**Brookfield**Residential

# CAPTURING VALUE BY DEVELOPING LAND & BUILDING HOMES IN PREMIER NORTH AMERICAN MARKETS

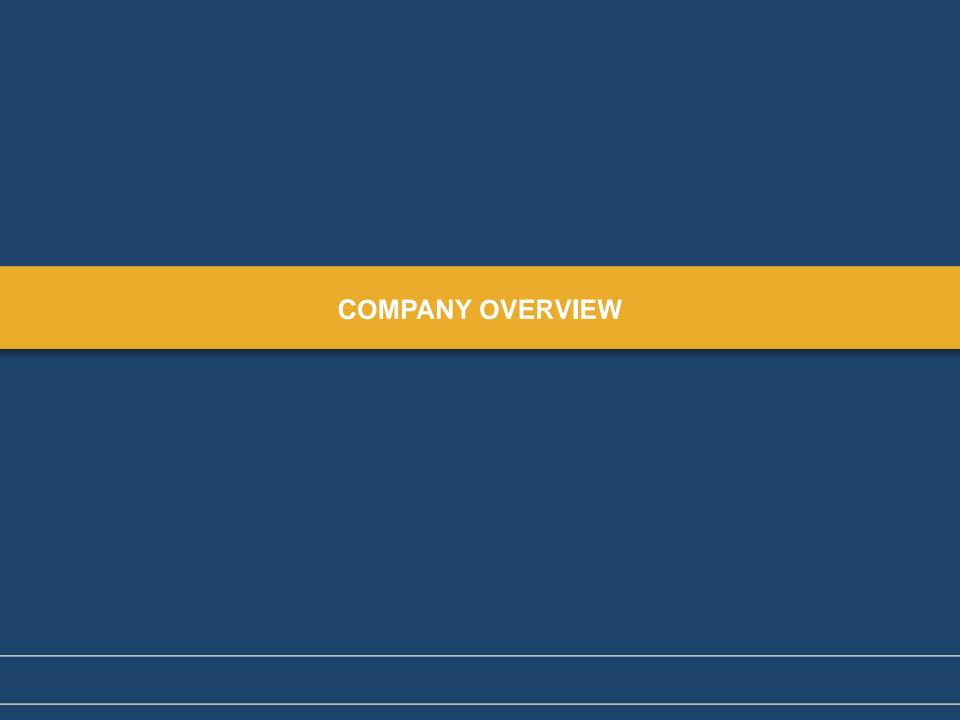
NOVEMBER | 2013

# NOTICE TO RECIPIENT

This corporate profile contains "forward-looking statements" within the meaning of applicable Canadian securities laws and United States federal securities laws. The words "may," "believe," "will," "anticipate," "expect," "project," "future," and other expressions that are predictions of or indicate future events and trends and that do not relate to historical matters identify forward-looking statements. Such statements reflect management's current beliefs and are based on information currently available to management. The forward-looking statements in this corporate profile include, among others, statements with respect to the current business environment and outlook including statements regarding economic and market conditions in the U.S. and Canadian housing markets; possible or assumed future results; ability to create shareholder value and pursue homebuilding or land investments, including the timing of projects; business goals, strategy and growth plans; strategies and capabilities for shareholder value creation; the stability of home prices; effect of challenging conditions on us, including general economic conditions; factors affecting our competitive position within the homebuilding industry; the visibility of our future cash flow; economic and demographic fundamentals in Alberta and the Greater Toronto Area; and sufficiency of our access to capital resources. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the actual results to differ materially from the anticipated future results expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those set forth in the forward-looking statements include, but are not limited to changes in general economic, real estate and other conditions; changes in interest rates; mortgage rate and availability changes; availability of suitable undeveloped land and lots at acceptable prices and having sufficient liquidity to acquire all such properties; adverse legislation or regulation, including changes to tax laws; ability to obtain necessary permits and approvals for the development of our land; availability of labour or materials or increases in their costs; ability to develop and market our master-planned communities successfully; laws and regulations related to property development and to the environment that could lead to additional costs and delays, including laws and regulations that may limit municipality growth in the areas in which we operate; ability to obtain regulatory approvals; confidence levels of consumers; ability to raise capital on favourable terms; our debt and leverage; adverse weather conditions and natural disasters: relations with the residents of our communities; risks associated with increased insurance costs or unavailability of adequate coverage; ability to obtain surety bonds; competitive conditions in the homebuilding industry, including product and pricing pressures; ability to retain our executive officers; relationships with our affiliates; the seasonal nature of our business and its impact on operating results; operational risks including, but not limited to home warranty claims, liabilities resulting from our role as a general contractor, workers' compensation claims and other health and safety liabilities, and civil enforcement of liabilities and judgments against our assets; changes to foreign currency exchange rates; and additional risks and uncertainties, many of which are beyond our control, referred to in this corporate profile and our other public filings with the applicable Canadian regulatory authorities and the United States Securities and Exchange Commission. Except as required by law, we undertake no obligation to publicly update any forward-looking statements whether as a result of new information, future events or otherwise. However, any further disclosures made on related subjects in subsequent reports should be consulted.

Unless otherwise noted, all references to "\$" or "Dollars" are to U.S. Dollars.





# **COMPANY OVERVIEW**

Brookfield Residential Properties Inc. is a leading North American land developer and homebuilder with operations in eleven major markets. We entitle and develop land to create master-planned communities and build and sell lots to third-party builders, as well as to our own homebuilding division. We also participate in selected, strategic real estate opportunities, including infill projects, mixed-use developments, infrastructure projects and joint ventures.

• 5<sup>th</sup> largest North American residential platform by land and housing assets with strong and unique geographical diversification in three active operating segments and 11 major markets including:

Canada - Calgary, Edmonton, Greater Toronto Area

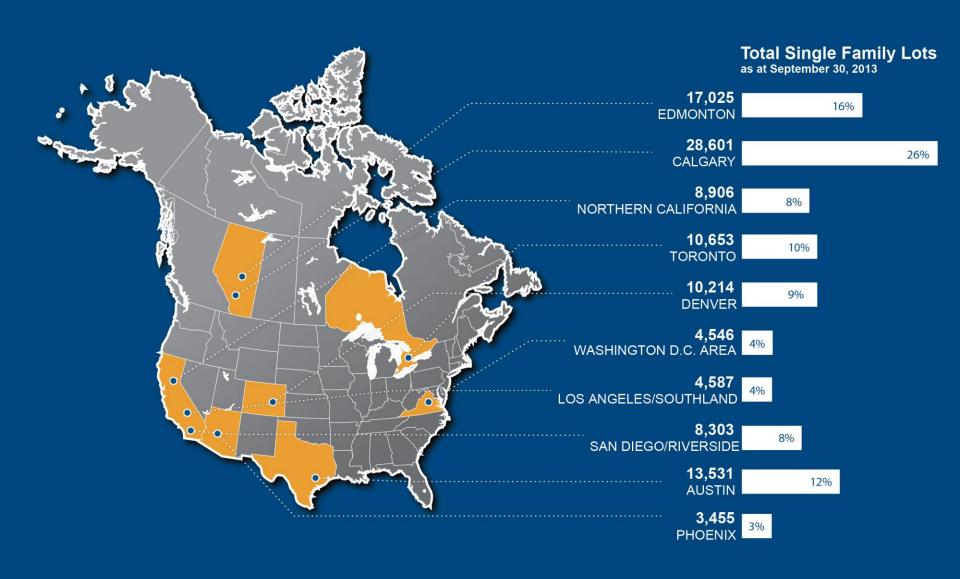
Central and Eastern U.S. - Austin, Denver, Phoenix, Washington D.C.

California - Los Angeles/Southland, Sacramento, San Diego/Riverside, San Francisco Bay Area

- Owning developed or entitled lots in a geographically diverse portfolio provides the benefit of stable Canadian markets, while positioning the company for a continued recovery in the U.S.
- Our disciplined land entitlement process, synergistic operations and capital flexibility allow us to pursue homebuilding or land investments.



