

Colliers International 2007 Canadian Office Tenant Survey Results



Tenants Reveal Their Desires of Tomorrow

INTRODUCTION

The 2007 Canadian Office Tenant Survey Results reveal many tenant expectations for their premises, including sustainability and building features that enhance employee attraction and retention. By choosing an accessible location and more sustainable premises designed to enhance occupant comfort and wellness, employers have the opportunity to create a workplace that is better for the environment and their employees, while promoting greater social responsibility.

POLLARA Canada was commissioned by Colliers to conduct an independent telephone opinion poll of office tenants in four Canadian cities including Montreal, the Greater Toronto Area, Calgary, and Vancouver. Overall, the survey results are considered accurate to $\pm 7.3\%$, 19 times out of 20.

KEY FINDINGS

1. Tenants want green - The importance of sustainability

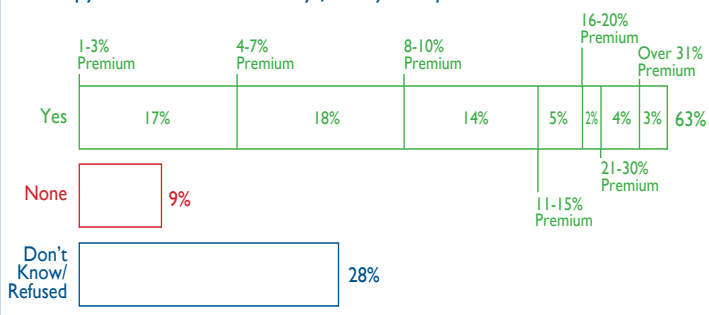
94% of tenants believe sustainability is an important future component of good business practices, with **63%** saying it is very important.

91% of tenants would give preference to a green building, all other factors being equal.

90% of tenants believe it is important for landlords or developers to “green” their existing real estate portfolios, with **49%** saying it is very important.

2. Tenants are willing to pay a premium for environmentally friendly buildings

What percentage of gross rental rate premium would you be prepared to pay to occupy a more environmentally-friendly workplace?



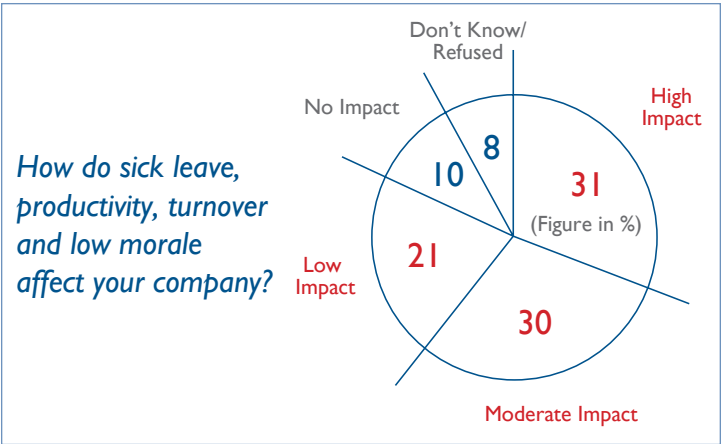
63% of tenants say they would be prepared to pay a premium to occupy a more environmentally friendly workplace, with **28%** willing to pay more than a **8%** premium.

3. The importance of attracting and retaining staff

Other than cost, tenants rank a better location to attract and retain staff as the most important driver that would lead their organization to relocate or redesign their workplace in the next five years.

On a scale of one to ten, tenants on average rate a location close to public transport (8.7), excellent indoor environmental air quality and thermal comfort (8.7), and a high level of natural light (8.0), as being very important in attracting and retaining staff. Tenants score their ability to attract and retain young staff as 7.4 out of 10.

Environmental considerations, including a site oriented for daylighting (7.2), providing good environmental performance in energy and waste (7.0), and access to outdoors or green space for staff (7.0), are all building features that tenants believe would aid in attracting and retaining staff.



61% of tenants say that sick leave, low productivity, high employee turnover, and low morale have a moderate to high impact on their company, with 31% of tenants reporting a high impact.

FOR MORE INFORMATION

To obtain a digital version of the full report, please visit www.colliersreports.com

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