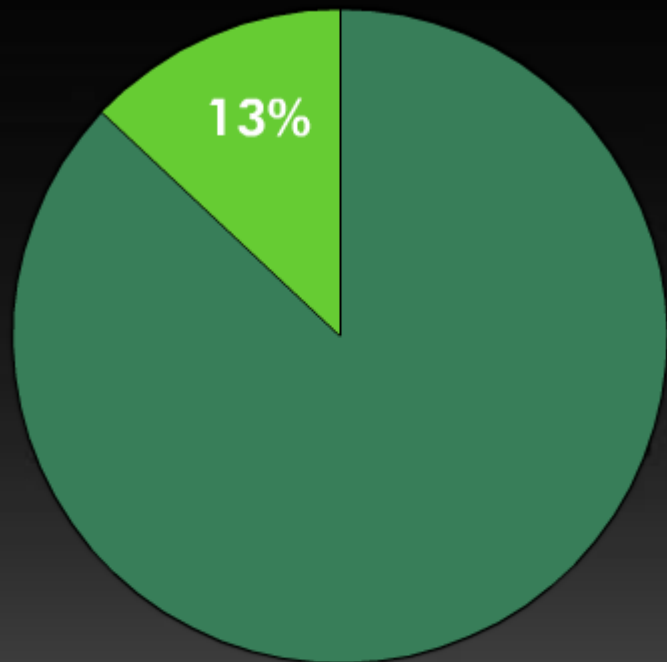


# Vancouver Real Estate Forum

Mr. John O'Bryan  
Vice Chairman  
CB Richard Ellis

# Outstanding Commercial Mortgages as % GDP

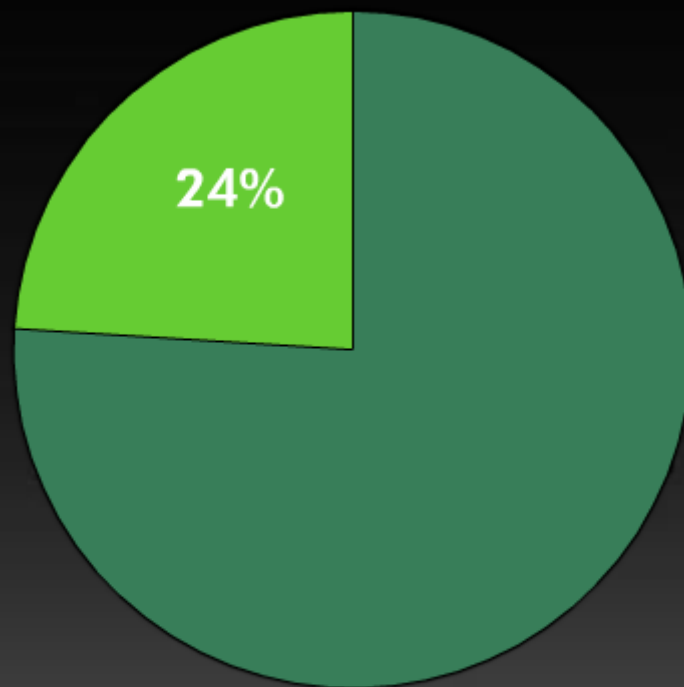


Low  
(1996)

