



A Comparison of Nisku and Edmonton Market Activity

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Market Activity Overview For Nisku And Edmonton

Year	Edmonton		Nisku	
	Transactions/Year	Total Capital Exchanged	Transactions/Year	Total Capital Exchanged
2006	965	\$1,699,254,623.05	26	\$57,269,050.00
2007	1163	\$3,978,428,012.93	26	\$68,518,300.00
2008	639	\$1,727,019,075.37	21	\$64,985,560.00
2009	424	\$1,208,536,851.10	11	\$44,346,796.00
2010	575	\$2,181,018,856.29	25	\$47,545,000.00
2011*	185	\$526,810,175.23	12	\$16,539,500.00

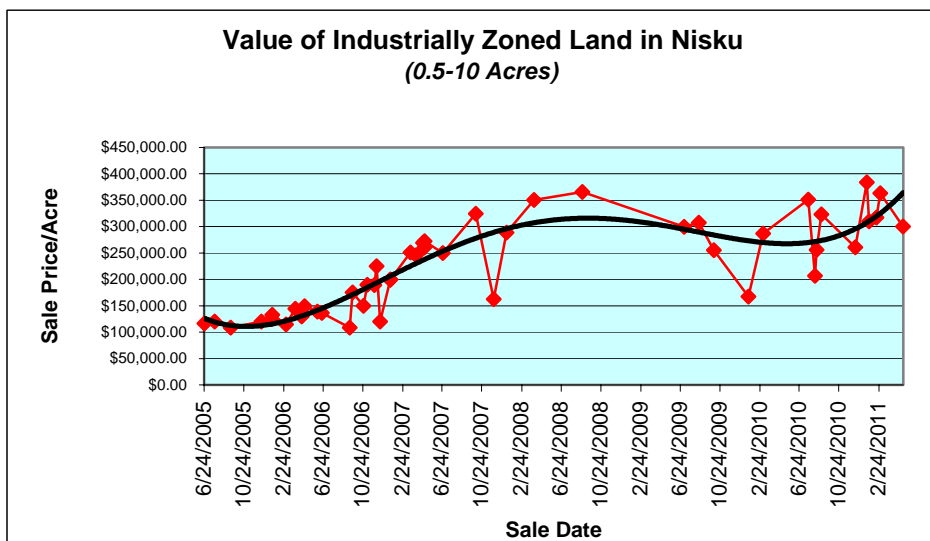
*Based on data from January to April, inclusive.

Nisku Overview

Nisku is located at the southern edge of Edmonton's municipal boundary, situated on approximately 2,700 hectares of land, adjoining to the Edmonton International Airport. Over 400 companies are located within Nisku, with a significant majority focused on the oil, gas, and manufacturing sectors. The region is predominantly industrial in nature with commercial oriented properties located along major roadways. Generally, market activity within the Nisku and Edmonton regions tend to be interdependent.

