



REAL CAPITAL 2015

MAJOR LENDERS' ROUNDTABLE: WHAT CAN BE EXPECTED THIS YEAR FROM THE MARKET FOR MEDIUM AND LARGER LOANS?

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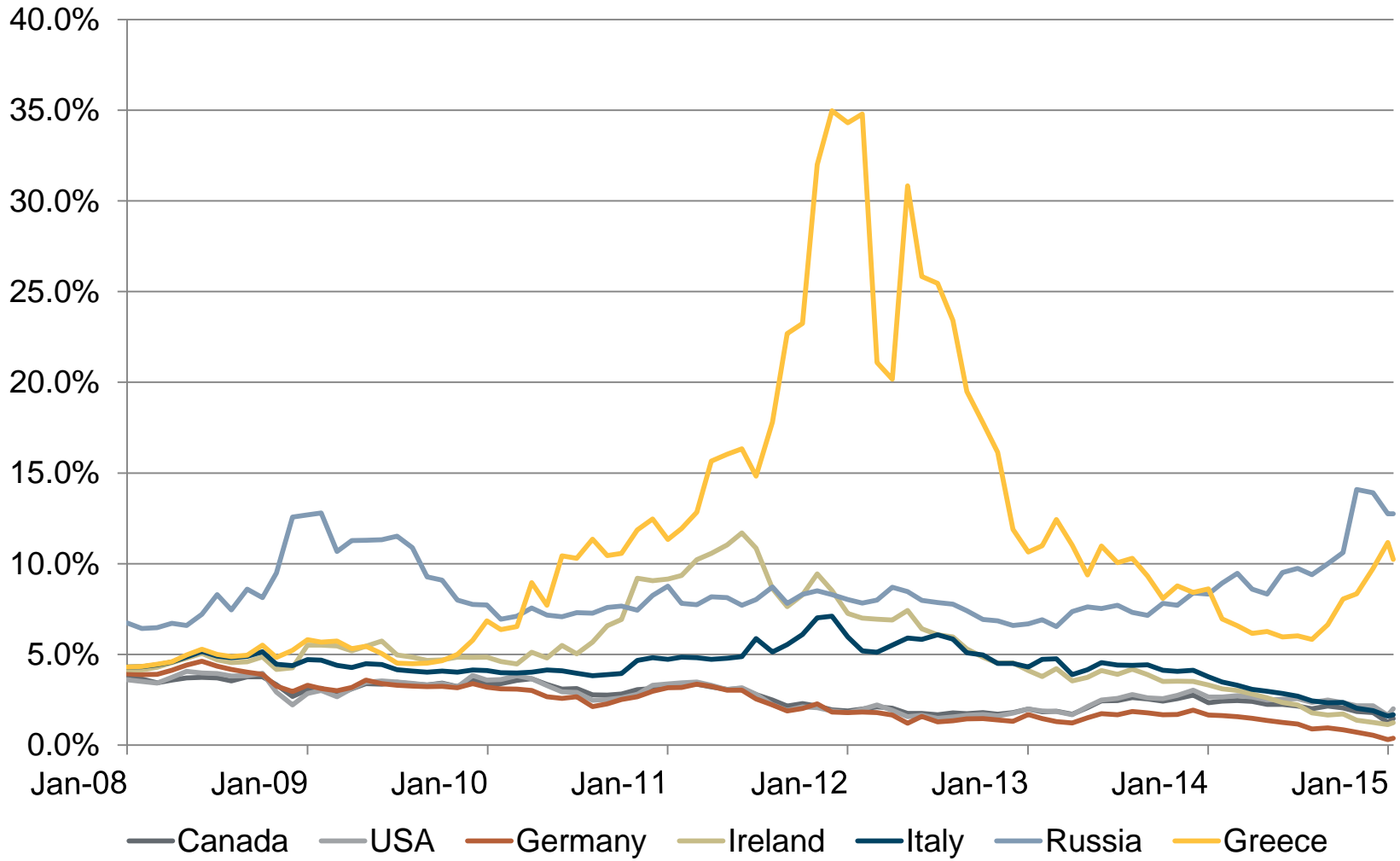
Alberta Investment
Management Corporation

TOP 5 AUDIENCE FAVOURITES

1. “We do ABBA deals”
 - “A” loans in “B” markets and “B” loans in “A” markets
2. “I’ve got a food-anchored deal...”
 - “...it has a Burger King.”
3. Top way lawyers deal with the recession
 - New billing policy: bill-a-ble by the syll-a-ble
4. Top way to say “no” to a deal
 - “Lift plus thrust does not equal load plus drag.” (it won’t fly)
5. Favourite David Dulberg “ism”
 - “If you squint, you can see the covenant.”