Shortfall

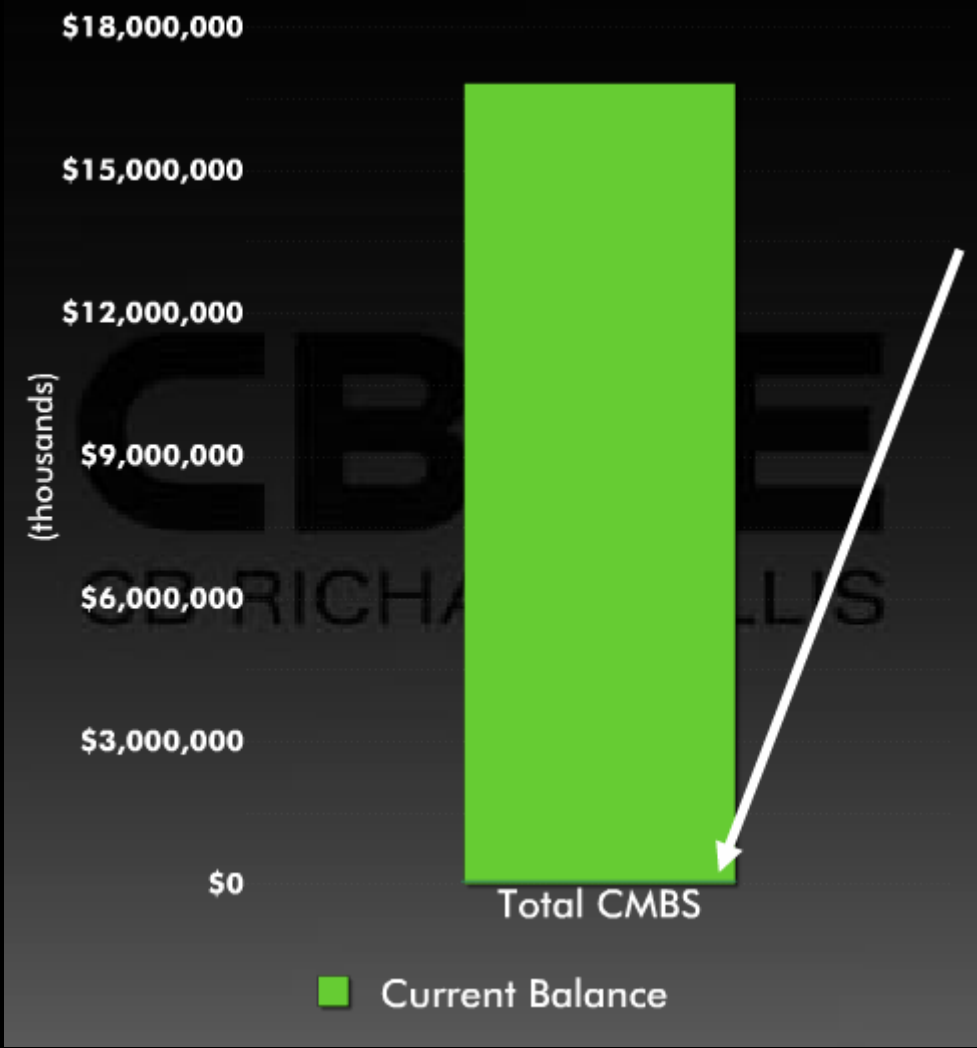


40%



High  
(2008)

