

| Brookfield Residential Properties Inc.  |  |   |
|---|--|---|
| A LAND DEVELOPMENT AND HOMEBUILDING COMPANY<br>Active in Ten North American Markets |  |   |
|   |  | lemental Information<br>d December 31, 2011 |

## **Table of Contents**

| Forward-Looking Statements                      | 2  |
|---|----|
| Corporate Profile                               | 3  |
| Selected Financial Information                  | 4  |
| Quarterly Financial Information                 | 5  |
| Condensed Consolidated Balance Sheets           | 6  |
| Condensed Consolidated Statements of Operations | 7  |
| Condensed Consolidated Statements of Cash Flow  | 8  |
| Selected Operating Information                  | 9  |
| Residential Building Lots                       | 12 |
| Investor Information                            | 13 |



#### **Forward-Looking Statements**

This Supplemental Information contains forward-looking information within the meaning of Canadian provincial securities laws and "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 harbor" 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.

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 <u>www.brookfieldrp.com</u>.



# **Selected Financial Information**

|  | <br>Three Months E | nded Decei | <b>Twelve Months Ended December 31</b> |    |         |    |         |  |  |
|--|--------------------|------------|--|----|---------|----|---------|--|--|
| (millions, except per unit activity and per share amounts) | 2011               |            | 2010                                   |    | 2011    |    | 2010    |  |  |
| Results of Operations                                      |                    |            |  |    |         |    |         |  |  |
| Total revenue  | \$<br>365          | \$         | 299                                    | \$ | 1,008   | \$ | 954     |  |  |
| Land revenue   | 165                |            | 108                                    |    | 524     |    | 355     |  |  |
| Housing revenue  | 199                |            | 191                                    |    | 484     |    | 599     |  |  |
| Gross margin - \$  | 88                 |            | 72                                     |    | 268     |    | 267     |  |  |
| Gross margin - %   | 24%                |            | 24%                                    |    | 27%     |    | 28%     |  |  |
| Income before income taxes                                 | 49                 |            | 59                                     |    | 130     |    | 189     |  |  |
| Income tax expense   | (24)               |            | (19)                                   |    | (125)   |    | (58)    |  |  |
| Net income attributable to Brookfield Residential          | 26                 |            | 41                                     |    | 7       |    | 132     |  |  |
| Basic earnings per share                                   | \$<br>0.25         | \$         | 0.36                                   | \$ | 0.07    | \$ | 1.11    |  |  |
| Diluted earnings per share                                 | \$<br>0.25         | \$         | 0.35                                   | \$ | 0.07    | \$ | 1.11    |  |  |
| Operating Data   |                    |            |  |    |         |    |         |  |  |
| Lot closings (units)                                       | 1,135              |            | 617                                    |    | 3,474   |    | 2,548   |  |  |
| Average land selling price (per lot equivalent)            | \$<br>145,000      | \$         | 175,000                                | \$ | 151,000 | \$ | 139,000 |  |  |
| Net new orders (units)                                     | 358                |            | 316                                    |    | 1,584   |    | 1,400   |  |  |
| Backlog (units at end of period)                           | 645                |            | 376                                    |    | 645     |    | 376     |  |  |
| Home closings (units)                                      | 528                |            | 505                                    |    | 1,295   |    | 1,600   |  |  |
| Average home selling price (per unit)                      | \$<br>378,000      | \$         | 379,000                                | \$ | 374,000 | \$ | 375,000 |  |  |



