

### **Brookfield Residential Properties Inc.**

A LAND DEVELOPMENT AND HOMEBUILDING COMPANY Active in Ten North American Markets

**Supplemental Information For the Nine Months Ended September 30, 2011** 

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All amounts denominated in U.S. dollars



### **Forward-Looking Statements**

This Supplemental Information contains forward-looking information within the meaning of Canadian provincial securities laws and "other forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, Section 21E of the U.S. Securities Exchange Act of 1934, as amended, "safe harbour" provisions of the United States Private Securities Litigation Reform Act of 1995 and in any applicable Canadian securities regulations. Certain statements in this supplemental information package that are not historical facts, including those statements preceded by, followed by, or that include the words "believe," "planned," "anticipate," "should," "goals," "expected," "potential," "estimate," "targeted," "scheduled," or similar expressions, constitute "forward-looking statements". Undue 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 forward in the forward-looking statements include, but are not limited to: changes in general economic, real estate and other conditions; mortgage rate changes; availability of suitable undeveloped land at acceptable prices; adverse legislation or regulation; ability to obtain necessary permits and approvals for the development of our land; availability of labour or material or increases in their costs; ability to develop and market our master-planned communities successfully; confidence levels of consumers; ability to raise capital on favourable terms; adverse weather conditions and natural disasters; relations with the residents of our communities; risks associated with increased insurance costs or unavailability of adequate coverage and ability to obtain surety bonds; competitive conditions in the homebuilding industry, including product and pricing pressures; and additional risks and uncertainties referred to in our filings with the securities regulators in Canada and the United States, many of which are beyond our control. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



### **Corporate Profile**

Brookfield Residential Properties Inc. ("Brookfield Residential") is a North American land developer and homebuilder, active in ten principal markets with over 100,000 lots controlled. We entitle and develop land and build homes for our own communities, as well as sell lots to third-party builders. The company is listed on the New York Stock Exchange and the Toronto Stock Exchange under the symbol BRP. For more information, please visit our website at www.brookfieldrp.com.



## **Selected Financial Information**

	 Three Months E	nded Septe	mber 30	Nine Months End	ed Septen	nber 30
(millions, except per unit activity and per share amounts)	2011		2010	2011		2010
Results of Operations						
Total revenue	\$ 228	\$	240	\$ 644	\$	655
Land revenue	116		91	359		247
Housing revenue	112		149	285		408
Gross margin - \$	70		74	180		195
Gross margin - %	31%		31%	28%		30%
Income before income taxes	29		52	81		130
Income tax expense	(10)		(18)	(101)		(40)
Net income / (loss) attributable to Brookfield Residential	19		35	(19)		91
Basic earnings / (loss) per share	\$ 0.19	\$	0.29	\$ (0.19)	\$	0.75
Diluted earnings / (loss) per share	\$ 0.19	\$	0.29	\$ (0.19)	\$	0.75
Operating Data						
Lot closings (units)	738		726	2,339		1,931
Average land selling price (per lot equivalent)	\$ 157,000	\$	125,000	\$ 153,000	\$	128,000
Net new orders (units)	389		242	1,226		1,084
Backlog (units at end of period)	813		518	813		518
Home closings (units)	307		391	767		1,095
Average home selling price (per unit)	\$ 366,000	\$	382,000	\$ 371,000	\$	373,000