# CMBS Delinquencies



Total CA delinquencies = 0.3%

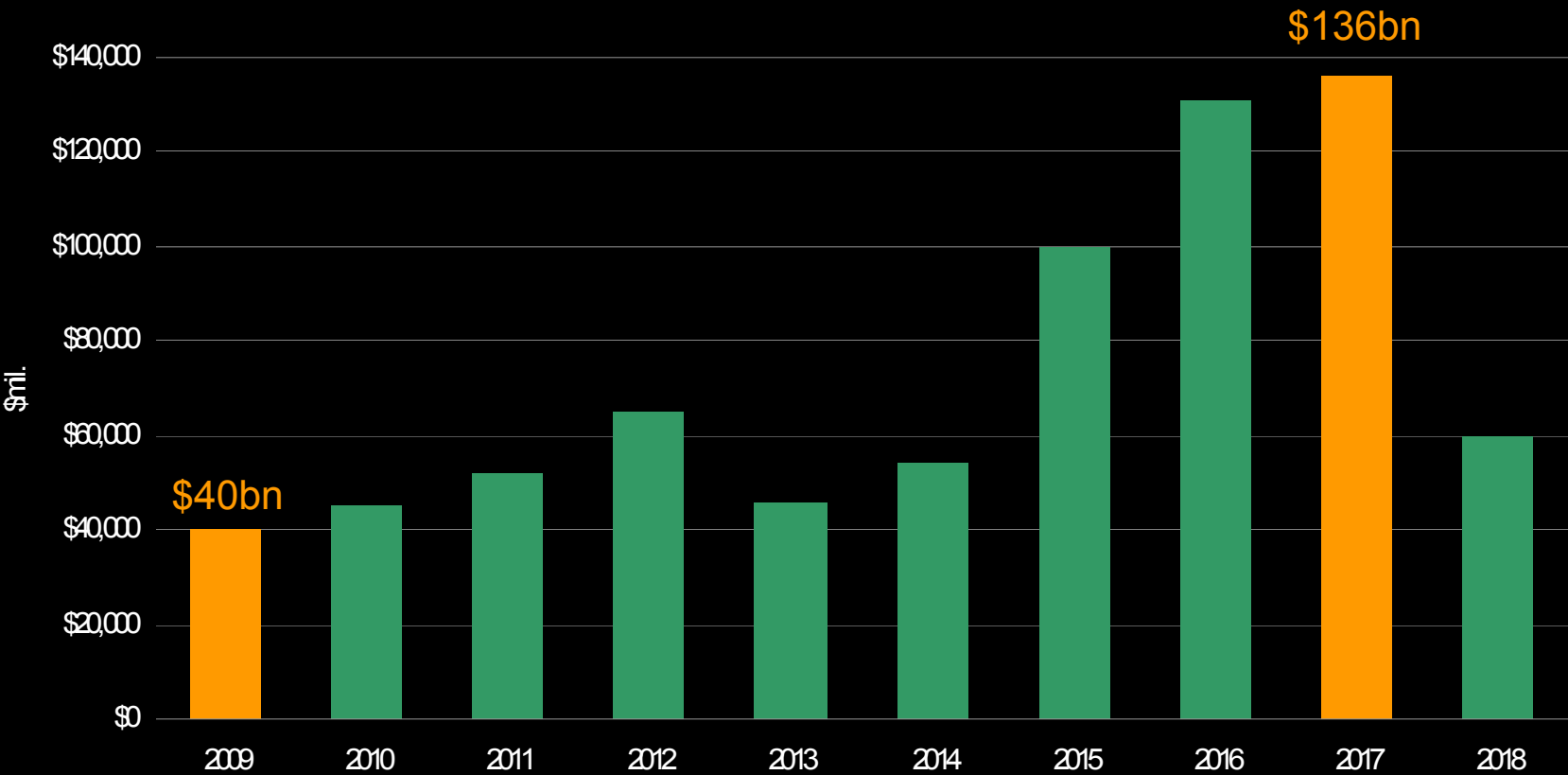
Source: Trepp (March 2009)