# **Quarterly Financial Information**

|   |             | 2011        |             |              |             | 20          | 10 |         | ·           |
|---|-------------|-------------|-------------|--------------|-------------|-------------|----|---------|-------------|
| (millions, except per share amounts)  | <br>Q4      | <br>Q3      | <br>Q2      | <br>Q1       | <br>Q4      | <br>Q3      |    | Q2      | <br>Q1      |
| Revenue   | \$<br>364.5 | \$<br>227.9 | \$<br>235.5 | \$<br>180.1  | \$<br>299.5 | \$<br>240.2 | \$ | 273.1   | \$<br>141.4 |
| Direct cost of sales  | <br>(276.7) | <br>(157.8) | <br>(180.7) | <br>(124.8)  | <br>(227.5) | <br>(166.4) |    | (193.4) | <br>(99.9)  |
| Gross margin  | 87.8        | 70.1        | 54.8        | 55.3         | 72.0        | 73.8        |    | 79.7    | 41.5        |
| Selling, general and administrative expense   | (28.7)      | (26.7)      | (19.2)      | (26.4)       | (26.8)      | (23.7)      |    | (25.6)  | (23.2)      |
| Other income  | 1.5         | (3.1)       | 1.5         | 0.3          | 14.3        | 2.2         |    | 3.1     | 2.1         |
| Interest expense  | (11.6)      | <br>(11.3)  | <br>(10.9)  | <br>(3.3)    | -           | <br>-       |    | -       | <br>-       |
| Income before income taxes  | 49.0        | 29.0        | 26.2        | 25.9         | 59.5        | 52.3        |    | 57.2    | 20.4        |
| Income tax expense  | (24.0)      | <br>(10.3)  | <br>(7.4)   | <br>(83.7)   | <br>(18.7)  | <br>(17.9)  |    | (17.9)  | (4.0)       |
| Net income / (loss)   | 25.0        | 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 | <br>0.8     | <br>0.5     | <br>0.4     | <br>0.8      | <br>0.2     | <br>0.1     |    | (0.1)   | <br>1.3     |
| Net income / (loss) attributable to Brookfield Residential  | \$<br>25.8  | \$<br>19.2  | \$<br>19.2  | \$<br>(57.0) | \$<br>41.0  | \$<br>34.5  | \$ | 39.2    | \$<br>17.7  |
| Earnings / (loss) per common share attributable to<br>Brookfield Residential                                  |             |             |             |              |             |             |    |         |             |
| Basic   | \$<br>0.25  | \$<br>0.19  | \$<br>0.19  | \$<br>(0.56) | \$<br>0.36  | \$<br>0.29  | \$ | 0.34    | \$<br>0.13  |
| Diluted   | \$<br>0.25  | \$<br>0.19  | \$<br>0.19  | \$<br>(0.56) | \$<br>0.35  | \$<br>0.29  | \$ | 0.34    | \$<br>0.13  |
| Weighted average common shares outstanding (in thousands)   |             |             |             |              |             |             |    |         |             |
| Basic   | 99,343      | 99,343      | 101,187     | 101,343      | 101,343     | 101,343     |    | 101,343 | 101,343     |
| Diluted   | 99,611      | 99,410      | 101,356     | 101,343      | 101,431     | 101,426     |    | 101,540 | 101,586     |



#### **Condensed Consolidated Balance Sheets**

|  | As at December  | As at September | As at June      | As at March     | As at December  |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| (thousands)                                  | <br>31, 2011    | 30, 2011        | 30, 2011        | 31, 2011        | 31, 2010        |
| Assets                                       |                 |                 |                 |                 |                 |
| Land and housing inventory                   | \$<br>2,113,245 | \$<br>2,129,333 | \$<br>2,192,157 | \$<br>2,186,416 | \$<br>2,193,947 |
| Investments in unconsolidated entities       | 143,821         | 141,850         | 136,585         | 130,906         | 137,203         |
| Receivables and other assets                 | 310,443         | 262,389         | 233,963         | 204,844         | 217,972         |
| Restricted cash                              | 9,128           | 9,128           | 18,048          | 20,629          | 7,366           |
| Cash and cash equivalents                    | 2,162           | 1,276           | 2,165           | 12,245          | 4,345           |
| Deferred income tax assets                   | -               | -               | -               | -               | 75,225          |
|  | \$<br>2,578,799 | \$<br>2,543,976 | \$<br>2,582,918 | \$<br>2,555,040 | \$<br>2,636,058 |
| Liabilities and Equity                       |                 |                 |                 |                 |                 |
| Project specific and other financings        | \$<br>825,687   | \$<br>842,490   | 873,797         | \$<br>845,503   | \$<br>1,025,339 |
| Notes payable                                | 469,776         | 457,152         | 498,235         | 494,539         | -               |
| Total financings                             | 1,295,463       | 1,299,642       | 1,372,032       | 1,340,042       | 1,025,339       |
| Accounts payable and other liabilities       | 247,420         | 254,211         | 234,210         | 244,407         | 288,456         |
| Deferred income tax liabilities              | 27,773          | 9,371           | 13,609          | 7,108           | -               |
| Total liabilities                            | 1,570,656       | 1,563,224       | 1,619,851       | 1,591,557       | 1,313,795       |
| Other interests in consolidated subsidiaries | 32,434          | 34,326          | 34,117          | 36,269          | 42,461          |
| Total equity                                 | 975,709         | 946,426         | 928,950         | 927,214         | 1,279,802       |
|  | \$<br>2,578,799 | \$<br>2,543,976 | \$<br>2,582,918 | \$<br>2,555,040 | \$<br>2,636,058 |

