



# CALGARY REAL ESTATE FORUM

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16TH ANNUAL

**Session A2 - 10:20am**

## **HAVE WE REACHED THE PEAK...? CAPITAL MARKET UPDATE: REITS**

**Moderator:**

Michael Brooks, CEO, REALPAC (Real Property Association of Canada)

**Panel:**

Neil Downey, Managing Director & Real Estate Analyst, RBC Capital Markets

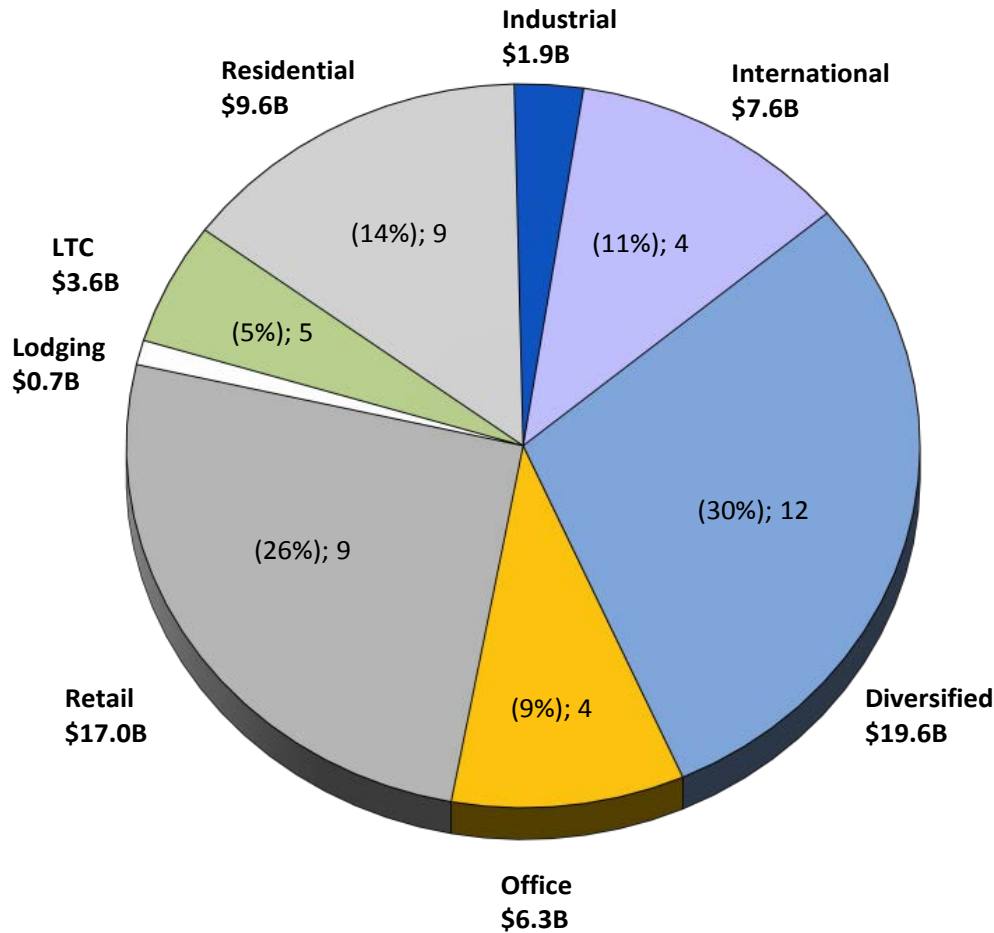
Jim Green, CFO, Artis REIT

Stephen L. Sender, Managing Director, Industry Head - Real Estate, Scotiabank Global Banking & Markets

Dallas Wingerak, Vice President, Real Estate & Operations, Western Canada, Choice Properties REIT



