

The logo for Brookfield Residential, featuring the word "Brookfield" in a bold, dark blue sans-serif font above the word "Residential" in a smaller, orange sans-serif font. A short orange horizontal line is positioned below the word "Residential".

Brookfield
Residential

Corporate Profile

APRIL 2019

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,” “planned,” “estimate,” “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 and possible or assumed future results; our ability to pursue homebuilding or land investments, including the timing of projects; business goals, strategy and growth plans; the impact 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 our markets; 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 and foreign exchange; 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. 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.

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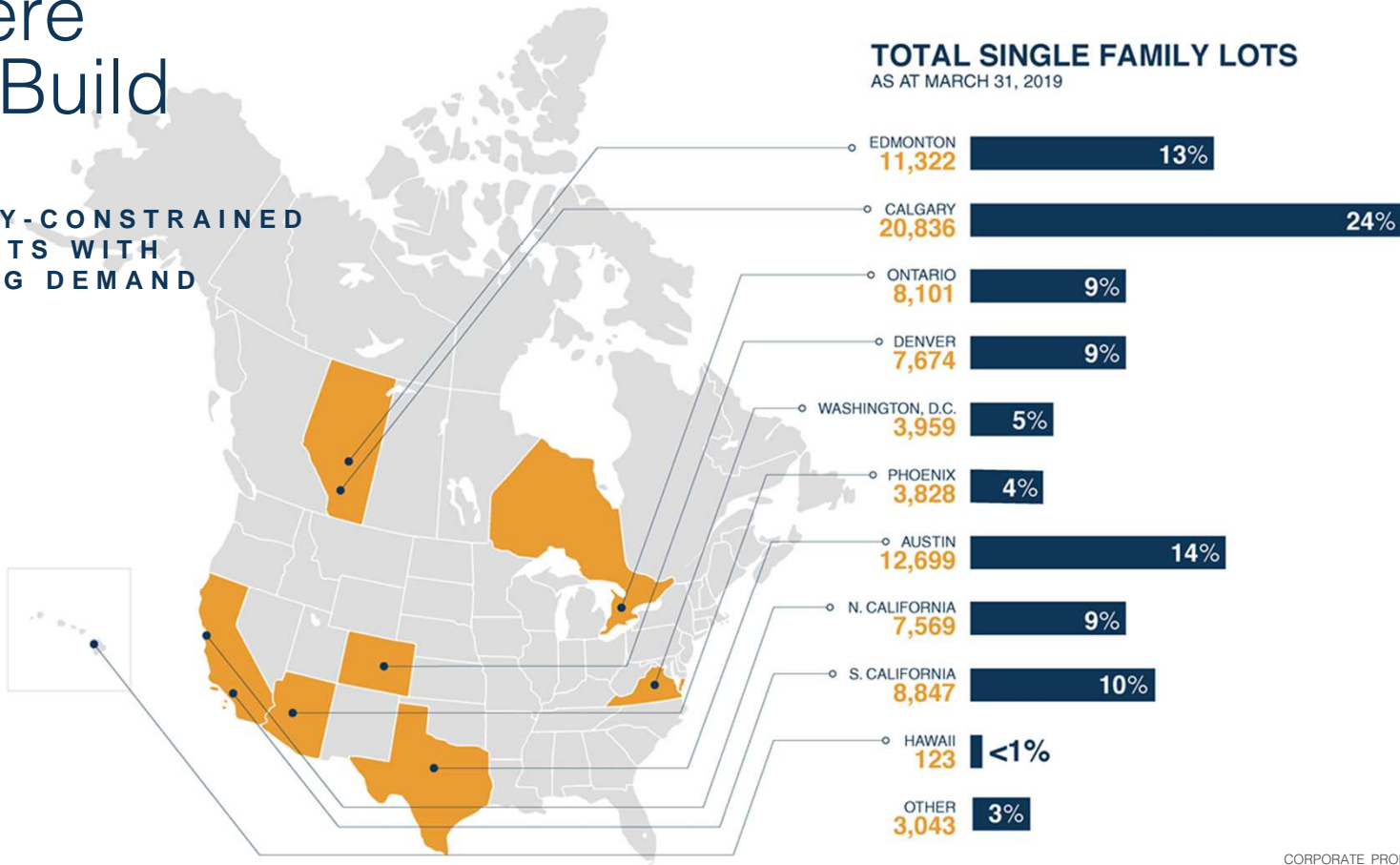
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Where We Build

**SUPPLY-CONSTRAINED
MARKETS WITH
STRONG DEMAND**



Company Overview

Our disciplined land entitlement process, synergistic operations and capital flexibility allow us to pursue homebuilding, land, or mixed-use investments.

Brookfield Residential Properties Inc. is a leading land developer and homebuilder in North America.

We entitle and develop land to create master-planned communities, build and sell lots to third-party builders, and conduct our own homebuilding operations. We also participate in select, strategic real estate opportunities, including infill projects, mixed-use developments, and joint ventures. We are the flagship North American residential property company of Brookfield Asset Management, a leading global alternative asset manager with approximately \$350 billion of assets under management.

Large North American residential platform with land and housing assets and a strong and unique geographical diversification in three active operating segments and the following major markets:

CANADA

Calgary, Edmonton, Greater Toronto Area

CALIFORNIA

Greater Los Angeles Area, Sacramento, San Diego, San Francisco Bay Area, Hawaii

CENTRAL AND EASTERN U.S.

Austin, Denver, Phoenix, Washington D.C. Area

Creating Value

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Business Model

LAND ACQUISITION

- Acquisition of raw land ideally during the low point of the cycle
- Acquisition of underutilized land or brownfield development opportunities when investment opportunities arise



ENTITLEMENT PROCESS

- Obtain approvals necessary to develop land for specific purposes and bring raw land to the finished lot stage by obtaining regulatory approval for a particular use



DEVELOP LAND

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

MONETIZE CONSUMER & COMMERCIAL DELIVERABLES



BUILD HOMES

We will build homes on a portion of our land.



SELL LOTS

The balance of lots are sold to and built on by third-party builders.



COMMERCIAL ZONES

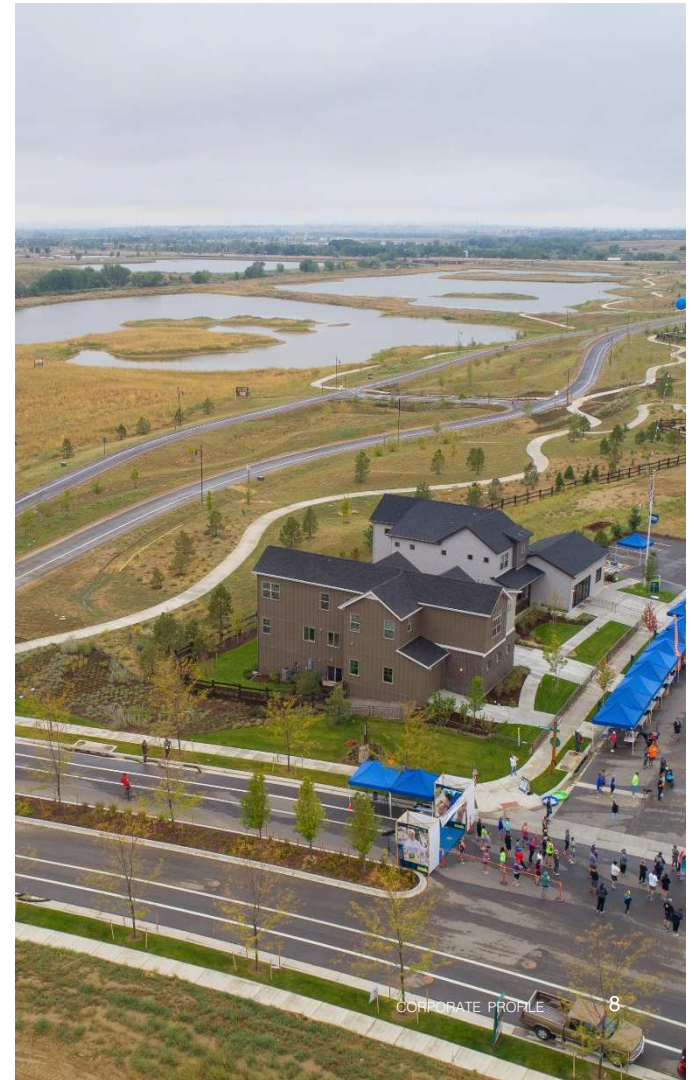
We build commercial areas in select developments.