# **Quarterly Financial Information**

		:	2011		2010						
(millions, except per share amounts)	Q3		Q2	Q1		Q4		Q3		Q2	Q1
Revenue	\$ 227.9	\$	235.5	\$ 180.1	\$	299.5	\$	240.2	\$	273.1	\$ 141.4
Direct cost of sales	 (157.8)		(180.7)	 (124.8)		(227.5)		(166.4)		(193.4)	 (99.9)
Gross margin	70.1		54.8	55.3		72.0		73.8		79.7	41.5
Selling, general and administrative expense	(26.7)		(19.2)	(26.4)		(26.8)		(23.7)		(25.6)	(23.2)
Other income	(3.1)		1.5	0.3		14.3		2.2		3.1	2.1
Interest expense	 (11.3)		(10.9)	 (3.3)		-		-		-	 -
Income before income taxes	29.0		26.2	25.9		59.5		52.3		57.2	20.4
Income tax expense	(10.3)		(7.4)	(83.7)		(18.7)		(17.9)		(17.9)	(4.0)
Net income / (loss)	18.7		18.8	(57.8)		40.8		34.4		39.3	16.4
Net (income) / loss attributable to non-controlling interest and other interests in consolidated subsidiaries	 0.5		0.4	 0.8		0.2		0.1		(0.1)	 1.3
Net income / (loss) attributable to Brookfield Residential	\$ 19.2	\$	19.2	\$ (57.0)	\$	41.0	\$	34.5	\$	39.2	\$ 17.7
Earnings / (loss) per common share attributable to											
Brookfield Residential											
Basic	\$ 0.19	\$	0.19	\$ (0.56)	\$	0.36	\$	0.29	\$	0.34	\$ 0.13
Diluted	\$ 0.19	\$	0.19	\$ (0.56)	\$	0.35	\$	0.29	\$	0.34	\$ 0.13
Weighted average common shares outstanding (in thousands)											
Basic	99,343		101,187	101,343		101,343		101,343		101,343	101,343
Diluted	99,410		101,356	101,343		101,431		101,426		101,540	101,586



## **Condensed Consolidated Balance Sheets**

	Α	s at September	As at June	As at March	As at December
(thousands)		30, 2011	30, 2011	31, 2011	31, 2010
Assets					
Land and housing inventory	\$	2,129,333	\$ 2,192,157	\$ 2,186,416	\$ 2,193,947
Investments in unconsolidated entities		141,850	136,585	130,906	137,203
Receivables and other assets		262,389	233,963	204,844	217,972
Restricted cash		9,128	18,048	20,629	7,366
Cash		1,276	2,165	12,245	4,345
Deferred income tax assets		_	-	-	75,225
	\$	2,543,976	\$ 2,582,918	\$ 2,555,040	\$ 2,636,058
Liabilities and Equity					
Project specific and other financings	\$	842,490	873,797	\$ 845,503	\$ 1,025,339
Notes payable	•	457,152	498,235	494,539	-
Total financings		1,299,642	1,372,032	1,340,042	1,025,339
Accounts payable and other liabilities		254,211	234,210	244,407	288,456
Deferred income tax liabilities		9,371	13,609	7,108	-
Total liabilities		1,563,224	1,619,851	1,591,557	1,313,795
Other interests in consolidated subsidiaries		34,326	34,117	36,269	42,461
Total equity		946,426	 928,950	927,214	1,279,802
	\$	2,543,976	\$ 2,582,918	\$ 2,555,040	\$ 2,636,058