# CMBS Maturity Values - Canada



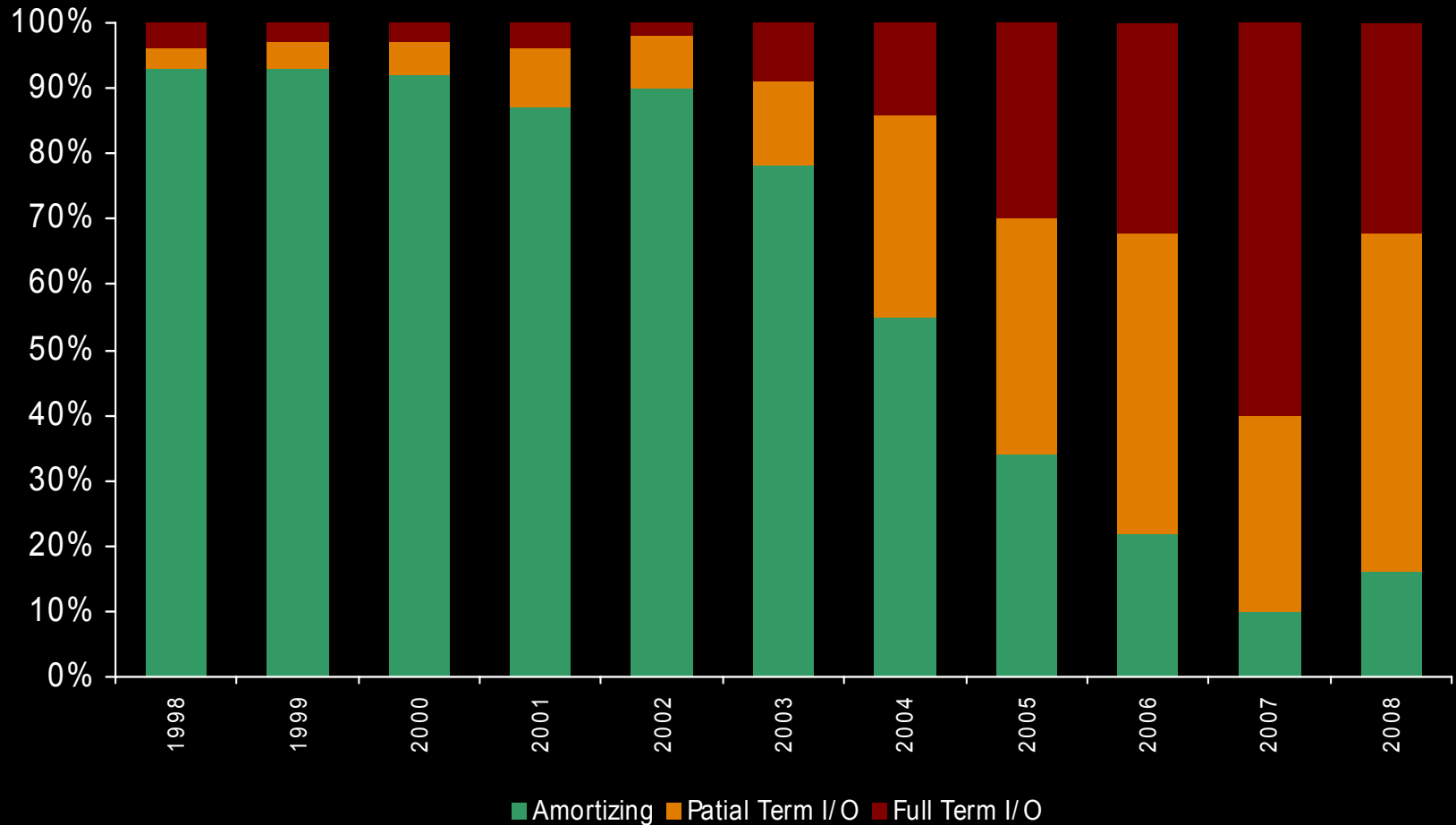
Source: REALpac

# CMBS Maturity Values – U.S.



Source: Goldman Sachs and Trepp

# Decline Of Underwriting Standards



Source: RealPoint

# Old Math



=



# New Math



=



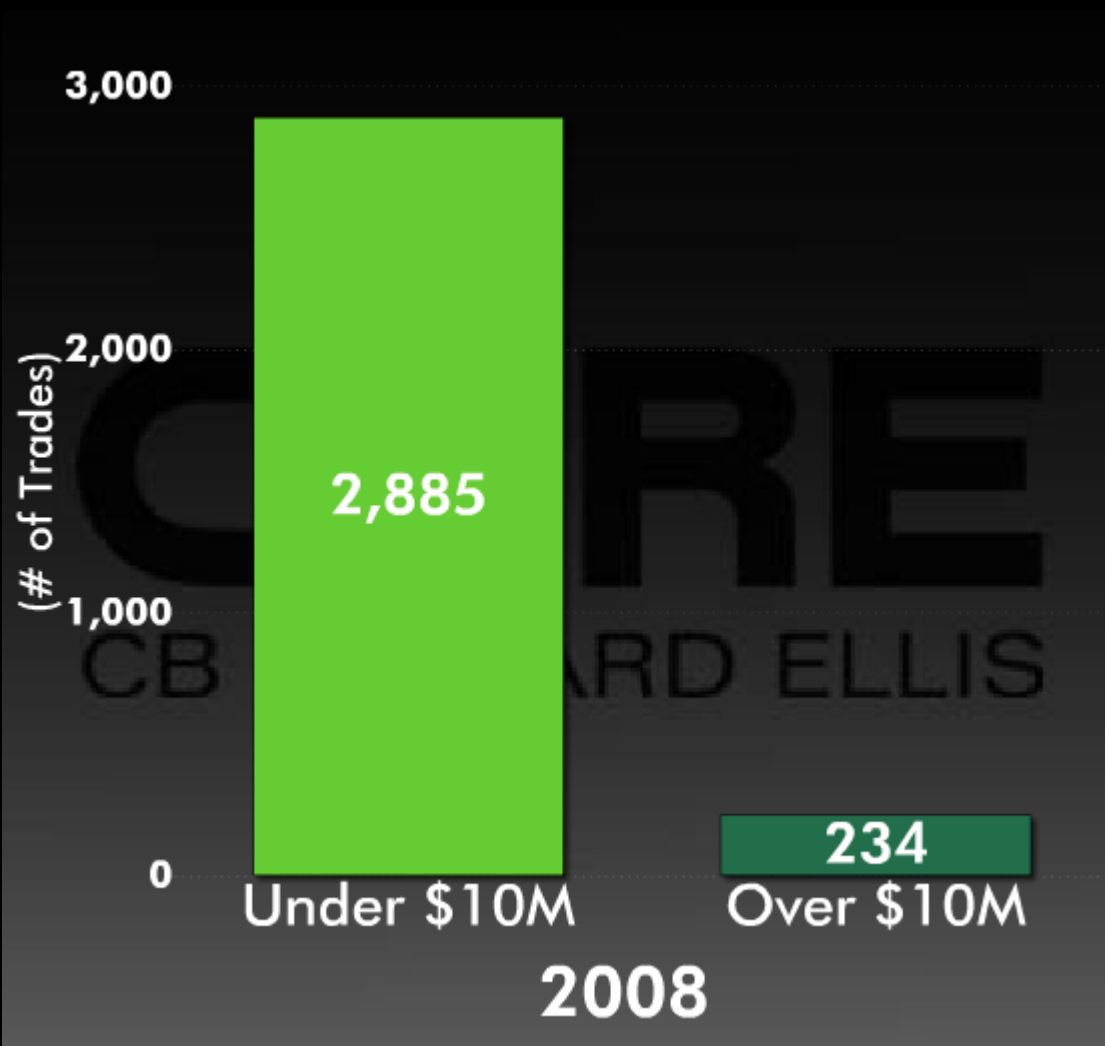
X4

# Canadian Investment Transactions (\$B)

| Property Type | 2004          | 2005          | 2006          | 2007          | 2008          | 2008 %      |
|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| Office        | \$4.1         | \$5.4         | \$4.4         | \$10.3        | \$5.7         | 27.2%       |
| Industrial    | \$3.4         | \$4.1         | \$7.2         | \$5.8         | \$4.3         | 20.8%       |
| Retail        | \$4.0         | \$4.1         | \$4.0         | \$4.4         | \$3.2         | 15.3%       |
| Multi-Res     | \$2.9         | \$3.0         | \$3.5         | \$4.4         | \$3.1         | 14.7%       |
| Land          | \$2.5         | \$2.4         | \$3.9         | \$4.6         | \$4.2         | 20.2%       |
| Hotel         | \$0.3         | \$0.8         | \$1.3         | \$2.6         | \$0.4         | 1.7%        |
| <b>Total</b>  | <b>\$17.3</b> | <b>\$19.8</b> | <b>\$24.2</b> | <b>\$32.2</b> | <b>\$20.8</b> | <b>100%</b> |



