LANDCOR® DATA CORPORATION

British Columbia Q1 2009 Residential Sales Summary

The Landcor Report — May 13th, 2009

Sound real estate decisions are made using the best possible information. Since our incorporation in 1987, Landcor Data Corporation has grown to be one of the most trusted providers of objective real estate data and analysis in British Columbia.

During the past two decades we've helped hundreds of clients achieve their goals by offering the most comprehensive real estate data, analysis and insight available. From real estate valuation and analysis to land economics research to systems development, our staff of highly qualified experts are here to help you find solutions to your real estate analysis and data needs. Landcor maintains the largest, most comprehensive database of historical sales and current information on BC residential and commercial real estate. Landcor's data uses government land titles information which covers all registered sales including MLS® properties in BC.

Landcor's database includes:

- BC Assessment data on 1.82 million properties;
- sales transactions data for BC, including prices updated weekly; and
- geographic location data used in custom reports.

Q1 - Probing the depths of the recession.

Landcor Data Corporation's quarterly Residential Sales Summary reports are a key resource for the media, financial institutions, governments, economists, academics, home builders, developers and realtors. Each quarter Landcor provides a provincial overview and an analysis of specific geographical areas throughout British Columbia. Our statistics are broken down by number of sales, average and median sales prices and type of unit (detached, attached and condominium apartment). We compare the latest quarter statistics to those from the quarter a year previous to provide a snapshot of current and historic real estate market trends.

In Q1 2009, only 13,786 residential property sales were recorded, making it the lowest level of sales in 24 years - since 1985 - when 13,282 properties changed hands. The largest drop in sales during Q1 was in the Kootenay region where sales fell 56% to 459 sales in Q1 2009 from 1038 sales in Q1 2008. The second largest decrease was in the Okanagan region which saw a 55% drop in sales to 1,878 sales from 4,166 sales in Q1 2008, and the third largest drop was in the Vancouver Island region where sales fell 51% to 2264 sales from 4661 sales in Q1 2008.

This 24-year low reflects the depth of our current housing downturn which began in 2006/07 when home prices were so high that many potential property buyers province-wide could no longer afford to buy a home.

[1] % change Q4 08 - Q1 09 [2] % change Q1 08 - Q1 09

BC Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	13,786	-26.8%	18,833	-48.7%	26,860
Total Value of Sales	$5,520,304,384	-27.5%	$7,618,633,673	-52.8%	$11,695,286,575
Average Sales Price - Detached	$423,749	-1.4%	$429,900	-6.9%	$454,979
Median Sales Price - Detached	$425,000	0.1%	$424,449	-8.2%	$462,950
Average Sales Price - Condo	$292,238	-7.2%	$315,000	-6.0%	$310,835
Median Sales Price - Condo	$290,000	-10.4%	$323,537	-5.1%	$305,500
Average Sales Price - Attached	$345,720	-2.6%	$355,000	-4.1%	$360,369
Median Sales Price - Attached	$343,000	-4.1%	$357,554	-3.6%	$355,775

The low worsened in 2008 when the global financial crisis unfolded and caused BC to go into an economic recession, which in Q1 2009 has been marked by the highest rate of job losses in Canada. By March 2009, unemployment reached 7.4% province-wide, 11.7% in Northern BC, 9.3% in the Southern Interior, 6.3% in Vancouver, 6.8% in Abbotsford and 6.1% in Victoria.

Not surprisingly, property prices decreased in all regions because of low sales and rising unsold supply. Overall, the largest drop province-wide was in the median sales price of a detached unit which fell to $425.000 from $462,950 in Q1 2008.

The largest decrease in prices in Q1 2009 was in the Fraser Valley region where the average sales price for an attached unit fell 21.2% and the median sales prices for an attached unit fell 19%. Next hardest hit was the Okanagan region where the median price of a detached unit fell to $355,000 from $404,000 in Q1 2008. Prices held on Vancouver Island where there was less than a 0.8% decrease in the median detached sales price at $397,000 from $400,000 in Q1 2008. Prices also held for attached units on Vancouver Island at $313,444, a drop of just 0.8% from $316,000 in Q1 2008. Only two areas saw prices increase. In the Kootenay region the average condominium apartment sales price climbed 25.7% to $274,054 from $218,027 in Q1 2008, and in the BC North/NW region the average condominium apartment sales price climbed to $129,343 from $109,536.

During Q1 2009, there was a pickup in sales through to March in response to very low mortgage rates and the large improvement in purchasing affordability for low equity buyers. Many analysts see this as a sign that the housing recession is improving. The 1981 recession created a 16 month economic trough, the current event is showing every sign of running even longer.

