

January 2010 REIN Workshop Supplemental



REIN™
Real Estate Investment Network™

January 2010 Supplemental

Success Foundation...

1. **Integrity.** Do All You Do With Integrity As Often As Humanly Possible.

Definition:

adherence to moral and ethical principles; soundness of moral character; honesty.



"The Difference Between Real Estate Investing... And Real Estate Guessing!"™



Success Foundation...

2. **Passion.** Find Something You Are Passionate About – Then Let Your Passion Run!

Definition:

a strong or extravagant fondness, enthusiasm, or desire for anything: a passion for music.



"The Difference Between Real Estate Investing... And Real Estate Guessing!"™



Success Foundation...

3. **Communicate.** Learn To Be A Great Communicator in All Levels of Your Life

Definition:

to express thoughts, feelings, or information easily or effectively



"The Difference Between Real Estate Investing... And Real Estate Guessing!"™



Success Foundation...

4. **Timing.** Create Good Timing! Look for opportunities within change – or go create them

Definition:

the selecting of the best time or speed for doing something in order to achieve the desired or maximum result



"The Difference Between Real Estate Investing... And Real Estate Guessing!"™



Success Foundation...

5. **Genes.** A drive for achievement comes from Nurture AND Nature

Definition:

the basic physical unit of heredity



"The Difference Between Real Estate Investing... And Real Estate Guessing!"™



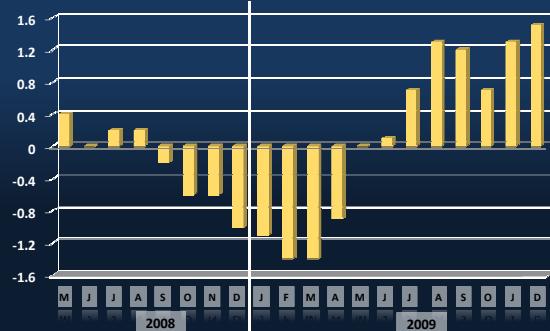
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How About Starting With Your Timing...

- Knowledge & Awareness Leads To Great Timing



Composite Leading Indicator Change (%) May 2008 – December 2009



Source: Statistics Canada, The Daily, January 19, 2010

Forward Looking Indicators

- Posted its largest gain in 27 years
- Has risen for 7 straight months
- Increased 1.5% in December 2009
 - Tied with February 1983 for the largest monthly advance since September 1958

Create Your Own Timing Visit Economic Fundamentals Every Day...

Forum	Topics	Replies	Last Post
News Archive	257	12,466	Dec 31 2008, 12:25 PM
Alberta News	8	270	15 minutes ago
BC News	7	123	Jan 1 2009, 12:20 PM
News Canada	7	334	15 minutes ago
Ontario News	7	139	15 minutes ago
News in the Prairies	4	6	Nov 24 2009, 12:07 PM
News in the Maritimes	1	1	Nov 24 2009, 02:43 PM
Real Estate Miscellaneous	3	4	Nov 19 2009, 10:42 AM

How The Best Create Success

“

Leaders aren't born, they are made. And they are made just like anything else, through hard work!

Vince Lombardi

”

10 Year Commitment Award

- Thomas Beyer
- Wade Bowles
- Bonnie Carter
- Sinclair Cox
- Salim Esmail



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10 Year Commitment Award

- Paul Falkowski
- Dale Gauthier
- Kevin Langen
- David Mazil
- Doug McMurray



10 Year Commitment Award

- Sandy Nanda
- Tom Negenman
- Chuck Oates
- Dwight Roth
- Virgil Roth



10 Year Commitment Award

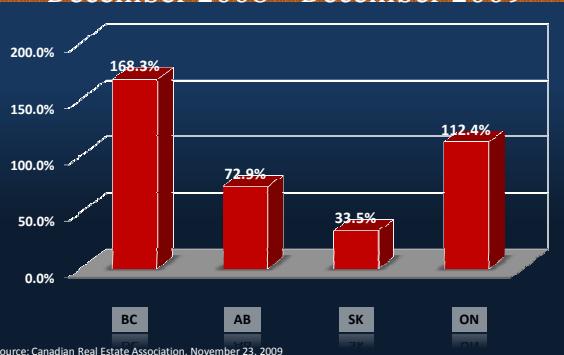
- Bill Salahub
- Amy Strutt
- Sharon Trenaman