# Deal Sizes – 2008

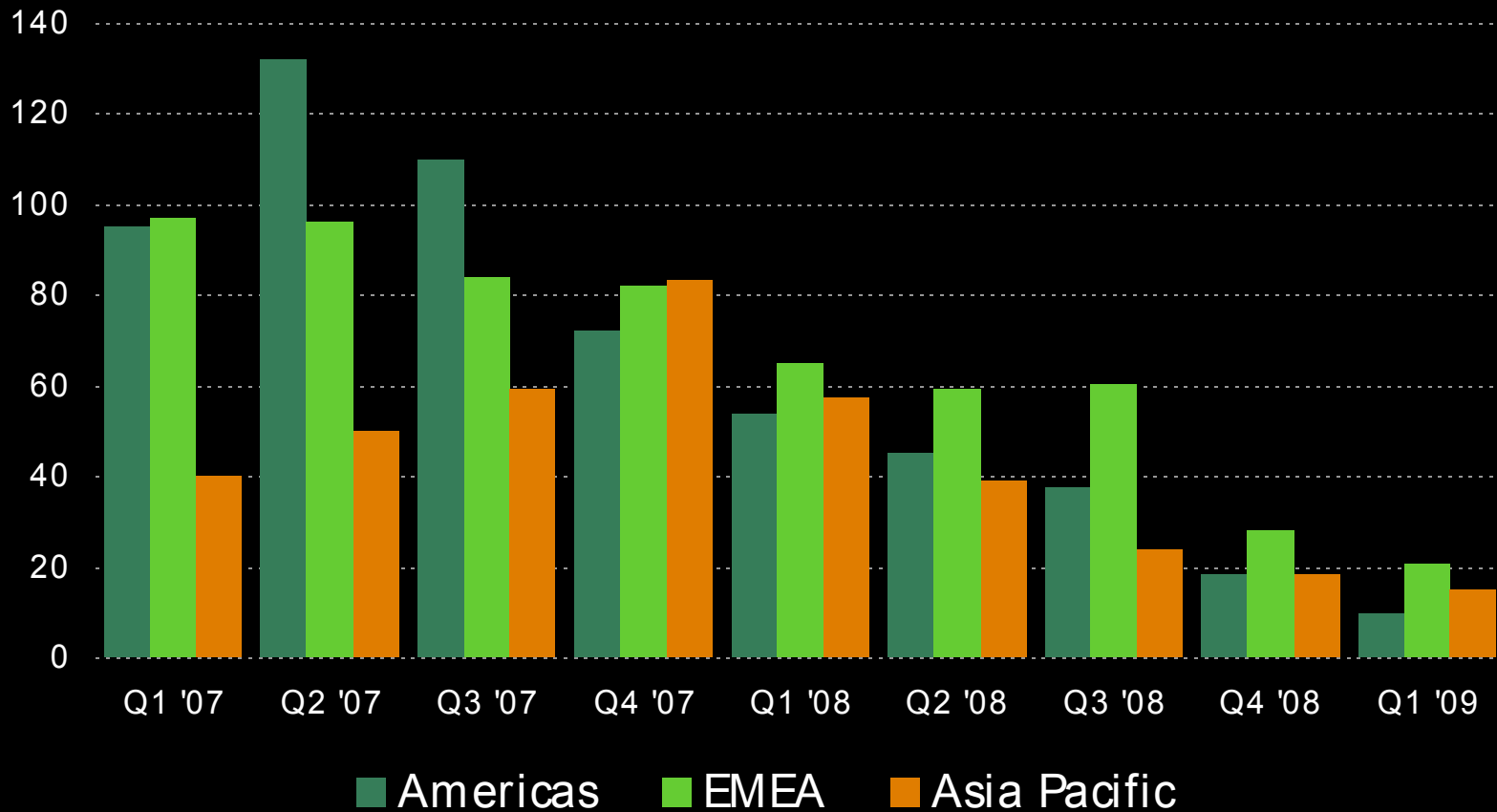


# Who Bought in 2008?

| Buyers                | Office | Industrial | Retail | Multi-Res |
|-----------------------|--------|------------|--------|-----------|
| Private/Syndicates    | 25%    | 70%        | 73%    | 56%       |
| Foreign               | 9%     | 5%         | 0%     | 22%       |
| Pension Fund/ Advisor | 13%    | 14%        | 17%    | 2%        |
| REIT's/REOC's         | 11%    | 3%         | 6%     | 9%        |
| Institutions          | 38%    | 6%         | 4%     | 8%        |
| Opportunity Funds     | 4%     | 2%         | 0%     | 3%        |

