

# THE EDMONTON REAL ESTATE FORUM

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## EXECUTIVE ROUNDTABLE DISCUSSION ON EDMONTON: Final Comments

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**Moderator:** *Shaun Wuschke, Vice President, Edmonton, Bentall LP*

**Panel:**

*Peter Cohos, Principal, Tonko Realty Advisors Ltd.*

*Donald Horner, Chairman & CEO, Canadian Urban Limited*

*George Schluessel, CEO, Procura*

*Ralph Young, President & CEO, Melcor Developments Ltd.*

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**Three significant issues affecting the real estate market in the next 12-18 months:**

- **Energy Prices**
- **Interest Rates**
- **Market Liquidity**

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## Question for Panelist:

**Please rank each of these issues in terms of how they affect the overall markets in both Edmonton and Alberta (from least to most important)**



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Peter

George

Ralph

Don

Least  
Important



Most  
Important

Interest Rates	Market Liquidity	Market Liquidity	Market Liquidity
Market Liquidity	Interest Rates	Interest Rates	Interest Rates
Energy Prices	Energy Prices	Energy Prices	Energy Prices

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## Question for Panelist:

**If could only choose one issue to manage or control: What issue will have most impact on your company business plan in the next 12-18 months?**

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**Peter**

Tonko Team

**George**

Energy Prices

**Ralph**

Energy Prices

**Don**

Economic Recovery



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**Prediction Time:**

**What direction (if any) will  
capitalization rates go in the next 12  
months?**

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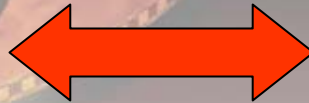
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Peter

George

Ralph

Don





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**Who will finish higher in Western  
Conference next year  
– Flames or Oilers?**

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Peter

Flames

George

Flames

Ralph

Neither

Don

Oilers

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**What will be the most desired asset class from investors in the next 12 months: Office, Retail, Industrial, Multi-family?**



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Peter

Retail

George

All

Ralph

\*Multi-family  
\*Lowest Cap Rate

Don

Retail

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**Questions from the audience?**