Methodology

This report is the summary of all first quarter sales transactions occurring in the province of BC between January 1st and March 31st of 2009. All numbers are based on BC Assessment's data available as of May 4th, 2009.

Q1 sales overview: by region

Greater Vancouver

Greater Vancouver accounted for 48.1% of BC's total residential property sales in Q1 2009. The quarter dropped significantly from Q4 2008 in both volume and number of sales. Softening prices are indicated by the larger decline in the total value of property sales. Condo pricing showed the most significant decline in both average and median prices.

Vancouver Island

This region also showed declines in all property types for both average and median prices. Total volume slipped over 34% while sales counts dropped just under 30%. Prices for Detached homes held the firmest showing a under 5% drop from the previous quarter. This region showed moderate price erosion when compared to Q1 2008.

The Kootenays

Eastern BC gave up prices across the board when compared to the last quarter but compared to the previous year the region is still well up in positive territory with regards to average and median prices. Likely due to newer inventory of boutique condo's in resorts and planned communities. Pricing in this region may be volatile in the near future as the number of sales has dropped over 50%.

The Okanagan

The overall market slowdown is evident in South Central BC's market with over 25% drops in number and volume of sales. This market also shows some pricing resiliency as it has given up less than 10% in the primary property types and is running at or near 2008 Q1 levels for non-detached properties despite dropping almost 40% in terms of number and volume of sales. Condo sale prices have softened since last quarter but are still very near levels of the corresponding quarter in 2008.

Fraser Valley

The rural/suburban market near Vancouver slid across the board. Detached home sales gave up the least at less than 5% for average and median sales prices while attached gave up over 10% for those pricing metrics. All property categories are down with respect to Q1 2008. With detached homes running near $400,000 this region may be a bellwether sales indicator for the inevitable recovery.

BC North/Northwest

Resource dependent Northern BC took significant reductions since the last quarter with the total value of sales falling over 45%. The market for attached properties gave up significantly more pricing compared to other types but for the most part all types are still above the levels established in the 1st Quarter of 2008.

[1] % change Q1 09 - Q4 08 [2] % change Q1 08 - Q1 09

Gr. Vancouver Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	6,630	-18.4%	8,124	-43.5%	11,729
Total Value of Sales	$3,368,374,951	-20.4%	$4,232,303,323	-50.3%	$6,781,444,965
Average Sales Price - Detached	$640,664	-4.2%	$669,023	-6.3%	$683,914
Median Sales Price - Detached	$590,000	-5.6%	$625,000	-7.1%	$635,000
Average Sales Price - Condo	$323,148	-10.7%	$361,690	-8.9%	$354,669
Median Sales Price - Condo	$319,900	-8.5%	$349,700	-7.2%	$344,900
Average Sales Price - Attached	$391,107	-2.7%	$401,840	-8.5%	$427,372
Median Sales Price - Attached	$380,000	-0.7%	$382,868	-5.7%	$402,950

Vancouver Island Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	2,264	-29.3%	3,203	-51.4%	4,661
Total Value of Sales	$787,722,935	-34.2%	$1,196,263,813	-53.8%	$1,705,049,583
Average Sales Price - Detached	$389,068	-4.3%	$406,444	-2.7%	$400,028
Median Sales Price - Detached	$397,000	-2.8%	$408,250	-0.8%	$400,000
Average Sales Price - Condo	$246,391	-17.0%	$296,697	-9.1%	$270,992
Median Sales Price - Condo	$250,921	-14.9%	$295,000	-7.1%	$270,000
Average Sales Price - Attached	$301,190	-8.0%	$327,236	-4.5%	$315,322
Median Sales Price - Attached	$313,444	-4.9%	$329,500	-0.8%	$316,000

Kootenay Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	459	-54.1%	999	-55.8%	1,038
Total Value of Sales	$101,403,721	-57.4%	$238,060,426	-61.8%	$265,222,317
Average Sales Price - Detached	$239,433	-11.4%	$270,282	-12.0%	$272,042
Median Sales Price - Detached	$258,000	-7.9%	$280,000	-8.5%	$282,000
Average Sales Price - Condo	$274,054	-5.4%	$289,596	25.7%	$218,027
Median Sales Price - Condo	$279,987	-12.5%	$320,000	11.5%	$251,000
Average Sales Price - Attached	$241,522	-4.4%	$252,600	-2.0%	$246,387
Median Sales Price - Attached	$210,000	-16.7%	$252,000	-10.6%	$235,000