# WHERE WE BUILD



# WELL POSITIONED IN GROWTH MARKETS WITH POSITIVE FUNDAMENTALS

### U.S.

- · Housing recovery continues to progress well
- National and regional builders working to source lot supply to meet increased housing demand
- Land sales in the U.S. continue to improve, driven by increased activity in all of our markets
- Based on our current land holdings and recent price increases, we are optimistic about our increasing profitability continuing in 2014 and beyond
- By 2015, we hope to see results in the U.S. approach profitability levels currently seen in Canada, assuming ongoing market recovery

### **CANADA**

- Alberta and Ontario continue to perform at levels consistent with previous years
- Anticipate Canadian markets will remain stable over the coming year
  - Our operations should benefit from our strong market share within the energy-focused Alberta market
  - Strong population growth and green belt limitation in Greater Toronto Area continue to support strong demand for new home sales
- "Soft landing" that many discuss refers to decline in the hi-rise business in Toronto and Vancouver, where Brookfield Residential does not participate

# **RECENT HIGHLIGHTS**

### 2013 YTD HIGHLIGHTS

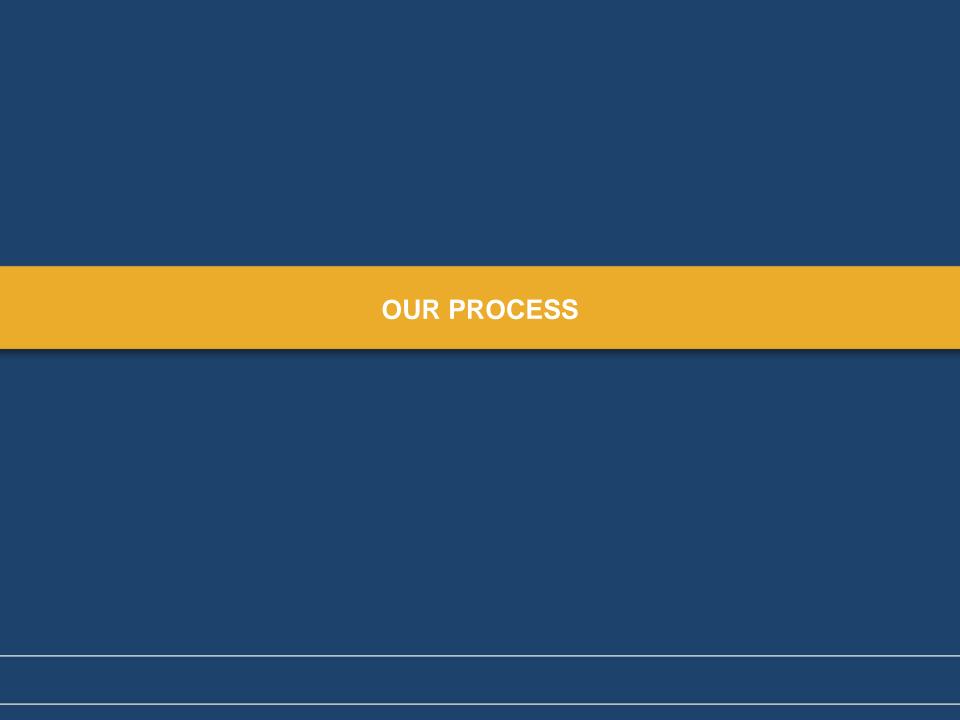
Results for the first nine months of 2013 were strong and improved over the same period last year

- Net income increased to \$63 million, or \$0.54 per diluted share compared to \$37 million, or \$0.37 per diluted share
- 18% increase in backlog units and 31% increase in backlog value over the third quarter of 2012
- Completed \$298 million of strategic land acquisitions:
  - Canada \$172 million
  - California \$90 million
  - Central & Eastern U.S. \$36 million
- Raised \$500 million of unsecured senior notes due 2022 with an interest rate of 6.125% per annum
- Closed a new U.S. revolving credit facility in the amount of \$250 million with six major financial institutions

### 2012 FULL YEAR HIGHLIGHTS

Delivered strong performance in 2012 and materially exceeded guidance targets

- \$129 million of income before income taxes
- Net income of \$93 million, or \$0.92 per diluted share
- Capital plan execution improved liquidity and enhanced ability to further take advantage of opportunities in the recovering marketplace
  - \$233 million equity issuance
  - \$600 million unsecured senior notes due 2020 at 6.5%
- \$504 million of asset acquisitions
  - Canada \$136 million including a joint venture with CalSTRS
  - California \$352 million of which \$258 million related to the acquisition of Playa Capital Company LLC
  - Central & Eastern U.S. \$16 million



# **BUSINESS MODEL**

### LAND ACQUISITION

- Land developer in all of our markets
- Acquisition of raw land ideally during the low point of the cycle or when investment opportunities arise

### **ENTITLEMENT PROCESS**

- Obtain approvals necessary to develop land for specific purposes. This process typically includes:
  - General Plan
  - Land Use Plan
  - Tentative Map
  - Legal Survey Plan

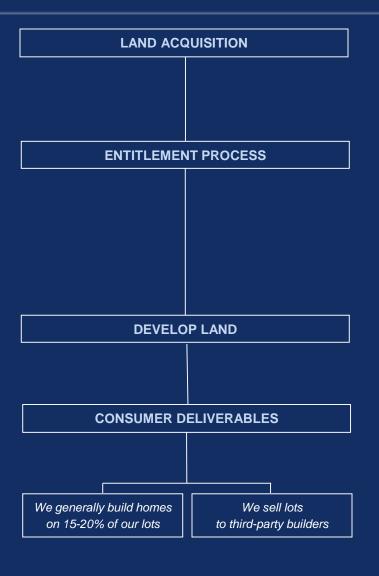
- Area Structure Plan
- Zoning
- Construction Approvals
- Final Map

### **DEVELOP LAND**

- Install utilities, construct roads, sidewalks, parks etc.
- Create full serviced lots (Canada and U.S.) and "graded" lots (U.S. only)

### **CONSUMER DELIVERABLES**

- · We will build homes on a portion of our land
- The balance of lots are sold to and built on by third party builders





# **OUR PROCESS**

### STEP 1. LAND ACQUISITION: Land Held for Development

- · Land developer in all of our markets
- Acquisition of raw land ideally during the low point of the cycle or when investment opportunities arise
- Strategic land study conducted to review growth patterns in the market in order to determine where future acquisitions should take place

### STEP 2 & 3. ENTITLEMENT PROCESS & DEVELOP LAND: Land Under Development

- Obtaining entitlements can be a difficult and lengthy process involving many studies and public engagement, taking years to complete. But once entitlements are achieved, the developer installs infrastructure and either fully services the lots and sells them to homebuilders (Canada/U.S.) or simply grades the lots (U.S.) and sells them to third-party homebuilders
- Entitlement is the process of taking raw land to the finished lot stage by obtaining regulatory legal approval for the right to develop land for a particular use. The process varies by jurisdiction but essentially follows a similar sequence:
  - General Plan: designates land use (residential, commercial, office, etc.), school sites and significant roads
  - Area Structure / Community / Specific Plan: more detailed look at sequence of development, population density, transportation routes, public utilities, other items the jurisdiction would like to have studied
  - Land Use / Zoning / Tentative Map Plan: designates what is allowed on a specific piece of land and once zoning is in place, no other use of the land will be allowed unless it is re-zoned
  - Construction / Engineering Approvals: detailed drawings outline the location and size of sewers, water and storm pipes, size and location of roads and storm water ponds
  - Final Map / Legal Survey Plan: prepared by a land surveyor so that an individual titled lot is created
- All underlying costs attributable to each phase of development including costs of the underlying land, consulting costs and backbone infrastructure of major roads, parks and sewers and other associated costs are transferred from Land Held for Development to Land Under Development when on-site servicing commences