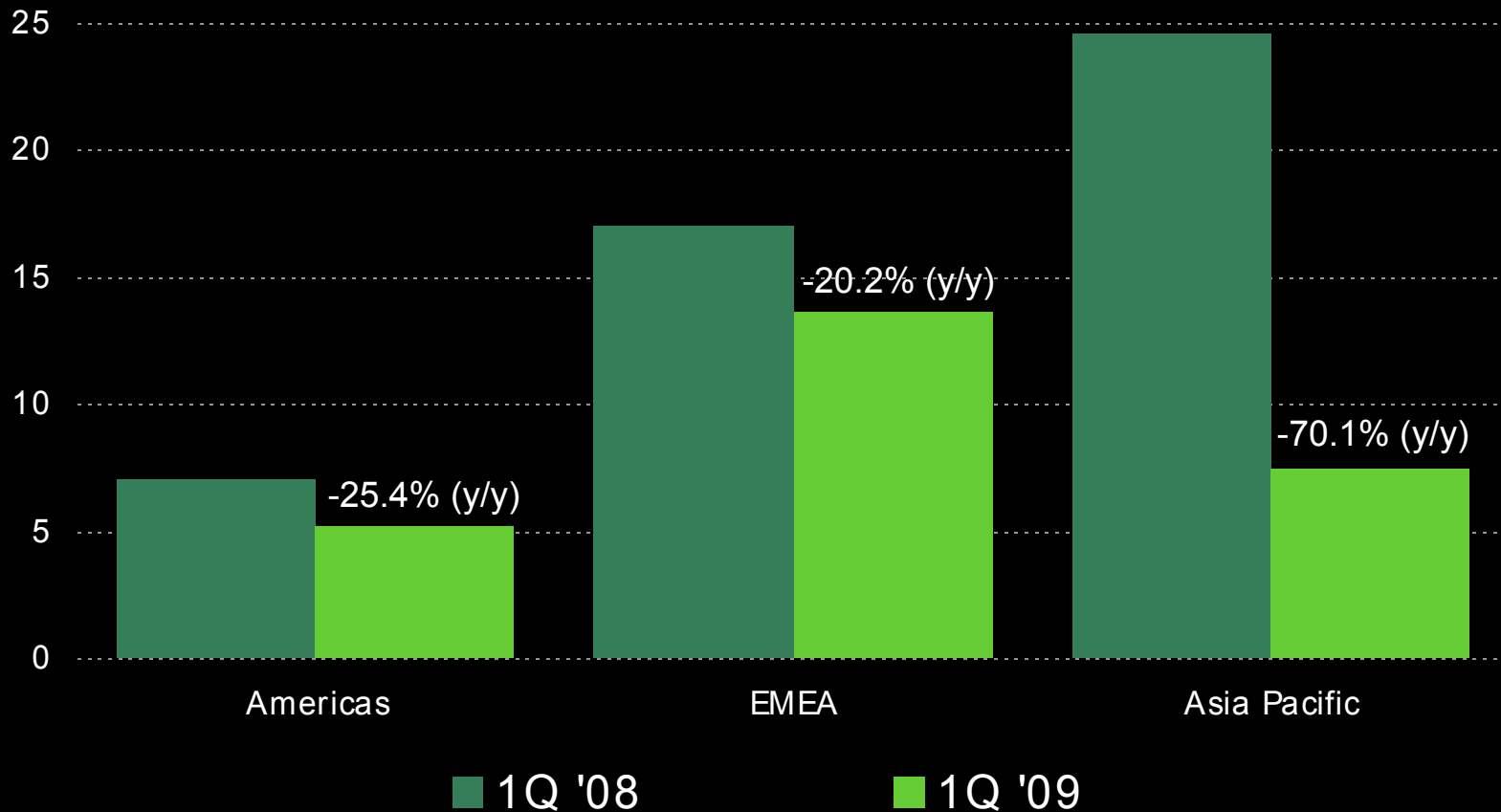
# Global Sales Volume is Reflecting Credit Crisis