Land Acquisition

LAND HELD FOR DEVELOPMENT

- Land developer in all of our markets
- Investing diligently in supply-constrained markets with strong underlying economic fundamentals
- Strategic land study conducted to review growth patterns in the market in order to determine where future acquisitions should take place
- Acquisition of raw land ideally during the low point of the cycle or when investment opportunities arise
- Acquisition of underutilized land or brownfield development opportunities when investment opportunities arise





Entitlement Process and Develop Land

LAND UNDER DEVELOPMENT

- Through strong relationships with the jurisdictions and key stakeholders where we operate, we create shared value and infrastructure that supports great places. In addition to building homes and community amenities, as part of the planning process, we also consider the opportunity for mixed use and commercial space within the community to cultivate the live, work and play experience many customers desire today
- Obtaining entitlements can be a difficult and lengthy process involving many studies and public engagement, taking years to complete. Once entitlements are achieved, we install infrastructure and either fully service the lots and sell them to homebuilders (Canada/U.S.) or simply grade the lots (U.S.) and sell them to third-party homebuilders
- 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



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 and 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

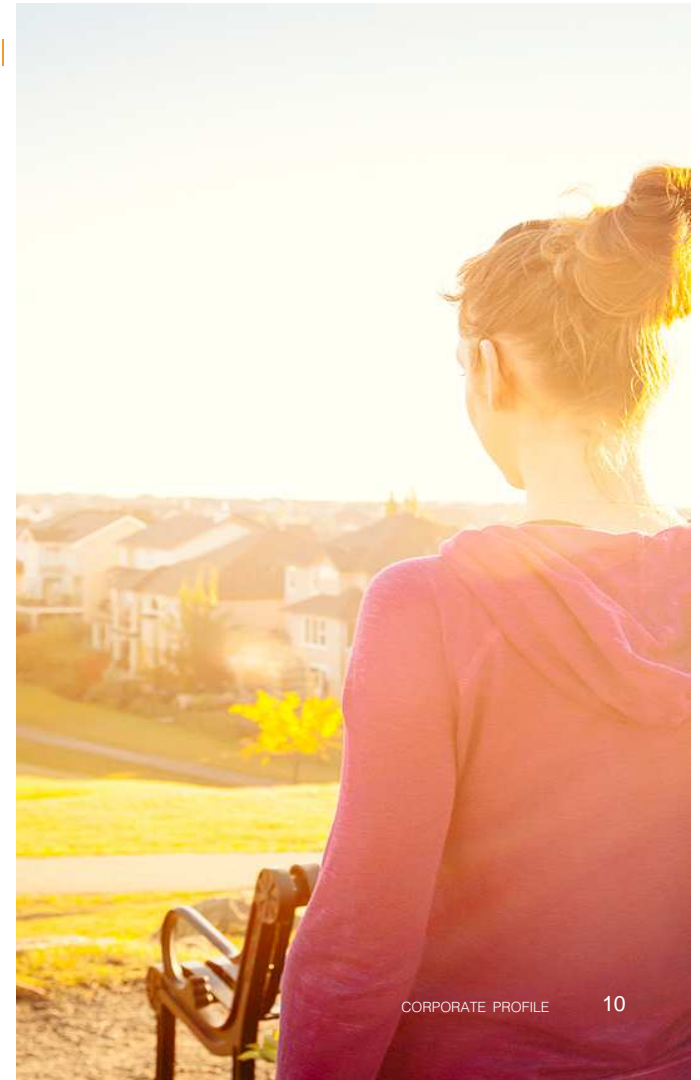
- Prepared by a land surveyor so that an individual titled lot is created



Consumer Deliverables

HOUSING INVENTORY

- Homebuilding may be carried out on a portion of our land 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 ten markets (Calgary, Edmonton, Greater Toronto Area, San Francisco Bay Area, Greater Los Angeles Area, San Diego, Hawaii, Denver, Austin and the Washington D.C. Area). Our homebuilding operations are distinctively positioned to provide a variety of housing products, ranging from entry-level to luxury homes, depending on the community and consumer demands
- Certain master-planned communities will also include the development of mixed-use space, consisting of retail or commercial assets, which we will build and add value through leasing, before selling to a third-party operator



Inventory Profile

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Land & Housing Inventory

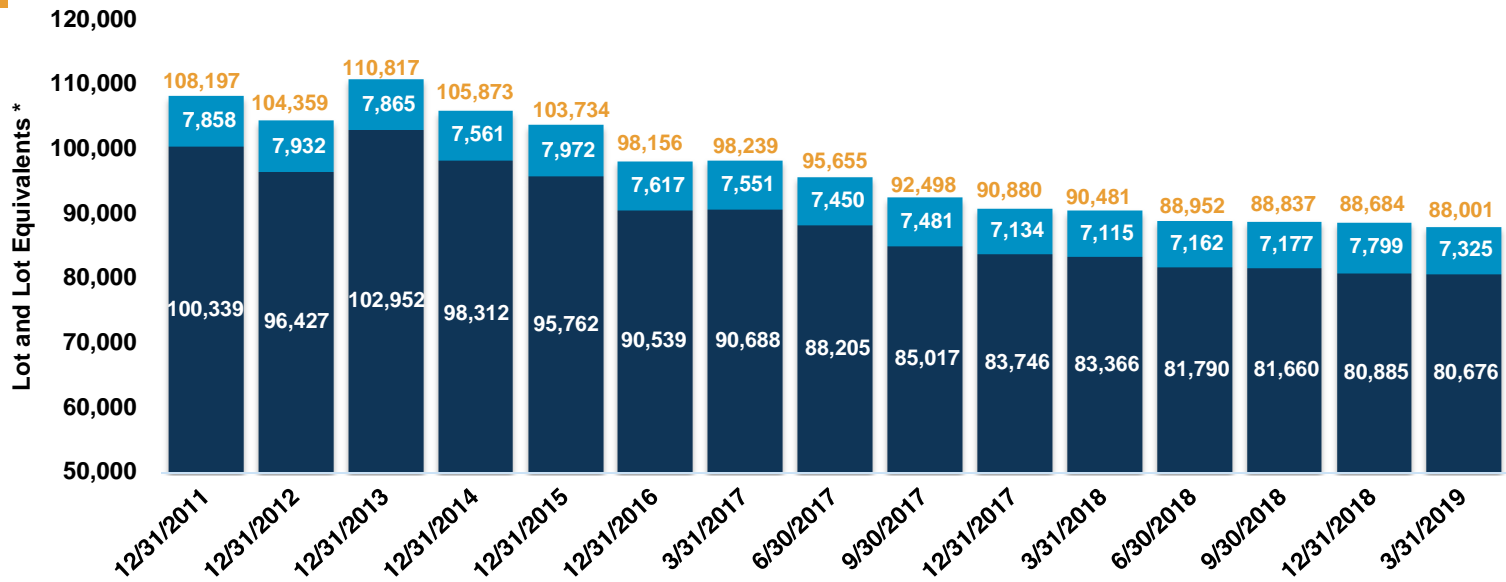
	Single Family Housing & Land Under and Land Held for Development ⁽¹⁾								Multi-Family, Industrial & Commercial Parcels Under Development	
	Housing & Land		Unconsolidated Entities		Total Lots		Status of Lots 31-Mar-19		Total Acres	
	Owned	Options	Owned	Options	31-Mar-19	31-Dec-18	Entitled	Unentitled	31-Mar-19	31-Dec-18
Calgary	18,400	-	2,436	-	20,836	20,954	11,785	9,051	66	65
Edmonton	11,322	-	-	-	11,322	11,442	6,112	5,210	27	27
Ontario	7,001	-	1,100	-	8,101	8,241	1,568	6,533	2	-
Canada	36,723	-	3,536	-	40,259	40,637	19,465	20,794	95	92
Northern California	2,353	4,950	266	-	7,569	7,590	2,619	4,950	-	-
Southern California	6,470	-	1,376	1,001	8,847	8,977	7,613	1,234	-	-
Hawaii	123	-	-	-	123	127	123	-	3	3
Other	100	-	-	-	100	100	100	-	-	-
California	9,046	4,950	1,642	1,001	16,639	16,794	10,455	6,184	3	3
Denver	7,674	-	-	-	7,674	7,786	7,674	-	15	15
Austin	12,484	215	-	-	12,699	12,439	12,699	-	37	60
Phoenix	745	155	2,928	-	3,828	4,073	3,828	-	14	14
Washington D.C. Area	2,955	1,004	-	-	3,959	4,074	3,922	37	4	4
Other	2,943	-	-	-	2,943	2,881	2,943	-	3	3
Central and Eastern U.S.	26,801	1,374	2,928	-	31,103	31,253	31,066	37	73	96
Total	72,570	6,324	8,106	1,001	88,001	88,684	60,986	27,015	171	191
Entitled lots	53,702	1,374	5,910	-	60,986	59,363				
Unentitled lots	18,868	4,950	2,196	1,001	27,015	29,321				
Total March 31, 2019	72,570	6,324	8,106	1,001	88,001					
Total December 31, 2018	72,511	6,798	8,374	1,001		88,684				

