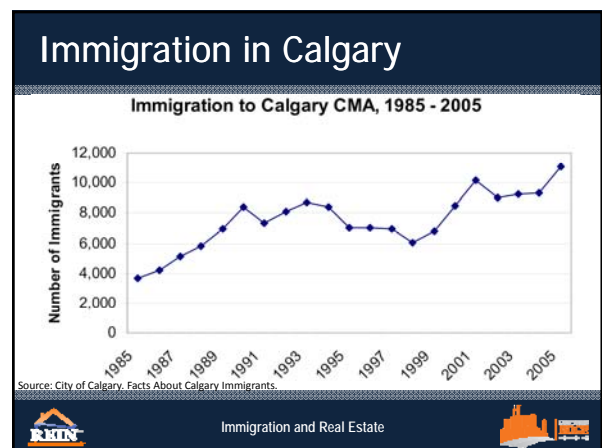
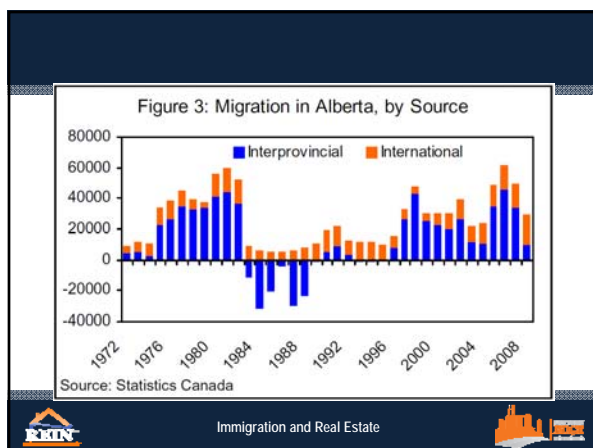


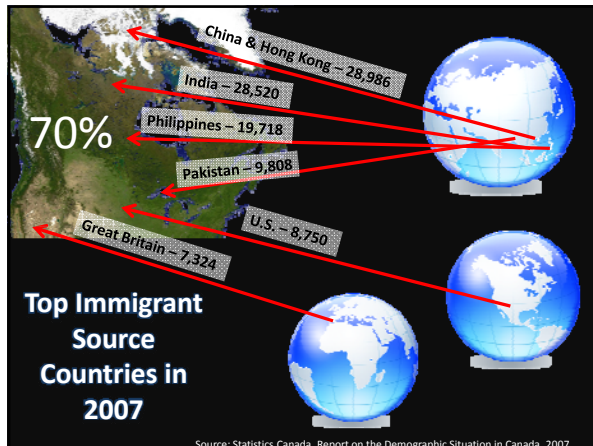
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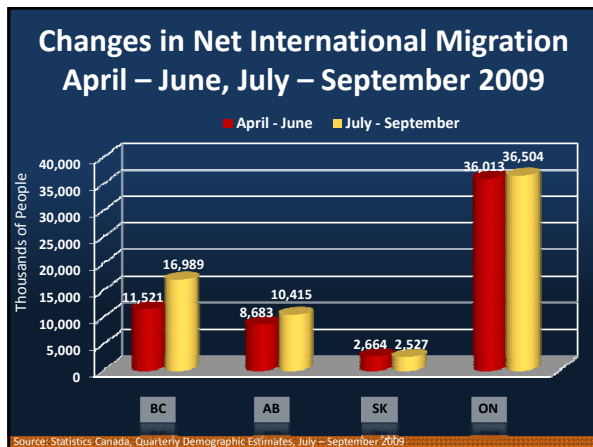
On the need for more Foreign Workers....

“‘Help Wanted’ signs are everywhere. When it starts to affect our ability to go to Tim Horton’s and get a double-double, it ceases to be a laughing matter.”