## **Condensed Consolidated Statements of Operations**

	Three Months Er	nded Sept	ember 30	Nine Months Ended September 30					
(thousands, except per share amounts)	2011		2010	•	2011		2010		
Revenue									
Land	\$ 115,498	\$	90,727	\$	358,979	\$	246,670		
Housing	112,414		149,426		284,605		408,010		
-	227,912		240,153		643,584		654,680		
Direct Cost of Sales									
Land	(62,919)		(43,113)		(220,229)		(124,669		
Housing	(94,919)		(123,324)		(243,172)		(335,077		
	70,074		73,716		180,183		194,934		
Selling, general and administrative expense	(26,745)		(23,671)		(72,339)		(72,429		
Equity in (loss) / earnings from unconsolidated entities	(13)		(238)		3,928		(299		
Depreciation	(862)		(748)		(2,734)		(2,368		
Interest expense	(11,286)		-		(25,452)		-		
Other (expense) / income	(2,127)		3,210		(2,403)		10,149		
Income Before Income Taxes	29,041		52,269		81,183		129,987		
Income tax expense	(10,303)		(17,854)		(101,374)		(39,755		
Net Income / (Loss)	18,738		34,415		(20,191)		90,232		
Net loss attributable to noncontrolling interest and other interests in									
consolidated subsidiaries	463		120		1,676		1,266		
Net Income / (Loss) Attributable to Brookfield Residential	\$ 19,201	\$	34,535	\$	(18,515)	\$	91,498		
Other Comprehensive Income									
Foreign currency translation	(4,006)		25,971		9,645		16,950		
Comprehensive Income / (Loss) Attributable to Brookfield Residential	\$ 15,195	\$	60,506	\$	(8,870)	\$	108,448		
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Earnings / (Loss) per Common Share Attributable to Brookfield Residentia	0.40	¢.	0.00	¢	(0.40)	¢.	0.75		
Basic	\$ 0.19	\$	0.29	\$	(0.19)	\$	0.75		
Diluted	\$ 0.19	\$	0.29	\$	(0.19)	\$	0.75		
Weighted Average Common Shares Outstanding (in thousands)									
Basic	99,343		101,343		100,255		101,343		
Diluted	99,410		101,426		100,255		101,426		

## **Condensed Consolidated Statements of Cash Flow**

	<b>N</b>	Nine Months End	ded Septe	mber 30
(thousands)		2011		2010
Cash Flows (Used in) / From Operating Activities				
Net (loss) / income	\$	(20,191)	\$	90,232
Adjustments to reconcile net (loss) / income to net cash from operating activities:				
Undistributed income from unconsolidated entities		(3,771)		306
Deferred income taxes		83,780		10,103
Non-cash interest converted into equity		1,674		-
Share-based compensation costs		3,981		742
Depreciation		2,734		2,368
Changes in operating assets and liabilities:				
(Increase) / decrease in receivables and other assets		(76,928)		45,655
Decrease / (increase) in land and housing inventory		38,816		(17,849
Decrease in accounts payable and other liabilities		(34,355)		(22,959
Other		(4,290)		(40
Net cash (used in) / from operating activities		(8,550)		108,558
Cash Flows (Used in) / From Investing Activities				
Investments in unconsolidated entities		(13,452)		(41,733
Distributions from unconsolidated entities		10,808		1,320
Change in restricted cash		(1,762)		(4,073
Net cash used in investing activities		(4,406)		(44,486
Cash Flows From / (Used in) Financing Activities				
Net drawings / (repayments) under project specific and other financings		44,213		(54,801
Net distributions to noncontrolling interest and other interests in consolidated subsidiaries		(3,898)		(4,207
Exercise of stock options		107		93
Purchase of common shares for escrowed stock plan		(19,280)		-
Dividends paid to preferred shareholders		(9,992)		-
Distributions		(5,612)		(13,150
Other		4,349		483
Net cash from / (used in) financing activities		9,887		(71,582
Decrease in cash and cash equivalents		(3,069)		(7,510
Cash and cash equivalents at beginning of period		4,345		8,015
Foreign exchange on cash		-		135
Cash and cash equivalents at end of period	\$	1,276	\$	640
Supplemental Cash Flow Information				
Interest paid	\$	56,875	\$	53,371
Income taxes recovered	\$	2,729	\$	43,722

# **Selected Operating Information**

	Th	ree Months End	ded Sept	ember 30	Nine Months Ended September 30				
(in units, except average selling price)		2011		2010		2011		2010	
Lot Closings									
Canada		704		577		2,076		1,599	
California		-		-		158		52	
Central and Eastern U.S.		34		149		105		280	
		738		726		2,339		1,931	
Unconsolidated Entities		-		-		179		-	
Total		738		726		2,518		1,931	
Average Land Selling Price (per lot equivalent)									
Canada	\$	157,000	\$	135,000	\$	147,000	\$	139,000	
California		-		-		272,000		35,000	
Central and Eastern U.S.		150,000		86,000		112,000		83,000	
		157,000		125,000		153,000		128,000	
Unconsolidated Entities		-		-		63,000		-	
Average selling price	\$	157,000	\$	125,000	\$	147,000	\$	128,000	
Active Land Communities									
Canada						11		13	
California						2		3	
Central and Eastern U.S.						8		9	
	_	_				21		25	
Unconsolidated Entities						1			
Total						22		25	