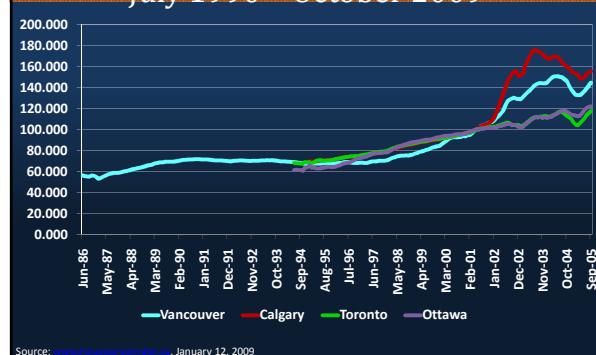
Q4 2008 – Q4 2009



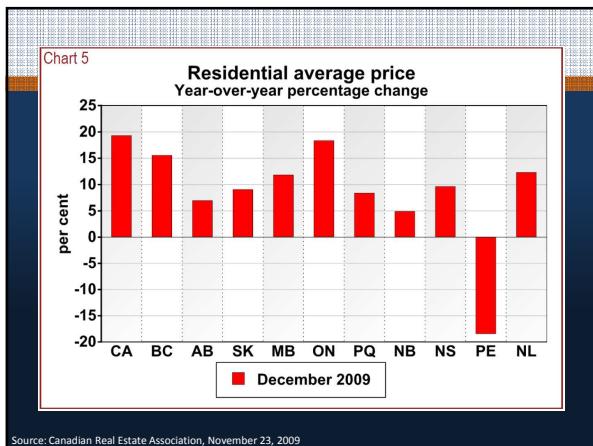
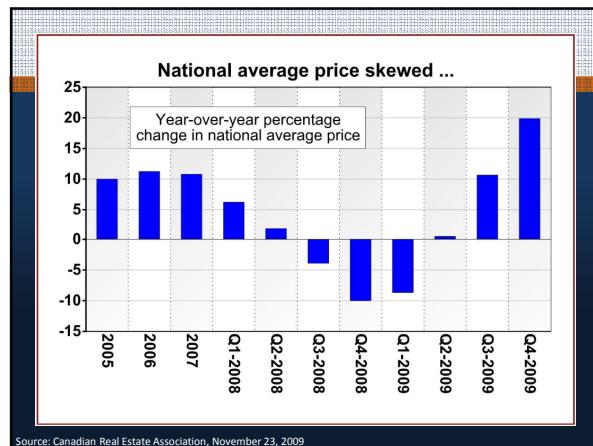
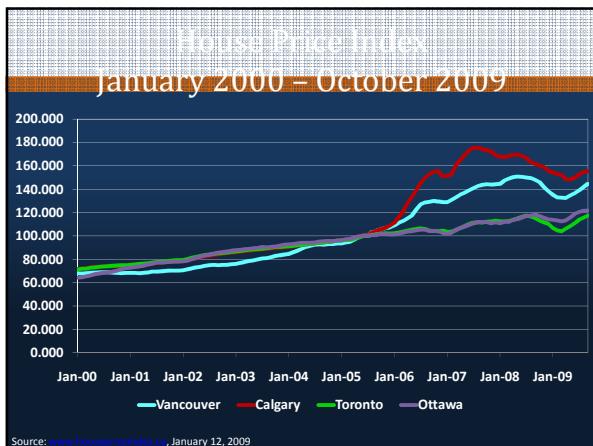
December 2008 – December 2009



July 1990 – October 2009



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GTA Key Facts

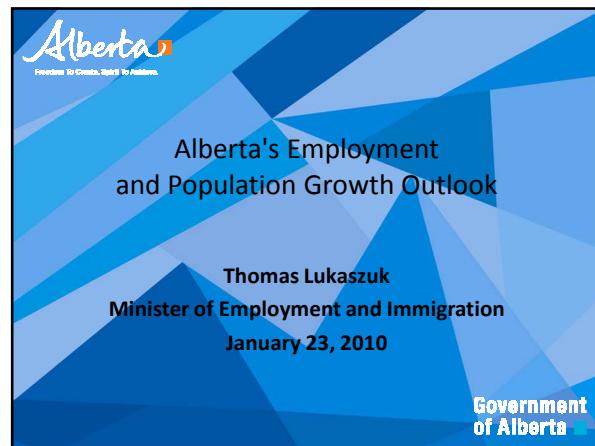
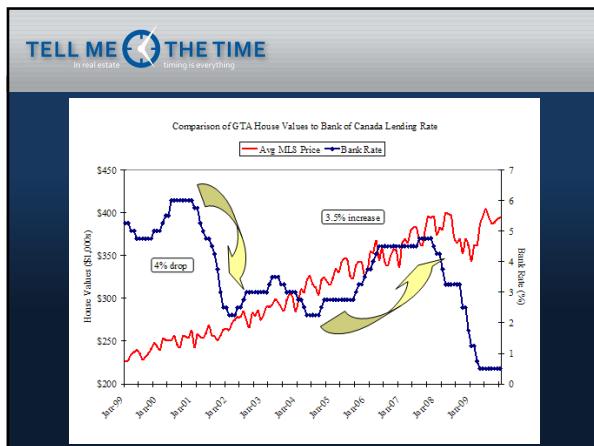
- New home sales up 24% from 2008
- 33,165 new homes and condos sold in the GTA in 2009, up from 27,153 in 2008
- Most sales occurred when consumer confidence returned
- Strength continues in 2010
 - Sales in first two weeks of Jan almost double those of the same period last year
- Board expects strength in sales will continue for next few months

GTA Insights

Despite 'conventional' wisdom, real research shows:

- Fluctuations in the bank lending rate had little impact on GTA house valuations over a ten-year period starting January 1999.