Then Immigration Minister Monte Solberg (November 2007)



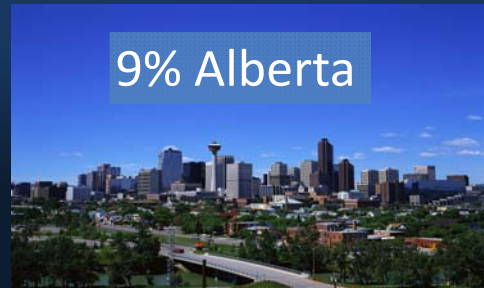
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90% live in a CMA

45% Ontario
18% Quebec
17% BC

9% Alberta



Source: Government of Canada, B.C. Immigration Trends, 2008 Highlights

Urban Areas with the Largest Proportion of Immigrants, 2006

Rank	City	Per cent Immigrants
1	Toronto, ON	45.7%
2	Vancouver, BC	39.6%
3	Hamilton, ON	24.4%
4	Abbotsford, BC	23.7%
5	Calgary, AB	23.6%
6	Windsor, ON	23.3%
7	Kitchener, ON	23.1%
8	Montreal, QC	20.6%
9	Guelph, ON	20.4%
10	London, ON	19.3%

Edmonton 18%

Source: Statistics Canada, Census 2006



Immigration and Real Estate



How does it impact your business of investing in Real Estate?

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How international immigration affects you

•According to the Urban Institute Immigration Studies Program, nearly 1/5 renter households are occupied by an immigrant family

•½ of all newcomers in Montreal, Toronto, and Vancouver changed their address within the first 30 weeks of arrival



Immigration and Real Estate



368 sq. ft. / person vs 500 sq. ft. / person



However, home purchase can be facilitated by large households

Source: Joint Center for Housing Studies at Harvard University

General Characteristics of Household Patterns of Immigrants to Canada

•Live in much larger households than average Canadian household (3.7 persons compared to 2.5)

•Average family income is about \$10,000 less than average Canadian household income

Source: CMHC, Settling In: Newcomers in the Canadian Housing Market, February 2009

Renting is highest among West Asian and Arab immigrants and ownership is highest among Asian and southeast Asian.



Source: CMHC, Settling In: Newcomers in the Canadian Housing Market, February 2009

Initial Entry of Foreign Workers by Province or Territory and Urban Area

Urban Area	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
Calgary	2,854	2,48	2,991	2,996	2,636	2,491	3,010	3,574	4,948	7,431
Red Deer	123	168	159	88	71	70	119	273	164	393
Edmonton	1,833	1,786	1,994	2,173	1,712	1,503	1,546	1,615	2,455	5,386
Wood Buffalo	75	96	121	135	96	90	123	273	421	495
Other Alberta	2,456	2,629	2,853	3,001	2,786	2,614	3,042	3,857	6,664	10,684
Total Alberta	7,341	7,227	8,118	8,393	7,300	6,768	7,840	9,592	14,652	24,371

Source: Government of Canada, Citizenship and Immigration Canada, Facts and Figures, 2007.

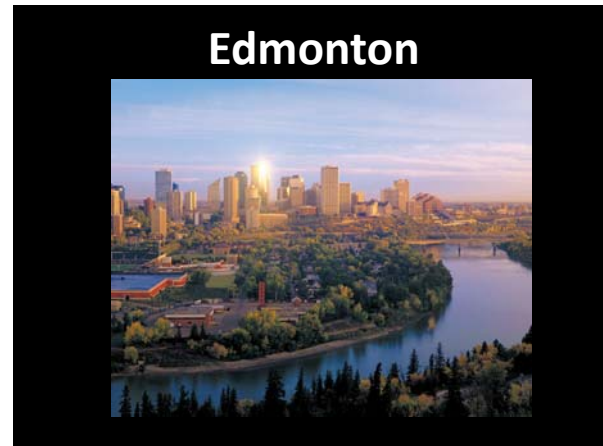


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Top 10 Source Countries to Edmonton