Nisku and Edmonton Land Value Comparison

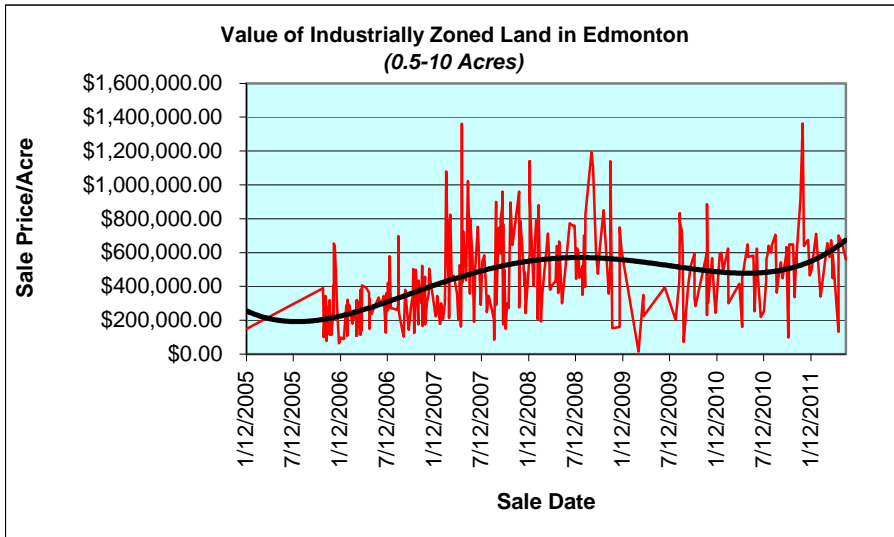
As of 2005, industrially zoned land values in Nisku have been on a general upward progression with a significant increase in 2007/2008 and a subsequent decrease in 2009/2010. This rise and fall can be attributed to the economic boom and ensuing slowdown that the Alberta economy experienced from 2007 to 2010. As of mid 2010, prices have begun to rise and even exceed those exhibited in the latter stages of 2006. *Note: There was a 5.68 acre lot at the low end of the market range that sold on December 1, 2010 for \$167,253 per acre. This sale was for a site with numerous underground pipelines. Also, as of early 2011 a majority of land sales in Nisku have been for sites less than two acres.*



A trend line extrapolated from the Nisku data set indicates a price per acre of roughly \$120,000 in 2005 and \$300,000 in 2007/2008. Prices per acre declined during 2009/2010 to nearly \$275,000 before continuing the upward trend towards the current price of between \$300,000 and \$360,000. This trend is similar to the general pattern that Edmonton industrial land has experienced.

The information contained herein was obtained from sources deemed to be reliable and is believed to be true; it has not been verified and as such, cannot be warranted nor form any part of any future contract.

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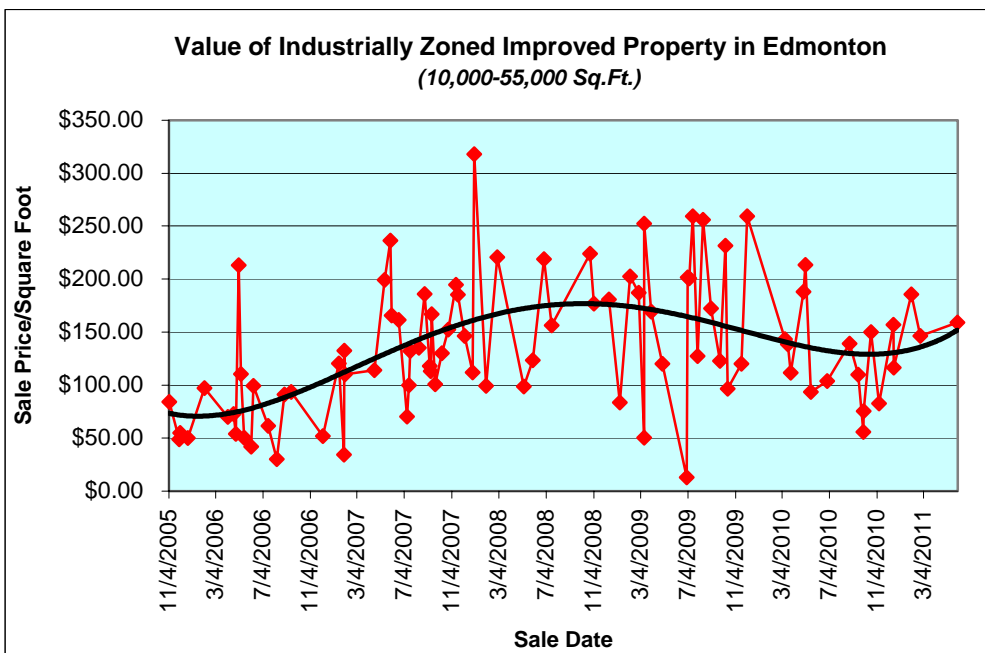


Similarly, Edmonton industrial land has exhibited an upward trend from 2005 to the present. A trend line shows a price per acre of nearly \$300,000 in 2005, increasing to a price of roughly \$600,000 in 2007/2008. A decline in price to \$500,000 per acre occurred during 2009/2010. A rebound has occurred with prices rising past \$600,000 per acre in the last year. The trend line indicates upward progression in the price of land in Edmonton.

