

MARKET SURVEY (DECEMBER 2012) GREATER FREDERICTON OFFICES

Scope

This survey included every office building with a total rentable area of at least 5,000 ft.², available for rent in the Greater Fredericton Area. A team of trained researchers collected rental, operating expense and vacancy data on 53 buildings with an aggregate rentable area of 2,198,118 ft.². The survey successfully collected information on 96% of the rental stock polled. The following results flow from what we believe is the most comprehensive survey of office space ever undertaken in Greater Fredericton.

Vacancy and Rental Rates

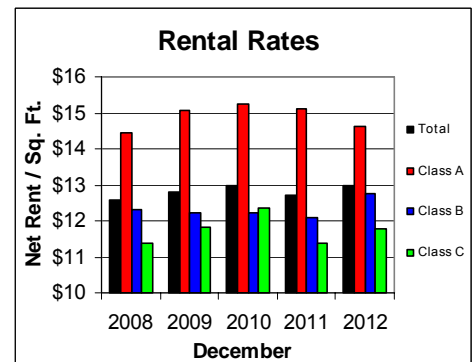
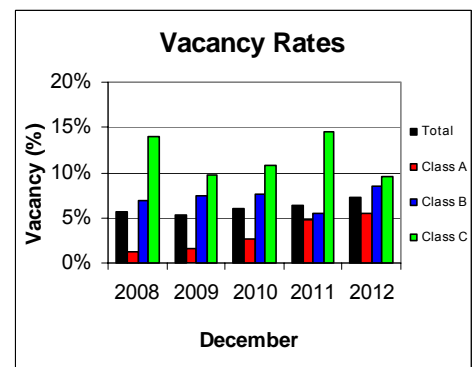
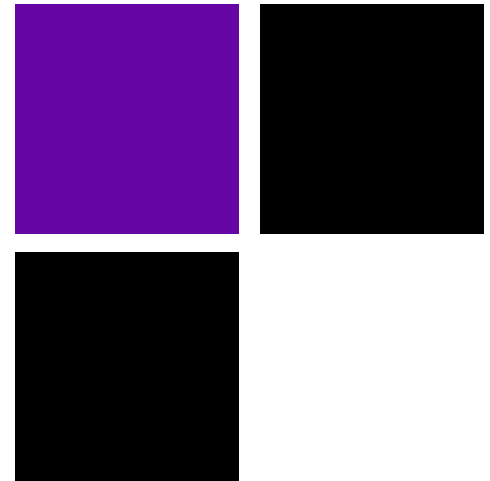
The vacancy rate excludes any space available for sub-lease: it is the total amount of space which is vacant and not currently leased. Our survey measured vacancy and rental rates by class of building. Class A buildings command the highest rents in their community and have distinctive design and lobbies. Class B buildings offer “no frills” modern, air conditioned space. Class C buildings make up the remainder of the office rental market. The vacancy rate and net rental rate are inversely correlated: empirical data indicates that generally a falling vacancy rate portends a rising net rental rate, while a rising vacancy rate indicates that net rental rate increases will moderate or even fall.

Fredericton boasts the lowest overall office vacancy rate in New Brunswick, despite rising 0.91 percentage points in 2012 to 7.33%. Indicative of this, Fredericton also commands the highest overall net rental rate in New Brunswick. The current vacancy rates in Greater Fredericton are: Class A 5.42%; Class B 8.47%, Class C 9.60%; Overall 7.33%. The current average net absolute rental rates per square foot are: Class A \$14.62; Class B \$12.77; Class C \$11.78; Overall \$12.97.

Our survey includes all the major centres in Atlantic Canada. Fredericton has the lowest overall vacancy rate in the Maritimes. The overall office vacancy rate by location is as follows: Greater Fredericton 7.33%; Greater Saint John 21.17%; Greater Moncton 9.25%; Greater St. John's 5.46%; Halifax Regional Municipality 10.28%; Greater Charlottetown 14.77% .

Forecast (Next 12 months)

We anticipate that the overall vacancy rate will decrease slightly to 6.55% in the next year, driven by a slight increase in demand. We predict that there will be an accompanying modest increase in net absolute rent/ft.².



Real Estate Counsellors, Brokers and Valuers
6182 North St., Halifax, N.S. B3K 1P5
Tel: 1-902-429-1811

NB Office Tel: 1-506-634-1811
PE Office Tel: 1-902-368-1811
NL Office Tel: 1-709-722-1811

Toll Free Tel: 1-800-567-3033
Fax: 1-902-429-1891
Internet: www.turnerdrake.com
E-Mail: tdp@turnerdrake.com