(1) Land held for development will include some multi-family, industrial & commercial parcels once entitled

	Housing & Land	Unconsol. Entities	Total 31-Mar-19		Total 31-Dec-18	
			Units	\$	Units	\$
<i>(millions, except per unit activity)</i>						
Land Held For Development (lots)	1,313	155	66,438	1,468	67,325	1,456
Land Under Development - Single Family (lots)	849	189	12,242	1,038	11,580	1,006
Optioned (lots)	106	20	7,325	126	7,799	133
Housing inventory (units)	555	-	1,762	555	1,752	554
Model homes (units)	101	-	234	101	228	99
Unconsolidated entity net debt	-	(10)	-	(10)	-	2
Sub total	2,924	354	88,001	3,278	88,684	3,250
Multi Family, Commercial & Industrial Parcels (acres)	83	7	171	90	191	71
Total	3,007	361		3,368		3,321

Land & Housing Inventory

CONSISTENT REDUCTION OF LOT INVENTORY DEMONSTRATES OUR CAPITAL DISCIPLINE



* Includes Single Family Housing & Land Under and Held for Development

Financial Profile

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Select Financial Information

	Three months ended Mar 31	
	2019	2018
<i>(millions, except percentages, unit activity and average selling price)</i>		
Results from Operations		
Total revenue	\$ 346	\$ 274
Housing revenue	319	233
Land revenue	27	41
Gross margin (\$)	67	56
Gross margin (%)	19%	20%
Income before income taxes	7	1
Income tax recovery	4	2
Net income attributable to Brookfield Residential	\$ 10	\$ 3
Operating Data		
Home closings for Brookfield Residential (units)	611	458
Home closings for unconsolidated entities (units)	-	1
Average home selling price for Brookfield Residential (per unit)	\$ 522,000	\$ 510,000
Average home selling price for unconsolidated entities (per unit)	\$ -	\$ 1,751,000
Net new home orders for Brookfield Residential (units)	760	923
Net new home orders for unconsolidated entities (units)	-	1
Backlog for Brookfield Residential (units)	1,286	2,158
Backlog for unconsolidated entities (units)	-	2
Backlog value for Brookfield Residential	\$ 685	\$ 1,182
Backlog value for unconsolidated entities	\$ -	\$ 2
Lot closings for Brookfield Residential (single family units)	258	264
Lot closings for unconsolidated entities (single family units)	278	26
Acre closings for Brookfield Residential (multi-family, industrial and commercial parcels)	10	9
Acre closings for unconsolidated entities (multi-family, industrial and commercial parcels)	1	16
Average lot selling price for Brookfield Residential (single family units)	\$ 94,000	\$ 129,000
Average lot selling price for unconsolidated entities (single family units)	\$ 43,000	\$ 163,000
Average per acre selling price for Brookfield Residential (multi-family, industrial and commercial parcels)	\$ 320,000	\$ 768,000
Average per acre selling price for unconsolidated entities (multi-family, industrial and commercial parcels)	\$ 106,000	\$ 313,000

Condensed Consolidated Balance Sheets

	Mar 31	Dec 31	Sept 30	Jun 30
<i>(thousands, except percentages)</i>	2019	2018	2018	2018
ASSETS				
Land and housing inventory	\$ 3,006,823	\$ 2,974,249	\$ 3,255,877	\$ 3,093,911
Investments in unconsolidated entities	360,741	347,325	356,134	393,440
Commercial properties	305,841	269,829	221,566	37,058
Held-to-maturity investment	150,000	300,000	300,000	300,000
Receivables and other assets	484,109	478,932	439,771	430,129
Operating and financing lease right-of-use asset	63,960	-	-	-
Restricted cash	6,515	3,200	1,837	6,690
Cash and cash equivalents	67,163	69,932	82,961	121,192
Deferred income tax assets	68,542	61,847	66,757	64,373
Goodwill	16,479	16,479	16,479	16,479
	\$ 4,530,173	\$ 4,521,793	\$ 4,741,382	\$ 4,463,272
LIABILITIES				
Notes payable	\$ 1,624,776	\$ 1,619,918	\$ 1,629,233	\$ 1,625,044
Bank indebtedness and other financings	92,582	143,480	368,707	229,493
Total financings	1,717,358	1,763,398	1,997,940	1,854,537
Accounts payable and other liabilities	601,450	635,800	652,886	575,718
Operating and financing lease liability	64,579	-	-	-
Total liabilities	2,383,387	2,399,198	2,650,826	2,430,255
EQUITY				
	2,146,786	2,122,595	2,090,556	2,033,017
	\$ 4,530,173	\$ 4,521,793	\$ 4,741,382	\$ 4,463,272
Net debt to total capitalization	43%	44%	48%	46%

Condensed Consolidated Statements of Operations

<i>(thousands)</i>	Three months ended Mar 31	
	2019	2018
Revenue		
Housing	\$ 318,768	\$ 233,682
Land	27,456	40,765
	<u>346,224</u>	<u>274,447</u>
Direct cost of sales		
Housing	(265,793)	(194,674)
Land	(13,761)	(23,818)
	<u>66,670</u>	<u>55,955</u>
Gross margin	66,670	55,955
Selling, general and administrative expense	(66,376)	(59,783)
Interest expense	(8,539)	(11,978)
Equity in earnings from unconsolidated entities	4,408	5,210
Other income	14,351	12,866
Lease expense	(2,786)	-
Depreciation	(1,059)	(1,040)
	<u>6,669</u>	<u>1,230</u>
Income before income taxes	6,669	1,230
Current income tax expense	(1,543)	(1,323)
Deferred income tax recovery	5,542	3,467
	<u>10,668</u>	<u>3,374</u>
Net income	10,668	3,374
Net income attributable to non-controlling interest	342	380
Net income attributable to Brookfield Residential	<u>\$ 10,326</u>	<u>\$ 2,994</u>
Other comprehensive income / (loss)		
Unrealized foreign exchange gain / (loss) on:		
Translation of the net investment in Canadian subsidiaries	18,928	(26,158)
Translation of the Canadian dollar denominated debt designated as a hedge of the net investment in Canadian subsidiaries	(3,975)	5,025
	<u>14,953</u>	<u>(21,133)</u>
Comprehensive income / (loss) attributable to Brookfield Residential	<u>\$ 25,279</u>	<u>\$ (18,139)</u>

Condensed Consolidated Statements of Cash Flows

<i>(thousands)</i>	Three months ended Mar 31	
	2019	2018
Cash Flows Provided by / (Used in) Operating Activities:		
Net income	\$ 10,668	\$ 3,374
Adjustments to reconcile net income to net cash used in operating activities:		
Undistributed earnings from unconsolidated entities	(698)	(4,679)
Deferred income tax recovery	(5,542)	(3,467)
Share-based compensation costs	4,151	3,771
Depreciation	1,059	1,040
Amortization of non-cash interest	1,672	1,016
Dividend income on held-to-maturity investment	(5,304)	(4,206)
Changes in operating assets and liabilities:		
Decrease / (increase) in receivables and other assets	4,755	(43,447)
Increase in land and housing inventory	(23,878)	(135,305)
Increase in commercial properties	(35,084)	-
Operating and financing ROU assets obtained in the exchange for a lease obligation	2,122	-
Payments for amounts included in the measurement of the lease liabilities	(1,440)	-
(Decrease) / increase in accounts payable and other liabilities	(40,342)	21,599
Net cash used in operating activities	(87,861)	(160,304)
Cash Flows Provided by / (Used in) Investing Activities:		
Investments in unconsolidated entities	(14,754)	(33,311)
Distributions from unconsolidated entities	3,112	1,755
Increase in commercial properties	-	(225)
Retraction of held-to-maturity investment	150,000	-
Dividend income on held-to-maturity investment	5,304	4,206
Decrease in loan receivable	35	1,082
Net cash provided in / (used in) investing activities	143,697	(26,493)
Cash Flows Provided by / (Used in) Financing Activities:		
Drawings under project-specific and other financings	515	26,786
Repayments under project-specific and other financings	(5,452)	(3,560)
Drawings on bank indebtedness	-	131,072
Repayments on bank indebtedness	(48,004)	-
Net (distributions) / contributions to non-controlling interest	(1,430)	2,584
Payments made on the principal of financing leases	(102)	-
Net cash (used in) / provided by financing activities	(54,473)	156,882
Effect of foreign exchange rates on cash and cash equivalents	(817)	(1,151)
Change in cash and cash equivalents	546	(31,066)
Cash and cash equivalents at beginning of period	73,132	107,855
Cash and cash equivalents at end of period	\$ 73,678	\$ 76,789

