

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

Westbrook Mall & the West LRT Calgary's Hottest Local Market



Brett Turner
Broker / Owner
Redline Real Estate Group

Local Market Analysis

- Not trading stocks, bonds or other securities
- Can only do so much from your desk
- Just like property, investors are different



www.redlinerealestate.ca

403.242.7009

2

Fundamentals at Their Finest

- Calgary is the top investment market in the country – REIN
- Westbrook mall area is hottest opportunity in the city - Redline
- Goldmine scorecard



www.redlinerealestate.ca

403.242.7009

3

Fundamentals at Their Finest

- Can be easy to lose sight of the big picture
- Calgary REIN members eat well every day

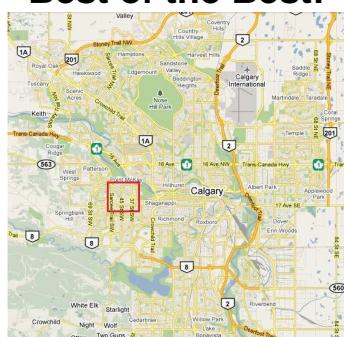


www.redlinerealestate.ca

403.242.7009

4

Best of the Best!



www.redlinerealestate.ca

403.242.7009

5

Best of the Best!



www.redlinerealestate.ca

403.242.7009

6

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

Best of the Best!



www.redlinerealestate.ca

403.242.7009

7

Best of the Best!

- Communities of
 - Shagannapi (East)
 - RossCarrock + Westgate (West)
 - Killarney + Glendale (South)
 - Spruce cliff (North)

www.redlinerealestate.ca

403.242.7009

8

Down to Business

- Goldmine Scorecard
- Town or Region
 - Transportation / Employment
 - Political Leadership

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

9

Down to Business

- Goldmine Scorecard
- Neighbourhood
 - Zoning change
 - New development
 - Speculative investment
 - Local amenities for exit buyer

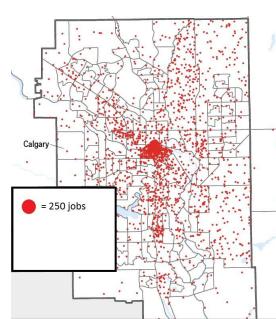
REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

10

Jobs



www.redlinerealestate.ca

403.242.7009

11

Jobs

- 44% of Calgary jobs DT
- 232,000 jobs added to DT core over next 60 yrs (COC)
- Many projects (see CED for list)



www.redlinerealestate.ca

403.242.7009

12

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

Transportation

West LRT

West LRT Council Approved Alignment - June 2008



Legend:

- 11 St LRT Station
- 16 St LRT Station
- 20 St LRT Station
- Westbrook LRT Station
- 51 45 St LRT Station
- 52 Signal Hill LRT Station
- 53 69 St LRT Station
- 54
- 55
- 56
- 57

Ground Level (solid line), Elevated (dotted line), Trench (dashed line), Underground (Tunnelled) (dash-dot line).

REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 13

Transportation

West LRT

- Westlrt.ca
- 750M + project
- Part of COC's "Transit Oriented Development"
- First of many....

REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 14

Political Leadership

- 2009 MDP is focusing on Transit Oriented Development (TOD). So is new mayor.
- 2 reasons
 - 1. Only have so much land, annexation is expensive
 - 2. Cheaper to add capacity to existing infrastructure than to build new and service it

REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 15

Political Leadership

- Urban sprawl?
- Homogenous, uninspired new communities?
- More SOV traffic?

REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 16

Political Leadership

- Urban sprawl?
- Homogenous, uninspired new communities?
- More SOV traffic?



REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 17

Political Leadership

- Urban sprawl?
- Homogenous, uninspired new communities?
- More SOV traffic?
- Infill development?
- Walkable communities?
- Live/work opportunities?
- Secondary suites?



REDLINE Real Estate Group

www.redlinerealestate.ca 403.242.7009 18

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

Political Leadership

- Urban sprawl?
- Homogenous, uninspired new communities?
- More SOV traffic?
- Infill development?
- Walkable communities?
- Live/work opportunities?
- Secondary suites?



REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

19

Goldmine Scorecard

- Neighbourhood
 - Zoning change
 - New development
 - Speculative investment
 - Local amenities for exit buyer

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

20

TOD In Action

- Neighbourhood
 - Zoning change
 - New development

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

21

TOD In Action

West LRT & Westbrook Mall ARP



REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

22

Greater Density Inner-City

- Density in Units per Hectare (UPH)
- City wants **50%** growth inner city
- 2005 = **-5%** (ppl moving to suburbs)
- 2005 ppl / hectare = 20. 60 yr target = 27
- 2005 jobs/ hectare = 11 60 yr target = 27

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

23

TOD In Action

West LRT & Westbrook Mall ARP



REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

24

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

TOD In Action

West LRT & Westbrook Mall ARP



www.redlinerealestate.ca 403.242.7009 25

REDLINE
Real Estate Group

Why does UPH matter?

17 UPH



www.redlinerealestate.ca 403.242.7009 26

REDLINE
Real Estate Group

Why does UPH matter?

17 UPH



www.redlinerealestate.ca 403.242.7009 27

REDLINE
Real Estate Group

Why does UPH matter?

17 UPH



www.redlinerealestate.ca 403.242.7009 28

REDLINE
Real Estate Group

Why does UPH matter?

17 UPH



www.redlinerealestate.ca 403.242.7009 29

REDLINE
Real Estate Group

Goldmine Scorecard

- Neighbourhood
 - Zoning change
 - New development
 - Speculative investment
 - Local amenities for exit buyer

www.redlinerealestate.ca 403.242.7009 30

REDLINE
Real Estate Group

Brett Turner – Hot Calgary Neighbourhoods

Presented February 2011 Exclusively to the Members of REIN™

Local Amenities for Exit Buyer



REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

31

Local Amenities for Exit Buyer



REDLINE
Real Estate Group

www.redlinerealestate.ca 403.242.7009

32

Final Thoughts

- If the fundamentals are TOO good then highest and best use will reflect redevelopment opportunities and the income model won't work (no cash flow)
- REIN members need to understand most properties are sold to buyers with ownership economics (local stats tough to read)
- Investment properties trade for significantly less

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

33

Final Thoughts

- Cash flow always dependent on individual variables & assumptions --- need to be evaluated case by case
- There are opportunities here for all levels of risk tolerance and financial commitment
- Townhouses → half duplexes → suited SFH → fourplexes

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

34

Final Thoughts

- You can't improve your location but other taxpayers can do it for you
- Buy now with foresight and let the economic fundamentals (jobs & transit) come to you!

inquire@redlinerealestate.ca
www.redlinerealestate.ca

REDLINE
Real Estate Group

www.redlinerealestate.ca

403.242.7009

35