\$billions



# Global Sales Volume For Trades Above US \$100 million

\$billions



# Global Transactions

> US\$1 billion

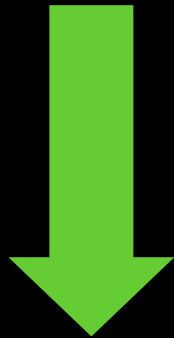
| 2007                 | 2008                             | 2009 YTD                  |
|----------------------|----------------------------------|---------------------------|
| Coeur Defense        | General Motors Building          | BBVA Portfolio            |
| HSBC Headquarters    | Banco Santander Financial City   | Meadowhall Mall           |
| Citigroup Tower      | Chelsea Barracks                 | Trillium Office Portfolio |
| 666 Fifth            | Resona Maruha Building           |                           |
| Worldwide Plaza      | Incheon Tower                    |                           |
| Travelers Complex    | Credit Lyonnais Building         |                           |
| AXA Financial Center | Noida Sector 94 Development Site |                           |
| Citypoint            | HSBC Headquarters                |                           |
| 280 Park             | Shinsea Bank HQ Building         |                           |
| Five Times Square    | Sony Center                      |                           |
| Westfield Doncaster  |                                  |                           |
| Swiss RE Tower       |                                  |                           |
| Delta River          |                                  |                           |
| + 14 Others ...      |                                  |                           |

Source: Real Capital Analytics

# Global Transactions

> US\$1 billion

2007



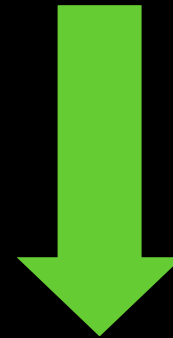
27

2008



10

1Q09



3

# John Hancock Tower (Boston)

200 Clarendon St.

Date of Sale: March 2009

Sale Method: Auction

Sale Price: \$660,510,000 (US)

Price/Unit: \$375

Vendor Profile: Broadway RE  
Partners

Buyer Profile: Normandy RE  
Partners

/ Five Mile Capital



# John Hancock – Going Full Circle

2003



\$655,000,000 (US)

*John Hancock  
To  
Beacon Cap / Lehman*

2006



\$847,000,000 (US)

$\Delta = 192\text{mm}$

*Beacon Cap / Lehman  
To  
Broadway RE Partners*

2009



\$660,510,000 (US)

$\Delta = (187\text{mm})$

*Broadway RE Partners  
To  
Normandy / Five Mile*



# Abbey HQ (London)

## 2-3 Triton Square

Date of Sale: April 2009  
Age: 2002  
Sale Method: Transfer to User  
Sale Price: \$164,440,000 (US)  
Cap Rate: 7.2%  
Price/Unit: \$822  
Vendor Profile: British Land  
Buyer Profile: Santander (parent co. of Abbey)



# Times Place (London)

## 43-45 Pall Mall

Date of Sale: March 2009  
Sale Price: \$80,654,000 (US)  
Cap Rate: 7.8%  
Price/Unit: \$1,343  
Vendor Profile: Legal & General  
Buyer Profile: M1 Group (Mikati Family, Lebanon)



# TAC HQ (Victoria, Australia)

60 Brougham St.

Date of Sale: March 2009

Age: 2008

Sale Price: \$48,151,000 (US)

Cap Rate: 8.0%

Price/Unit: \$296

Vendor Profile: FKP Property Group

Buyer Profile: Laidlaw Family



# Shin Kong A11 (Taipei)

11 Songshou Rd, Sinyi District

Date of Sale: April 2009

Sale Method: Auction

Sale Price: \$339,053,000 (US)  
(16% above Reserve)

Cap Rate: 3.6%

Price/Unit: \$496

Vendor Profile: Shin Kong Life

Buyer Profile: ING Antai