### **Condensed Consolidated Statements of Operations**

|   | <br>Three Months I | Ended Dec | ember 31  | Twelve Months Ended December 31 |           |    |           |  |  |
|---|--------------------|-----------|-----------|---------------------------------|-----------|----|-----------|--|--|
| (thousands, except per share amounts)                                     | 2011               |           | 2010      |                                 | 2011      |    | 2010      |  |  |
| Revenue   |                    |           |           |                                 |           |    |           |  |  |
| Land  | \$<br>165,116      | \$        | 108,152   | \$                              | 524,095   | \$ | 354,822   |  |  |
| Housing   | 199,385            |           | 191,342   |                                 | 483,990   |    | 599,352   |  |  |
|   | 364,501            |           | 299,494   |                                 | 1,008,085 |    | 954,174   |  |  |
| Direct Cost of Sales  |                    |           |           |                                 |           |    |           |  |  |
| Land  | (106,483)          |           | (69,644)  |                                 | (326,712) |    | (194,313) |  |  |
| Housing   | (170,257)          |           | (157,891) |                                 | (413,429) |    | (492,968) |  |  |
|   | 87,761             |           | 71,959    |                                 | 267,944   |    | 266,893   |  |  |
| Selling, general and administrative expense                               | (28,691)           |           | (26,777)  |                                 | (101,030) |    | (99,206)  |  |  |
| Equity in earnings / (loss) from unconsolidated entities                  | 191                |           | 38        |                                 | 4,119     |    | (261)     |  |  |
| Depreciation  | (810)              |           | (739)     |                                 | (3,544)   |    | (3,107)   |  |  |
| Interest expense  | (11,625)           |           | -         |                                 | (37,077)  |    | -         |  |  |
| Other income / (expense)  | 2,151              |           | 14,962    |                                 | (252)     |    | 25,111    |  |  |
| Income Before Income Taxes  | 48,977             |           | 59,443    |                                 | 130,160   |    | 189,430   |  |  |
| Current income tax expense  | (4,645)            |           | (12,349)  |                                 | (22,240)  |    | (42,782)  |  |  |
| Deferred income tax expense   | (19,305)           |           | (6,311)   |                                 | (103,085) |    | (15,633)  |  |  |
| Net Income  | 25,027             |           | 40,783    |                                 | 4,835     |    | 131,015   |  |  |
| Net loss attributable to noncontrolling interest and other interests in   |                    |           |           |                                 |           |    |           |  |  |
| consolidated subsidiaries   | 777                |           | 198       |                                 | 2,453     |    | 1,464     |  |  |
| Net Income Attributable to Brookfield Residential                         | \$<br>25,804       | \$        | 40,981    | \$                              | 7,288     | \$ | 132,479   |  |  |
| Other Comprehensive Income  |                    |           |           |                                 |           |    |           |  |  |
| Unrealized foreign exchange gain / (loss) on:                             |                    |           |           |                                 |           |    |           |  |  |
| Translation of the net investment in Canadian subsidiaries                | 14,099             |           | 18,259    |                                 | (13,648)  |    | 35,209    |  |  |
| Translation of the Canadian dollar denominated debt designated as a hedge |                    |           | ,         |                                 |           |    | ,         |  |  |
| of the net investment in Canadian subsidiaries                            | (12,624)           |           | -         |                                 | 24,768    |    | -         |  |  |
|   |                    |           |           |                                 | ,         |    |           |  |  |
| Comprehensive Income Attributable to Brookfield Residential               | \$<br>27,279       | \$        | 59,240    | \$                              | 18,408    | \$ | 167,688   |  |  |
|   |                    |           |           |                                 |           |    |           |  |  |
| Earnings per Common Share Attributable to Brookfield Residential          |                    |           |           |                                 |           |    |           |  |  |
| Basic   | \$<br>0.25         | \$        | 0.36      | \$                              | 0.07      | \$ | 1.11      |  |  |
| Diluted   | \$<br>0.25         | \$        | 0.35      | \$                              | 0.07      | \$ | 1.11      |  |  |
| Weighted Average Common Shares Outstanding (in thousands)                 |                    |           |           |                                 |           |    |           |  |  |
| Basic   | 99,343             |           | 101,343   |                                 | 99,949    |    | 101,343   |  |  |
| Diluted   | <br>99,611         |           | 101,431   |                                 | 100,217   |    | 101,431   |  |  |