Okanagan Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	1,878	-26.7%	2,561	-54.9%	4,166
Total Value of Sales	$605,954,348	-30.7%	$874,631,063	-57.5%	$1,425,690,549
Average Sales Price - Detached	$350,076	-9.3%	$385,827	-10.8%	$392,562
Median Sales Price - Detached	$355,000	-9.0%	$390,000	-12.1%	$404,000
Average Sales Price - Condo	$258,330	-5.9%	$274,672	-4.0%	$269,102
Median Sales Price - Condo	$257,000	-8.2%	$279,900	-1.2%	$260,000
Average Sales Price - Attached	$323,617	-4.4%	$338,592	-4.4%	$338,478
Median Sales Price - Attached	$312,500	0.8%	$310,000	-3.8%	$325,000

Fraser Valley Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	1,576	-32.0%	2,316	-54.1%	3,436
Total Value of Sales	$511,849,282	-36.4%	$805,340,485	-58.6%	$1,236,668,159
Average Sales Price - Detached	$413,161	-3.3%	$427,120	-8.7%	$452,387
Median Sales Price - Detached	$405,000	-4.7%	$425,000	-8.6%	$443,261
Average Sales Price - Condo	$208,839	-5.4%	$220,665	-10.2%	$232,537
Median Sales Price - Condo	$207,700	-7.7%	$225,000	-12.0%	$236,000
Average Sales Price - Attached	$249,224	-12.5%	$284,953	-21.2%	$316,337
Median Sales Price - Attached	$259,000	-10.5%	$289,364	-19.0%	$319,900

BC North/NW Market Matrix	1st Qtr, 2009	% Chg[1]	4th Qtr, 2008	% Chg[2]	1st Qtr, 2008
Number of Sales	979	-39.9%	1,630	-46.5%	1,830
Total Value of Sales	$144,999,147	-46.7%	$272,034,563	-48.4%	$281,211,002
Average Sales Price - Detached	$194,134	-8.7%	$212,610	4.0%	$186,743
Median Sales Price - Detached	$205,000	-4.0%	$213,500	-1.4%	$208,000
Average Sales Price - Condo	$129,343	-0.6%	$130,136	18.1%	$109,536
Median Sales Price - Condo	$115,000	-5.7%	$122,000	12.7%	$102,000
Average Sales Price - Attached	$168,242	-15.3%	$198,569	14.0%	$147,590
Median Sales Price - Attached	$152,000	-27.6%	$210,000	0.3%	$151,500

Q1 sales overview: month to month

In our provincial price point analysis, we again saw price resiliency in the Detached market. Slight price drops in average and median prices seem to run counter to the public perception of the market. The Condo market did reflect the pricing shift expected with the current slowdown. Again, we investigated trends within the quarter.

After executing a review of the month-by-month market performance for this time period, our findings for Q4 2008 together with Q1 2009 are clear evidence that prices and activity are still down. However the seasonal acceleration is also in play and more "good news" stories are in the media. This is corroborated by the numbers as sales have climbed month over month.

Greater Vancouver

Growth in the Detached and Attached markets grew between different months. Condo's did not fare as well as their prices continued to slide. The impact of new inventory coming into a soft market will continue to dampen pricing. Early year gains in Detached pricing disappeared in March.

Vancouver Island

The bargain hunting/discounting trend is evident here as sales numbers have increased while prices have suffered slight erosion. There was a significant increase between January and February in the Attached market and some of that was given up through March. The Detached market did not give up much in terms of pricing during the latter part of the quarter.

The Kootenays

The Eastern region did not show the 10% uplift in sales numbers between January and February but that is likely due to the market thawing more slowly there (both literally and figuratively). Q2 09 will likely show a higher increase here as the market picks up in Spring. An increase of 10% in median Condo pricing with a drop in the average indicates that activity may be picking up in specific middle range price points.

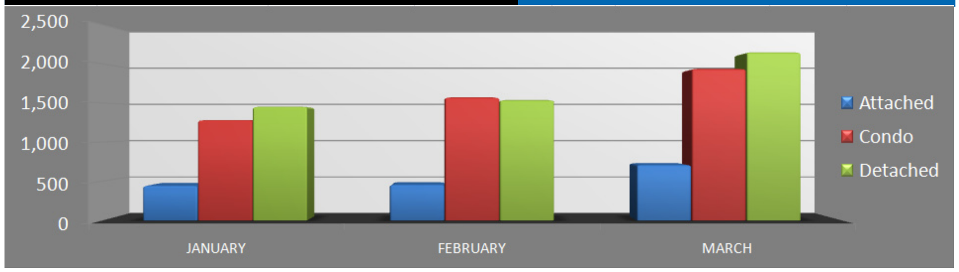
The Okanagan

South Central BC showed a more even growth pattern and again the Attached market showed a pricing jump between January and February and then gave some of that up through March. Confidence may be growing with buyers of lower priced apartments.

