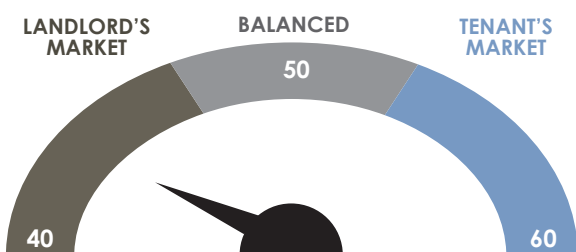




# ELLINGTON'S OFFICE MARKET UPDATE

**42** An index of 42 indicates that we are in a **Landlord's market**.



THE ELLINGTON INDEX is designed to take into consideration a variety of factors which influence the market. We do this on a quarterly basis. The higher the individual factor is ranked means it influences the overall market in a positive way for the tenant or in other words, contributes to a "Tenant's Market". Conversely the lower the rank, the more the factor contributes to it being a "Landlord's Market"

ELLINGTON INDEX - FACTORS/VALUES		RANK
Current Availability Rate (GTA)	10.2% ↔	5
Current Availability Rate (Downtown)	5.7% ↓	4
Change Availability Rate since last Quarter (DT)	0.6% ↓	4
Available Sublet Space - % of Direct Space (DT)	1.0% ↓	4
New Supply (buildings under construction)	9 ↔	4
Space Leased since last Quarter (DT)	450,000 sf	4
Tenant Confidence (DT)	Medium	5
Landlord Confidence (DT)	Strong	3
Forecasted Rental Rates over next 3 months (DT)	Incremental increases	5
Tenant Deal Velocity in Market (DT)	Low to medium	5
<b>TOTAL</b>		<b>42</b>

## ELLINGTON CONDUCTS BUSINESS CONTINUITY SURVEY

The purpose of the survey was to determine organizational awareness of the role of Business Continuity and whether or not it was an active or passive exercise. Interestingly, 100% of the survey participants had a Business Continuity Plan.

Business Continuity is defined as "a plan that enables critical services to be continually delivered to clients after a disruptive event".

According to the survey 55% of Business Continuity Plan sponsors are in the Information Technology Department with 33% in Finance and 22% in Human Resources, with some organizations having more than one department sharing responsibility.

18% of organizations involved their senior management in the development of the plan, 9% involved other staff and 73% involved both senior management and other staff.

Consultants were hired to develop the Business Continuity Plan in 8% of organizations, with 56% using in-house resources and 36% using both consultants and in-house resources.

Ellington asked for responses to other key questions such as: How was your Business Continuity Plan tested and If asked, would your employees know how to implement the Plan?

For the full survey results please click on this link. How would your organization answer the survey questions?

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