## **Selected Operating Information cont'd**

	1	hree Months E	nded Sept	ember 30	Nine Months Ended September 3				
(in units, except average selling price)		2011		2010		2011		2010	
Net New Home Orders									
Canada		311		156		928		713	
California		34		54		173		222	
Central and Eastern U.S.		44		32		125		149	
		389		242		1,226		1,084	
Unconsolidated Entities		19		1		39		1	
Total		408		243		1,265		1,085	
Home Closings									
Canada		230		292		536		706	
California		61		65		161		250	
Central and Eastern U.S.		16		34		70		139	
		307		391		767		1,095	
Unconsolidated Entities		10		-		15		1	
Total		317		391		782		1,096	
Average Home Selling Price									
Canada	\$	328,000	\$	293,000	\$	323,000	\$	295,000	
California		456,000		747,000		508,000		582,000	
Central and Eastern U.S.		577,000		447,000		424,000		390,000	
		366,000		382,000		371,000		373,000	
Unconsolidated Entities		373,000		<u>-</u>		365,000		1,245,000	
Average selling price	\$	355,000	\$	382,000	\$	364,000	\$	372,000	

	Active Housing	Communities	Backlog			
Active Housing Communities / Backlog at End of Period	9/30/2011	9/30/2010	9/30/2011	9/30/2010		
Canada	15	13	681	349		
California	8	12	41	88		
Central and Eastern U.S.	8	7	91	81		
	31	32	813	518		
Unconsolidated Entities	3	1	14	1_		
Total	34	33	827	519		

# **Selected Operating Information cont'd**

	Th	ree Months Ended	September 30		N	ine Months Ended	September 30		
_	2011		2010		2011		2010		
(\$ millions, except unit activity)	Units	\$	Units	\$	Units	\$	Units	\$	
Land Revenue									
Canada	704	111	577	78	2,076	304	1,599	222	
California	-	-	-	-	158	43	52	2	
Central and Eastern U.S.	34	5	149	13	105	12	280	23	
Total	738	116	726	91	2,339	359	1,931	247	
Housing Revenue									
Canada	230	75	292	85	536	173	706	208	
California	61	28	65	49	161	82	250	146	
Central and Eastern U.S.	16	9	34	15	70	30	139	54	
Total	307	112	391	149	767	285	1,095	408	
Gross Margin									
Canada		68		63		173		164	
California		2		9		5		25	
Central and Eastern U.S.		-		2		2		6	
Total		70		74		180		195	

		Three	Months En	ded Sept	ember 30				Nine	Months En	ded Sep	tember 30	
			Non-				<u>-</u>			Non-			
		Re	ecurring						R	ecurring			
			Timing							Timing			
Land Sales	2011	Di	fference	Adjus	sted 2011	2010		2011	Di	ifference	Adjus	ted 2011	2010
Lot closings	738		276		462	726		2,339		950		1,389	1,931
Revenue	\$ 116	\$	43	\$	73	\$ 91	\$	359	\$	153	\$	206	\$ 247
Direct cost of sales	\$ (63)	\$	(26)	\$	(37)	\$ (43)	\$	(220)	\$	(95)	\$	(125)	\$ (125)
Gross margin	\$ 53	\$	17	\$	36	\$ 48	\$	139	\$	58	\$	81	\$ 122
	46%		40%		49%	53%		39%		38%		39%	49%

