

Office Mid Year Review 2024

WATERLOO REGION

Office Market Overview

Office Building Sales: Building sales have been Owner-Occupier driven with some notable activity. Value on a price per SF basis has not decreased, and quality office buildings are still commanding strong interest. We are seeing companies who require +10,000 SF looking for buildings where they can solve the vacancy problem and create a healthy return as an Investor.

Leasing Market: Older building stock will continue to struggle as there is not enough pressure behind the Leasing market to justify investment into major renovations. Large floor plates of +20,000 SF are facing a limited Tenant pool. The data shows downsizing is the focus of many groups, looking at newer buildings with modern build-outs. The good news is movement is in the right direction, with vacancy continuing to decrease.

Office to Residential Conversions: These conversions are a great example of how older office buildings can continue to be useful. There are 3 meaningful examples in Waterloo Region; Allen Square in Uptown Waterloo, 22 Frederick Street in Downtown Kitchener purchased by Conestoga College for Student Residences, and 30 Duke Street in Downtown Kitchener which will see a 10 storey building converted into apartments.



Michael Lambert*, SIOR
Partner, President
2X Olympian

NET ABSORPTION

Q2	Q1
-14K SF	-5,649 SF

VACANCY RATE

13.1%

▼100 bps (YoY)

ASKING NET RENT

\$16.28 / SF

▼2.2% (YoY)

UNDER CONSTRUCTION

0 SF

Significant Sale YTD

- ▶ \$6,075,000
- ▶ 24,000 SF
- ▶ 1.414 Acres



219 Labrador Drive, Waterloo, Ontario

Our Transaction Highlights

LEASED



412 Albert St, Waterloo - Suite 150
11,542 SF / 5 Year Extension

LEASED



451 Phillip St, Waterloo - Unit 200
29,838 SF / 3 Year Term

LEASED



219 Labrador Dr, Waterloo - Unit 203
2,293 SF / 5 Year Term

LEASED



375 Hagey Blvd, Waterloo - Unit 316
7,719 SF / 3 Year Term

LEASED



375 Hagey Blvd, Waterloo - Unit 114
3,123 SF / 10 Year Term

LEASED



375 Hagey Blvd, Waterloo - Unit 110
2,675 SF / 10 Year Term

On the Market

FOR SALE



410 Conestogo Rd, Waterloo
\$9,000,000 | 38,707 SF | 2.603 Acres

FOR SALE



560 Westmount Rd, Waterloo
Call Us | 90,430 SF | 5.3 Acres

FOR SALE



408, 410, 412 Albert St, Waterloo
Call Us | 153,223 SF | 10.6 Acres

Significant Lease YTD

- ▶ 47,204 SF
- ▶ 1 Year Extension



455 Phillip St, Waterloo, Ontario

"If you are interested in discussing current market conditions, obtaining an Opinion of Value, selling, purchasing or leasing excess space, don't hesitate to call us. We have mandates with Tenants and Buyers across all size requirements."

WHITNEY & Company's long-standing presence in commercial real estate is a testament to our expertise and commitment to the industry. Over the course of more than a century, we have developed and maintained strong connections within Waterloo Region, Southwestern Ontario and beyond.

We provide a client-centric approach to real estate services, ensuring our customers receive tailored solutions, helping them navigate the complexities of the commercial real estate market.

Our roots are in Waterloo Region and our reputation withstands the test of time.



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