Overall, the graphs suggest a common pattern amongst Nisku and Edmonton industrial land sales. Both areas experienced a peak in prices in late 2007/early 2008 before dropping in 2009/2010. As of late 2010, the trend lines show higher land sale prices for both locations than during the economic boom.

Nisku and Edmonton Improved Properties

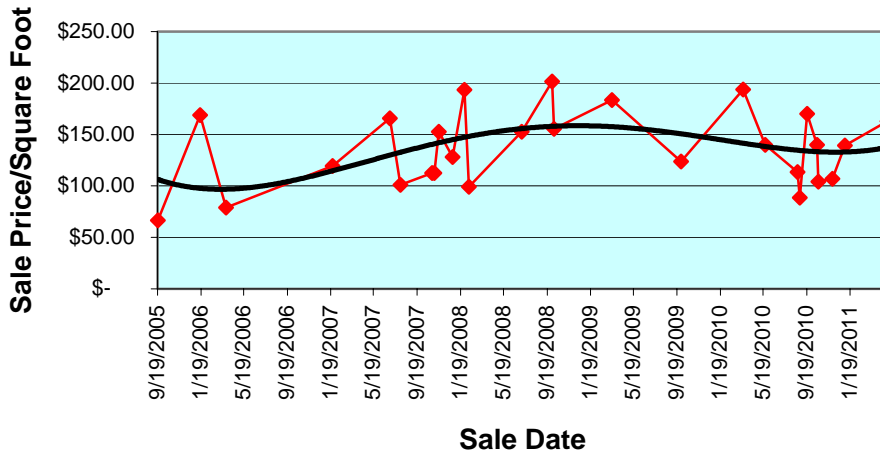
The following graphs are for sales of improved property containing a main floor area of between 10,000 and 55,000 square feet, and which have a building to land ratio between 9 and 24 percent.



The trend line indicates Edmonton unit prices per square foot of building were nearly \$75 in 2005 and almost \$175 at their peak in 2008. As of 2011, prices are trending upward towards the \$150 per square foot range.

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**Value of Industrially Zoned Improved Property in Nisku
(10,000-55,000 Sq.Ft.)**



Regarding unit prices of improved property in Nisku, the preceding graph reveals a trend line peaking in 2008, with a subsequent fall during 2009 and 2010. In 2005, an average sale price per square foot of \$110 was revealed, with a peak of nearly \$160 during the 4th quarter of 2008. Sale price per square foot appears to have stabilized in late 2010/early 2011 at approximately the \$125 to \$135 range. This mirrors the general trend seen in Edmonton improved property sales.

Overall, Edmonton’s and Nisku’s improved property prices saw a peak in 2008 before dropping off in subsequent years. Sale prices per square foot presently appear to be on an upward trend for both locations. The graphs indicate that prices for improved property are still at levels below those of 2008.

Summary

In summary, based on the preceding graphs, it is evident that Edmonton and Nisku share similar characteristics pertaining to market trends. Both areas experienced an escalation in prices and subsequent decrease during approximately the same time intervals. They both appear to have stabilized and an increase in prices has commenced over the last two years. Further, Edmonton and Nisku have seen similar trends with respect to the different property types shown above. The graphs indicate that values are generally lower in Nisku, however, overall market trends are similarly affected by the same economic factors. Thus, confirming that the Edmonton and Nisku markets are strongly interdependent.

A significant majority of Nisku’s workers, business owners, and investors live in Edmonton, which creates a direct relationship between the regions. The result is a large volume of Nisku’s market activity is between parties based out of Edmonton. Consequently, Nisku’s market activity is directly tied to that of Edmonton.