# **Residential Building Lots**

#### Ownership

	Land & Ho	using	Unconsolidate	d Entities	Total Lots	Status 30-Se	of Lots ep-11	Total Lots
(lots)	Owned	Options	Owned	Options	30-Sep-11	Entitled	Unentitled	31-Dec-10
Calgary	28,715	-	1,064	-	29,779	9,709	20,070	28,643
Edmonton	17,530	-	-	-	17,530	12,321	5,209	18,229
Toronto	9,366	-	-	-	9,366	863	8,503	9,320
Canada	55,611	-	1,064	-	56,675	22,893	33,782	56,192
Northern California	3,264	5,201	-	-	8,465	2,315	6,150	8,223
Southland/Los Angeles	876	-	1,543	2,206	4,625	1,980	2,645	4,734
San Diego/Riverside	8,471	-	40	-	8,511	5,711	2,800	8,761
Other	194	-	55	-	249	249		253
California	12,805	5,201	1,638	2,206	21,850	10,255	11,595	21,971
Denver	10,711	-	-	-	10,711	10,711	-	10,828
Austin	14,906	-	-	-	14,906	5,358	9,548	15,870
Washington D.C. Area	3,068	1,130	1,025	-	5,223	4,976	247	4,846
Central and Eastern U.S.	28,685	1,130	1,025	-	30,840	21,045	9,795	31,544
Total September 30, 2011	97,101	6,331	3,727	2,206	109,365	54,193	55,172	
Entitled lots September 30, 2011	50,587	1,381	1,702	523	54,193			
Unentitled lots September 30, 2011	46,514	4,950	2,025	1,683	55,172			
Total September 30, 2011	97,101	6,331	3,727	2,206	109,365			
Total December 31, 2010	97,381	6,435	3,132	2,759				109,707

Land &		Unconsolidated		Total 09/30/2011		Total 12/31/2010				
(millions, except per unit activity)	H	ousing <sup>(1)</sup>		Entities	Lots		\$	Lots	3	\$
Land & land under development	\$	1,782	\$	128	99,423	\$	1,910	99,500	\$	2,026
Optioned lots		65		24	8,537		89	9,194		81
Housing inventory		254		6	1,303		260	899		204
Model homes		28		1	102		29	114		34
Unconsolidated entity debt		-		(17)	-		(17)	-		(14)
	\$	2,129	\$	142	109,365	\$	2,271	109,707	\$	2,331

<sup>(1)</sup> Includes consolidated options



### **Investor Information**

#### **Common Shares**

Brookfield Residential is listed on the New York Stock Exchange and the Toronto Stock Exchange under the symbol "BRP". Brookfield Residential commenced trading on April 1, 2011.

### **BRPI Trading Statistics**

	N	IYSE	TSX
Share Price			
High for the quarter	\$	10.27	\$ 9.86
Low for the quarter	\$	6.42	\$ 6.59
Close price on September 30, 2011	\$	6.65	\$ 6.97
Total Volume		6,609,696	873,547

### **Common Shares Outstanding**

	30-Sep-11	1-Apr-11
Common shares issued and outstanding	99,342,718	101,342,718
Unexercised options	3,173,426	2,098,426
Total common shares outstanding	102,516,144	103,441,144

Convertible	<b>Preferred</b>	<b>Shares</b>	Outstanding
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_	9	30-Sep-11	1-Apr-11
	Convertible preferred shares outstanding	70,002	70,002
	Common share equivalent at a conversion rate of 2.731787607	191,231	191,231



#### Investor Information cont'd

#### Announcement of Results

- 2011 quarterly results are expected to be announced as noted below:
  - Fourth Quarter

February 2012

Press releases and other investor information are available on the company's web site at: www.brookfieldrp.com.

#### **Inquiries**

Brookfield Residential Properties Inc. welcomes inquiries from shareholders, analysts, media representatives and other interested parties. Questions relating to investor relations or media inquiries can be directed to Linda Northwood, Director, Investor Relations at (416) 359-8647 or via e-mail at linda.northwood@brookfieldrp.com. Inquiries regarding financial results should be directed to Craig Laurie, Executive Vice President and Chief Financial Officer at (212) 417-7040 or via e-mail at craig.laurie@brookfieldrp.com.