Quarterly Operating and Financial Information

	2019		2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>(millions, except per unit activity)</i>								
Home closings (units)	611	1,107	827	1,019	458	1,168	692	733
Lots closings (single family units)	258	1,655	552	367	264	1,076	467	597
Acre closings (multi-family, industrial and commercial parcels)	10	27	42	1	9	59	15	8
Acre closings (raw and partially finished parcels)	-	-	-	19	-	61	313	230
Net new home orders (units)	760	506	644	782	923	679	716	998
Backlog (units at end of period)	1,286	1,137	1,738	1,921	2,158	1,693	2,182	2,158
Backlog value	\$ 685	\$ 612	\$ 955	\$ 1,038	\$ 1,182	\$ 928	\$ 1,198	\$ 1,166
Revenue	\$ 346	\$ 796	\$ 502	\$ 589	\$ 274	\$ 818	\$ 451	\$ 443
Direct cost of sales	(279)	(619)	(388)	(463)	(218)	(610)	(349)	(354)
Gross margin	67	177	114	126	56	208	102	89
Gain on sale of commercial properties	-	6	-	-	-	-	-	-
Selling, general and administrative expense	(66)	(93)	(72)	(71)	(60)	(74)	(56)	(56)
Interest expense	(9)	(9)	(8)	(9)	(12)	(13)	(15)	(14)
Equity in earnings from unconsolidated entities	4	5	4	4	5	7	5	1
Other income	14	15	18	14	12	8	7	5
Lease expense	(3)	-	-	-	-	-	-	-
Income before income taxes	7	101	56	64	1	136	43	25
Income tax recovery / (expense)	4	(22)	(8)	(12)	2	(42)	(8)	(3)
Net income	11	79	48	52	3	94	35	22
Net income attributable to non-controlling interest	1	2	4	2	-	-	-	-
Net income attributable to Brookfield Residential	\$ 10	\$ 77	\$ 44	\$ 50	\$ 3	\$ 94	\$ 35	\$ 22
Foreign currency translation	15	(42)	14	(15)	(21)	(8)	32	22
Comprehensive income / (loss) attributable to Brookfield Residential	\$ 25	\$ 35	\$ 58	\$ 35	\$ (18)	\$ 86	\$ 67	\$ 44

Select Operating Information - Housing

<i>(millions, except per unit activity and average selling price)</i>	Three months ended Mar 31			
	2019		2018	
	Units	\$	Units	\$
Home closings				
Canada	215	\$ 83	194	\$ 69
California	193	137	138	101
Central and Eastern U.S.	203	99	126	63
	611	319	458	233
Unconsolidated Entities	-	-	1	2
Total	611	\$ 319	459	\$ 235

Average home selling price	Three months ended Mar 31	
	2019	2018
Canada	\$ 386,000	\$ 359,000
California	709,000	730,000
Central and Eastern U.S.	487,000	502,000
	522,000	510,000
Unconsolidated Entities	-	1,751,000
Average selling price	\$ 522,000	\$ 513,000

Net new home orders (units)	2019	2018
Canada	240	154
California	236	340
Central and Eastern U.S.	284	429
	760	923
Unconsolidated Entities	-	1
Total	760	924

Select Operating Information - Housing

(millions, except active housing communities and per unit activity)

Active housing communities	As at Mar 31	
	2019	2018
Canada	36	31
California	27	26
Central and Eastern U.S.	26	29
	89	86
Unconsolidated Entities	-	1
Total	89	87

Backlog	As at Mar 31			
	2019		2018	
	Units	Value	Units	Value
Canada	476	189	909	\$ 420
California	304	254	617	469
Central and Eastern U.S.	506	242	632	293
	1,286	685	2,158	1,182
Unconsolidated Entities	-	-	2	2
Total	1,286	\$ 685	2,160	\$ 1,184

Select Operating Information - Land

<i>(millions, except per unit activity)</i>	Three months ended Mar 31				
	2019		2018		
	Units	\$	Units	\$	
Lot closings (single family units)					
Canada	120	\$ 13	159	\$ 20	
California	-	-	47	9	
Central and Eastern U.S.	138	11	58	5	
	258	24	264	34	
Unconsolidated Entities	278	12	26	4	
Total	536	\$ 36	290	\$ 38	
Acre closings (multi-family, industrial and commercial parcels)					
Canada	-	\$ -	9	\$ 7	
California	-	-	-	-	
Central and Eastern U.S.	10	3	-	-	
	10	3	9	7	
Unconsolidated Entities	1	-	16	5	
Total	11	\$ 3	25	\$ 12	
Acre closings (raw and partially finished parcels)					
Canada	-	\$ -	-	\$ -	
California	-	-	-	-	
Central and Eastern U.S.	-	-	-	-	
	-	-	-	-	
Unconsolidated Entities	-	-	-	-	
Total	-	\$ -	-	\$ -	

Select Operating Information - Land

	Three months ended Mar 31	
	2019	2018
Average lot selling price (single family units)		
Canada	\$ 112,000	\$ 129,000
California	-	192,000
Central and Eastern U.S.	78,000	78,000
	94,000	129,000
Unconsolidated Entities	43,000	163,000
Average selling price	\$ 68,000	\$ 132,000
Average per acre selling price (multi-family, industrial and commercial)		
Canada	\$ -	\$ 768,000
California	-	-
Central and Eastern U.S.	320,000	-
	320,000	768,000
Unconsolidated Entities	106,000	313,000
Average selling price	\$ 303,000	\$ 477,000
Average per acre selling price (raw and partially finished parcels)		
Canada	\$ -	\$ -
California	-	-
Central and Eastern U.S.	-	-
	-	-
Unconsolidated Entities	-	-
Average selling price	\$ -	\$ -
As as Mar 31		
Active land communities	2019	2018
Canada	13	11
California	5	6
Central and Eastern U.S.	12	11
	30	28
Unconsolidated Entities	7	6
Total	37	34

Select Operating Information – Gross Margin

<i>(millions, except percentages)</i>	Three Months Ended Mar 31			
	2019		2018	
	\$	%	\$	%
Housing gross margin				
Canada	\$ 14	17%	\$ 13	19%
California	24	18%	16	16%
Central and Eastern U.S.	15	15%	10	16%
Total	\$ 53	17%	\$ 39	17%
Land gross margin				
Canada	\$ 9	69%	\$ 11	41%
California	2	-	5	56%
Central and Eastern U.S.	3	21%	1	20%
Total	\$ 14	52%	\$ 17	41%
Total gross margin				
Canada	\$ 23	24%	\$ 24	25%
California	26	19%	21	19%
Central and Eastern U.S.	18	16%	11	16%
Total	\$ 67	19%	\$ 56	20%

Historical Pro Forma Financial Information

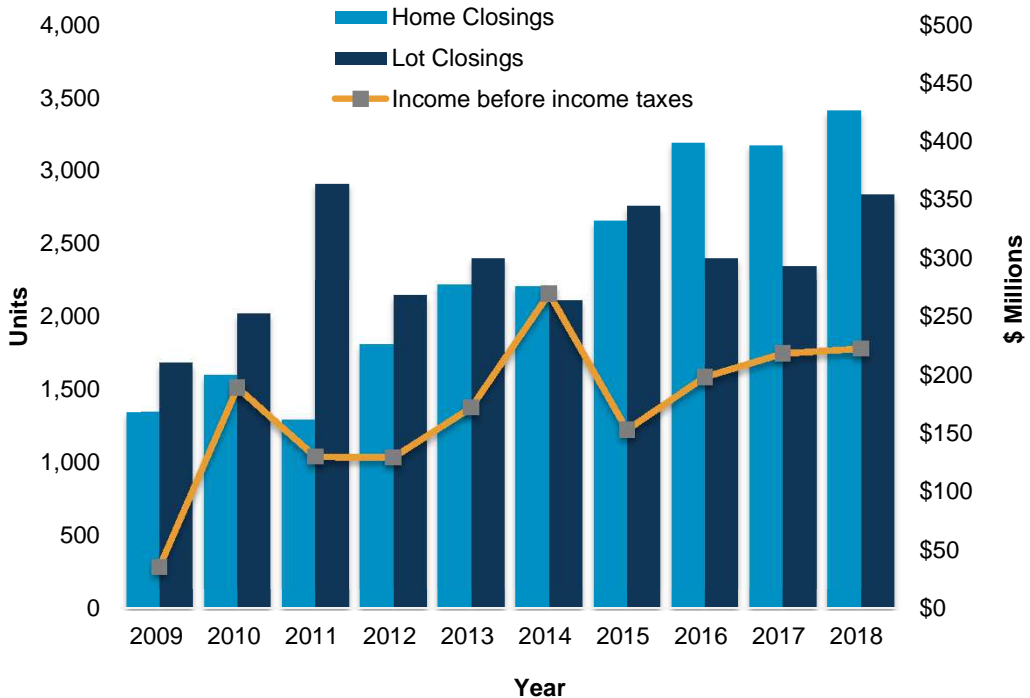
BROOKFIELD RESIDENTIAL PROPERTIES

(millions, except unit activity)

