

Current and Historical Perspective



Welcome Kevin Antaya

Altus InSite's 2nd Quarter 2008 Investment Trends Survey results, in this, our fourth year of surveying the market and distributing the results, we are pleased that a large proportion of the Canadian real estate community are not only contributors but also consumers of the survey. We encourage all professionals involved in the real estate markets within the commercial real estate industry and to interpret the trends that will impact future markets. It is important to emphasize, however, that caution is required with respect to interpreting the survey results. The survey is a snapshot of the current changing investment market; survey results can lag actual transaction details and indicate long-term trends.

The Q2 2008 questionnaire was distributed earlier this quarter to professionals within the commercial real estate investment community in Canada. The survey was completed by 124 individuals from 30 different companies. The survey was conducted by telephone to be an accurate representation of the commercial real estate market.

"Lenders' fears of a market crash are actually contributing to making things worse."
— Pension Fund executive

Please note that all menus are contextual. After selecting a menu option, please wait for new data to load before clicking the DSP button.

Current Quarter Data

Please select a report type from the menu below to generate a list of available products for the current quarter, and then select one of the available options from the Market menu.

REPORT TYPE: Altus InSite Investor Outlook

PRODUCT TYPE: Office

PROPERTY: Downtown Class "AA" Office

MARKET: All National

Miscellaneous Reports

Please select a report type from the menu below.

REPORT TYPE: Respondent Categories

Display Report

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CURRENT QUARTER RESULTS

Access results from the current quarter survey for 8 major markets in Canada for **Office, Retail, Industrial and Multiple Unit Residential** property types. Includes results for Valuation Parameters, Rental Rates and the Altus InSite Property and Market Barometers as well as the Altus InSite Office Vacancy Barometer.



HISTORICAL REPORTING

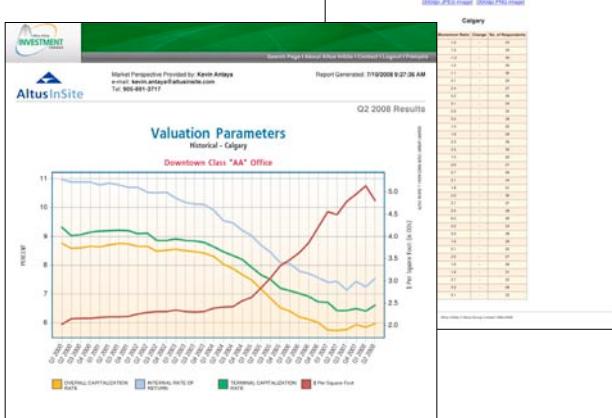
Additional access is available to generate historical graphs for all markets and a wide range of property types. Data includes

Valuation Parameters, Rental Rates, Investor Outlook and all of the Altus **Barometers** as far back as Q1 2000



RESULTS FULLY BILINGUAL

All subscribers can access results for all markets and property types in French and output charts and data to include in their reports. Subscribers to the historical results will also be able to access and output history in French.