# REITs and REOCs equity market capitalization by property sector



## Quick Stats

# of REITs/REOCs: 51

Assets: ~\$130B

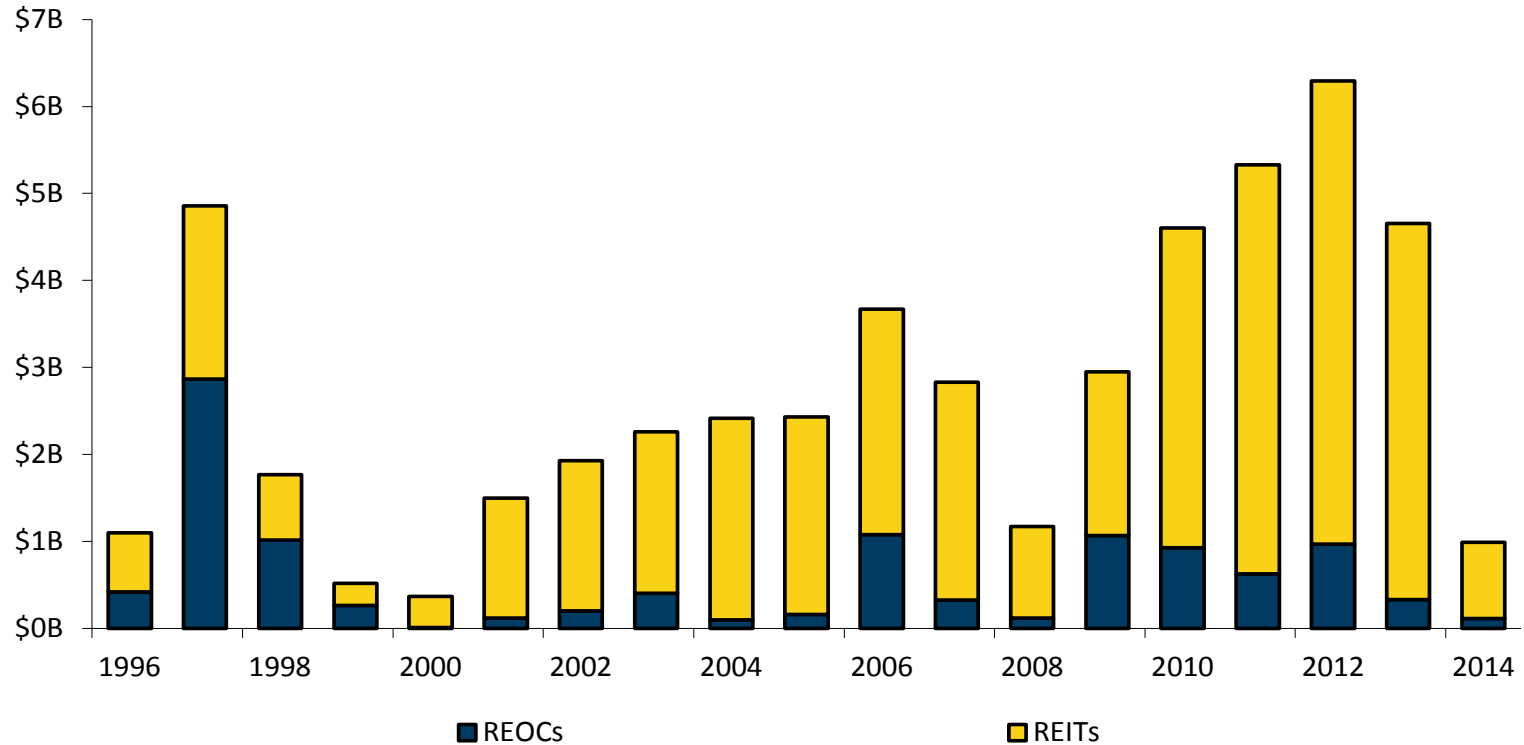
Equity: ~\$65B

Avg. mkt cap: ~\$1.3B

Notes: 1) Equity values are float adjusted for major shareholders.  
2) Data labels within the pie represent property sector allocation and number of REITs/REOCs.