	Year ended December 31									
	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Home Closings (units)	3,411	3,174	3,193	2,656	2,204	2,216	1,808	1,295	1,600	1,347
Lot Closings (single family units)	2,838	2,349	2,403	2,760	2,107	2,402	2,142	2,912	2,017	1,682
Acre Closings	98	712	2,108	66	34	247	543	94	68	412
Revenue										
Housing	\$ 1,794	\$ 1,733	\$ 1,604	\$ 1,249	\$ 1,136	\$ 983	\$ 718	\$ 484	\$ 599	\$ 491
Land	368	318	299	342	340	373	622	524	355	263
Total revenues	2,162	2,051	1,903	1,591	1,476	1,356	1,340	1,008	954	754
Direct cost of sales	(1,689)	(1,578)	(1,474)	(1,174)	(1,031)	(981)	(1,048)	(740)	(687)	(604)
Impairment of land inventory	-	-	-	-	-	-	-	-	-	(41)
Gross margin	473	473	429	417	445	375	292	268	267	109
Selling, general and administrative	(296)	(237)	(207)	(218)	(192)	(170)	(128)	(101)	(99)	(79)
Equity in earnings of unconsolidated entities	18	15	9	12	26	9	10	4	-	3
Impairment of unconsolidated entities	-	-	-	-	-	-	-	-	-	(13)
Other income / (expense)	27	(33)	(33)	(58)	(10)	(42)	(45)	(41)	21	16
Income before income taxes	\$ 222	\$ 218	\$ 198	\$ 153	\$ 269	\$ 172	\$ 129	\$ 130	\$ 189	\$ 36

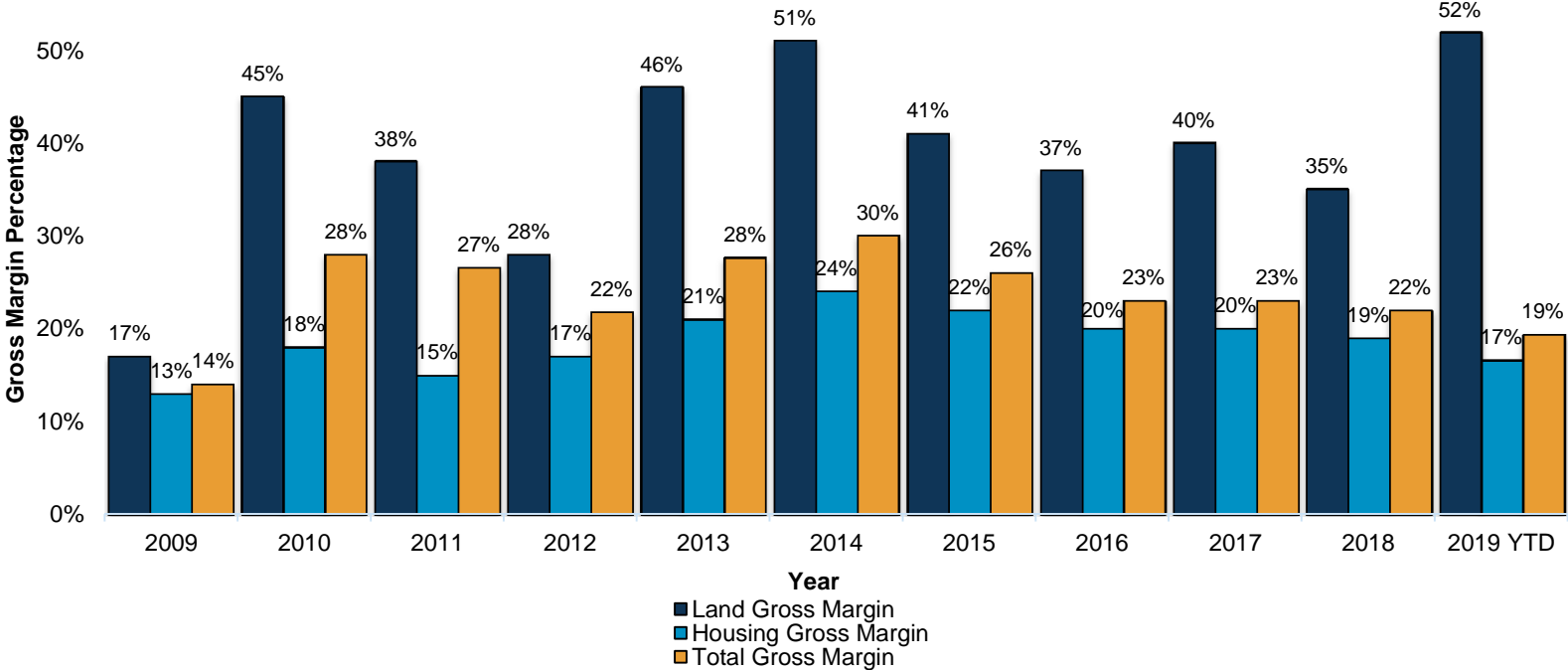
Prior to January 1, 2011, the Company's business practice in Alberta was to not transfer title on its lots sold to the homebuilder who built the home and ultimately sold the home to the consumer, but to wait and transfer title of the lot to the ultimate homebuyer at the time of the home closing. As a 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.

Consistent Profitability



Note: 2009-2010 comparative results shown are pro forma of Brookfield Residential and combined the results of Brookfield Homes Corporation and Brookfield Office Properties' residential land and housing division as the merger transaction occurred on March 31, 2011.

Historical Gross Margin



Note: 2009-2010 comparative results shown are pro forma of Brookfield Residential and combined the results of Brookfield Homes Corporation and Brookfield Office Properties' residential land and housing division as the merger transaction occurred on March 31, 2011.

Our Markets

28

Calgary, Alberta

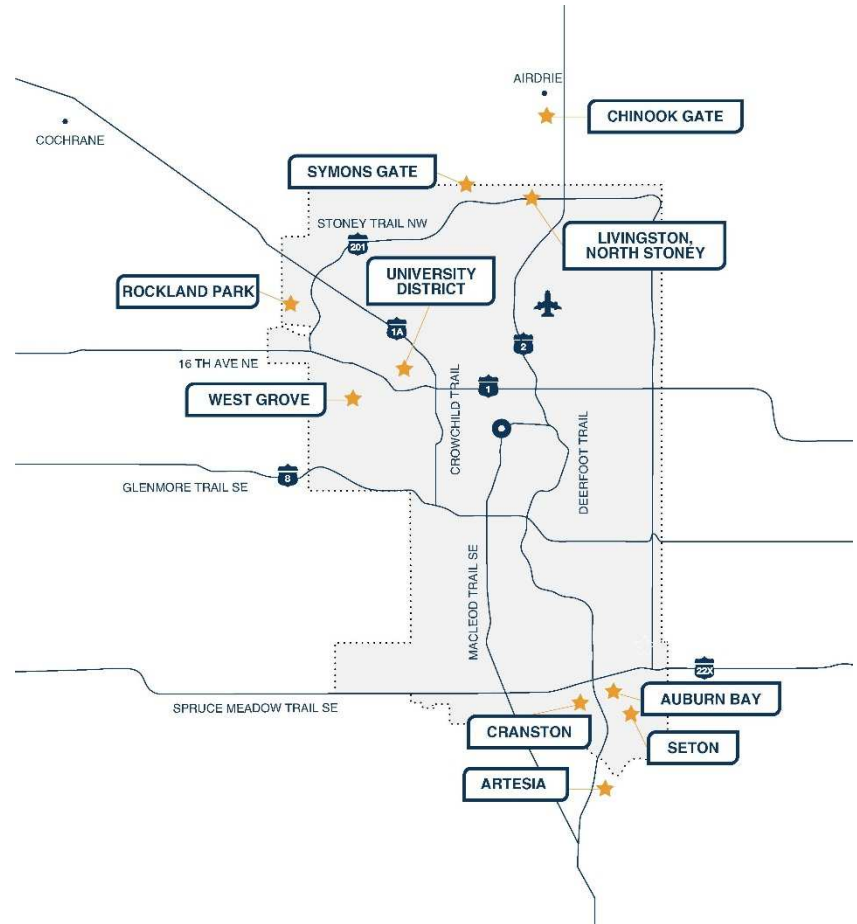
LOTS
20,836

ENTITLED LOTS
11,785

UNENTITLED LOTS
9,051

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Artesia	74	74	-	-
Auburn Bay	97	97	-	1
Chinook Gate (Airdrie)	174	174	-	-
Cranston	611	611	-	12
Livingston	7,311	3,607	3,704	10
North Stoney	3,826	-	3,826	-
Rockland Park	1,290	1,290	-	-
Seton	6,583	5,062	1,521	36
Symons Gate	197	197	-	2
University District	30	30	-	5
West Grove	47	47	-	-
Other	596	596	-	-
Total:	20,836	11,785	9,051	66