# **OUR PROCESS - CONTINUED**

# STEP 4. CONSUMER DELIVERABLES: Housing Inventory

- In markets where we have significant land holdings, homebuilding may be carried out on a portion of our land (typically 15% to 20%) and the balance of lots are sold to and built on by third-party builders. Having a homebuilding operation allows us the opportunity to monetize our land and provides us with market knowledge through direct contact with the homebuyers to understand customer desires and product choices
- We are a homebuilder in eight markets (Calgary, Edmonton, Greater Toronto Area, San Francisco/Bay Area, Los Angeles/Southland, San Diego/Riverside, Denver, Washington D.C.). Housing Inventory is defined as completed housing or in the process of being constructed
- Included in Housing Inventory is associated land as well as construction costs and cost to complete. Cost to complete is defined as the costs required to bring partially finished homes to a completed stage



# LAND ENTITLEMENT AND DEVELOPMENT

# **Examples of Land Development Stages in Alberta:**

Value is created at each stage of land entitlement and development

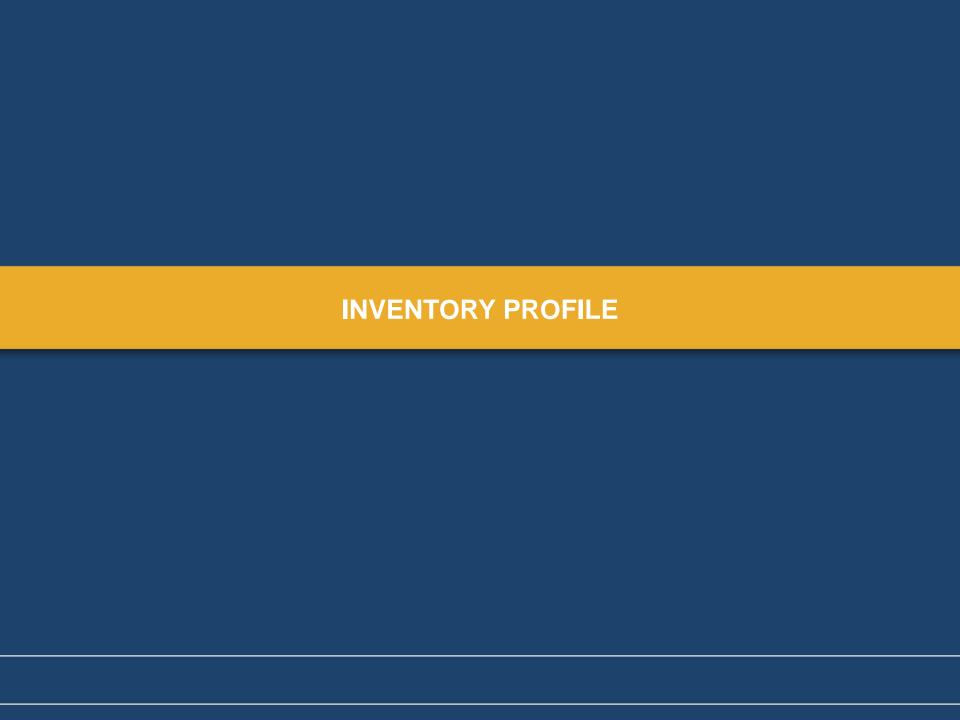
- Lots are entitled in markets that have barriers to entry whereby entitlement includes municipal approval of a master planned community
- Development plans are prepared with final engineering, and includes completion of grading, sewers, utilities, parks, roads and sidewalks

The following are generic examples of the metrics we have experienced in the past in Alberta. Note that results will vary project by project depending on parcel size, location and other market variables:

TWO YEAR		DOLLARS	DOLLARS	DOLLARS
HOLD PERIOD	ACTIVITY PER	FRONT FOOT	PER ACRE	PER LOT
0	Purchase Land	(1,545)	(340,000)	(49,455)
1	-	-	-	-
2	Entitle Land	(40)	(8,800)	(1,280)
3	Develop Land	(1,800)	(396,000)	(57,600)
4	Sell Lots	4,800	1,056,000	153,600
	Margin \$	1,415	311,200	45,265
	Margin %	29%	29%	29%

	ER LOT (18,909) - -
	(18,909) - -
1	-
	-
2	
3	-
4 - (10) (2,200)	(320)
5 - (10) (2,200)	(320)
6 - (10) (2,200)	(320)
7 Entitle Land (10) (2,200)	(320)
8 Develop Land (1,800) (396,000)	(57,600)
9 Sell Lots 4,800 1,056,000 1	53,600
Margin \$ 2,369 521,200	75,811
Margin % 49% 49%	49%





# **LAND & HOUSING INVENTORY**

MULTI-FAMILY, INDUSTRIAL, & COMMERCIAL PARCELS UNDER DEVELOPMENT

### SINGLE FAMILY HOUSING & LAND UNDER AND HELD FOR DEVELOPMENT (1)

	LAND	& HOUSING	UNCONSOL ENTITI		TOTAL	LOTS		OF LOTS EP-13	TOTAL AC	CRES
(lots and lot equivalents)	OWNED	OPTIONS	OWNED	OPTIONS	30-SEP-13	31-DEC-12	ENTITLED	UNENTITLED	30-SEP-13	31-DEC-12
Calgary	26,242	-	2,359	-	28,601	27,792	5,337	23,264	76	73
Edmonton	17,025	-	-	-	17,025	17,083	10,013	7,012	59	63
Toronto	10,653	-	-	-	10,653	9,592	2,083	8,570	6	3
Canada	53,920	-	2,359	-	56,279	54,467	17,433	38,846	141	139
Northern California	3,956	4,950	-	-	8,906	8,411	2,189	6,717	-	-
Southland/Los Angeles	1,351	-	1,410	1,826	4,587	4,682	1,883	2,704	-	-
San Diego/Riverside	8,302	-	1	-	8,303	7,941	5,503	2,800	-	-
Other	194	-	47	-	241	245	241	<u> </u>	-	-
California	13,803	4,950	1,458	1,826	22,037	21,279	9,816	12,221	-	-
Denver	10,214	-	-	-	10,214	10,349	10,214	-	10	10
Austin	13,531	-	-	-	13,531	13,551	5,234	8,297	-	-
Phoenix	690	-	2,765	-	3,455	-	3,455	-	-	-
Washington D.C. Area	2,530	1,066	950	-	4,546	4,713	4,512	34	18	18
Central and Eastern U.S.	26,965	1,066	3,715	-	31,746	28,613	23,415	8,331	28	28
Total September 30, 2013	94,688	6,016	7,532	1,826	110,062		50,664	59,398	169	167
Entitled lots September 30, 2013	45,303	1,066	3,922	373	50,664					
Unentitled lots September 30, 2013	49,385	4,950	3,610	1,453	59,398					

7,532

4,754

1,826

1,916

110,062

 $<sup>^{(1)}</sup>$ Land held for development will include some multi-family, industrial & commercial parcels once entitled

	LAND &	UNCONSOLIDATED	TOTAL 30-S	EP-13	TOTAL 31-D	1-DEC-12		
(millions, except units)	HOUSING	ENTITIES	UNITS	\$	UNITS	\$		
Land Held For Development (lots and lot equivalents)	1,486	225	94,880	1,711	89,855	1,492		
Land Under Development (Single family lots)	530	13	5,922	543	5,785	573		
Optioned (lots)	72	34	7,842	106	7,932	102		
Housing Inventory (lots)	338	5	1,308	343	677	164		
Model Homes (lots)	38	4	110	42	110	32		
Unconsolidated Entity Debt	-	(81)	-	(81)	-	(29)		
Sub total	2,464	200	110,062	2,664	104,359	2,334		
Multi-family, Commercial & Industrial Parcels (acres)	66	-	169	66	167	72		
Total	2,530	200		2,730		2,406		

6,016

6,016

94,688

91,673



Total September 30, 2013

Total December 31, 2012

104,359

# HOUSING INVENTORY

# Our Housing Inventory at September 30, 2013 consisted of the following:

	MODEL HOMES	HOUSING INVENTORY
CITY	UNITS	UNITS
Calgary	27	225
Edmonton	19	221
Toronto	11	398
Northern California	17	91
Los Angeles/Southland	15	115
San Diego/Riverside	14	49
Denver	3	31
Washington D.C. Area	4	173
Other	-	5
Total	110	1,308
Book Value - Brookfield Residential	\$38 million	\$338 million
Book Value - Unconsolidated Entities	\$1 million	\$5 million

Housing Inventory is defined as completed housing or in the process of being constructed and included in Housing Inventory is associated land as well as construction costs.