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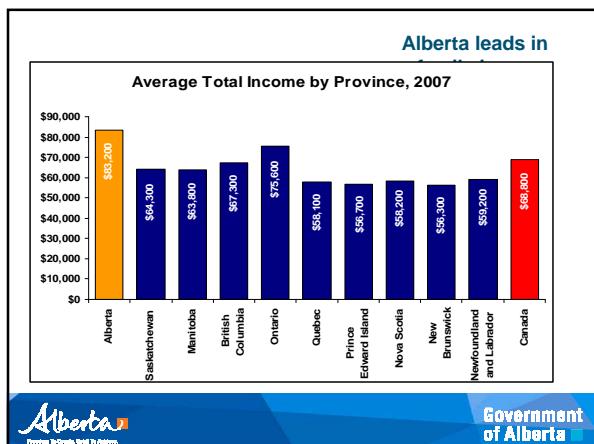
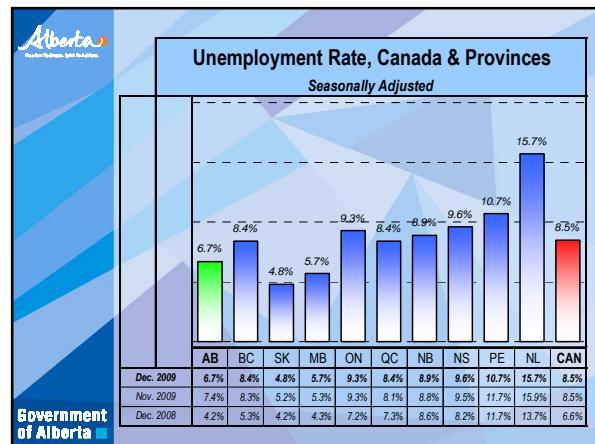


Alberta
Families. Our Canada. Spirit. To Action.

Table 1: Population & Growth Rates Canada & Alberta

July 1	Population		Yearly Growth Rate	
	Canada	Alberta	Canada	Alberta
2005	33,312,077	3,280,728		
2006	32,576,074	3,421,253	0.82%	4.28%
2007	32,931,956	3,513,106	1.09%	2.68%
2008	33,327,337	3,595,867	1.20%	2.36%
2009	33,739,859	3,687,662	1.24%	2.55%

Government of Alberta



Edmonton Annual Realty Assessment Notice for 2010

Date of mailing: 04-JUN-2010 Taxation year: 2010 Assessment statement must be received by: 10-MAR-2010
Property Address: 307 10101 116 STREET NW Complaint Fee \$30 Tax Roll Account: 38600008
Password: HZAM2 (see reverse)
Account Owners/Assessed Persons

Good News For Me As an Owner AND a Buyer

Assessment Information

Legal Description	Assessment Group: Res Condo
Plan 522386 Unit 19	Percent 0 % 1 % 100 %
Property Type	Land and Improvement
Land Use / Taxable Status	Percent 100 %
CONDOMINIUM HI-RISE UNIT 102 - 10101 116 ST NW	Assessment Class RESIDENTIAL

Assessment amount: This is the assessed value as established by the City based on local market conditions. This is the most probable value your property would realize if sold in the open market on July 1 of the previous year.

2010	2009
197,500	268,500

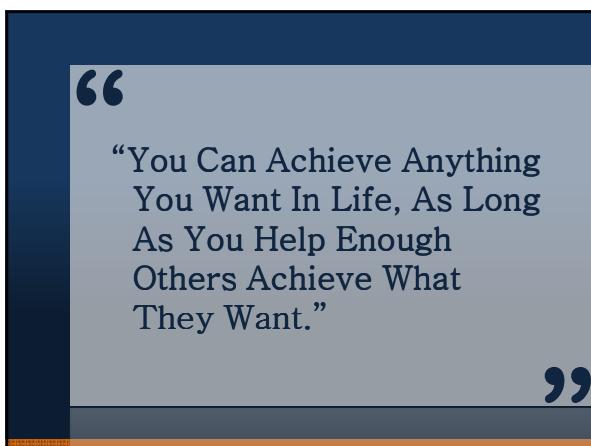
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maps.edmonton.ca

Drill Down To Details & Assessments

City of Calgary

Calgary Map for Comparison



Upcoming REIN Workshops

REIN™ February Workshops

February 8th Calgary (Mon.)
 February 9th Edmonton (Tues.)
 February 10th Vancouver (Wed.)
 February 11th Toronto (Thurs.)