Brookfield Residential

7 | Brookfield Residential Properties Inc.

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

|  | Tw | velve Months Er | nded Dece | ember 31 |
|--|----|-----------------|-----------|----------|
| (thousands)  |    | 2011            |           | 2010     |
| Cash Flows From / (Used in) Operating Activities   |    |                 |           |          |
| Net income   | \$ | 4,835           | \$        | 131,015  |
| Adjustments to reconcile net income to net cash from operating activities:                     |    |                 |           |          |
| (Undistributed) / distributed income from unconsolidated entities                              |    | (4,127)         |           | 204      |
| Deferred income taxes  |    | 103,085         |           | 15,633   |
| Non-cash interest converted into equity  |    | 1,674           |           | -        |
| Share-based compensation costs   |    | 5,680           |           | 1,105    |
| Depreciation   |    | 3,544           |           | 3,107    |
| Changes in operating assets and liabilities:   |    |                 |           |          |
| (Increase) / decrease in receivables and other assets  |    | (119,298)       |           | 31,323   |
| Decrease in land and housing inventory   |    | 70,860          |           | 33,593   |
| Decrease in accounts payable and other liabilities   |    | (40,347)        |           | (538     |
| Other  |    | (2,909)         |           | (195     |
| Net cash from operating activities   |    | 22,997          |           | 215,247  |
| Cash Flows (Used in) / From Investing Activities   |    |                 |           |          |
| Investments in unconsolidated entities   |    | (16,102)        |           | (42,604  |
| Distributions from unconsolidated entities   |    | 12,222          |           | 7,668    |
| Change in restricted cash  |    | (1,762)         |           | 1,155    |
| Net cash used in investing activities  |    | (5,642)         |           | (33,781  |
| Cash Flows (Used in) / From Financing Activities   |    |                 |           |          |
| Drawings under project specific and other financings   |    | 187,097         |           | 147,890  |
| Repayments under project specific and other financings   |    | (176,314)       |           | (337,151 |
| (Repayments) / drawings on bank indebtedness   |    | (63,819)        |           | 316,992  |
| Drawings from affiliate  |    | 66,000          |           | 10,000   |
| Net distributions to non-controlling interest and other interests in consolidated subsidiaries |    | (5,799)         |           | (3,492   |
| Exercise of stock options  |    | 107             |           | 93       |
| Purchase of common shares for escrowed stock plan  |    | (19,280)        |           | -        |
| Dividends paid to preferred shareholders   |    | (10,062)        |           | (73      |
| Distributions  |    | -               |           | (319,720 |
| Other  |    | 2,532           |           | -        |
| Net cash used in financing activities  |    | (19,538)        |           | (185,461 |
| Decrease in cash and cash equivalents  |    | (2,183)         |           | (3,995   |
| Cash and cash equivalents at beginning of year   |    | 4,345           |           | 8,015    |
| Foreign exchange on cash   |    | -               |           | 325      |
| Cash and cash equivalents at end of year   | \$ | 2,162           | \$        | 4,345    |
| Supplemental Cash Flow Information   |    |                 |           |          |
| Interest paid  | \$ | 77,420          | \$        | 62,495   |
| Income taxes recovered   | \$ | 2,736           | \$        | 42,842   |