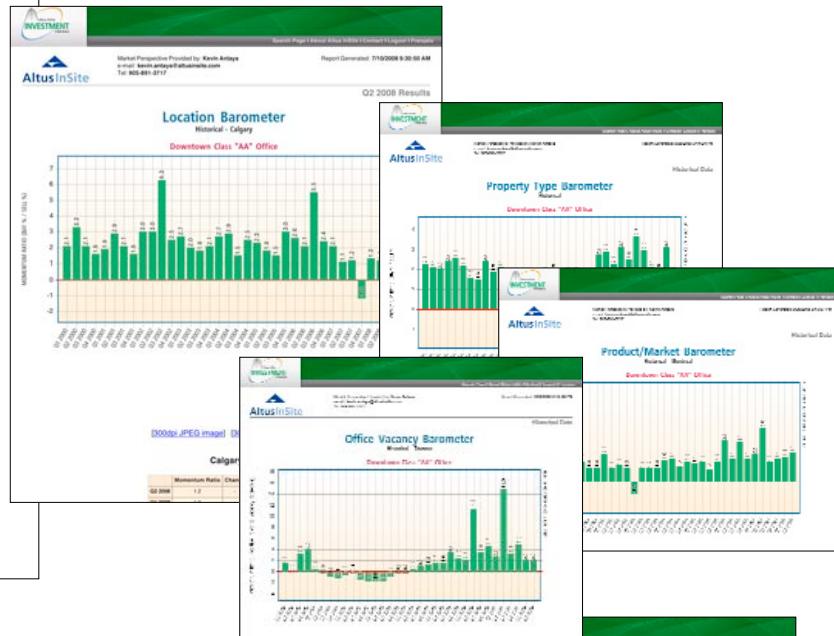


Detailed Historical Analysis



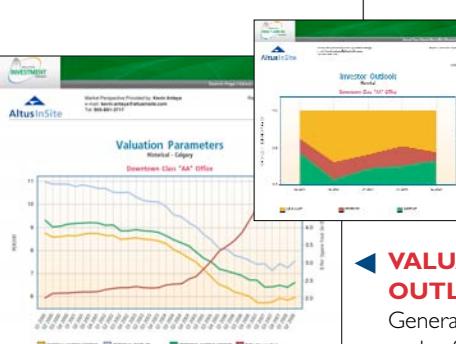
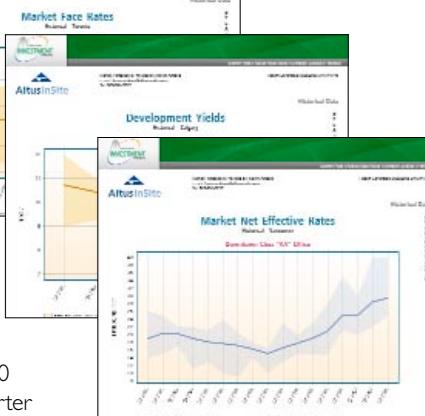
ALTUS INSITE BAROMETERS

Compare current quarter results with detailed historical **Product/Market, Location, Property Type** and **Office Vacancy Barometers** for a specific market and/or property type and access dynamic downloadable graphs and detailed historical data tables.



ANALYZE THE SHIFTING PERCEPTION OF THE OFFICE MARKET

Generate Rolling Five Quarter and Since Q1 2000 versions of the current quarter graphs for: Economic and Market Face Rates; Development Yields, and; Net Effective Rates.



VALUATION AND OUTLOOK

Generate historical graphs for each of the market and property type combinations to compare historical **Valuation Parameters** and, **Investor Outlook** since Q1 2000 and download graphs and relevant data for use in your reports.

DYNAMIC 'CHANGE YOUR VIEW' FEATURE TO ACCESS HISTORICAL SNAPSHOTS

View quarterly snapshots for each quarter from the current quarter back to Q1 2000 and generate historical 'snapshot' graphs for direct comparison to current quarter results.

Investment Trends Survey Definitions



ALTUS INSITE BAROMETERS

Product/Market Barometer

A unique barometer to identify the momentum of various product/market combinations across the major Canadian urban centres. Survey participants are asked whether they are a buyer or seller ("hold" not an option), and thus a bullish or bearish response is obtained for each property type/market. We have also included publicly traded real estate corporate stock and REIT units since these instruments compete for capital from the same sources.

Property Types Surveyed

Downtown Class AA Office	Tier I Regional Mall
Downtown Class B Office	Tier II Regional Mall
Downtown Office Land	Community Mall
Suburban Class A Office	Power Centre
Suburban Class B Office	Food Anchored Retail Strip
Suburban Office Land	Multiple Unit Residential
Single Tenant Industrial	Hotel
Multi Tenant Industrial	REIT Units
Industrial Land	Corporate Realty Shares

Urban Centres Surveyed

Vancouver	Toronto	Quebec City
Edmonton	Ottawa	Halifax
Calgary	Montreal	

Office Vacancy Barometer

This barometer to identify vacancy momentum for Downtown Class "AA" and Class "B", as well as Suburban Class "A" and Class "B" buildings for all seven markets. All contributors are asked if vacancy rates will increase, decrease, or stay the same, over the next three months.

The momentum ratio is defined as the largest % directional response divided by the balance of all other % responses. For example, say 75% of respondents believe Montreal Suburban 'A' vacancy will decrease, 17% said it would be stable, and 8% said increase. The momentum ratio would equal [75% divided by (17% + 8%)] = 3.0

Investor Outlook

Contributors are asked to comment on expected value trends for each product type over the next 12 months. The result is a forward-looking value expectation.

OVERVIEW AND BACKGROUND

The objective of the Investment Trends Survey is to study the perception of key decision makers and to interpret the trends that will impact on future markets. We have conducted this survey since 1999 allowing us to provide a valuable historical perspective.

The questionnaire is distributed each quarter to professionals within the commercial real estate investment community in Canada and the broad range of respondents is considered by our statistician to be an accurate representation of the commercial real estate market.

We are pleased that a large proportion of the Canadian real estate community are not only contributors but also subscribers. Contributors to the survey include: Ownership Side of Pension Funds and Pension Fund Advisors, Publicly Traded Corporations/REITs, Ownership Side of Banks/Life Companies, Investment Banks/Real Estate Brokers /Real Estate Analysts, Private (Domestic) Companies, Private (Foreign) Companies, as well as the Lending Side of Banks/Life Companies/Pension Funds.

The results of the survey represent an informed consensus opinion and it is important to emphasize that caution is required with respect to the interpretation of valuation parameters set out herein. In today's rapidly changing investment market, survey results can lag actual transaction details and indicate lower/higher valuation parameters.

Originally published each quarter as a printed report containing colour charts with written summaries, the results of the surveys are now delivered online and provide subscribers with increased access to a wide range of colour charts, all of which can be downloaded from the site. In addition to the current quarter results, selected subscribers can access complete historical data on 12 different report types, covering

PRICING & BENEFITS

Current Quarter Access	\$1,700*
Additional Access to Historical Results	\$700

No limit to the number of registered users.

No limit to the number of logins.

Unlimited training and support.

Access results sooner and more easily

**All pricing is based on a quarterly subscription with no obligation beyond a one quarter subscription. \$1,000 credit for contributors.*