Source: RBC Capital Markets, Thomson One and Company reports

# Equity offerings from TSX-listed REITs and REOCs

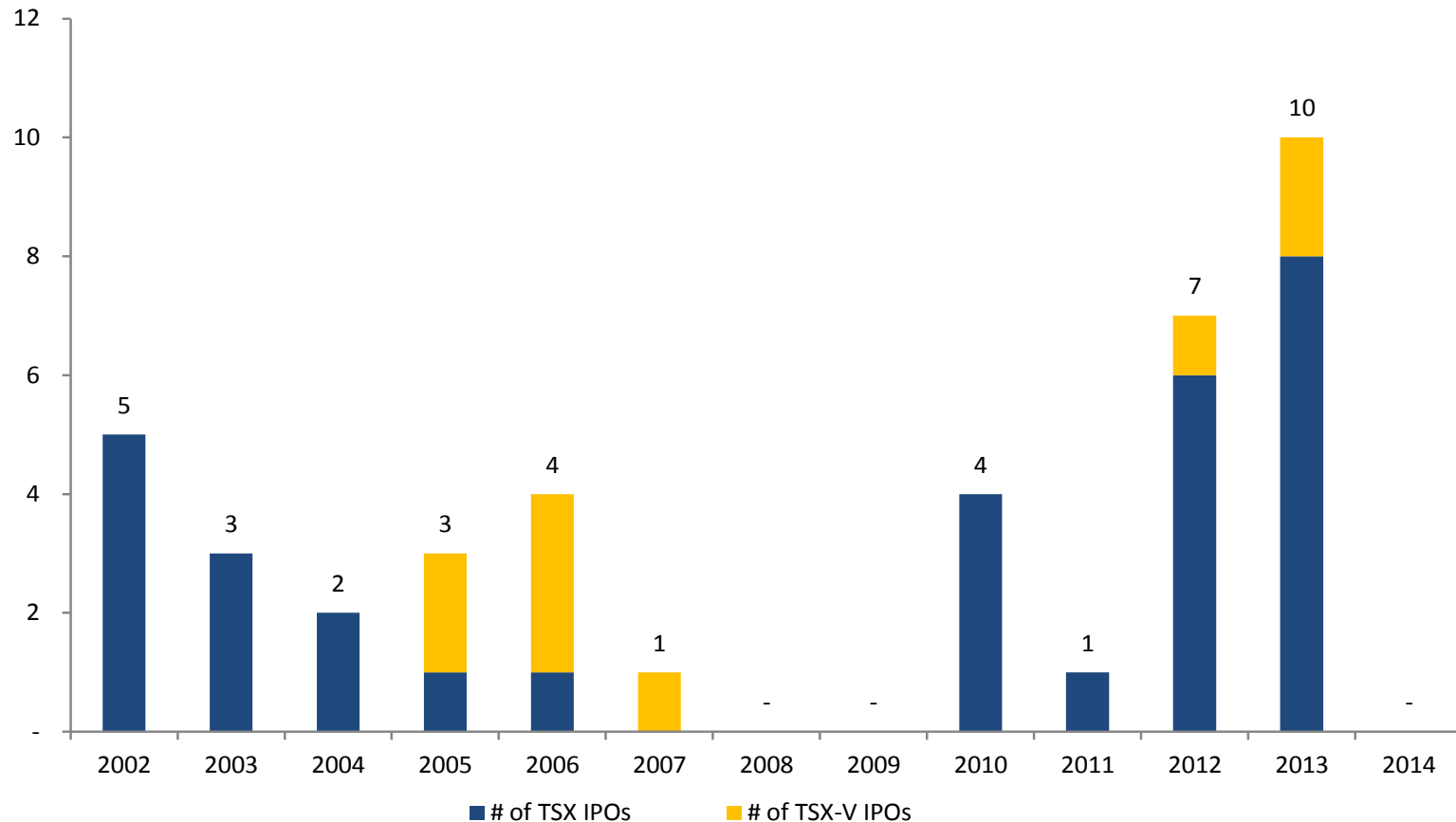


Source: RBC Capital Markets estimates and Company reports

Neil Downey, CA, CFA (416) 842-7835 neil.downey@rbccm.com



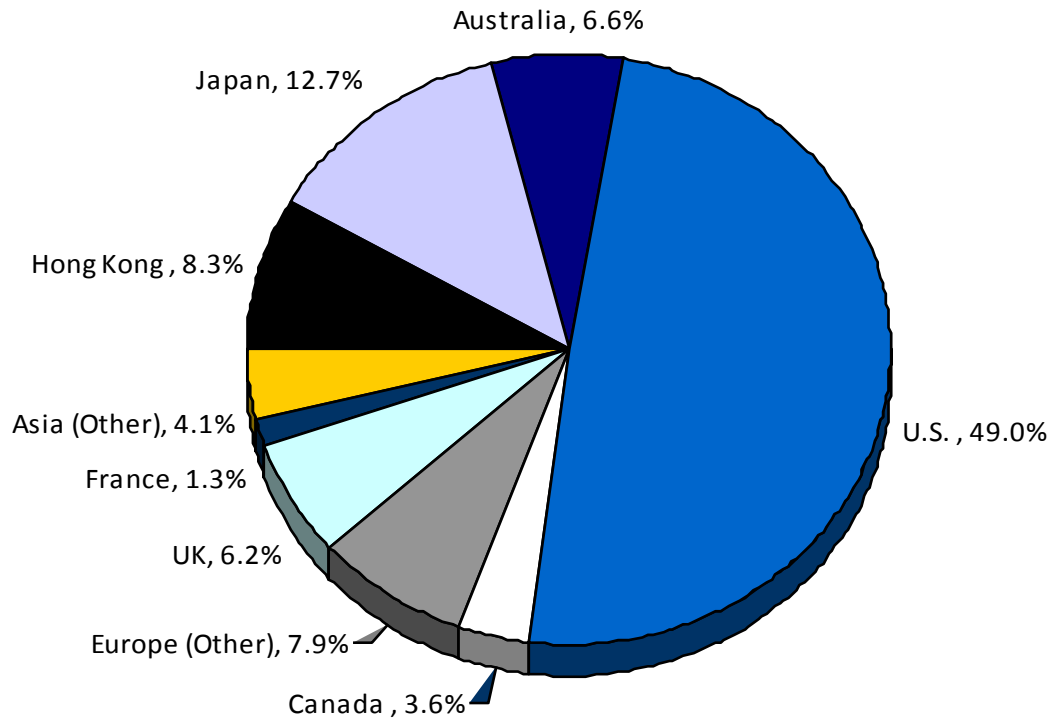
## TSX / TSX-V REIT IPOs by year



Source: RBC Capital Markets, Thomson One and Company reports

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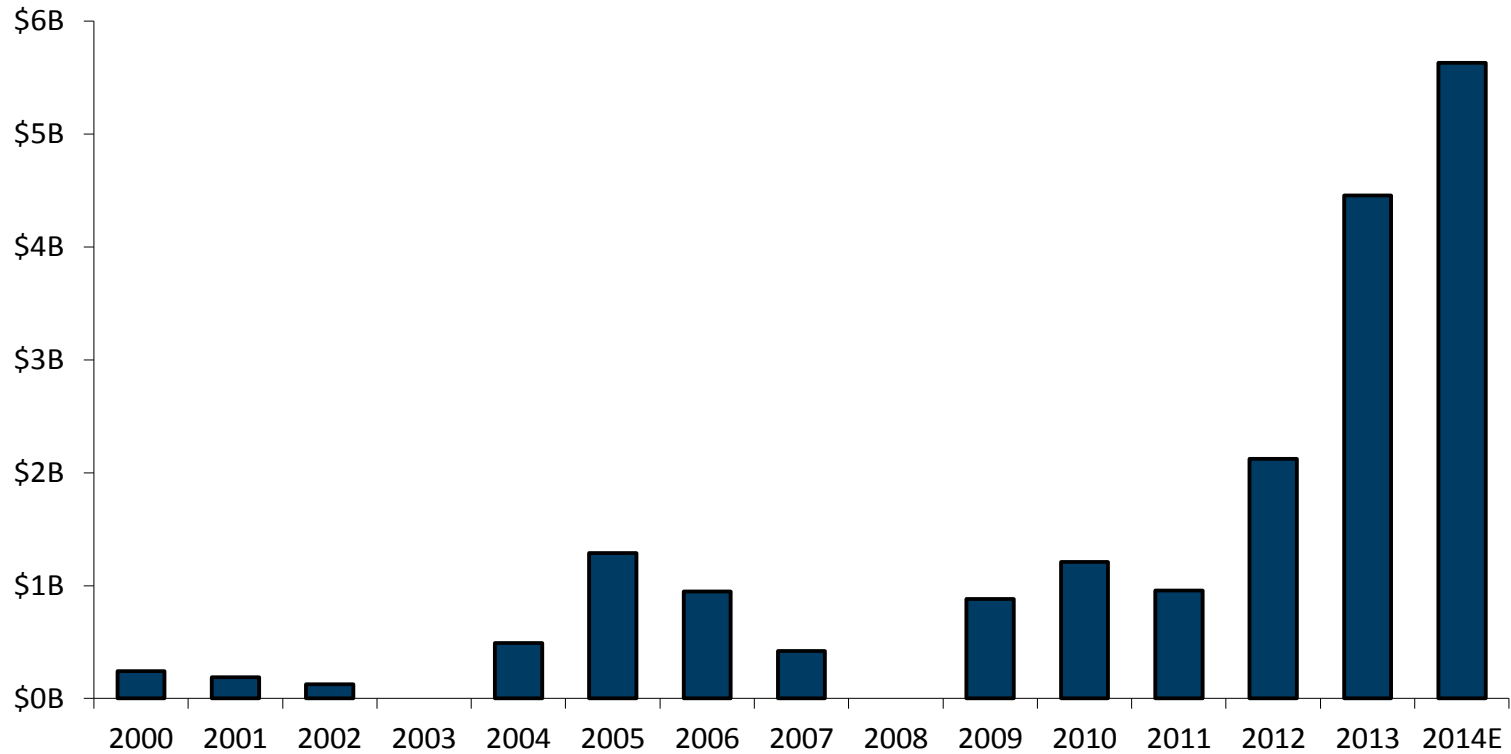
# Canada is only 4% of a US\$1.2 trillion global market



Figures in (\$US; B)	
	Float Value
<b>Global Developed Index</b>	<b>1,176</b>
<b>North America</b>	<b>619</b>
U.S.	577
Canada	42
<b>Europe</b>	<b>182</b>
UK	73
France	16
Switzerland	11
Other Europe	<b>82</b>
<b>Asia</b>	<b>373</b>
Hong Kong	97
Japan	150
Australia	78
Other Asia	48
<b>Israel</b>	<b>2</b>

**Note:** Float value is equity market capitalization, excluding deemed control blocks  
 Source: FTSE EPRA/NAREIT and RBC Capital Markets

# Investment grade debt issuance for REITs and REOCs



Source: RBC Capital Markets estimates and Company reports

Neil Downey, CA, CFA (416) 842-7835 [neil.downey@rbccm.com](mailto:neil.downey@rbccm.com)