Fraser Valley

This region saw the highest growth in sheer number of sales, rising over 40% between February and March. For the most part prices yielded in the increased activity. Detached was the strongest in terms of pricing stability at the late end of the quarter while Condo's started out with solid performance between January and February.

Monthly Sales Counts, Quarter 1 2009/ BC All



[3]% change month/month

Gr. Vancouver Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	1,839	10.3%	2,028	36.2%	2,763
Total Value of Sales	$976,858,275	9.0%	$1,064,410,743	24.7%	$1,327,105,933
Average Sales Price - Detached	$649,522	1.6%	$660,211	-5.7%	$622,267
Median Sales Price - Detached	$600,000	2.5%	$615,000	-6.0%	$578,000
Average Sales Price - Condo	$327,976	-1.5%	$323,214	-1.0%	$320,027
Median Sales Price - Condo	$323,650	-0.7%	$321,400	-2.0%	$315,000
Average Sales Price - Attached	$389,948	-2.1%	$381,774	4.2%	$397,752
Median Sales Price - Attached	$370,000	0.0%	$369,900	5.0%	$388,500

Van. Island Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	626	10.4%	691	37.0%	947
Total Value of Sales	$218,833,350	12.2%	$245,438,266	31.8%	$323,451,319
Average Sales Price - Detached	$390,912	0.9%	$394,336	-2.5%	$384,382
Median Sales Price - Detached	$395,000	0.4%	$396,500	0.9%	$399,900
Average Sales Price - Condo	$242,337	3.0%	$249,593	-1.2%	$246,689
Median Sales Price - Condo	$255,000	-2.5%	$248,750	1.2%	$251,841
Average Sales Price - Attached	$276,757	13.4%	$313,868	-1.9%	$307,871
Median Sales Price - Attached	$297,500	13.7%	$338,178	-7.7%	$312,000

Kootenay Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	134	3.7%	139	33.8%	186
Total Value of Sales	$27,430,912	21.0%	$33,199,005	22.8%	$40,773,804
Average Sales Price - Detached	$235,288	11.1%	$261,317	-12.8%	$227,963
Median Sales Price - Detached	$248,000	7.8%	$267,250	-3.5%	$258,000
Average Sales Price - Condo	$238,498	22.0%	$290,921	-2.8%	$282,753
Median Sales Price - Condo	$290,450	-13.1%	$252,500	10.9%	$279,987
Average Sales Price - Attached	$198,129	43.8%	$284,925	-18.0%	$233,575
Median Sales Price - Attached	$179,000	71.8%	$307,500	-18.0%	$252,250

Okanagan Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	527	15.9%	611	21.1%	740
Total Value of Sales	$184,491,497	3.7%	$191,249,612	20.4%	$230,213,239
Average Sales Price - Detached	$357,073	-1.0%	$353,578	-3.0%	$343,137
Median Sales Price - Detached	$362,950	-1.5%	$357,360	-2.1%	$349,950
Average Sales Price - Condo	$275,559	-3.4%	$266,134	-9.7%	$240,330
Median Sales Price - Condo	$265,000	3.8%	$275,000	-12.2%	$241,500
Average Sales Price - Attached	$284,803	35.5%	$385,768	-18.7%	$313,680
Median Sales Price - Attached	$282,000	31.9%	$371,899	-18.8%	$302,100

Fraser Valley Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	415	16.1%	482	40.9%	679
Total Value of Sales	$139,666,624	13.0%	$157,810,060	0.0%	$157,810,060
Average Sales Price - Detached	$423,901	-4.5%	$404,873	2.1%	$413,264
Median Sales Price - Detached	$418,524	-2.5%	$407,962	-2.0%	$400,000
Average Sales Price - Condo	$215,801	-0.1%	$215,634	-7.2%	$200,175
Median Sales Price - Condo	$217,000	0.9%	$218,963	-8.7%	$200,000
Average Sales Price - Attached	$254,926	-0.3%	$254,178	-4.0%	$244,014
Median Sales Price - Attached	$258,000	-1.6%	$254,000	2.3%	$259,900

BC North/Northwest

February showed a dip in all aspects of our analysis matrix. Recovery in March was moderate and there was some volatility in the Condo market which may be due to a few key sales in this small sample. Regardless, the overall trend is following typical seasonal patterns and the next quarter should reveal whether a sustained recovery trend is in effect.

