

Robust absorption fuels market tightening as development pipeline matures

▼ 3.1%

Availability Rate

▲ 671K

SF Net Absorption

▲ 493K

SF Under Construction

▲ \$11.30

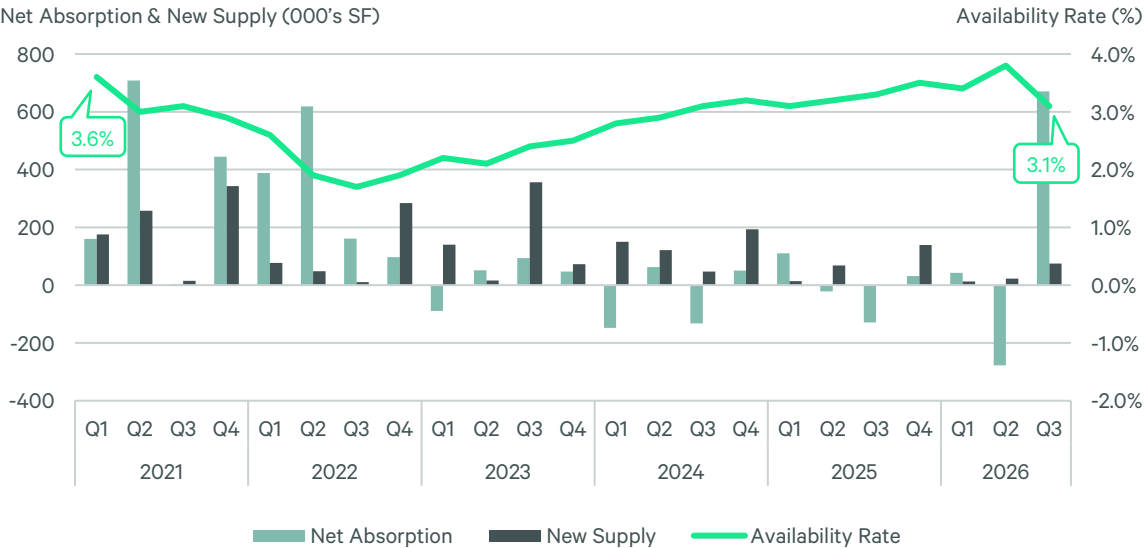
PSF Net Asking Rate

Note: Arrows indicate change from previous quarter.

MARKET SUMMARY

- Winnipeg’s industrial market saw strong tenant activity this quarter. Notable leases at 1530 Gamble Place and 11 Plymouth Street fueled significant net absorption, tightening availability and displaying that demand for high-quality, large-scale space remains resilient.
- The city was the primary catalyst for this tightening, led by dominant performance in the Southwest and Northwest submarkets. This intense activity reflects a rapid, competitive appetite for well-located industrial inventory within city limits.
- Overall net rental rates trended upward as occupiers prioritized modern, high-clearance facilities. While city rates held steady, the RMs saw increased benchmarks, emphasizing the premium value placed on high-performance assets with superior functional specifications.
- Construction remains robust with 493,000 sq. ft. underway. This volume reflects long-term developer confidence and will provide the modern inventory necessary to resolve the persistent supply constraints that have long challenged occupiers throughout the region.

FIGURE 1: Supply & Demand Industrial Market Fundamentals
Net Absorption & New Supply (000's SF)



Source: CBRE Research, Q3 2026.

Uptick in availability no cause for concern

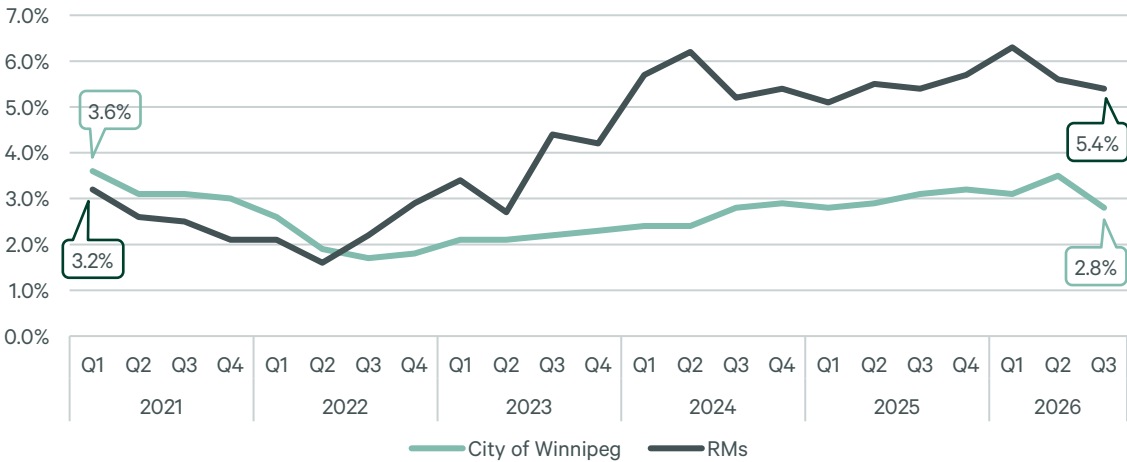
The Winnipeg industrial market continued its trend of strong tenant activity in Q3 2026, with this quarter proving to be a notably high-performing quarter for the city. Overall availability tightened, dropping 70 basis points (bps) to 3.1% aided by 671,000 sq. ft. of positive net absorption. This performance was underpinned by high levels of tenant activity, most notably two significant leases totaling 451,000 sq. ft. at 1530 Gamble Place and 11 Plymouth Street, which served as major catalysts for this quarter's success.