As at September 30, 2013, the cost to complete for Housing Inventory was approximately \$186 million. Cost to complete is defined as the cost required to bring partially finished homes to a completed stage.



# LAND UNDER DEVELOPMENT

# Our Land Under Development Inventory at September 30, 2013 consisted of the following:

	SINGLE FAMILY	MULTI-FAMILY, INDUSTRIAL & COMMERCIAL PARCEL
CITY	LOTS	ACRES
Calgary	1,024	76
Edmonton	1,056	59
Toronto	261	6
Northern California	177	-
Los Angeles/Southland	827	-
San Diego/Riverside	898	-
Austin	182	-
Denver	1,045	10
Washington D.C. Area	432	18
Other	20	<u>-</u>
Total	5,922	169
Book Value - Brookfield Residential	\$530 million	\$66 million
Book Value – Unconsolidated Entities	\$13 million	-

Once development of a phase begins, the associated costs with that phase are transferred from Land Held for Development to Land Under Development, which includes all underlying costs that are attributable to the phase of saleable lots, including costs of underlying land, consulting costs and backbone infrastructure of major roads, parks and sewers.

As at September 30, 2013, the cost to complete for single family and multi-family Land Under Development was approximately \$186 million and \$7 million, respectively. Cost to complete is defined as the costs required to bring partially finished lots and parcels to a completed stage.



# LAND HELD FOR DEVELOPMENT

# Our Land Held for Development Inventory at September 30, 2013 consisted of the following:

	LOT UNIT
ACRES	EQUIVALENTS*
3,904	27,325
2,247	15,729
1,678	9,983
748	3,671
495	1,804
4,021	7,342
3,337	13,349
2,284	9,135
1,360	3,455
979	2,871
22	216
21,075	94,880
\$1.486 billion	
\$147 million	
	2,247 1,678 748 495 4,021 3,337 2,284 1,360 979 22 21,075 \$1.486 billion

<sup>\*</sup> Lot unit equivalents for most regions have been calculated using an assumed conversion rate of 4-7 units per acre. Final plan may change through the entitlement process.



# **OPTIONED LAND**

# Our inventory of optioned land at September 30, 2013 consisted of the following:

CITY	LAND AND HOUSING	UNCONSOLIDATED ENTITIES
Northern California	4,950	-
Los Angeles/Southland	-	1,826
Washington D.C. Area	1,066	-
Total	6,016	1,826
Book Value	\$72 million	\$34 million

In the ordinary course of business, and where market conditions permit, we may use land and lot option contracts as well as unconsolidated entities to acquire control of land to mitigate the risk of not obtaining entitlements.

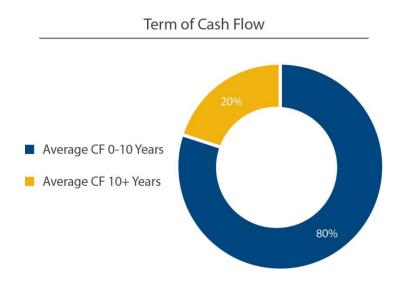
Option contracts for the purchase of land permit us to control the land for an extended period of time until options expire; this reduces our financial risk associated with these land holdings.

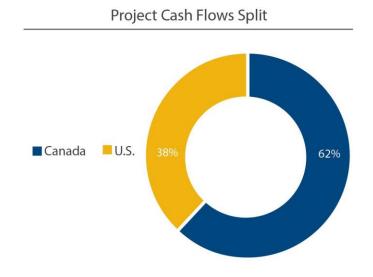


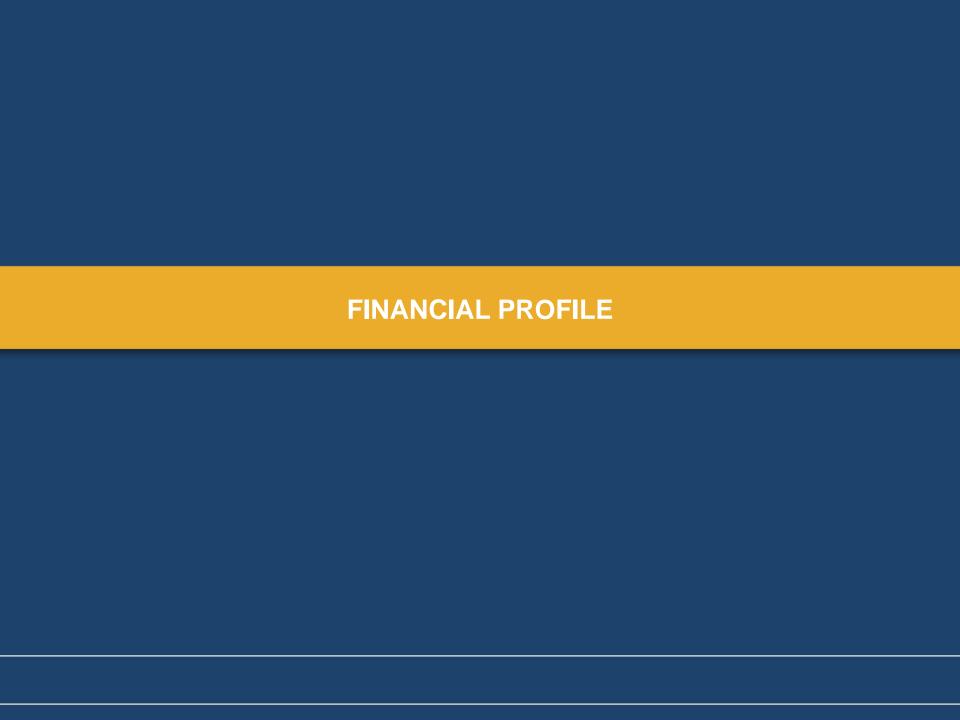
# LAND HELD FOR DEVELOPMENT

Our projections for cash flow from our Land Held for Development and Optioned Land totals over \$5 billion with an average life of 10 years. Cash flows are based on 2012 Business Plan projections taking into account many variables and assumptions and as a result are subject to change. This will be updated with 2013 year-end earnings announcement in February 2014.

The projected undiscounted cash flow for land held for development and optioned lands split out by country and average life is as follows:







# **SELECTED FINANCIAL INFORMATION**

	 THREE MONTHS	ENDED SEP	TEMBER 30	 NINE MONTHS EN	DED SEPTE	MBER 30
(millions, except per unit activity, average selling price, percentages and per share amounts)	2013		2012	2013		2012
RESULTS FROM OPERATIONS						
Total revenue	\$ 333	\$	245	\$ 801	\$	625
Land revenue	71		62	227		215
Housing revenue	262		183	574		410
Gross margin (\$)	99		69	227		181
Gross margin (%)	30%		28%	28%		29%
Income before income taxes	45		25	81		64
Income tax expense	(8)		(11)	(16)		(27)
Net income attributable to Brookfield Residential	35		15	63		37
Basic income per share	\$ 0.30	\$	0.15	\$ 0.54	\$	0.37
Diluted income per share	\$ 0.29	\$	0.15	\$ 0.54	\$	0.37
OPERATING DATA						
Lot closings for Brookfield Residential (single family units)	463		386	1,225		1,123
Lot closings for unconsolidated entities (single family units)	-		-	16		-
Acres closings for Brookfield Residential (multi-family, industrial and commercial parcels)	13		2	19		25
Acres closings for Brookfield Residential (raw and partially finished parcels)	1		-	217		438
Average lot selling price for Brookfield Residential (single family units)	\$ 119,000	\$	156,000	\$ 137,000	\$	151,000
Average lot selling price for unconsolidated entities (single family units)	\$ -	\$	-	\$ 239,000	\$	-
Average per acre selling price for Brookfield Residential (multi-family, industrial and commercial parcels)	\$ 1,115,000	\$	778,000	\$ 1,022,000	\$	1,092,000
Average per acre selling price for Brookfield Residential (raw and partially finished parcels)	\$ 602,000	\$	-	\$ 183,000	\$	41,000
Home closings for Brookfield Residential (units)	606		477	1,360		1,083
Home closings for unconsolidated entities (units)	19		13	40		44
Average home selling price for Brookfield Residential (per unit)	\$ 432,000	\$	384,000	\$ 422,000	\$	379,000
Average home selling price for unconsolidated entities (per unit)	\$ 482,000	\$	448,000	\$ 497,000	\$	417,000
Net new home orders for Brookfield Residential (units)	540		461	1,856		1,533
Net new home orders for unconsolidated entities (units)	16		21	40		58
Backlog for Brookfield Residential (units at end of period)	1,311		1,095	1,311		1,095
Backlog for unconsolidated entities (units at end of period)	18		28	18		28
Backlog value for Brookfield Residential	\$ 630	\$	476	\$ 630	\$	476
Backlog value for unconsolidated entities	\$ 9	\$	10	\$ 9	\$	10