Immigrated 1996-2001	Number	Share
1 India	2,420	12%
2 China	2,410	11%
3 Philippines	2,350	11%
4 Hong Kong	810	4%
5 U.S.	780	4%
6 U.K.	760	4%
7 Vietnam	580	3%
8 Ukraine	550	3%
9 South Korea	470	2%
10 Yugoslavia	430	2%
Top 10 Countries	11,560	55%
All Other Countries	9,450	45%
Total	21,010	100%

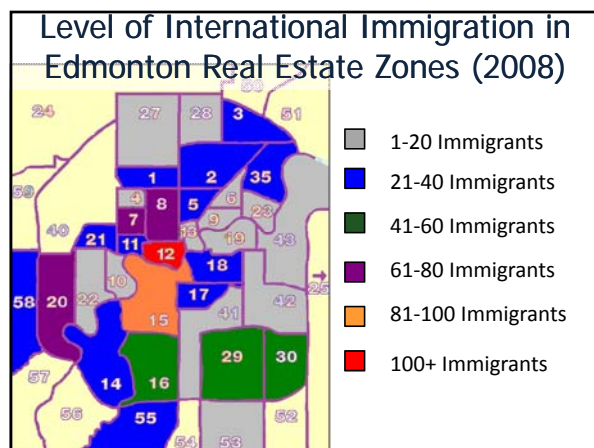
Source: Citizenship and Immigration Canada. Recent Immigrants in Metropolitan Areas – Edmonton, 2005.

Category of Immigrants in Edmonton

Type	1986-1990		1991-1995		1996-2000	
Family class	10,900	36%	16,290	45%	7,390	35%
Economic immigrants	11,470	37%	14,250	40%	11,670	55%
Refugees	7,910	26%	4,650	13%	2,280	11%
Other immigrants	340	1%	870	2%	10	0%
Total	30,630	100%	36,060	100%	21,350	100%

Source: Citizenship and Immigration Canada. Recent Immigrants in Metropolitan Areas: Edmonton—A Comparative Profile Based on the 2001 Census

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Areas with 200+ International Immigrants in 2008

† Inglewood
† Oliver

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Listing Price for Areas with 200+ International Immigrants in 2008

† Inglewood - \$225,548

† Oliver - \$360,218



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Areas with 101-200 International Immigrants in 2008

† Boyle Street

† Callingwood South

† Cntrl McDougall

† Duggan

† Empire Park

† Ermineskin

† Queen Alexandra

† Queen Mary Park

† Strathcona

† Tweddle Place



Immigration and Real Estate



Listing Prices for Areas with 101-200 International Immigrants in 2008

† Queen Alexandra - \$323,737

† Queen Mary Park - \$243,643

† Strathcona - \$422,543

† Tweddle Place - \$292,836

† Callingwood South - \$250,053

† Duggan - \$389,231



Immigration and Real Estate



Calgary



Immigration in Calgary

New Immigrants' Top 10 Countries of Birth, Calgary CMA, 2005		
	Number	Percent
India	1999	18.1%
China	1409	12.8%
Philippines	1352	12.2%
Pakistan	799	7.2%
Republic of Korea	377	3.4%
England	351	3.2%
Iran	287	2.6%
United States	230	2.1%
Romania	230	2.1%
Russia	204	1.8%
Other Countries (142)	3809	65.5%

Source: City of Calgary, Facts About Calgary Immigrants.



Immigration and Real Estate



Immigration in Calgary

New Immigrants by Place of Birth, Calgary CMA, 1982, 1992, 2005			
	1982	1992	2005
Africa	5.0%	4.0%	7.1%
Australia & Oceania	1.3%	1.9%	0.6%
Asia	14.5%	32.1%	44.1%
Caribbean	2.8%	1.6%	0.5%
Central America	0.6%	4.2%	1.0%
Eastern Europe	12.3%	9.0%	4.2%
Europe	27.8%	6.3%	5.4%
Middle East	4.2%	5.1%	3.2%
North America	7.0%	4.0%	2.3%
South America	2.9%	2.1%	3.8%
South Asia	7.7%	10.2%	16.9%
South East Asia	14.0%	19.6%	11.1%
Total	100.0%	100.0%	100.0%

Source: City of Edmonton, Business, Labour Force, 2010.