# The sector's forward 12-month price/AFFO multiple

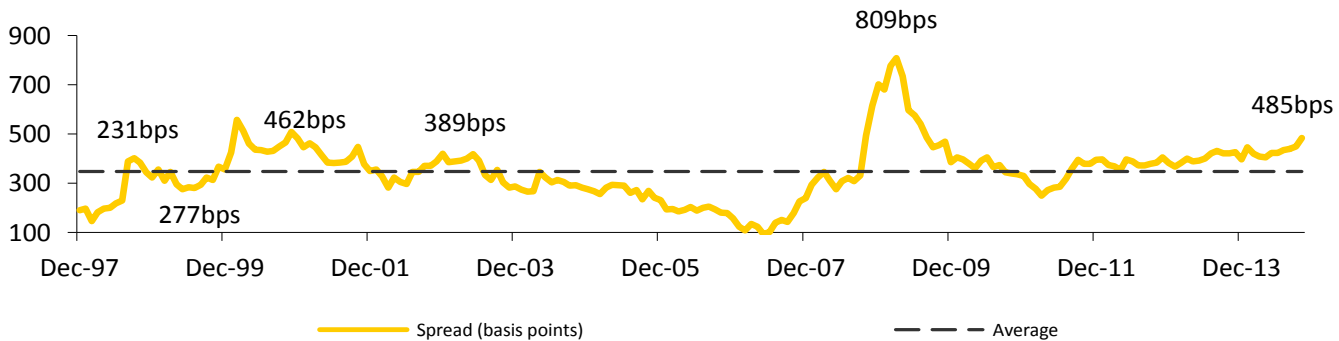
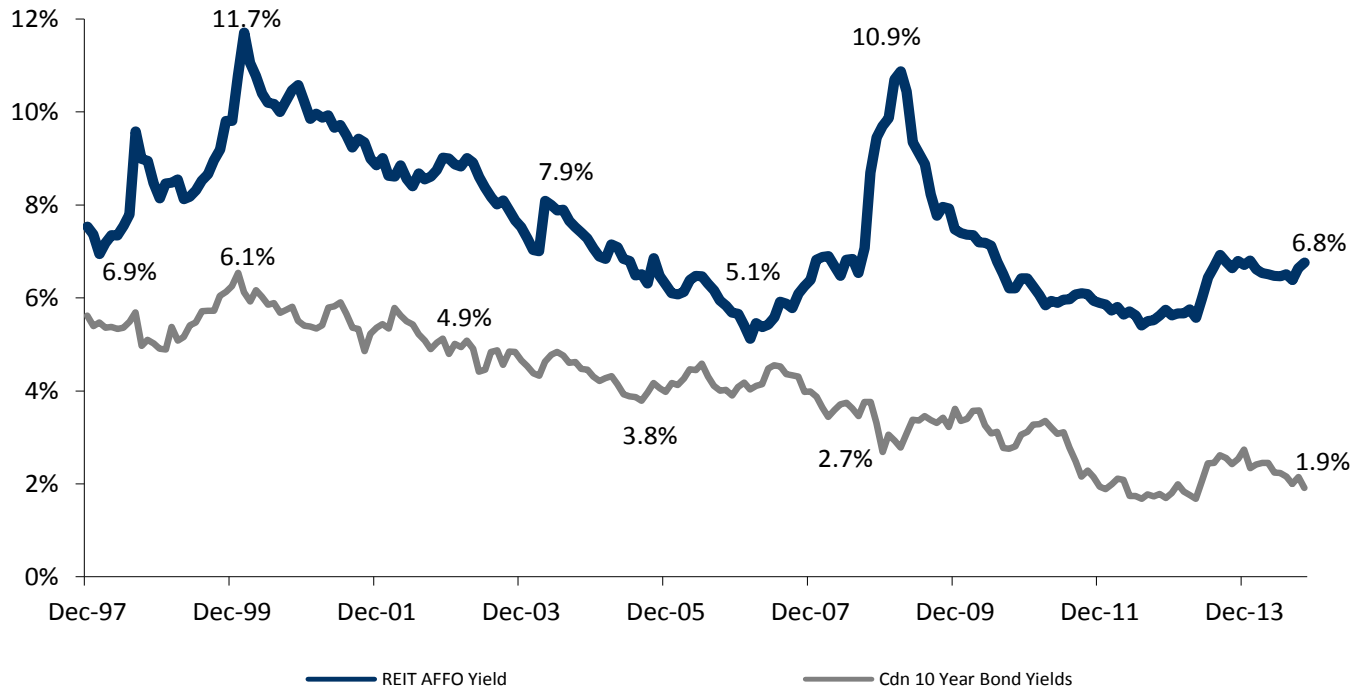