* Multi-family, industrial and commercial parcels



Edmonton, Alberta

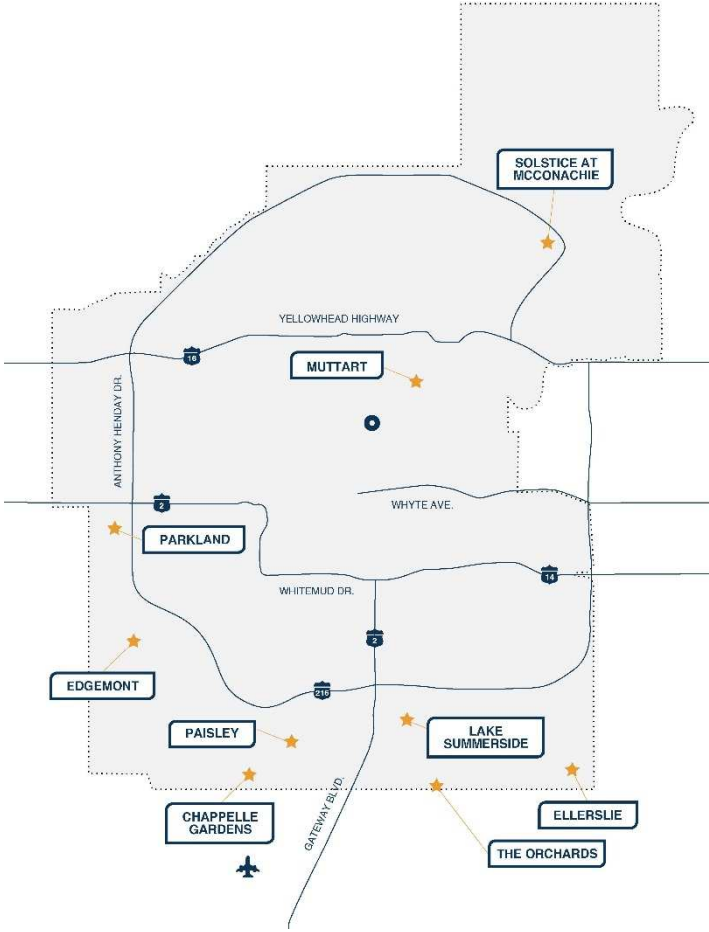
LOTS
11,322

ENTITLED LOTS
6,112

UNENTITLED LOTS
5,210

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Chappelle Gardens	1,495	1,495	-	8
Edgemont	810	810	-	-
Ellerslie	5,210	-	5,210	-
Lake Summerside	72	72	-	-
Muttart	-	-	-	5
The Orchards	3,082	3,082	-	10
Paisley	486	486	-	4
Parkland	49	49	-	-
Solstice at McConachie	55	55	-	-
Other	63	63	-	-
Total:	11,322	6,112	5,210	27

* Multi-family, industrial and commercial parcels



Ontario

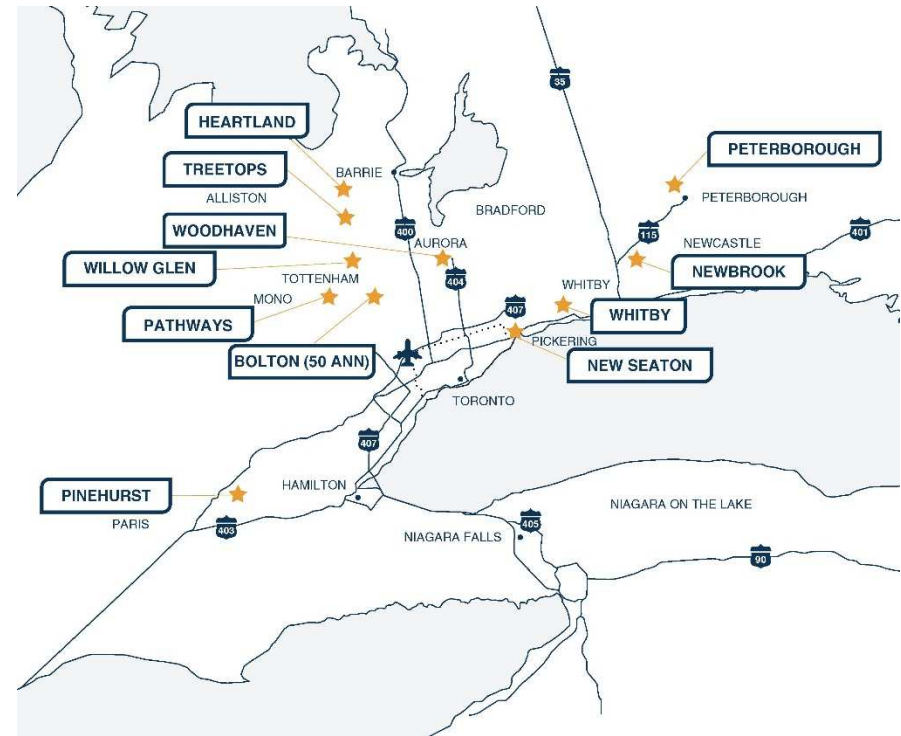
LOTS
8,101

ENTITLED LOTS
1,568

UNENTITLED LOTS
6,533

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Bolton (50 ANN)	-	-	-	1
Heartland	253	253	-	-
Newbrook	540	270	270	-
New Seaton	1,100	121	979	-
Pathways	35	35	-	-
Peterborough	5,278	-	5,278	-
Pinehurst	227	227	-	-
Treetops	11	11	-	-
Whitby	132	132	-	1
Willow Glen	60	60	-	-
Woodhaven	182	182	-	-
Other	283	277	6	-
Total:	8,101	1,568	6,533	2

* Multi-family, industrial and commercial parcels



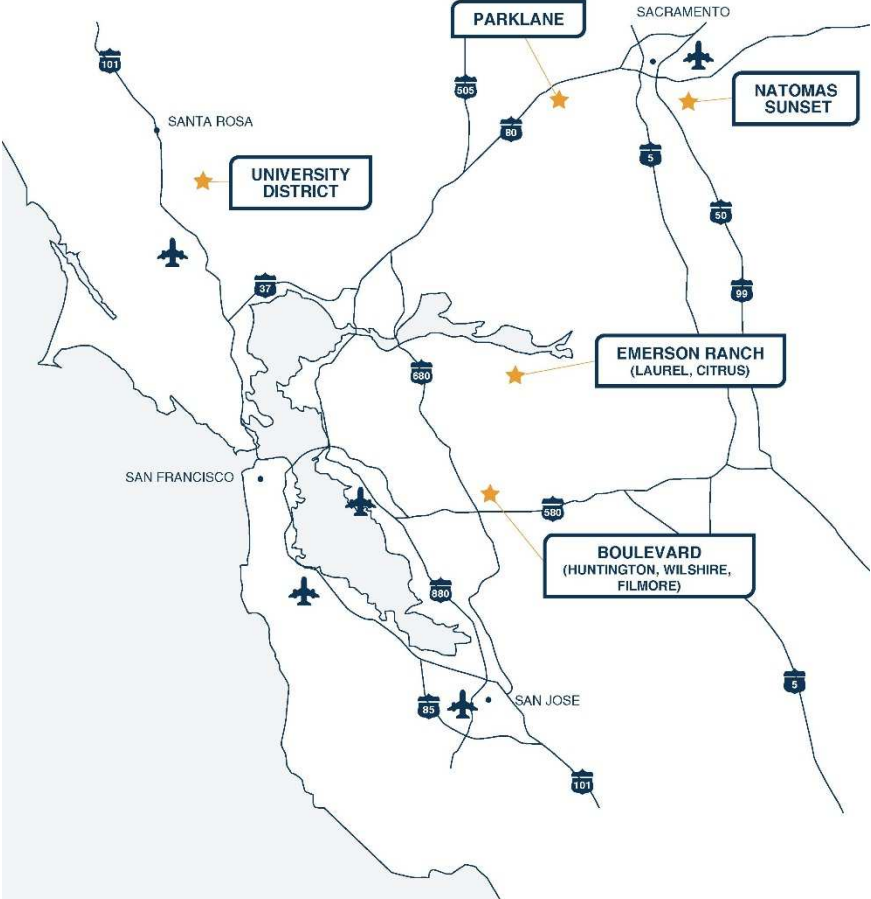
Northern California

LOTS
7,569

ENTITLED LOTS
2,619

UNENTITLED LOTS
4,950

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Boulevard (Huntington, Wilshire, Filmore)	677	677	-
Emerson Ranch (Laurel, Citrus)	74	74	-
Natomas, Sunset	5,700	1,200	4,500
Parklane	654	204	450
University District	464	464	-
Total:	7,569	2,619	4,950



