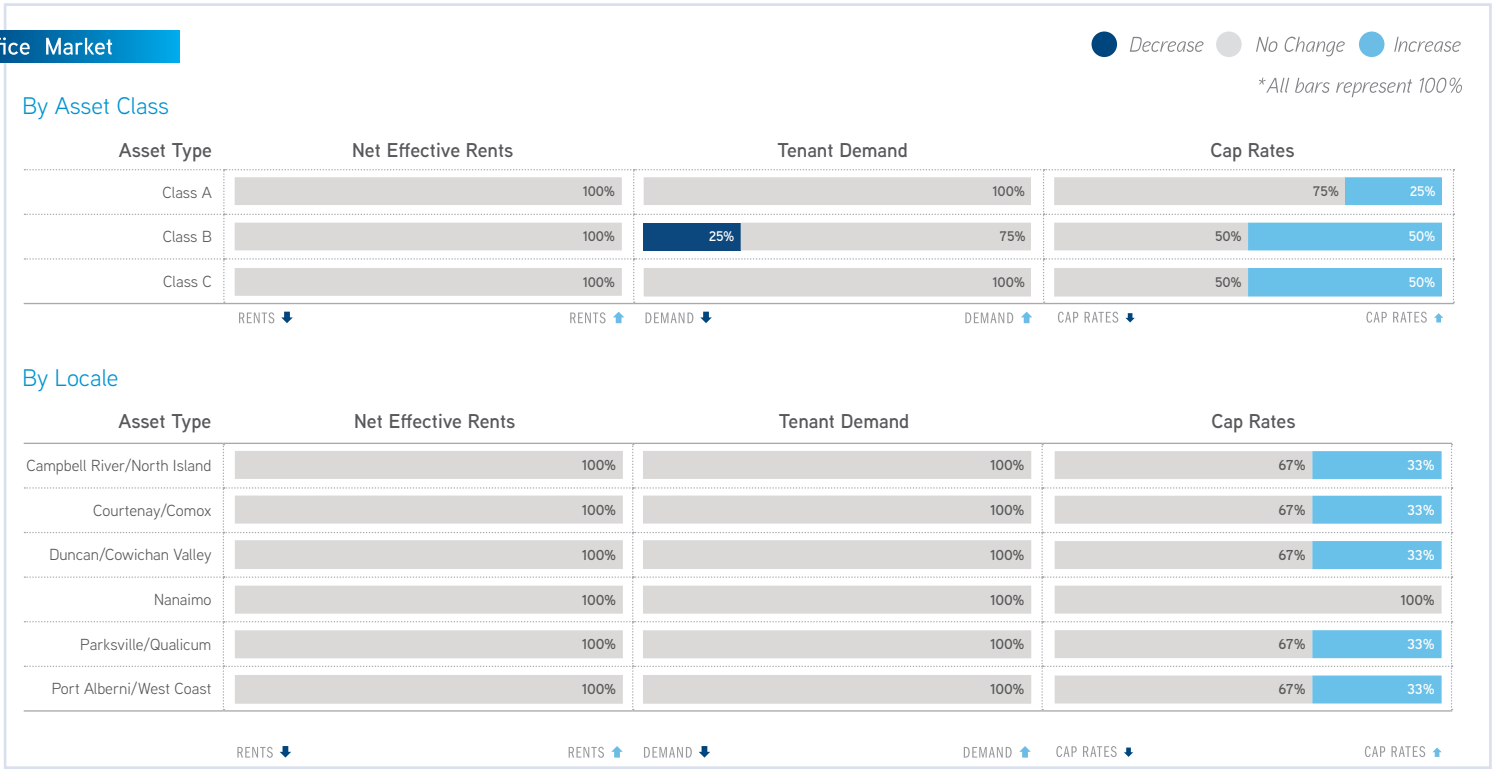


# Advisor Sentiment Survey

Twice a year, Colliers real estate professionals look 12 months down the road and express their sentiment on rent, demand and investment in various industry sectors by locale and building type.

## Office Survey Highlights

Net effective rates (NERs) and tenant demand for the Vancouver Island office market are expected to remain stable over the next 12 months, with only Class B office space seeing a modest chance for decreases in tenant demand. From a capitalization rate (cap rate) perspective, all asset classes and submarkets except Nanaimo are reporting some potential for increases, however at least 50% of respondents expect to see no change in the coming year.



## Industrial Survey Highlights

The Vancouver Island industrial market continues to show strength with rising NERs and tenant demand expected for all property types. Sentiment forecasts for cap rates shifted this quarter with 50% of respondents now expecting to see some cap rate decompression for all property types. Locationally, the Nanaimo submarket should expect to see increases in both NERs and tenant demand with cap rates remaining stable. Conversely, the Port Alberni/West Coast submarket is expected to maintain stable NERs and tenant demand with a modest chance for increases in cap rates. The remaining submarkets are all seeing some potential for increases across all three indicators except Campbell River/North Island, where NERs are expected to remain unchanged.



\*Some charts may not add up to 100% due to rounding

# 413 offices in 69 countries on 6 continents

United States: **145**

Canada: **28**

Latin America: **23**

Asia Pacific: **86**

EMEA: **131**

## \$2.7B

US\* in annual  
revenue

## 2B

square feet  
under management

## 15,400

professionals  
and staff

\*Based on 2017 results

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## About Colliers International Group Inc.

Colliers International Group Inc. is an industry leading global real estate services company with more than 15,400 skilled professionals operating in 69 countries. With an enterprising culture and significant employee ownership, Colliers professionals provide a full range of services to real estate occupiers, owners and investors worldwide. Services include strategic advice and execution for property sales, leasing and finance; global corporate solutions; property, facility and project management; workplace solutions; appraisal, valuation and tax consulting; customized research; and thought leadership consulting.

Colliers professionals think differently, share great ideas and offer thoughtful and innovative advice that help clients accelerate their success. Colliers has been ranked among the top 100 outsourcing firms by the International Association of Outsourcing Professionals' Global Outsourcing for 11 consecutive years, more than any other real estate services firm.

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