# **QUARTERLY FINANCIAL INFORMATION**

			2013					20	)12				2011
(millions, except per unit activity and per share amounts)		Q3	Q2		Q1		Q4	Q3		Q2	Q1		Q4
Lots closings - normalized (single family units)		463	408		354		1,019	386		463	274		733
Lots closings - non-recurring (single family units)		-	-		-		-	-		-	-		201
Acre closings - normalized (multi-family, industrial and commercial parcels)		13	6		-		79	2		22	1		25
Acre closings - non-recurring (multi-family, industrial and commercial parcels)		-	-		-		-	-		-	-		3
Acre closings (raw and partially finished parcels)		1	216		-		1	-		438	-		-
Home closings		606	460		294		725	477		355	251		528
Revenue	\$	333 \$	298	\$	171	\$	715 \$	245	\$	248	\$ 132	\$	365
Direct cost of sales		(234)	(221)		(120)		(603)	(176)		(175)	(93)		(277)
Gross margin		99	77		51		112	69		73	39		88
Selling, general and administrative expense		(42)	(40)		(36)		(41)	(32)		(30)	(26)		(29)
Other income / (expense)		2	4		3		4	(1)		1	1		2
Interest expense		(15)	(11)		(11)		(10)	(11)		(10)	(10)		(12)
Income before income taxes		44	30		7		65	25		34	4		49
Income tax expense		(8)	(5)		(3)		(9)	(11)		(12)	(4)		(24)
Net income		36	25		4		56	14		22	-		25
Net (income) / loss attributable to non-controlling interest and other interests in consolidated subsidiaries		(1)	(1)		-		-	1		-	1		1
Net income attributable to Brookfield Residential	\$	35 \$	24	\$	4	\$	56 \$	15	\$	22 \$	5 1	\$	26
Foreign currency translation		14	(23)		(19)	·	(4)	6		(3)	3		1
Comprehensive income / (loss) attributable to Brookfield Residential	\$	49 \$	1	\$	(15)	\$	52 \$	21	\$	19 \$	§ 4	\$	27
Earnings per common share attributable to Brookfield Residential													
Basic	\$	0.30 \$		\$	0.04	\$	0.52 \$			0.22		\$	0.25
Diluted  Weighted average common shares outstanding (in thousands)	\$	0.29 \$	0.21	\$	0.04	\$	0.52 \$	0.15	\$	0.22	\$ 0.01	\$	0.25
Basic		116,856	116,455		116,316		107,160	99,819		99,812	99,606		99,343
Diluted		117,784	117,556		117,269		107,759	100,335		100,200	99,945		99,611
Non-Recurring													
Land revenue	\$	- \$		\$	_	\$	- \$	_	\$	- \$	· -	\$	36
Direct cost of sales	*	-	_	~	-	Ψ	- Ψ	-	*	-	-	Ψ	(44)
Gross margin (\$)	\$	- \$	-	\$	-	\$	- \$	-	\$	- \$	-	\$	(8)



# **CONDENSED CONSOLIDATED BALANCE SHEETS**

	S	EPT 30	JUNE 30	MAR 31	DEC 31	SEPT 30
(thousands, except percentages)		2013	2013	2013	2012	2012
ASSETS						
Land and housing inventory	\$ 2,5	29,686	\$ 2,465,187	\$ 2,351,835	\$ 2,250,256	\$ 2,327,819
Investments in unconsolidated entities	2	00,468	187,803	162,425	155,352	155,544
Commercial properties		46,101	14,863	15,013	15,363	-
Receivables and other assets	3	42,705	309,348	317,170	331,244	306,495
Restricted cash	;	25,230	19,550	12,140	13,596	8,511
Cash and cash equivalents	2	50,060	274,438	30,270	49,826	10,373
Deferred income tax assets		-		6,604	10,552	
	\$ 3,3	94,250	\$ 3,271,189	\$ 2,895,457	\$ 2,826,189	\$ 2,808,742
LIABILITIES						
Unsecured senior notes payable	\$ 1,1	00,000	\$ 1,100,000	\$ 600,000	\$ 600,000	\$ -
Bank indebtedness and other financings	4	60,829	444,272	602,559	459,329	972,380
Notes payable		-	-	-	-	488,016
Total financings	1,5	60,829	1,544,272	1,202,559	1,059,329	1,460,396
Accounts payable and other liabilities	4	13,199	371,016	364,805	427,020	262,928
Deferred income tax liabilities		5,973	11	-	-	22,912
Total liabilities	1,9	80,001	1,915,299	1,567,364	1,486,349	1,746,236
Other interests in consolidated subsidiaries	:	32,017	30,412	33,515	32,445	31,047
EQUITY	1,3	82,232	1,325,478	1,294,578	1,307,395	1,031,459
	\$ 3,3	94,250	\$ 3,271,189	\$ 2,895,457	\$ 2,826,189	\$ 2,808,742
Net Debt to Total Capitalization		48%	 48%	47%	 43%	 58%



# CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

	THR	EE MONTHS EN	NDED SEP	TEMBER 30	NII	NE MONTHS ENI	IS ENDED SEPTEMBER 30			
(thousands, except per share amounts)		2013		2012		2013		2012		
REVENUE										
Land	\$	70,957	\$	61,590	\$	227,461	\$	215,160		
Housing		261,598		183,321		573,985		410,161		
		332,555		244,911		801,446		625,321		
DIRECT COSTS OF SALES										
Land		(29,666)		(24,947)		(117,032)		(103,849)		
Housing		(203,925)		(150,968)		(457,319)		(340,496)		
		98,964		68,996		227,095		180,976		
Selling, general and administrative expense		(41,746)		(32, 185)		(118,065)		(87,691)		
Equity in earnings from unconsolidated entities		765		623		3,759		3,499		
Depreciation		(1,128)		(865)		(3,173)		(2,475)		
Interest expense		(14,431)		(10,562)		(35,714)		(31,001)		
Other income / (expense)		2,099		(709)		7,478		206		
		44,523		25,298		81,380		63,514		
Current income tax expense		(2,323)		(10,112)		(2,374)		(31,730)		
Deferred income tax (expense) / recovery		(6,167)		(715)		(13,902)		4,443		
NET INCOME		36,033		14,471		65,104		36,227		
Net (income) / loss attributable to noncontrolling interest and other interests in consolidated subsidiaries		(1,417)		403		(1,974)		1,036		
NET INCOME ATTRIBUTABLE TO BROOKFIELD RESIDENTIAL	\$	34,616	\$	14,874	\$	63,130	\$	37,263		
OTHER COMPREHENSIVE INCOME										
Unrealized foreign exchange (loss) / gain on:										
Translation of the net investment in Canadian subsidiaries		14,414		22,067		(27,933)		24,569		
Translation on the Canadian dollar denominated debt designated as a hedge of the net investment in Canadian subsidiaries		-		(15,888)		-		(18,240)		
COMPREHENSIVE INCOME ATTRIBUTABLE TO BROOKFIELD RESIDENTIAL	\$	49,030	\$	21,053	\$	35,197	\$	43,592		
EARNINGS PER COMMON SHARE ATTRIBUTABLE TO BROOKFIELD RESIDENTIAL	Ψ	40,000	Ψ	21,000	Ψ	00,107	Ψ	10,002		
Basic	\$	0.30	\$	0.15	\$	0.54	\$	0.37		
Diluted	\$	0.29	\$	0.15	\$	0.54	\$	0.37		
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING (in thousands)										
Basic		116,856		99,819		116,550		99,746		
Diluted		117,784		100,335		117,500		100,262		



