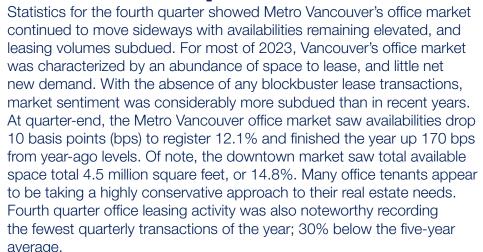
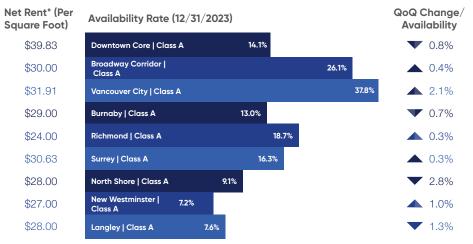
Market Report





Rental and Availability Rates



^{*}Class A average asking rent CAD QoQ [quarter-over-quarter]

Recent Transactions (4th Quarter 2023)

Occupier		Size	Submarket	Type	Address
1	Teck Resources	34,144 SF	Downtown	Sublease	550 Burrard Street
2	Sage Software	18,745 SF	Downtown	Direct	601 West Hastings Street
3	Huawei Technologies	17,216 SF	Burnaby	Sublease	4321 Still Creek Drive
4	First Nations Justice Council	8,894 SF	Surrey	Direct	13401 108th Avenue
5	Inverted Al	7,829 SF	Downtown	Sublease	470 Granville Street



Occupier's Perspective



Quality at a reasonable price. For many office tenants that is the current dilemma. Good quality space doesn't come cheap and often requires significant (up front) capital.



Gauging future demand has never been easy for CRE decision makers, but never has it been more difficult with hybrid work now another variable to consider.



While statistically a "tenant's market", the number of options for SME's is surprising low, and landlords holding firm on price.

Market Trends



After rising for much of the past two years, sublet space registered a notably decline, falling by almost 100,000 square feet during the quarter, mostly in the downtown submarket.

Market sentiment could best be described as mixed, with modest leasing volumes offset by forecasts of a slower economy, and still highly restrictive monetary policy.

2024 looks set to be a year when both landlords and tenants consolidate, as each are expected to limit capital expenses, focus on operations, and wait for better visibility.