# **Selected Operating Information**

|   | Thre | e Months En | ded Dece | ember 31 | Twelve Months Ended December 31 |         |    |         |  |  |
|---|------|-------------|----------|----------|---------------------------------|---------|----|---------|--|--|
| (in units, except average selling price)        |      | 2011        |          | 2010     |                                 | 2011    |    | 2010    |  |  |
| Lot Closings                                    |      |             |          |          |                                 |         |    |         |  |  |
| Canada  |      | 864         |          | 391      |                                 | 2,940   |    | 1,990   |  |  |
| California                                      |      | 159         |          | 140      |                                 | 317     |    | 192     |  |  |
| Central and Eastern U.S.                        |      | 112         |          | 86       |                                 | 217     |    | 366     |  |  |
|   |      | 1,135       |          | 617      |                                 | 3,474   |    | 2,548   |  |  |
| Unconsolidated Entities                         |      | -           |          | _        |                                 | 179     |    | -       |  |  |
| Total   |      | 1,135       |          | 617      |                                 | 3,653   |    | 2,548   |  |  |
| Average Land Selling Price (per lot equivalent) |      |             |          |          |                                 |         |    |         |  |  |
| Canada  | \$   | 162,000     | \$       | 180,000  | \$                              | 151,000 | \$ | 147,000 |  |  |
| California                                      |      | 84,000      |          | 206,000  |                                 | 178,000 |    | 159,000 |  |  |
| Central and Eastern U.S.                        |      | 103,000     |          | 105,000  |                                 | 108,000 |    | 88,000  |  |  |
|   |      | 145,000     |          | 175,000  |                                 | 151,000 |    | 139,000 |  |  |
| Unconsolidated Entities                         |      | -           |          | -        |                                 | 63,000  |    | -       |  |  |
| Average selling price                           | \$   | 145,000     | \$       | 175,000  | \$                              | 147,000 | \$ | 139,000 |  |  |
| Active Land Communities                         |      |             |          |          |                                 |         |    |         |  |  |
| Canada  |      |             |          |          |                                 | 11      |    | 13      |  |  |
| California                                      |      |             |          |          |                                 | 1       |    | 3       |  |  |
| Central and Eastern U.S.                        |      |             |          |          |                                 | 8       |    | 8       |  |  |
|   |      |             |          |          |                                 | 20      |    | 24      |  |  |
| Unconsolidated Entities                         |      |             |          |          |                                 | 1       |    | -       |  |  |
| Total   |      |             |          |          |                                 | 21      |    | 24      |  |  |

Brookfield Residential

### Selected Operating Information cont'd

|  | 1  | Three Months E | nded Dece | ember 31 | Twelve Months Ended December 31 |         |    |           |  |  |
|--|----|----------------|-----------|----------|---------------------------------|---------|----|-----------|--|--|
| (in units, except average selling price) |    | 2011           |           | 2010     |                                 | 2011    |    | 2010      |  |  |
| Net New Home Orders                      |    |                |           |          |                                 |         |    |           |  |  |
| Canada                                   |    | 277            |           | 217      |                                 | 1,205   |    | 930       |  |  |
| California                               |    | 42             |           | 72       |                                 | 215     |    | 294       |  |  |
| Central and Eastern U.S.                 |    | 39             |           | 27       |                                 | 164     |    | 176       |  |  |
|  |    | 358            |           | 316      |                                 | 1,584   |    | 1,400     |  |  |
| Unconsolidated Entities                  |    | 12             |           | 1        |                                 | 51      |    | 2         |  |  |
| Total                                    |    | 370            |           | 317      |                                 | 1,635   |    | 1,402     |  |  |
| Home Closings                            |    |                |           |          |                                 |         |    |           |  |  |
| Canada                                   |    | 405            |           | 319      |                                 | 941     |    | 1,025     |  |  |
| California                               |    | 59             |           | 115      |                                 | 220     |    | 365       |  |  |
| Central and Eastern U.S.                 |    | 64             |           | 71       |                                 | 134     |    | 210       |  |  |
|  |    | 528            |           | 505      |                                 | 1,295   |    | 1,600     |  |  |
| Unconsolidated Entities                  |    | 21             |           | -        |                                 | 35      |    | 1         |  |  |
| Total                                    |    | 549            |           | 505      |                                 | 1,330   |    | 1,601     |  |  |
| Average Home Selling Price               |    |                |           |          |                                 |         |    |           |  |  |
| Canada                                   | \$ | 370,000        | \$        | 310,000  | \$                              | 343,000 | \$ | 300,000   |  |  |
| California                               |    | 425,000        |           | 579,000  |                                 | 486,000 |    | 581,000   |  |  |
| Central and Eastern U.S.                 |    | 383,000        |           | 363,000  |                                 | 405,000 |    | 381,000   |  |  |
|  |    | 378,000        |           | 379,000  |                                 | 374,000 |    | 375,000   |  |  |
| Unconsolidated Entities                  |    | 392,000        |           | -        |                                 | 386,000 |    | 1,245,000 |  |  |
| Average selling price                    | \$ | 378,000        | \$        | 379,000  | \$                              | 374,000 | \$ | 375,000   |  |  |