# **SELECTED OPERATING INFORMATION – LAND**

	THREE MONTHS ENDED SEPTEMBER 30				N	INE MO	NTHS ENDED S	SEPTEMBER 3	)			
<del></del>	20	13		20	)12		20	13		20	12	
(millions, except per unit activity)	UNITS		\$	UNITS		\$	UNITS		\$	UNITS		\$
LOT CLOSINGS (SINGLE FAMILY UNITS)												
Canada	259	\$	46	314	\$	53	887	\$	147	928	\$	155
California	-		-	-		-	-		-	-		-
Central and Eastern U.S.	204		9	72		7	338		20	195		14
Subtotal	463		55	386		60	1,225		167	1,123		169
Unconsolidated Entities	-		-	-		-	16		1	-		-
Total	463	\$	55	386	\$	60	1,241	\$	168	1,123	\$	169
ACRE CLOSINGS (MULTI-FAMILY, INDUSTRIAL AND COMMERCIAL PARCELS) Canada California Central and Eastern U.S. Subtotal Unconsolidated Entities Total	13 - - 13 -	\$	15 - - 15 -	2 - - 2 - 2	\$	2 - - 2 - 2	19 - - 19 -	\$	20 - - 20 - 20	25 - - 25 - 25	\$	28 - - 28 - 28
ACRE CLOSINGS (RAW AND PARTIALLY FINISHED PARCELS) Canada California Central and Eastern U.S. Subtotal	1 - - 1	\$	1 - - - 1	- - -	\$	- - - -	217 - - - 217	\$	40 - - - 40	438 - 438	\$	- 18 - 18
Unconsolidated Entities	-		-	-		-	-		-	-		
Total	1	\$	1	-	\$	-	217	\$	40	438	\$	18



# SELECTED OPERATING INFORMATION – LAND (CONTINUED)

	THE	REE MONTHS EN	NDED SEF	PTEMBER 30	NINE MONTHS ENDED SEPTEMBER 30				
	2013			2012		2013		2012	
AVERAGE LAND SELLING PRICE (SINGLE FAMILY UNITS)									
Canada	\$	177,000	\$	169,000	\$	167,000	\$	167,000	
California		-		-		-		-	
Central and Eastern U.S.		46,000		93,000		58,000		70,000	
		119,000		156,000		137,000		151,000	
Unconsolidated Entities		-		-		239,000		-	
Average selling price	\$	119,000	\$	156,000	\$	138,000	\$	151,000	
AVERAGE PER ACRE SELLING PRICE (MULTI-FAMILY, INDUSTRIAL AND COMMERCIAL PARCELS)									
Canada	\$	1,115,000	\$	778,000	\$	1,022,000	\$	1,092,000	
California	•	-	·	-	•	-	•	-	
Central and Eastern U.S.		-		-		-		-	
		1,115,000		778,000		1,022,000		1,092,000	
Unconsolidated Entities		-		-		-		-	
Average selling price	\$	1,115,000	\$	778,000	\$	1,022,000	\$	1,092,000	
AVERAGE PER ACRE SELLING PRICE (RAW AND PARTIALLY FINISHED PARCELS)									
Canada	\$	602,000	\$	_	\$	183,000	\$	-	
California	•	-	•	_	•	-	•	41,000	
Central and Eastern U.S.		-		-		-			
		602,000		-		183,000		41,000	
Unconsolidated Entities		-		-		-		-	
Average selling price	\$	602,000	\$	-	\$	183,000	\$	41,000	

Canada       12         California       2         Central and Eastern U.S.       7         Unconsolidated Entities       21	OR THE PERIOD ENDED SEPT	TEMBER 30
California         2           Central and Eastern U.S.         7           Unconsolidated Entities         21	2013	2012
Central and Eastern U.S.         7           Unconsolidated Entities         21	12	11
Unconsolidated Entities 21	2	2
Unconsolidated Entities 1	7	8
	21	21
	1	1
Total 22	22	22



# **SELECTED OPERATING INFORMATION – HOUSING**

		THR	EE MONTH	IS ENDED	SEPTEMBER 30			N	NE MONTHS	S ENDE	D SEPTEMBE	R 30	
	2	2013			2012		2	2013				2012	
(millions, except per unit activity and average selling price)	UNITS		\$		UNITS	\$	UNITS		\$		UNITS		\$
HOME CLOSINGS													
Canada	393	\$	135		352 \$	121	837	\$	278		791	\$	273
California	132		91		58	30	340		218		133		66
Central and Eastern U.S.	81		36		67	32	183		78		159		71
	606		262		477	183	1,360		574		1,083		410
Unconsolidated Entities	19		9		13	6	40		20		44		18
Total	625	\$	271		490 \$	189	1,400	\$	594		1,127	\$	428
				THR	EE MONTHS ENDED S	EPTEMBER 30				N	INE MONTHS	ENDED SI	EPTEMBER 30
AVERAGE HOME SELLING PRICE				-	2013	2012					2013		2012
Canada				\$	343,000 \$	344,000				\$	332,000	\$	345,000
California					686,000	512,000					642,000		498,000
Central and Eastern U.S.					447,000	486,000					428,000		446,000
					432,000	384,000					422,000		379,000
Unconsolidated Entities					482,000	448,000					497,000		417,000
Average selling price				\$	433,000 \$	386,000				\$	424,000	\$	380,000
NET NEW HOME ORDERS (UNITS)													
Canada					345	273					1,121		1,051
California					135	133					431		269
Central and Eastern U.S.					60	55					304		213
					540	461					1,856		1,533
Unconsolidated Entities					16	21					40		58

556

482



Total

1,896

1,591

# SELECTED OPERATING INFORMATION – HOUSING (CONTINUED)

(millions, except active housing communities and per unit activity)	FOR THE PERIOD ENDED SEPTEMBER 30						
ACTIVE HOUSING COMMUNITIES	2013	2012					
Canada	17	14					
California	13	11					
Central and Eastern U.S.	11	9					
	41	34					
Unconsolidated Entities	2	2					
Total	43	36					

### FOR THE PERIOD ENDED SEPTEMBER 30

BACKLOG AT END OF PERIOD	2013	2012		
	Units	Value	Units	Value
Canada	901 \$	364	814 \$	320
California	209	167	160	97
Central and Eastern U.S.	201	99	121	59
	1,311	630	1,095	476
Unconsolidated Entities	18	9	28	10
Total	1,329 \$	639	1,123 \$	486



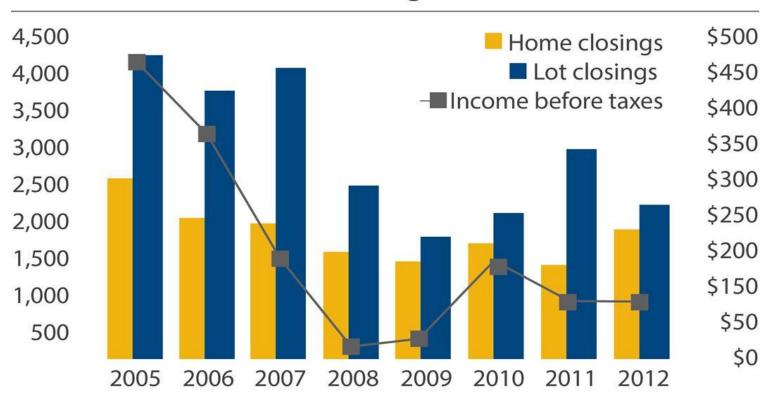
# **SELECTED OPERATING INFORMATION – GROSS MARGIN**

	 THRI	EE MONTHS ENI	DED SEP	TEMBER 30		 NINE I	MONTHS ENDE	SEPT	EMBER 30	
	 2013			201	2	2013			2012	2
(millions, except percentages)	\$	%		\$	%	\$	%		\$	%
LAND GROSS MARGIN										
Canada	\$ 40	65%	\$	37	60%	\$ 109	53%	\$	109	60%
California	-	-		-	-	-	-		5	28%
Central and Eastern U.S.	1	11%		-	-	1	5%		(3)	-21%
Total	\$ 41	58%	\$	37	60%	\$ 110	49%	\$	111	52%
HOUSING GROSS MARGIN										
Canada	\$ 31	23%	\$	24	20%	\$ 59	21%	\$	52	19%
California	22	24%		3	10%	46	21%		6	9%
Central and Eastern U.S.	5	14%		5	16%	12	15%		12	17%
Total	\$ 58	22%	\$	32	17%	\$ 117	20%	\$	70	17%
TOTAL GROSS MARGIN										
Canada	\$ 71	36%	\$	61	35%	\$ 168	35%	\$	161	35%
California	22	24%		3	10%	46	21%		11	13%
Central and Eastern U.S.	6	13%		5	13%	13	13%		9	11%
Total	\$ 99	30%	\$	69	28%	\$ 227	28%	\$	181	29%