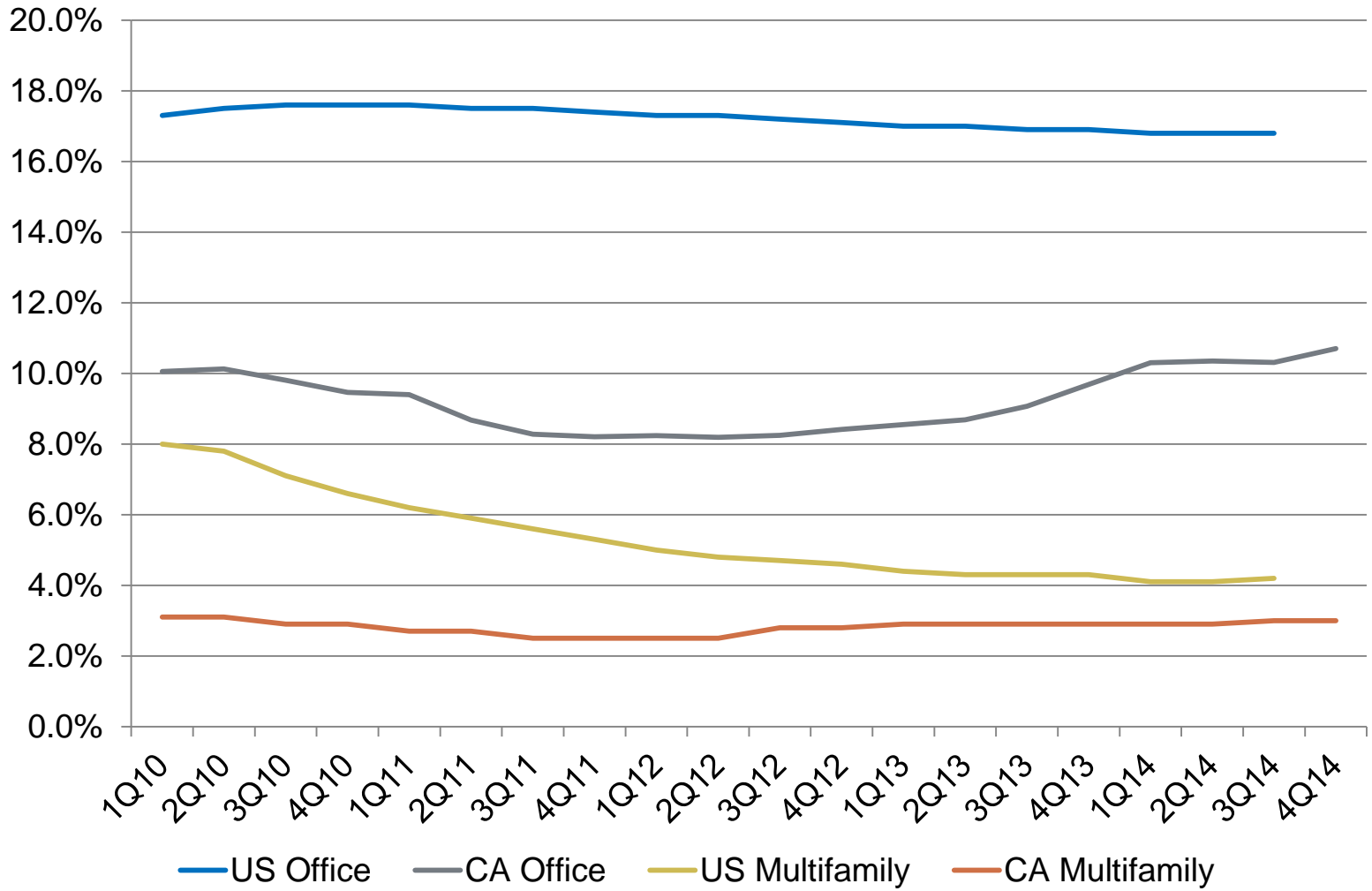
SELECT 10-YEAR BOND YIELDS



Sources: Bloomberg, Investing.com



VACANCY RATES – CANADA AND U.S.



Sources: CBRE Research, CMHC, MBAA