|   | Active Housin | g Communities | Backlog    |            |  |  |
|---|---------------|---------------|------------|------------|--|--|
| Active Housing Communities / Backlog at End of Period | 12/31/2011    | 12/31/2010    | 12/31/2011 | 12/31/2010 |  |  |
| Canada  | 14            | 13            | 554        | 292        |  |  |
| California  | 8             | 10            | 24         | 47         |  |  |
| Central and Eastern U.S.                              | 8             | 7             | 67         | 37         |  |  |
|   | 30            | 30            | 645        | 376        |  |  |
| Unconsolidated Entities                               | 3             | 2             | 14         | 1          |  |  |
| Total   | 33            | 32            | 659        | 377        |  |  |

Brookfield Residential

10 | Brookfield Residential Properties Inc.

|                                     |       | Three | Months Ended | December 31 |    |     |       | Twelv | e Months Ende | d December 31 |    |     |
|-------------------------------------|-------|-------|--------------|-------------|----|-----|-------|-------|---------------|---------------|----|-----|
|                                     | 20    | 11    |              | 201         | 0  |     | 20    | 011   |               | 201           | 0  |     |
| (\$ millions, except unit activity) | Units |       | \$           | Units       |    | \$  | Units |       | \$            | Units         |    | \$  |
| Land Revenue                        |       |       |              |             |    |     |       |       |               |               |    |     |
| Canada                              | 864   | \$    | 139          | 391         | \$ | 70  | 2,940 | \$    | 444           | 1,990         | \$ | 292 |
| California                          | 159   |       | 14           | 140         |    | 29  | 317   |       | 56            | 192           |    | 31  |
| Central and Eastern U.S.            | 112   |       | 12           | 86          |    | 9   | 217   |       | 24            | 366           |    | 32  |
| Total                               | 1,135 | \$    | 165          | 617         | \$ | 108 | 3,474 | \$    | 524           | 2,548         | \$ | 355 |
| Housing Revenue                     |       |       |              |             |    |     |       |       |               |               |    |     |
| Canada                              | 405   | \$    | 149          | 319         | \$ | 98  | 941   | \$    | 323           | 1,025         | \$ | 307 |
| California                          | 59    |       | 25           | 115         |    | 67  | 220   |       | 107           | 365           |    | 212 |
| Central and Eastern U.S.            | 64    |       | 25           | 71          |    | 26  | 134   |       | 54            | 210           |    | 80  |
| Total                               | 528   | \$    | 199          | 505         | \$ | 191 | 1,295 | \$    | 484           | 1,600         | \$ | 599 |
| Gross Margin                        |       |       |              |             |    |     |       |       |               |               |    |     |
| Canada                              |       | \$    | 89           |             | \$ | 56  |       | \$    | 261           |               | \$ | 220 |
| California                          |       |       | (2)          |             |    | 12  |       |       | 4             |               |    | 38  |
| Central and Eastern U.S.            |       |       | 1            |             |    | 4   |       |       | 3             |               |    | 9   |
| Total                               |       | \$    | 88           |             | \$ | 72  |       | \$    | 268           |               | \$ | 267 |