# **CONSISTENT PROFITABILITY**

# Profitable throughout downturn





# HISTORICAL PROFORMA FINANCIAL INFORMATION

### **BROOKFIELD RESIDENTIAL PROPERTIES**

(millions, except unit activity)	YEAR ENDED DECEMBER 31												
		2012	201	1	2010		2009		2008		2007	2006	2005
Home Closings (units)		1,808,1	1,295	;	1,600		1,347		1,490		1,875	1,977	2,529
Lot Closings (single family units)		2,142	2,912	2	2,017		1,682		2,422		4,050	3,716	4,243
Acre Closings		543	94	ļ	68		412		342		85	63	44
Revenue													
Land	\$	622	\$ 524	\$	355	\$	263	\$	389	\$	420	\$ 318	\$ 284
Housing		718	484	ļ	599		491		638		837	957	1,251
Total Revenues	•	1,340	1,008	3	954		754		1,027		1,257	1,275	1,535
Direct cost of sales	(	1,048)	(740	))	(687)		(604)		(739)		(913)	(909)	(1,059)
Impairment of land inventory		-		-	-		(41)		(118)		(88)	(10)	-
Gross margin		292	268	3	267		109		170		256	356	476
Selling, general and administrative		(128)	(101	)	(99)		(79)		(106)		(106)	(83)	(107)
Equity in earnings of unconsolidated entities		10	4	1	-		3		4		15	61	66
Impairment of unconsolidated entities		-		-	-		(13)		(38)		(15)	-	-
Other income / (expense)		(45)	(41	)	21		16		(10)		4	18	26
Income before income taxes	\$	129	\$ 130	\$	189	\$	36	\$	20	\$	154	\$ 352	\$ 461

<sup>\*</sup> Prior to January 1, 2011, the Company's business practice in Alberta was to not transfer title on its lots sold to the homebuilder who built the home and ultimately sold the home to the consumer, but to wait and transfer title of the lot to the ultimate homebuyer at the time of the home closing. As a result of the change in business practice, 2011 revenue was higher when compared to previous and future periods. In 2011, there were non-recurring revenues and direct costs of sales due to the change in business practice. Single-family lots of 1,043 and Multi-family acres of 19 were non-recurring. This equates to \$189 million of revenues, \$140 million of direct costs of sales and \$49 million of gross margin.



# HISTORICAL PROFORMA FINANCIAL INFORMATION

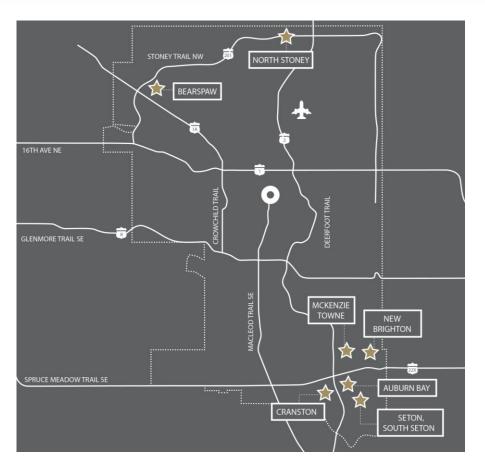
### **BPO RESIDENTIAL**

(millions, except unit activity)	YEAR ENDED DECEMBER 31									
		2009		2008		2007		2006		2005
Home Closings (units)		648		745		1,050		818		947
Lot Closings (single family units)		1,213		1,806		2,722		2,882		3,001
Acre Closings		412		342		85		63		44
Revenue										
Land	\$	227	\$	355	\$	378	\$	230	\$	144
Housing	*	151	Ψ	223	Ψ	296	*	173	Ψ	177
Total Revenues		378		578		674		403		321
Direct cost of sales		(250)		(323)		(432)		(292)		(244)
Impairment of land inventory		(17)		(3)		-		-		(= /
Gross margin		111		252		242		111		77
Selling, general and administrative		(27)		(37)		(37)		(24)		(17)
Equity in earnings of unconsolidated entities		` 2 <sup>'</sup>		1		2		` a´		1
Impairment of unconsolidated entities		_		_		_		-		_
Other income / (expense)		3		8		10		9		9
Income before income taxes	\$	89	\$	224	\$	217	\$	99	\$	70
Home Closings (units) Lot Closings (single family units) Acre Closings		699 469		745 616		825 1,328		1,159 834		1,582 1,242
Revenue										
Land	\$	36	\$	34	\$	42	\$	88	\$	140
Housing	*	340	Ψ	415	Ψ	541	*	784	Ψ	1,074
Total Revenues		376		449		583		872		1,214
Direct cost of sales		(354)		(416)		(481)		(617)		(815)
Impairment of land inventory		(24)		(115)		(88)		(10)		-
Gross margin		(2)		(82)		14		245		399
Selling, general and administrative		(52)		(69)		(69)		(59)		(90)
Equity in earnings of unconsolidated entities		1		3		13		58		65
Impairment of unconsolidated entities		(13)		(38)		(15)		-		-
Other income / (expense)		13		(18)		(6)		9		17
Income / (Loss) before income taxes	\$	(53)	\$	(204)	\$	(63)	\$	253	\$	391



# **OUR MARKETS** NOTE: Multi-family, industrial and commercial parcels under development have been disclosed using acres. Single family units and land held for development remain classified as lots and lot equivalents.

# **CALGARY, ALBERTA**



28,601 LOTS 76 ACRES (MULTI-FAMILY, **INDUSTRIAL AND** COMMERCIAL PARCELS)

- 5,337 entitled
- 23,264 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES
Auburn Bay	1,349	1,349	_	13
Bearspaw	1,295	-	1,295	-
Cranston	2,126	2,126	_	3
McKenzie Towne	57	57	_	-
New Brighton	257	257	_	-
North Stoney	12,926	-	12,926	-
Seton	1,090	1,090	_	47
South Seton	6,395	-	6,395	-
Other	3,106	458	2,648	13



# **EDMONTON, ALBERTA**



# 17,025 LOTS 59 ACRES (MULTI-FAMILY, INDUSTRIAL AND COMMERCIAL PARCELS)

- 10,013 entitled
- 7,012 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES
Chappelle Gardens	2,709	2,709	-	12
Edgemont	707	707	-	-
Ellerslie	7,012	-	7,012	-
Gateway Industrial	134	134	_	27
Lake Summerside	1,085	1,085	-	4
Orchards	2,764	2,764	-	-
Paisley	1,034	1,034	-	-
Parkland	52	52	-	-
Other	1,528	1,528	_	16



