

welcome.

Saskatchewan Real Estate Forum Delegates
May 17, 2011

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Retail sales jump in Saskatchewan, highest year-over-year increase in Canada **Leader-Post staff and Financial Post April 21, 2011**

Saskatchewan shoppers are on a spending spree this year, as retail sales jumped seven per cent in February over the same period last year — the highest increase in Canada — Statistic Canada said Thursday.

Saskatchewan retail sales highest in country

Global News April 21, 2011 Saskatchewan has the highest retail sales in Canada according to Stats Canada who released retail figures for February 2011.

Saskatchewan enters 2011 with the second lowest unemployment rate in Canada **Government of Saskatchewan January 7, 2011**

Record high employment for the month of December helped Saskatchewan close out the year with the second lowest unemployment rate in Canada. Saskatchewan's seasonally adjusted unemployment rate of 5.5 per cent is well below the national average of 7.6, according to Statistics Canada's Labour Force Survey.

Regina continues to lead employment growth in the province... Regina's unemployment rate of 4.6 per cent leads all Canadian cities, while Saskatoon ranked fourth at 5.6 per cent.

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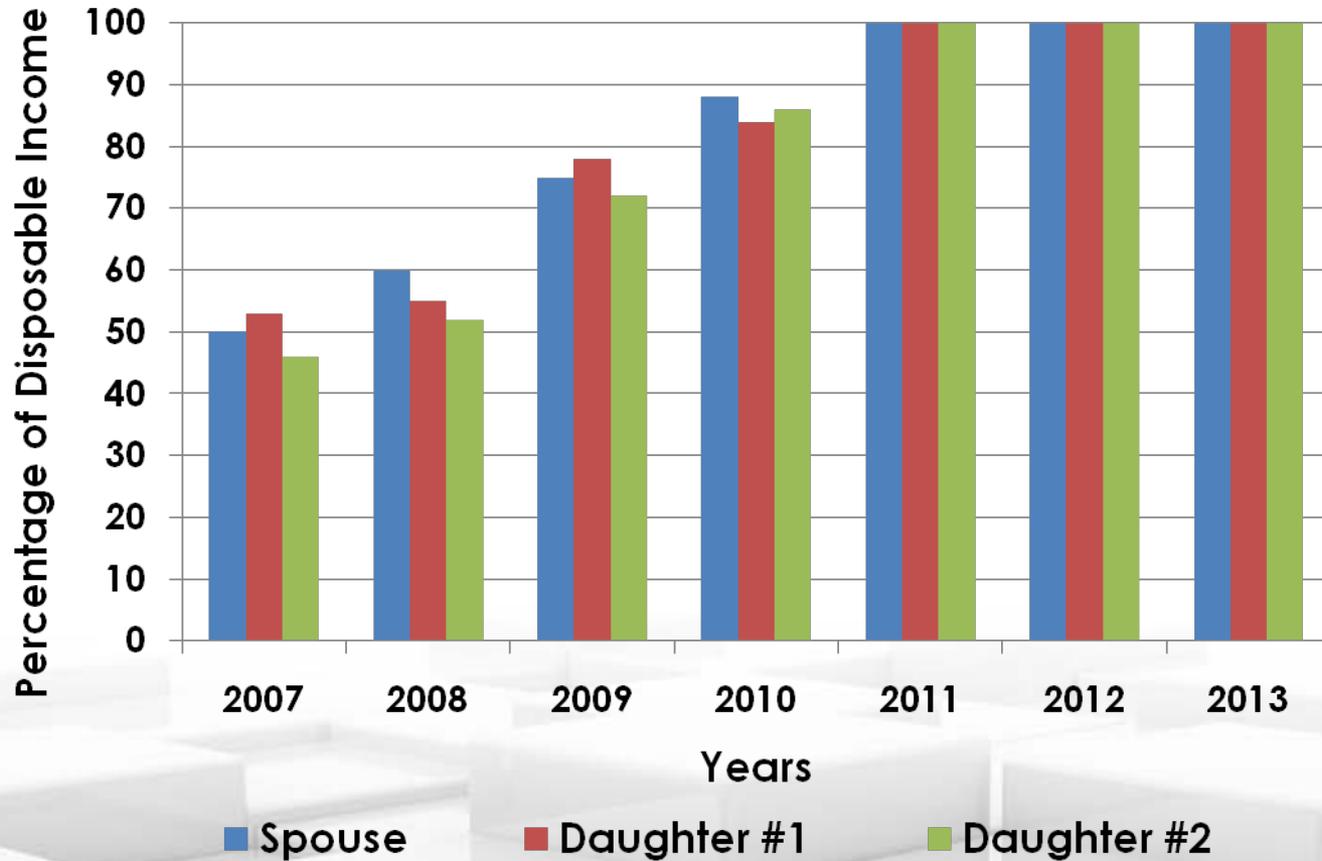
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2. When you evaluate your entire real estate holdings in Saskatchewan, what percentage of your portfolio would be retail in nature and why?
3. The Saskatchewan retail market has many challenges. With our market being so small in comparison to Canada's major centres, what adjustments do you make when you evaluate your investment/ development decisions?

4. When it comes to development, the cost of construction in Saskatchewan seems to have risen at a dramatic increase in relationship to the rest of the country. When you are doing your next development, do you work within the constraints of the Saskatchewan-based builders, or do you look for the absolute lowest price and import men and machinery from outside the province.

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5. You have a mandate to invest \$30 million into the Saskatchewan market over the next twelve months (development/purchase). Where do you put your money and why: Regina, Saskatoon or secondary markets?

Health of the Retail Sector



6. Rental rates have seen dramatic increases in the Saskatchewan market in the last three years, especially in retail strip developments. Rates range anywhere from \$26 to well in excess of \$30 per square foot. Are these rates sustainable?

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7. The new supply of development land in Saskatchewan and, more specifically, in Saskatoon is controlled by the City administration and offered to the public through a tender process with pre-set minimum price, coupled with specific zoning, and in some instances even direct control zoning. How do you deal with these constraints, and are they fair and sustainable in an open market system?

8. Target is just entering the Canadian market. What effect – if any, do you think this will have on your future plans for Saskatchewan and do you expect any fallout for existing retailers?

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9. When considering from the ground-up development, how bullish are you on the Saskatchewan market? Are you “Build it and they will come”? OR “I require 40% of pre-leasing prior to a commitment”?

8. Target is just entering the Canadian market. What effect – if any, do you think this will have on your future plans for Saskatchewan and do you expect any fallout for existing retailers?
9. When considering from the ground-up development, how bullish are you on the Saskatchewan market? Are you “Build it and they will come”? OR “I require 40% of pre-leasing prior to a commitment”?
10. Everyone is aware of the positive economic forecast for Saskatchewan. Are you a believer and will be opening your wallet, or will you be sitting on the sidelines?

thank you.

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