Within the city, the availability rate saw a substantial 70 bps drop to 2.8%, fueled by 579,000 sq. ft. of positive net absorption. The Southwest submarket emerged as a primary driver, recording 414,000 sq. ft. of positive net absorption and an impressive 330 bps decline in availability to 1.6%. The Northwest submarket also contributed to the city's strong showing, achieving 143,000 sq. ft. of positive net absorption, which pushed its availability rate down 100 bps to 3.8%. While the Rural Municipalities also performed well, recording 91,000 sq. ft. of positive net absorption and a 20 bps decline in availability to 5.4%, the city's rapid absorption of large blocks of space was the defining characteristic of the quarter.

Rental rates trend upward as demand for premium space persists

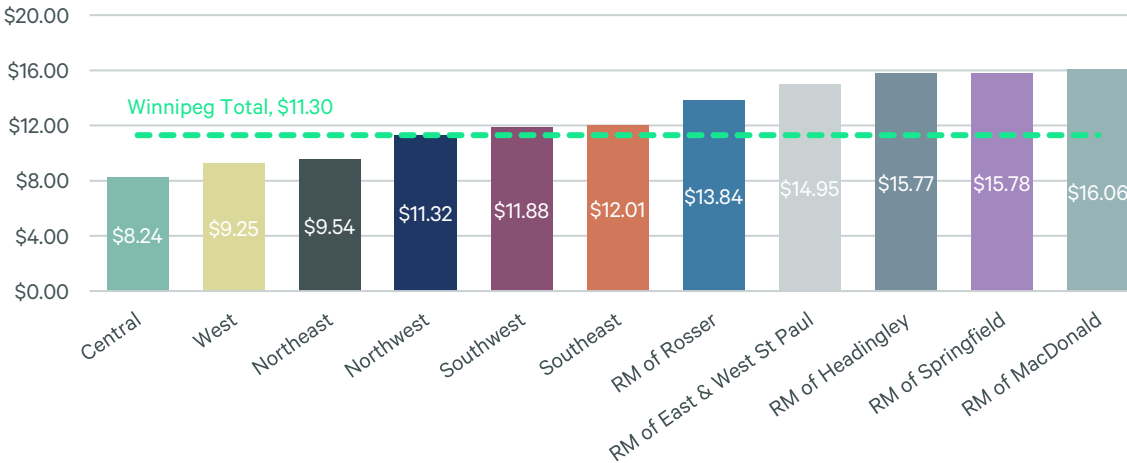
Overall net rental rates in the Winnipeg industrial market trended upward this quarter, increasing \$0.16 per sq. ft. to \$11.30 per sq. ft. This growth is driven by persistent tenant demand for premium space, as occupiers prioritize high-clearance, modern facilities, and limited supply continues to provide landlords with significant pricing leverage. Within the city, rental rates remained stable at \$10.44 per sq. ft., while the Rural Municipalities saw an upward shift, increasing \$0.25 per sq. ft. to \$14.65 per sq. ft. This increase in the RMs highlights a clear tenant preference for newer, premium industrial facilities, with occupiers increasingly willing to pay for modern specifications in well-located peripheral markets.

FIGURE 2: Historical Industrial Availability Rate (%)



Source: CBRE Research, Q3 2026.

FIGURE 3: Net Rent by Submarket (PSF)



Source: CBRE Research, Q3 2026.