# **GREATER TORONTO AREA, ONTARIO**



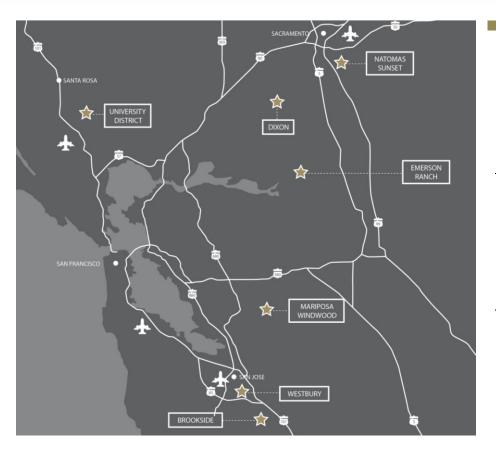
### 10,653 LOTS 6 ACRES (MULTI-FAMILY, INDUSTRIAL AND COMMERCIAL PARCELS)

- 2,083 entitled
- 8,570 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES
Alliston	97	97	-	_
Bradford	259	259	-	2
Brantford	42	42	-	_
Caledon East	166	166	-	3
Niagara-On-The-Lake	95	49	46	1
Peterborough	7,768	-	7,768	_
Tottenham	494	494	-	_
Other	1,732	976	756	_



# **NORTHERN CALIFORNIA**



# 8,906 LOTS

- 2,189 entitled
- 6,717 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Brookside	82	82	_
Dixon	900	450	450
Emerson Ranch	567	_	567
Mariposa Windwood	122	122	-
Westbury	21	21	-
Natomas, Sunset	5,700	_	5,700
University District	1,454	1,454	-
Other	60	60	_

# LOS ANGELES/SOUTHLAND, CALIFORNIA



# 4,587 LOTS

- 1,883 entitled
- 2,704 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Colony Park	11	11	_
Edenglen	189	189	-
Lake Forest	78	_	78
New Model Colony	2,753	373	2,380
Ontario Festival	54	54	_
Playa Vista	505	505	_
Rosedale	136	136	_
Other	861	615	246



# SAN DIEGO/RIVERSIDE, CALIFORNIA



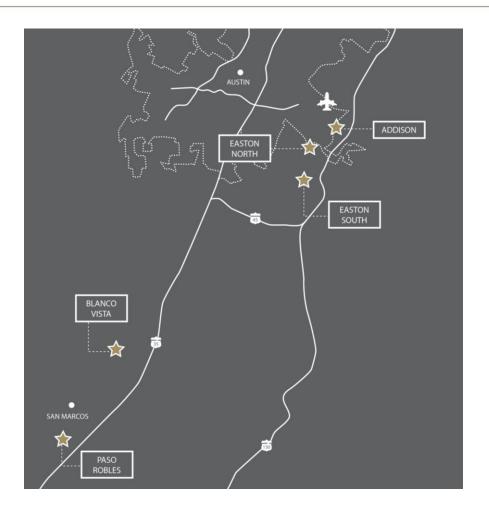
### 8,303 LOTS

- 5,503 entitled
- 2,800 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Audie Murphy, Spencer's Crossing	3,022	3,022	_
Haven	19	19	-
Palo Verde	110	110	-
Seaside Ridge	23	23	-
Sentinels	31	31	-
Other	5,098	2,298	2,800



# **AUSTIN, TEXAS**



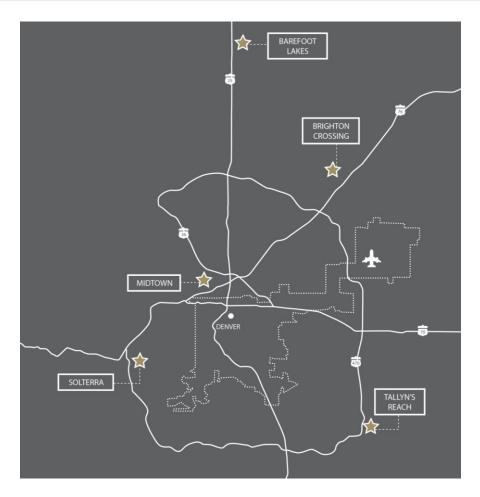
# 13,531 LOTS

- 5,234 entitled
- 8,297 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Addison	786	-	786
Blanco Vista	1,576	1,576	_
Easton North	5,298	_	5,298
Easton South	2,213	_	2,213
Paso Robles	3,658	3,658	_



# **DENVER, COLORADO**



### 10,214 LOTS 10 ACRES (MULTI-FAMILY, INDUSTRIAL AND COMMERCIAL PARCELS)

• 10,214 entitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES
Barefoot Lakes	4,053	4,053	-	_
Brighton Crossing	2,371	2,371	-	10
Midtown	605	605	-	-
Solterra	610	610	-	-
Tallyn's Reach	213	213	_	-
Other	2,362	2,362	_	_

# WASHINGTON, D.C. AREA



### 4,546 LOTS 18 ACRES (MULTI-FAMILY, INDUSTRIAL AND **COMMERCIAL PARCELS)**

- 4,512 entitled
- 34 unentitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES
Avendale	290	290	_	-
Brookside, Saranac	46	46	-	-
Heritage Shores	1,434	1,434	-	-
Goose Creek Preserve	214	214	-	_
Snowden Bridge	1,043	1,043	-	-
Swan Point	765	765	-	-
Waterford Manor	32	32	-	_
Woodstream	159	159	_	-
Other	563	529	34	18

# PHOENIX, ARIZONA



### 3,455 LOTS

• 3,455 entitled

PROJECT NAME	TOTAL LOTS	ENTITLED LOTS
Eastmark	2,765	2,765
San Tan Heights	690	690

# **BROOKFIELD RESIDENTIAL - SHARE INFORMATION**

BROOKFIELD RESIDENTIAL TRADING STATISTICS - NEW YORK STOCK EXCHANGE	FOR THE THREE MONTHS ENDED									
Source: NYSE		30-SEP-13		30-JUN-13		31-MAR-13		31-DEC-12		30-SEP-12
Share Price										
High	\$	24.34	\$	26.10	\$	24.48	\$	18.90	\$	15.39
Low	\$	18.99	\$	20.00	\$	18.03	\$	14.02	\$	10.60
Close	\$	23.02	\$	22.06	\$	24.34	\$	17.94	\$	13.98
Total Volume		11,012,504		16,737,738		12,742,927		15,726,478		6,863,100
BROOKFIELD RESIDENTIAL TRADING STATISTICS - TORONTO STOCK EXCHANGE				FOR TH	ΉEΤ	HREE MONTH	SE	NDED		
Source: TSX		30-SEP-13		30-JUN-13		31-MAR-13		31-DEC-12		30-SEP-12
Share Price										
High	\$	24.74	\$	26.23	\$	24.93	\$	19.04	\$	14.84
Low	\$	19.63	\$	21.16	\$	17.75	\$	14.14	\$	10.85
Close	\$	23.85	\$	23.35	\$	24.73	\$	17.69	\$	13.81
Total Volume		929,254		1,703,446		1,406,462		1,358,298		988,000
COMMON SHARES ISSUED						AS AT				
		30-SEP-13		30-JUN-13		31-MAR-13		31-DEC-12		30-SEP-12
Common shares issued		119,026,076		118,825,803		118,374,703		118,279,534	4	101,839,540
Unexercised options		3,720,988		3,920,988		4,369,127		3,284,187		3,299,485
Total common shares issued		122,747,064		122,746,791		122,743,830		121,563,721	1	105,139,025
CONVERTIBLE PREFERRED SHARES ISSUED AND OUTSTANDING						AS AT	—			
		30-SEP-13		30-JUN-13		31-MAR-13		31-DEC-12		30-SEP-12
Convertible preferred shares outstanding		64,061		64,161		65,246		65,286		65,286
Common share equivalent at a conversion rate of 2.731787607		175,001		175,274		178,238		178,347		178,347



# **BROOKFIELD RESIDENTIAL - BY THE NUMBERS**

### ANNOUNCEMENT OF RESULTS

2013 quarterly results are expected to be announced as noted below:

Fourth Quarter: February 2014

Brookfield Residential's press releases, unaudited interim reports and audited annual report are filed on EDGAR and SEDAR and can also be found on the Company's website at: <a href="www.brookfieldrp.com">www.brookfieldrp.com</a>. Hard copies of the interim and annual reports can be obtained free of charge upon request.

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