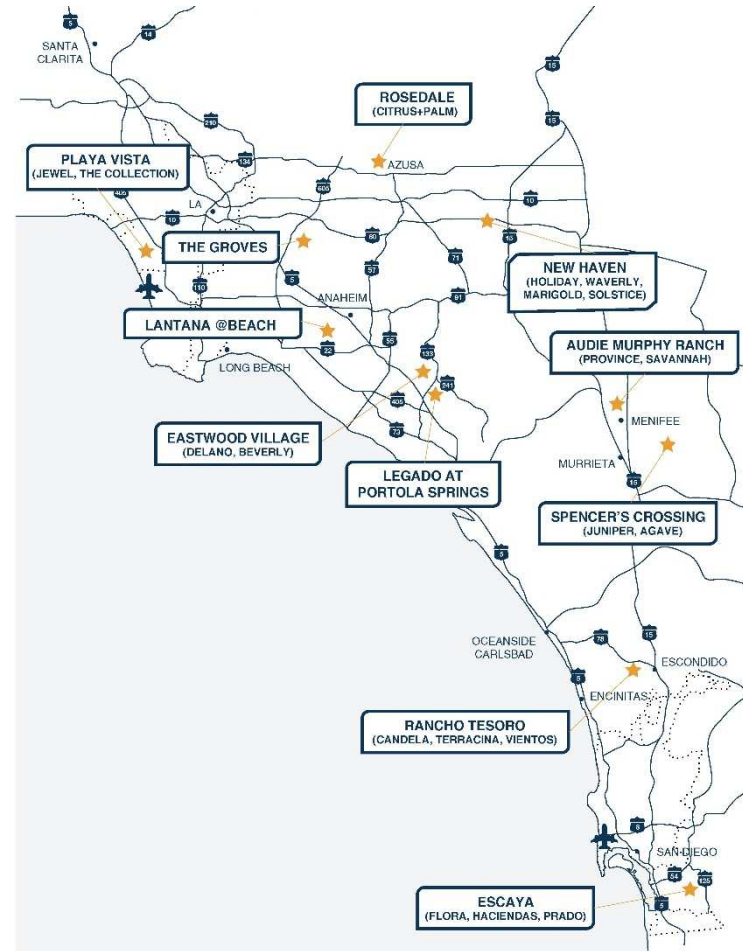
Southern California

LOTS
8,847

ENTITLED LOTS
7,613

UNENTITLED LOTS
1,234

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS
Audie Murphy Ranch (Province, Savannah)	916	916	-
Eastwood Village (Delano, Beverly)	39	39	-
Escaya (Flora, Haciendas, Prado)	183	183	-
The Groves	375	375	-
Lantana @ Beach	208	208	-
Legado at Portola Springs	17	17	-
New Haven (Holiday, Waverly, Marigold, Solstice)	1,831	643	1,188
Playa Vista (Jewel, The Collection)	51	51	-
Rancho Tesoro (Candela, Terracina, Vientos)	336	336	-
Rosedale (Citrus+Palm)	28	28	-
Spencer's Crossing (Juniper, Agave)	412	412	-
Other	4,451	4,405	46
Total:	8,847	7,613	1,234



Hawaii

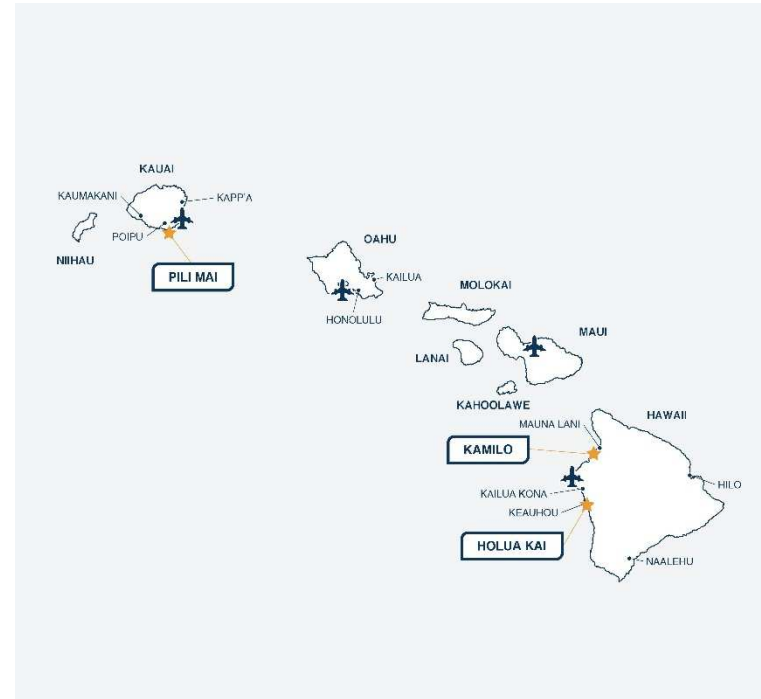
LOTS
123

ENTITLED LOTS
123

UNENTITLED LOTS
-

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Holua Kai	27	27	-	-
KaMilo	21	21	-	-
Pili Mai	75	75	-	-
Other	-	-	-	3
Total:	123	123	-	3

* Multi-family, industrial and commercial parcels



Denver, Colorado

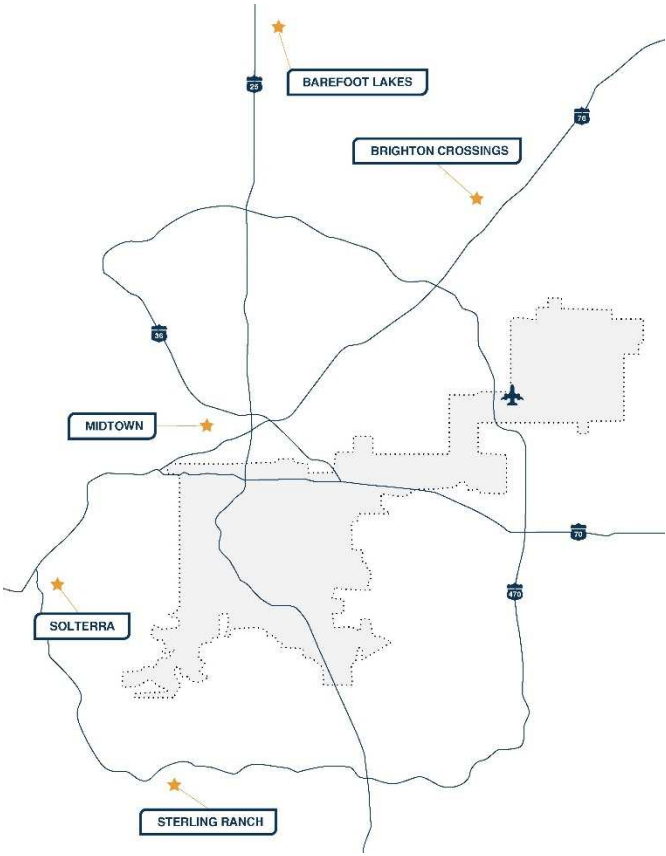
LOTS
7,674

ENTITLED LOTS
7,674

UNENTITLED LOTS
-

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Barefoot Lakes	3,428	3,428	-	-
Brighton Crossings	1,569	1,569	-	10
Midtown	244	244	-	-
Solterra	170	170	-	-
Sterling Ranch	40	40	-	-
Other	2,223	2,223	-	5
Total:	7,674	7,674	-	15