Source: RBC Capital Markets estimates and Trend & Cycle

Neil Downey, CA, CFA (416) 842-7835 neil.downey@rbccm.com



# The sector's AFFO yield vs. 10-Year GoC yield



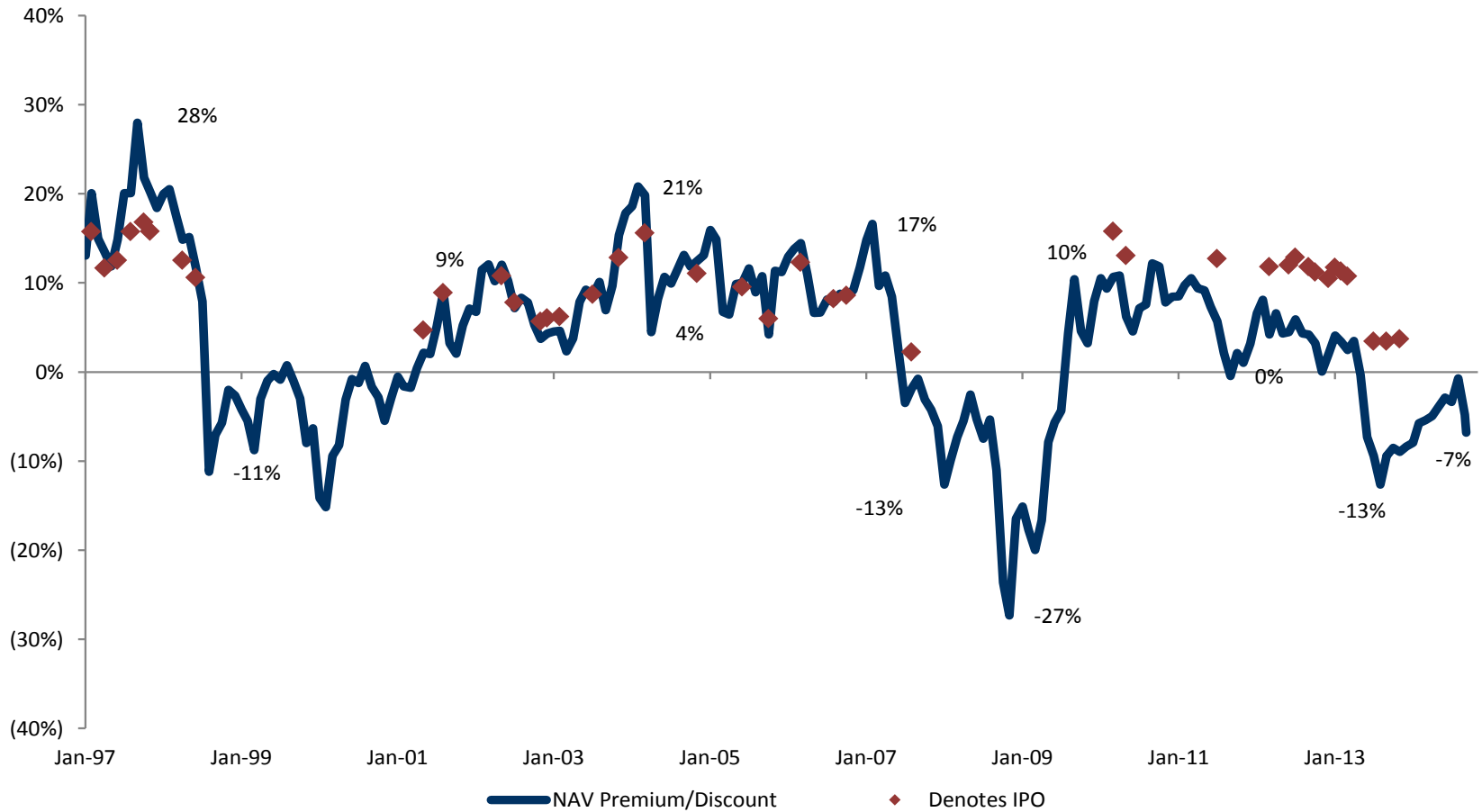
Source: RBC Capital Markets and Trend & Cycle

