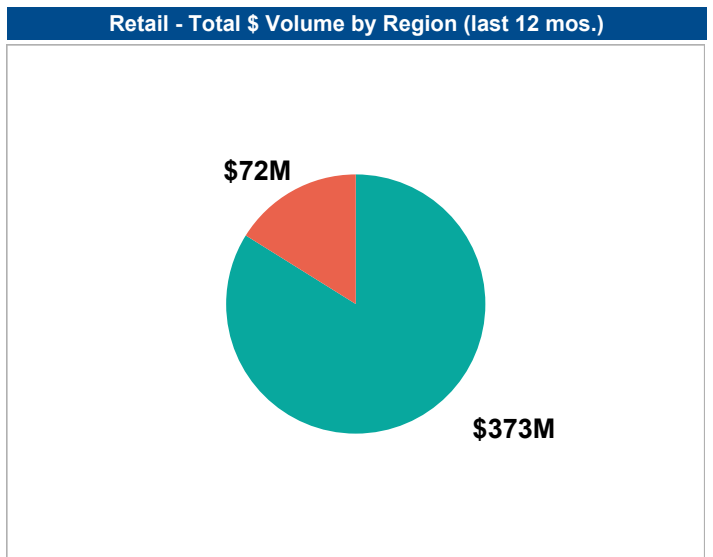
Retail - Avg. \$/SF by Region (last 12 mos.)





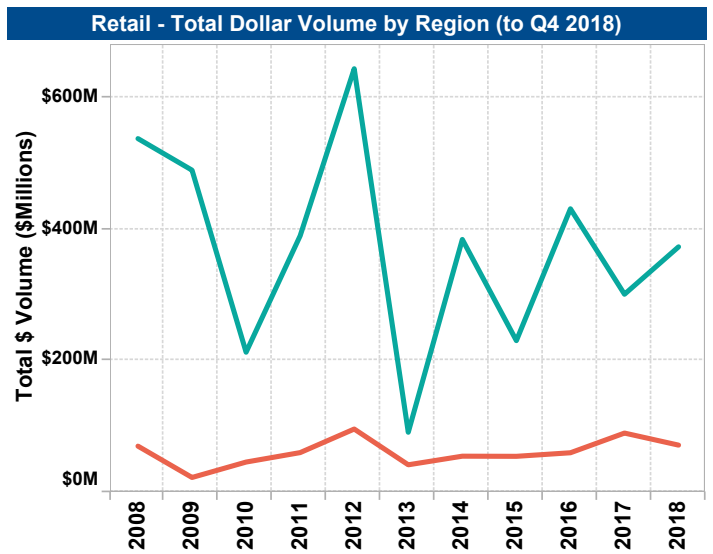
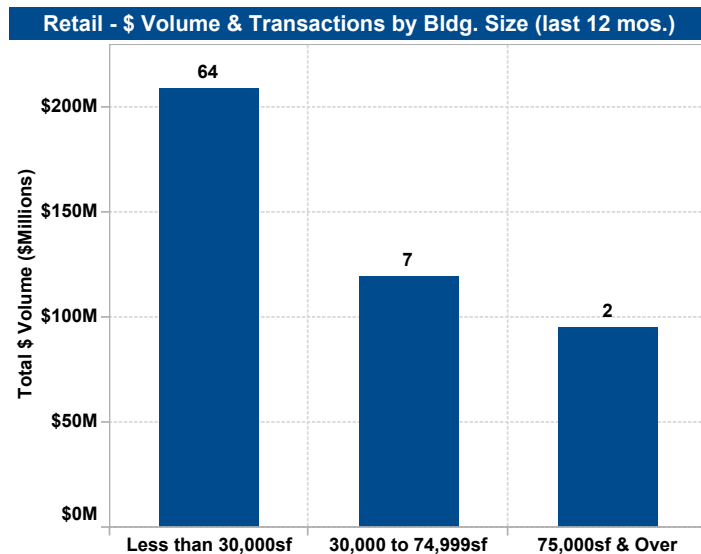
**Property Type**