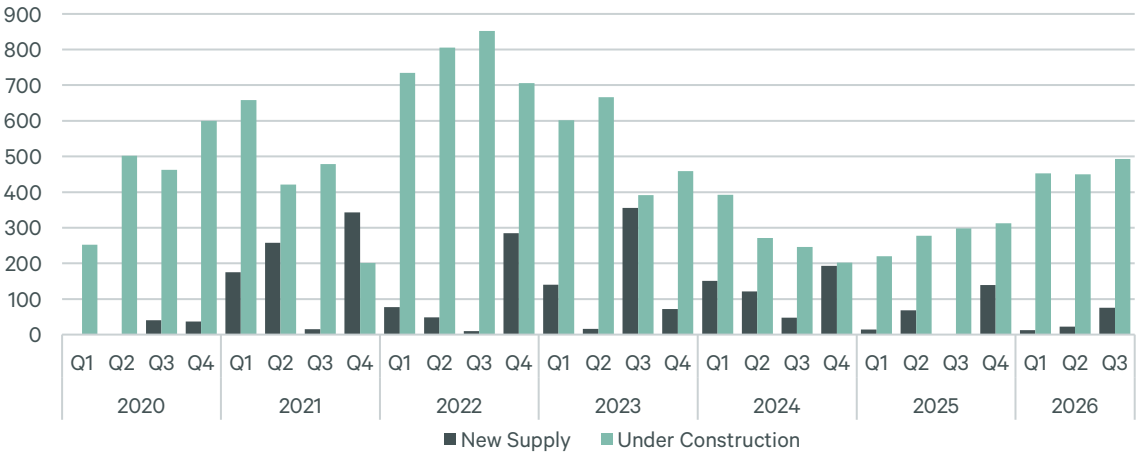
Industrial development and market outlook

Development activity continues to shape the Winnipeg industrial landscape, with 493,000 sq. ft. currently under construction across the region. 324,000 sq. ft. of this development is situated within city limits, while 169,000 sq. ft. is underway in the Rural Municipalities. These active projects are the culmination of multi-year development cycles, reflecting long-term confidence in the region’s industrial sector rather than reactive shifts to short-term absorption trends. As these facilities reach completion, they will address the persistent lack of modern, high-clearance space that has remained a defining constraint for occupiers in Winnipeg. The combination of sustained tenant interest and a steady delivery of quality product underscores a fundamentally healthy market, with current conditions signaling a stable, long-term outlook as both landlords and occupiers navigate the evolving supply landscape.

Notable projects

- Construction continues on Whiteland Real Estate’s development at 354 Goldenrod Drive in the RM of Rosser. This expansion plans to add 69,000 sq. ft. to the existing building occupied by Nutrien, one of Canada’s largest fertilizer companies. Nutrien plans to occupy a portion of the expansion space with the remainder being marketed for lease.
- Shindico has begun work on Phase 4 of their Plessis Business Park which is situated in the St Boniface Industrial Park in Southeast Winnipeg. This 102,000 sq. ft. addition would bring the total Plessis Business Park inventory up to 283,000 sq. ft. With strong demand in the submarket fueling strong absorption, the project has already secured 60% pre-leasing.
- Smartrend Manufacturing Group continued work on their new facility aiming to consolidate their current three Winnipeg lease locations. The new building, located at 1455 Clarence Avenue, is currently expected to be 125,000 sq. ft. Smartrend will likely occupy the full or close to the full building although there may be 10,000-15,000 sq. ft. available for lease.

FIGURE 4: Construction vs. New Supply (000's SF)



Source: CBRE Research, Q3 2026.

FIGURE 5: Notable Projects Under Construction, Proposed and Complete

Project Status	Market	Property	Size (SF)	Type	Developer
Under Construction	RM of Rosser	354 Goldenrod Drive	69,000	Speculative	Whiteland
Under Construction	Southeast	495 De Baets Street	102,000	Speculative	Shindico
Under Construction Owner-occupied	Southwest	1455 Clarence Avenue	125,000	Design Build	Smartrend