Neil Downey, CA, CFA (416) 842-7835 neil.downey@rbccm.com





# Industry average premium/discount to NAV



Source: RBC Capital Markets estimates and Thomson One

Neil Downey, CA, CFA (416) 842-7835 neil.downey@rbccm.com



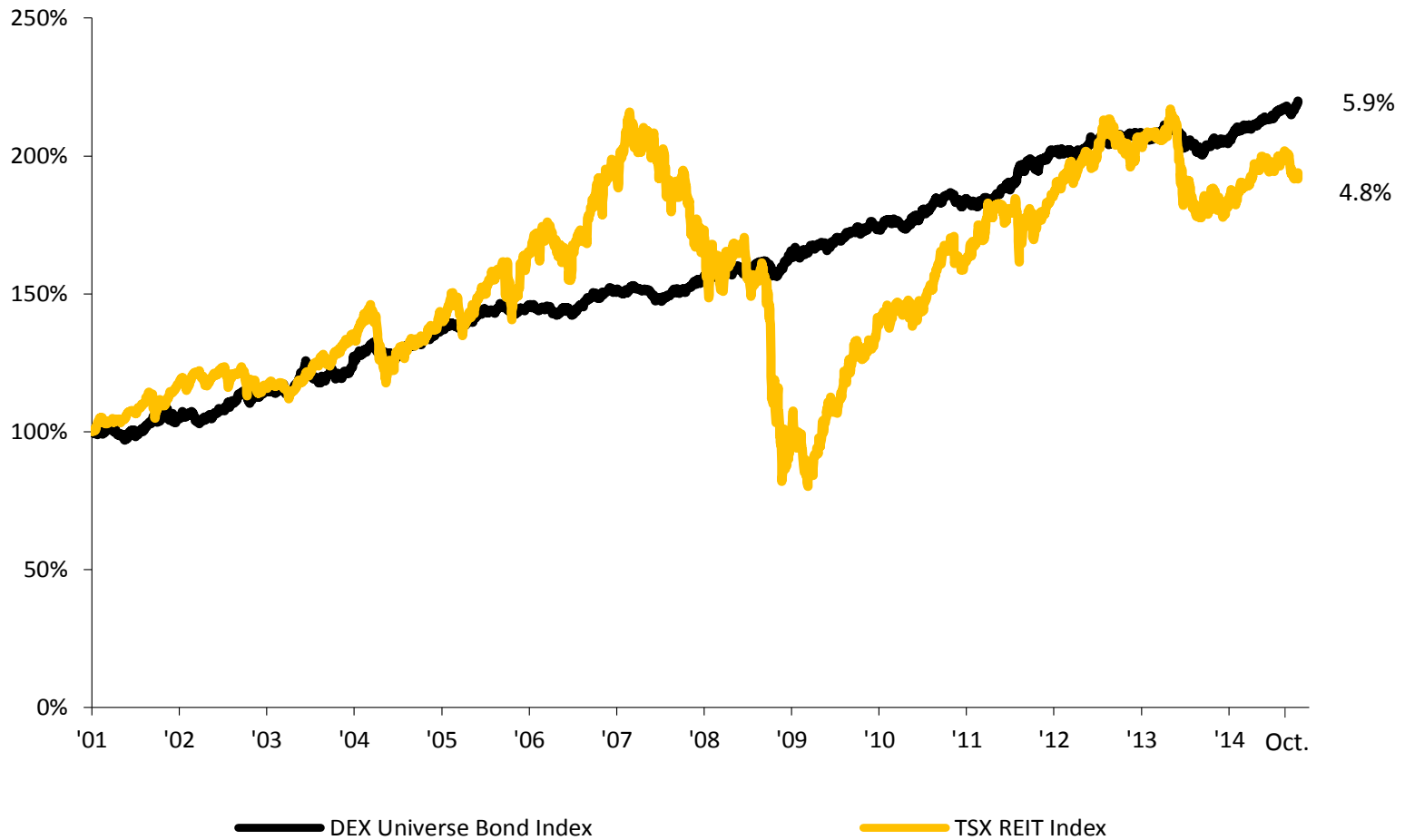
# Returns: TSX REIT, TSX Composite and Bond indices<sup>1</sup>