- Multi Tenant
- Single Tenant



**Region**

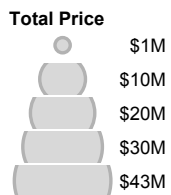
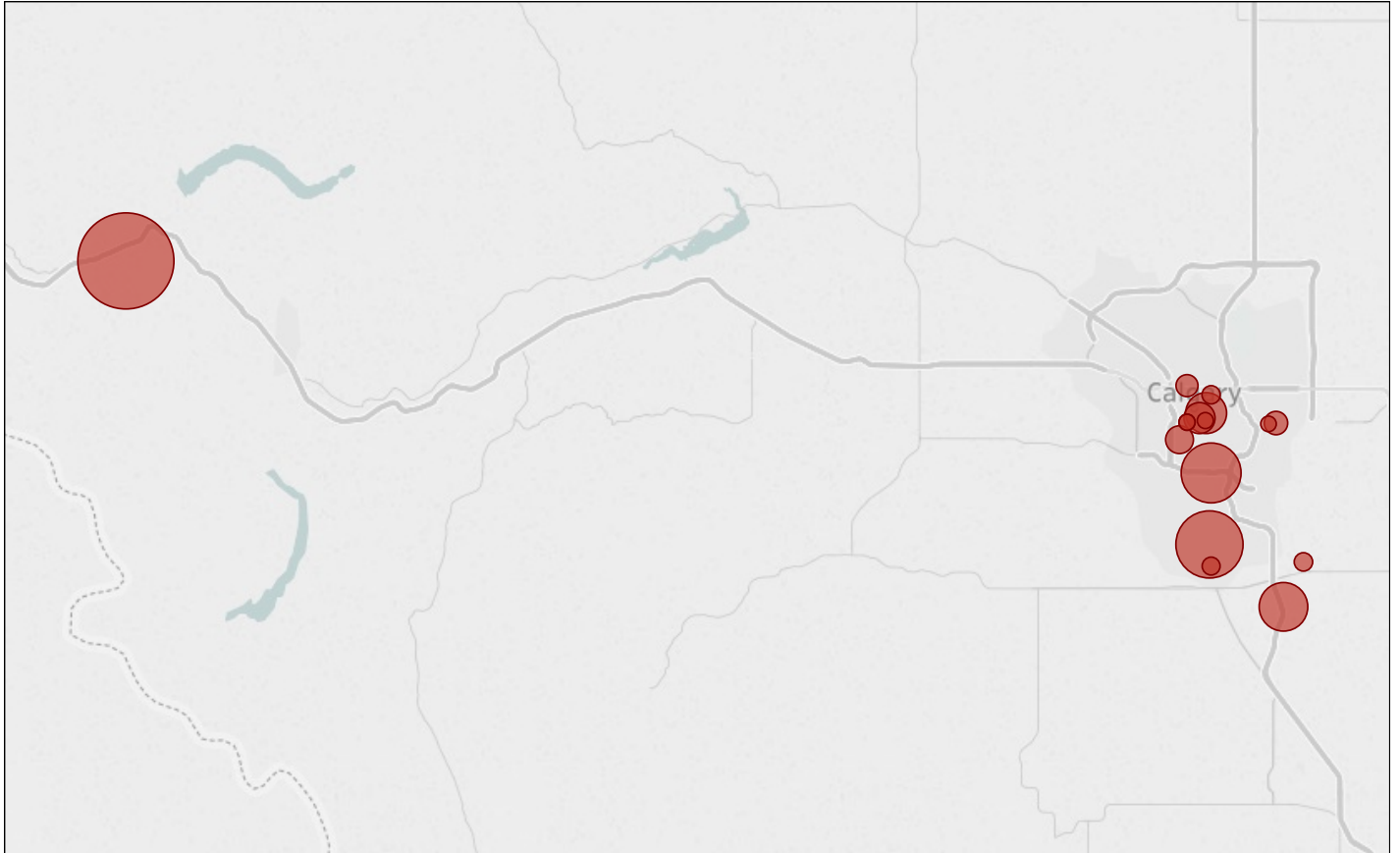
- Calgary
- Surrounding



## Retail - Top Transactions Q4 2018

| First Address                 | Municipality | Total Price  | Building Size | Price Per Sq# Foot | Sale Type |
|-------------------------------|--------------|--------------|---------------|--------------------|-----------|
| 316 Marten Street             | Banff        | \$43,000,000 | 125,000       | \$344              | Market    |
| 370 Canyon Meadows Drive S... | Calgary      | \$21,000,000 | 46,949        | \$447              | Market    |
| 6624 Centre Street S.E.       | Calgary      | \$16,700,000 | 68,089        | \$245              | Market    |
| 19683 Seton Crescent S.E.     | Calgary      | \$11,000,000 | 46,985        | \$234              | Market    |
| 350 7th Avenue S.W.           | Calgary      | \$7,800,000  | Null          | Null               | Distress  |

## Retail - Q4 2018 Transactions



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