[3]% change month/month

BC North/NW Monthly Market Matrix	Jan	% Chg[3]	Feb	% Chg[3]	Mar
Number of Sales	311	-4.8%	296	25.7%	372
Total Value of Sales	$49,182,759	-14.6%	$41,994,245	28.2%	$53,822,143
Average Sales Price - Detached	$207,181	-7.3%	$191,998	-3.3%	$185,693
Median Sales Price - Detached	$209,950	-4.5%	$200,500	-1.2%	$198,000
Average Sales Price - Condo	$119,025	-6.9%	$110,852	37.8%	$152,725
Median Sales Price - Condo	$114,900	-17.3%	$95,000	89.5%	$180,000
Average Sales Price - Attached	$192,799	-22.8%	$148,775	7.2%	$159,470
Median Sales Price - Attached	$228,000	-37.3%	$143,000	2.4%	$146,500

Dark days, but signs of light at the end of the tunnel

For Q1 2009, property sales indicators confirm the market may be nearing bottom given the clear upswing in residential sales. Lower prices and lower mortgage rates are moving more potential property buyers off the fence and into the market. This sales rebound is forecast to continue into the summer months, as property buyers increasingly recognize that the economic recession is likely in its later stages and property sales have turned the corner and are gaining moderate strength.

The worry is that unemployment will continue to increase, resulting in fewer property buyers and stalled sales.

To counter this, the BC government has taken measures to lower the number of unemployed British Columbians by developing a $14 billion capital regional infrastructure job creation program which is building and improving roads, bridges, medical facilities and post-secondary institutions throughout BC, creating 88,000 new jobs.

The federal government has a similar program to provide economic stimulus by putting British Columbians to work repairing and expanding post-secondary institutions. These initiatives are expected to attract jobs and capital investments – green technology is now gaining strength - and a whole variety of opportunities, which in turn will bring property buyers.

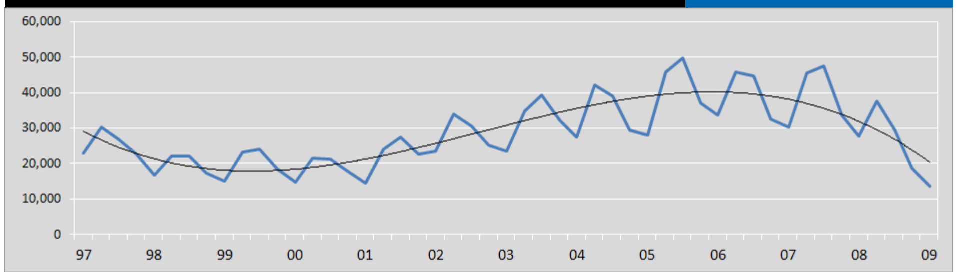
Economists are forecasting the recovery in BC will begin in the fourth quarter of 2009, sometime after the US economy comes out of recession. If the recession lasts longer than expected, this recovery may not occur until late 2010. Interest rates are expected to remain low for well into the next year as the Bank of Canada has held the prime rate at current low levels until late 2010; this will help property buyers enter or upgrade in the market.

The outlook is for a moderate economic and housing recovery. We can expect sales to be up in Q2 2009 and possibly prices as well.

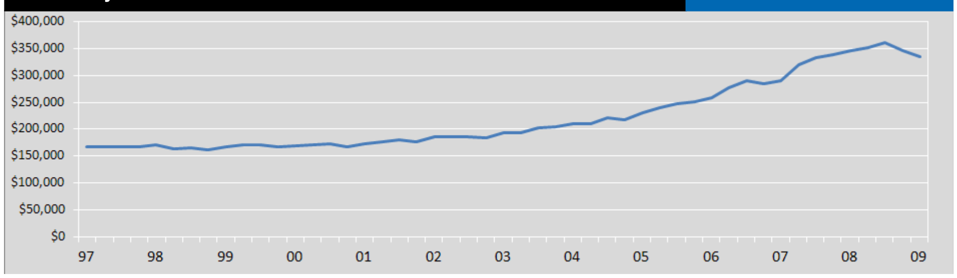
There's a Will Rogers line that says, "If you're riding ahead of the herd, take a look back now and then to make sure it's still there."

In Q2 2010 we'll discover if the Olympic events are going to impact our property market in the same manner that Expo '86 did.

Quarterly Sale Counts for all of British Columbia



Quarterly Median Sale Prices for all of British Columbia



Housing Forecast Summary: British Columbia

	2008	2009	2010
Housing sales, % change	-33.0	-9.0	15.0
Housing prices, % change	3.5	-5.0	-3.0
Housing starts, % change	-12.4	-55.0	8.0

Source: Central 1 Credit Union

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