|                      |           | Three | Months Er                 | nded Dec | ember 31  |           | Twelve Months Ended December 31 |    |                            |       |          |    |       |  |
|----------------------|-----------|-------|---------------------------|----------|-----------|-----------|---------------------------------|----|----------------------------|-------|----------|----|-------|--|
|                      |           | Re    | Non-<br>curring<br>Timing |          |           |           |                                 | R  | Non-<br>ecurring<br>Timing |       |          |    |       |  |
| Land Sales           | 2011      | Dif   | ference                   | Adju     | sted 2011 | 2010      | 2011                            | Di | ifference                  | Adjus | ted 2011 |    | 2010  |  |
| Lot closings         | 1,135     |       | 223                       |          | 912       | 617       | 3,474                           |    | 1,173                      |       | 2,301    |    | 2,548 |  |
| Revenue              | \$<br>165 | \$    | 36                        | \$       | 129       | \$<br>108 | \$<br>524                       | \$ | 189                        | \$    | 335      | \$ | 355   |  |
| Direct cost of sales | (106)     |       | (44)                      |          | (62)      | (70)      | (327)                           |    | (140)                      |       | (187)    |    | (194) |  |
| Gross margin         | \$<br>59  | \$    | (8)                       | \$       | 67        | \$<br>38  | \$<br>197                       | \$ | 49                         | \$    | 148      | \$ | 161   |  |
|                      | 36%       |       | -22%                      |          | 52%       | 35%       | 38%                             |    | 26%                        |       | 44%      |    | 45%   |  |



### **Residential Building Lots**

#### Ownership

|                          | Land & Ho | using   | Unconsolidate | d Entities | Total Lots | Status<br>31-De | Total Lots |           |
|--------------------------|-----------|---------|---------------|------------|------------|-----------------|------------|-----------|
| _(lots)                  | Owned     | Options | Owned         | Options    | 31-Dec-11  | Entitled        | Unentitled | 31-Dec-10 |
| Calgary                  | 27,963    | -       | 1,064         | -          | 29,027     | 8,853           | 20,174     | 28,643    |
| Edmonton                 | 17,331    | -       | -             | -          | 17,331     | 10,551          | 6,780      | 18,229    |
| Toronto                  | 9,461     | -       | -             | -          | 9,461      | 720             | 8,741      | 9,320     |
| Canada                   | 54,755    | -       | 1,064         | -          | 55,819     | 20,124          | 35,695     | 56,192    |
| Northern California      | 3,338     | 4,950   | -             | -          | 8,288      | 2,138           | 6,150      | 8,223     |
| Los Angeles/Southland    | 848       | -       | 1,526         | 1,842      | 4,216      | 1,876           | 2,340      | 4,734     |
| San Diego/Riverside      | 8,966     | -       | 33            | -          | 8,999      | 6,199           | 2,800      | 8,761     |
| Other                    | 194       | -       | 55            | -          | 249        | 249             | -          | 253       |
| California               | 13,346    | 4,950   | 1,614         | 1,842      | 21,752     | 10,462          | 11,290     | 21,971    |
| Denver                   | 10,620    | -       | -             | -          | 10,620     | 10,620          | -          | 10,828    |
| Austin                   | 14,921    | -       | -             | -          | 14,921     | 5,373           | 9,548      | 15,870    |
| Washington D.C. Area     | 2,994     | 1,066   | 1,025         | -          | 5,085      | 4,838           | 247        | 4,846     |
| Central and Eastern U.S. | 28,535    | 1,066   | 1,025         | -          | 30,626     | 20,831          | 9,795      | 31,544    |
| Total                    | 96,636    | 6,016   | 3,703         | 1,842      | 108,197    | 51,417          | 56,780     |           |
| Entitled lots            | 48,210    | 1,066   | 1,678         | 463        | 51,417     |                 |            |           |
| Unentitled lots          | 48,426    | 4,950   | 2,025         | 1,379      | 56,780     |                 |            |           |
| Total December 31, 2011  | 96,636    | 6,016   | 3,703         | 1,842      | 108,197    |                 |            |           |
| Total December 31, 2010  | 97,381    | 6,435   | 3,132         | 2,759      |            |                 |            | 109,707   |