* Multi-family, industrial and commercial parcels



Austin, Texas

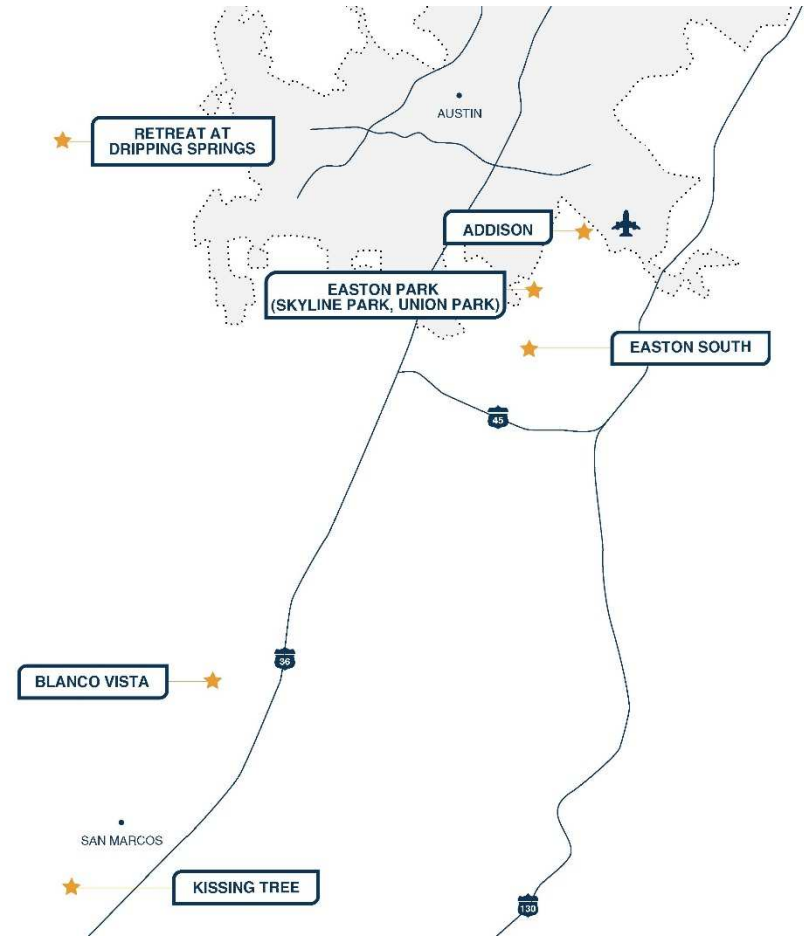
LOTS
12,699

ENTITLED LOTS
12,699

UNENTITLED LOTS
-

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Addison	329	329	-	-
Blanco Vista	623	623	-	-
Easton Park (Skyline Park, Union Park)	5,406	5,406	-	37
Easton South	2,909	2,909	-	-
Grand Haven Homes (various communities)	469	469	-	-
Kissing Tree	2,911	2,911	-	-
Retreat at Dripping Springs	52	52	-	-
Total:	12,699	12,699	-	37

* Multi-family, industrial and commercial parcels



Phoenix, Arizona

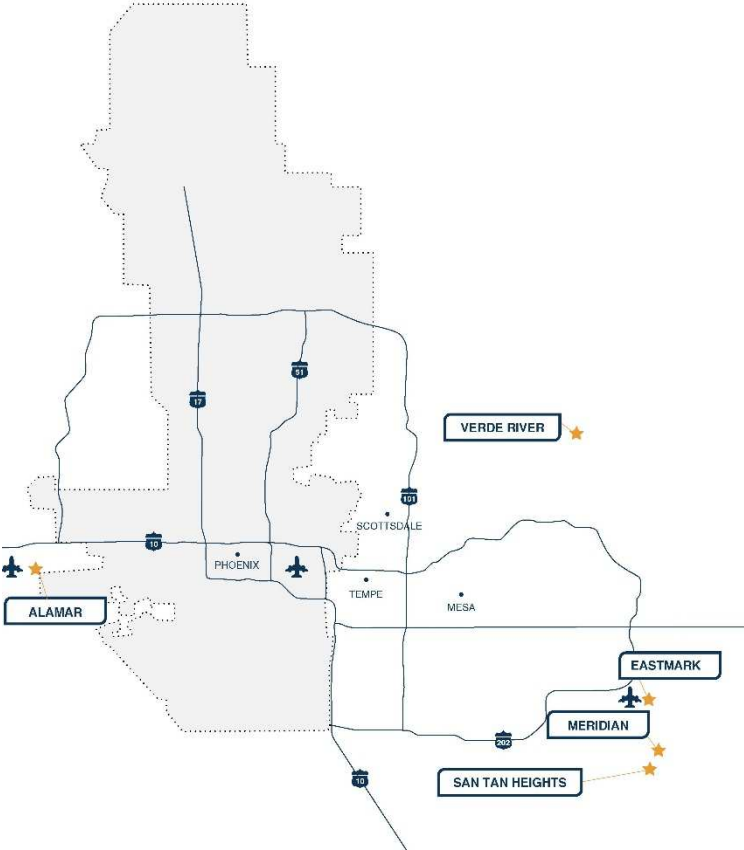
LOTS
3,828

ENTITLED LOTS
3,828

UNENTITLED LOTS
-

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Alamar	616	616	-	-
Eastmark	2,510	2,510	-	14
Meridian	376	376	-	-
San Tan Heights	284	284	-	-
Verde River	42	42	-	-
Total:	3,828	3,828	-	14

* Multi-family, industrial and commercial parcels



Washington, D.C. Area

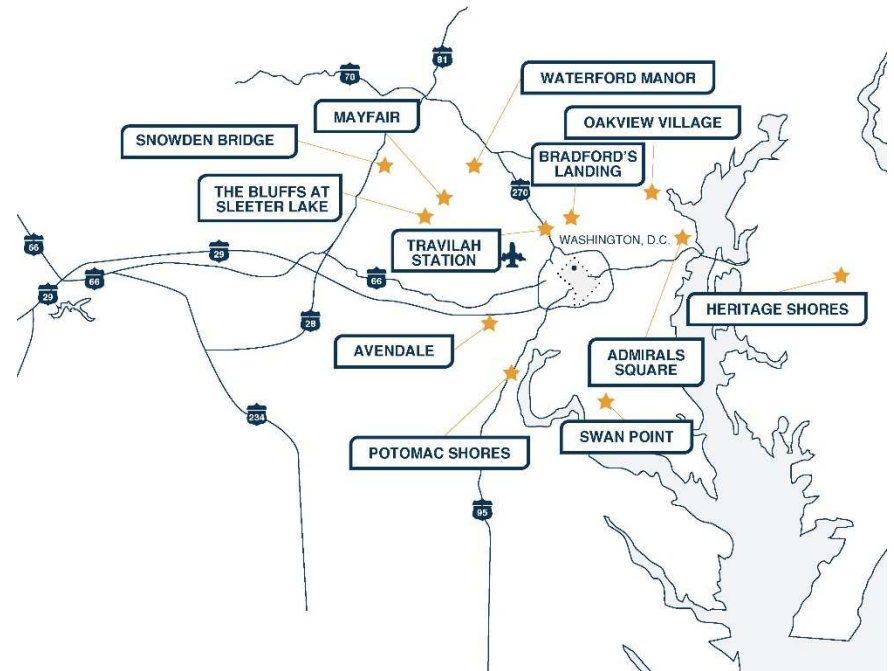
LOTS
3,959

ENTITLED LOTS
3,922

UNENTITLED LOTS
37

PROJECTS	TOTAL LOTS	ENTITLED LOTS	UNENTITLED LOTS	DEVELOPED ACRES*
Admirals Square	27	27	-	-
Avendale	61	61	-	-
The Bluffs at Sleeter Lake	88	88	-	-
Bradford's Landing	210	210	-	-
Heritage Shores	1,227	1,227	-	-
Mayfair	23	23	-	4
Oakview Village	34	34	-	-
Potomac Shores	116	116	-	-
Snowden Bridge	522	522	-	-
Swan Point	1,372	1,372	-	-
Travilah Station	85	85	-	-
Waterford Manor	42	42	-	-
Other	152	115	37	-
Total:	3,959	3,922	37	4

* Multi-family, industrial and commercial parcels



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Brookfield Residential's press releases, unaudited interim reports and audited annual reports can also be found on the Company's website at: www.BrookfieldResidential.com. Hard copies of the interim and annual reports can be obtained free of charge upon request.

For all Brookfield Residential bondholder inquiries, please call 1.855.234.8362 or email investor.relations@brookfieldrp.com.



Thank you.

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Residential