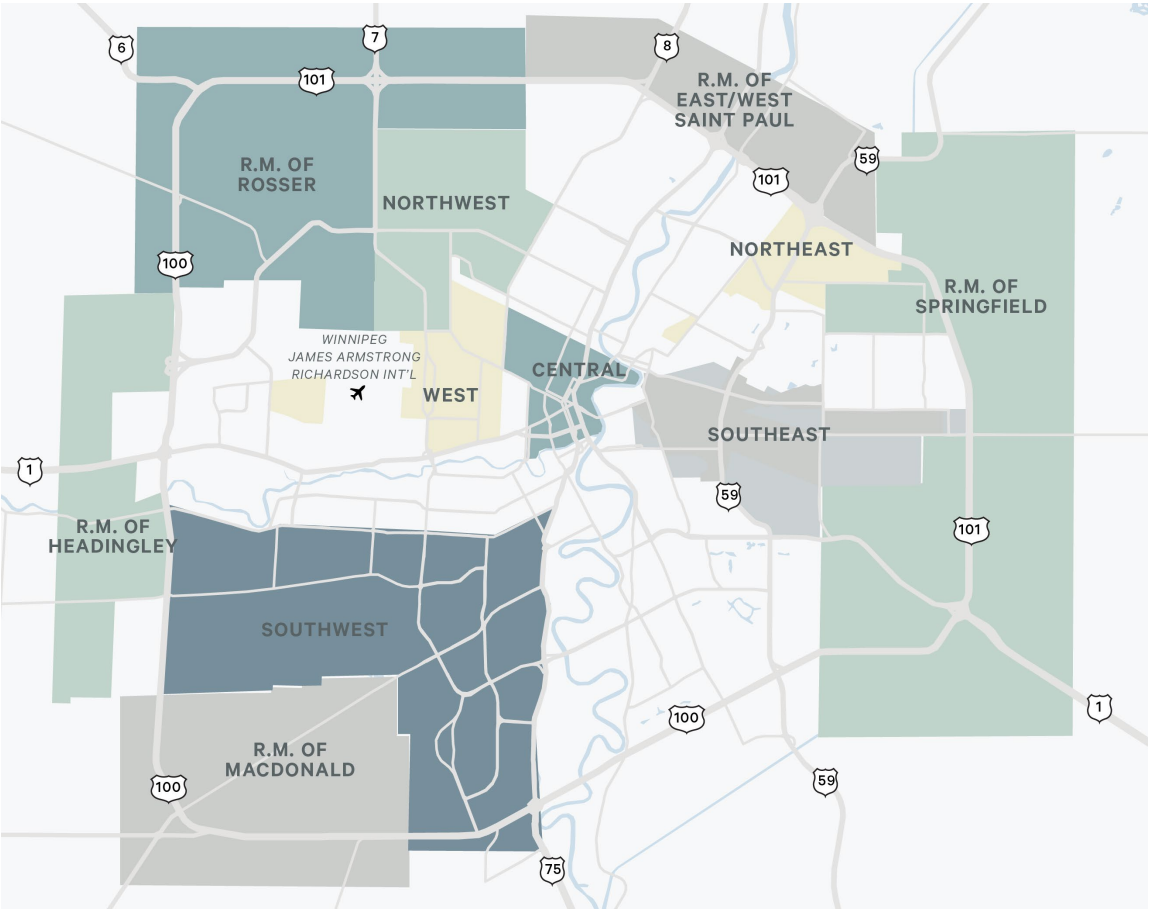
Source: CBRE Research, Q3 2026.

FIGURE 6: Winnipeg Industrial Market Statistics

Submarket	Inventory (SF)	Available Space (SF)	Availability Rate (%)	Sublease Space (SF)	Net Absorption (SF)	YTD Net Absorption (SF)	New Supply (SF)	YTD New Supply (SF)	Under Construction (SF)	Net Asking Rent (PSF)
Central	5,148,864	34,460	0.7%	0	0	1,471	0	0	0	\$8.24
Northeast	6,080,770	656,507	10.8%	0	-5,648	-308,111	0	0	0	\$9.54
Northwest	14,479,189	555,316	3.8%	0	143,369	97,717	0	0	0	\$11.32
Southeast	16,040,155	255,469	1.6%	47,953	54,938	17,125	0	0	198,200	\$12.01
Southwest	12,788,659	205,926	1.6%	11,017	414,389	576,773	0	0	125,400	\$11.88
West	22,924,739	444,005	1.9%	33,533	-27,627	-85,158	0	0	0	\$9.25
RM of Rosser	3,575,751	333,352	9.3%	15,560	100,291	69,691	0	0	69,150	\$13.84
RM of Headingley	983,689	24,400	2.5%	0	-13,280	3,069	0	16,269	19,200	\$15.77
RM of MacDonald	1,502,428	81,400	5.4%	0	-15,585	20,994	0	12,348	27,316	\$16.06
RM of Springfield	3,261,766	114,977	3.5%	0	13,772	11,501	75,000	81,000	53,507	\$15.78
RM of East & West St. Paul	978,448	0	0.0%	0	6,264	30,392	0	0	0	\$14.95
Total	87,764,458	2,705,812	3.1%	108,063	670,883	435,464	75,000	109,617	492,773	\$11.30

Source: CBRE Research, Q3 2026.

Market Area Overview



Definitions

Available sq. ft.: Space in a building, ready for occupancy within six months; can be occupied or vacant. Availability Rate: Total Available sq. ft. divided by the total building Area. Net Absorption: The change in Occupied sq. ft. from one period to the next, based on Availability Rate. Net Lease Rate: Rent excludes one or more of the "net" costs (real property taxes, building insurance, and major maintenance) typically included in a Gross Lease Rate. Occupied sq. ft.: Building Area not considered vacant. Vacancy Rate: Total Vacant sq. ft. divided by the total Building Area. Vacant sq. ft.: Space that can be occupied within 30 days.

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