#### **Book Value**

| Land &                               |    | Unconsolidated        |    | Total 12/31/2011 |         |    | Total 12 | Total 12/31/2010 |    |       |  |
|--------------------------------------|----|-----------------------|----|------------------|---------|----|----------|------------------|----|-------|--|
| (millions, except per unit activity) | Н  | ousing <sup>(1)</sup> |    | Entities         | Lots    |    | \$       | Lot              | s  | \$    |  |
| Land & land under development        | \$ | 1,883                 | \$ | 125              | 99,542  | \$ | 2,008    | 99,500           | \$ | 2,026 |  |
| Optioned lots                        |    | 66                    |    | 28               | 7,858   |    | 94       | 9,194            |    | 81    |  |
| Housing inventory                    |    | 138                   |    | 6                | 702     |    | 144      | 899              |    | 204   |  |
| Model homes                          |    | 26                    |    | 1                | 95      |    | 27       | 114              |    | 34    |  |
| Unconsolidated entity debt           |    | -                     |    | (16)             | -       |    | (16)     | -                |    | (14)  |  |
|                                      | \$ | 2,113                 | \$ | 144              | 108,197 | \$ | 2,257    | 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.

| Brookfield Residential Trading Statistics - New York Stock Exchange |    | For The Three Months Ended |           |    |            |  |  |
|---|----|----------------------------|-----------|----|------------|--|--|
| Source: NYSE  |    | 31-Dec-11                  | 30-Sep-11 |    | 30-Jun-11  |  |  |
| Share Price   |    |                            |           |    |            |  |  |
| High  | \$ | 8.10                       | \$ 10.27  | \$ | 14.32      |  |  |
| Low   | \$ | 6.27                       | \$ 6.42   | \$ | 9.70       |  |  |
| Close   | \$ | 7.81                       | \$ 6.65   | \$ | 9.92       |  |  |
| Total Volume  |    | 4,777,623                  | 6,609,696 |    | 11,310,665 |  |  |

| Brookfield Residential Trading Statistics - Toronto Stock Exchange |    | For The Three Months Ended |           |    |           |  |  |
|--|----|----------------------------|-----------|----|-----------|--|--|
| Source: TSX  |    | 31-Dec-11                  | 30-Sep-11 |    | 30-Jun-11 |  |  |
| Share Price  |    |                            |           |    |           |  |  |
| High   | \$ | 8.28                       | \$ 9.86   | \$ | 13.75     |  |  |
| Low  | \$ | 6.44                       | \$ 6.59   | \$ | 9.50      |  |  |
| Close  | \$ | 8.08                       | \$ 6.97   | \$ | 9.50      |  |  |
| Total Volume   |    | 549,343                    | 873,547   |    | 718,316   |  |  |

| Common Shares Issued       | As at       |             |             |             |  |  |  |
|----------------------------|-------------|-------------|-------------|-------------|--|--|--|
|                            | 31-Dec-11   | 30-Sep-11   | 30-Jun-11   | 1-Apr-11    |  |  |  |
| Common shares issued       | 101,342,718 | 101,342,718 | 101,342,718 | 101,342,718 |  |  |  |
| Unexercised options        | 3,173,426   | 3,173,426   | 3,173,426   | 2,098,426   |  |  |  |
| Total common shares issued | 104,516,144 | 104,516,144 | 104,516,144 | 103,441,144 |  |  |  |

| Convertible Preferred Shares Issued and Outstanding         |           | As at     |           |          |  |  |  |  |  |
|---|-----------|-----------|-----------|----------|--|--|--|--|--|
|   | 31-Dec-11 | 30-Sep-11 | 30-Jun-11 | 1-Apr-11 |  |  |  |  |  |
| Convertible preferred shares outstanding                    | 70,002    | 70,002    | 70,002    | 70,002   |  |  |  |  |  |
| Common share equivalent at a conversion rate of 2.731787607 | 191,231   | 191,231   | 191,231   | 191,231  |  |  |  |  |  |

Brookfield Residential

#### Investor Information cont'd

#### Announcement of Results

- 2012 quarterly results are expected to be announced as noted below:
  - First Quarter
    Second Quarter
    Third Quarter
    Fourth Quarter
    February 2012
- Press releases and other investor information are available on the company's web site at: <u>www.brookfieldrp.com</u>.

#### 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.