**Note** <sup>1</sup>: Total returns since Dec 31, 2000; Data points represent CAGRs since Dec 31, 2000

Source: RBC Capital Markets, Thomson One and Company reports

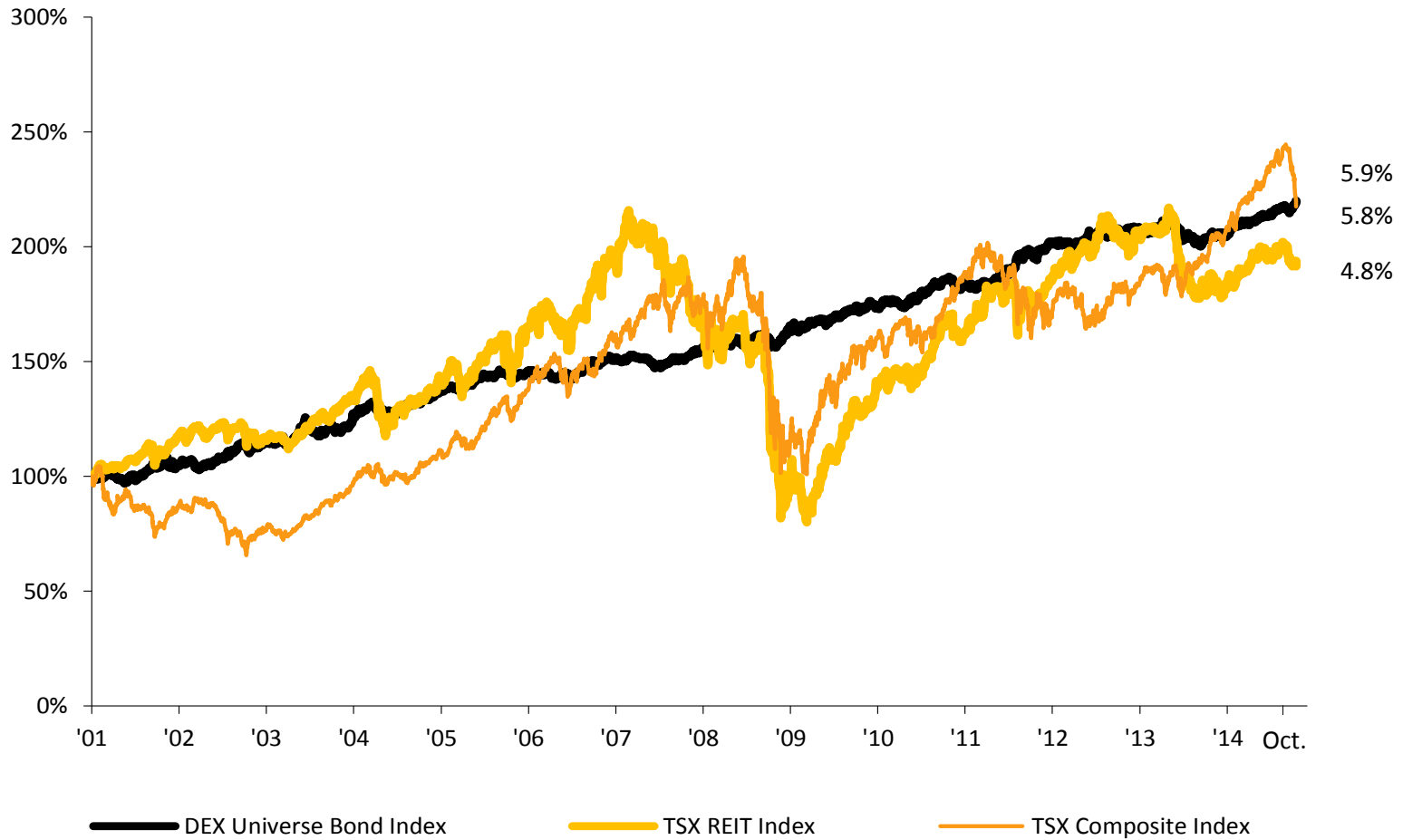
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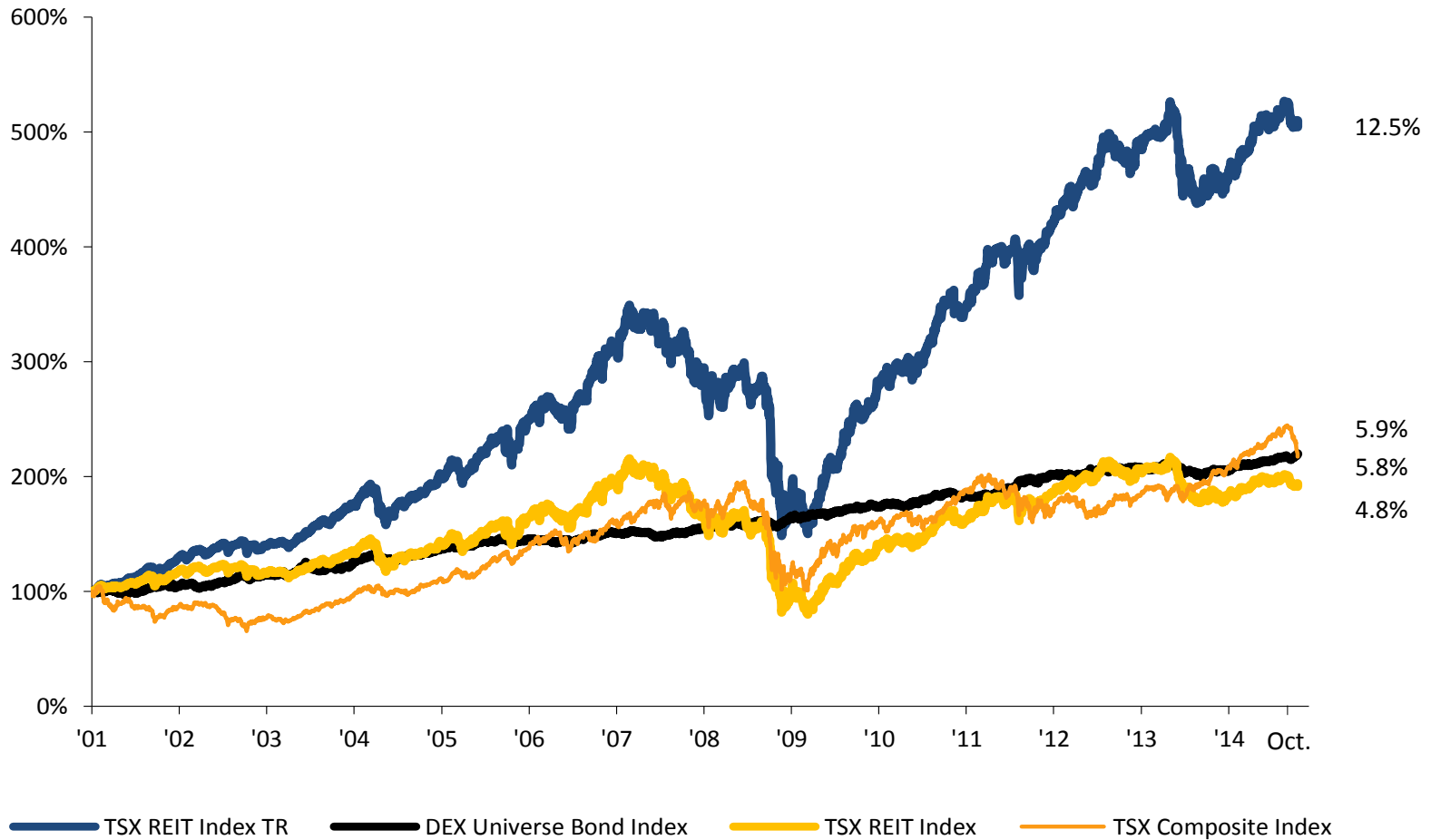
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HOLD[SP]	683.0	41.7	151.0	22.1
SELL[U]	98.0	6.0	8.0	8.2

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