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Immigration in Calgary

- † An average of 7,520 new immigrants came to Calgary each year from 1985
- † Majority of new immigrants to Calgary in applied under either the Skilled Worker class (52.7%) or the Family class (27.4%)

Source: City of Calgary, Facts About Calgary Immigrants



Immigration and Real Estate



- † 53.3% of recent immigrants age 25-44 had a university certificate, diploma, or degree, compared to only 21.6% of the Canadian-born population of the same age

Source: City of Calgary, Facts About Calgary Immigrants

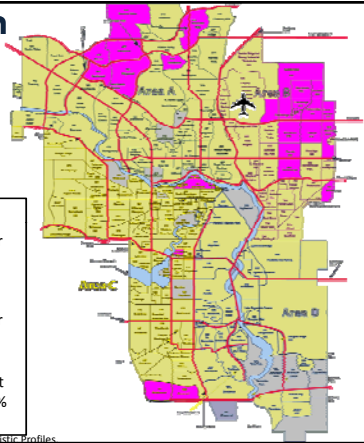


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Areas of High and Low Immigration

- Areas with a 30% Immigrant Population or Higher
- Areas with a 14% Immigrant Population or Lower
- Areas with an Immigrant Population between 14% and 30%



Source: City of Calgary, Community Social Statistics Profiles

Areas with a 40% Immigrant Population or Higher

- † Applewood Park: 44.9%
- † **Chinatown: 81.4%**
- † Coral Springs: 55.8%
- † Downtown Commercial Core: 44.3%
- † Hamptons: 44.9%
- † Monterey Park: 48.7%

Source: City of Calgary, Community Social Statistics Profiles



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Areas with a 40% Immigrant Population or Higher continued

- † Panorama Hills: 41.7%
- † Saddle Ridge: 47%
- † Taradale: 47.8%
- † University of Calgary: 43.8%
- † Whitehorn: 44.3%

Source: City of Calgary, Community Social Statistics Profiles



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Neighbourhoods with High Immigration and Average Prices

- † Applewood Park: \$210,996 (2008)
- † Bridlewood: \$200,000 - \$500,000
- † Eau Claire: \$200,000 - \$1,000,000
- † Hawkwood: \$200,000 - \$800,000
- † Somerset: \$200,000 - \$500,000

Source: Jim Sparrow Real Estate Listings



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Neighbourhoods with Low Immigration and Average Prices

- † Elbow Park: Up to \$10,000,000
- † Eagle Ridge: \$1,000,000 - \$12,000,000
- † McKenzie Lake: \$275,000 to \$2,500,000
- † McKenzie Towne: \$300,000 - \$900,000
- † Roxboro: \$1,000,000 - \$4,000,000
- † Scarboro: \$400,000 - \$2,000,000

Source: Jim Sparrow Real Estate Listings



Immigration and Real Estate



The Levels of Impact of Immigration on Real Estate



Population of one million +
100,000 immigrants =

10% increase in housing values
and rents

Source: The Wharton School, University of Pennsylvania – Immigration and Real Estate Markets, April 2007

Correlation of Immigration and Real Estate Prices at Various Levels

Macro
(National)



Meso
(City)



Micro
(Neighbourhood)



Source: The Wharton School, University of Pennsylvania – Immigration and Real Estate Markets, April 2007

How Do You Use This Info?

- Gather Statistics for YOUR Area
- Target Your Advertising Accordingly
- Be Culturally Sensitive To Your Market
- Find A Way To Solve Their Problem
- Understand the Rental & Buying Patterns.

www.statcan.gc.ca



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