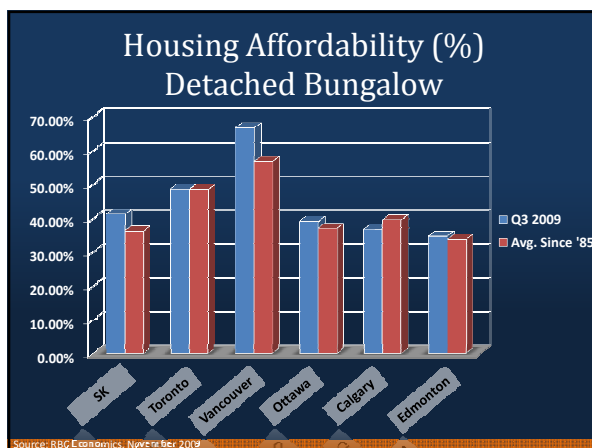
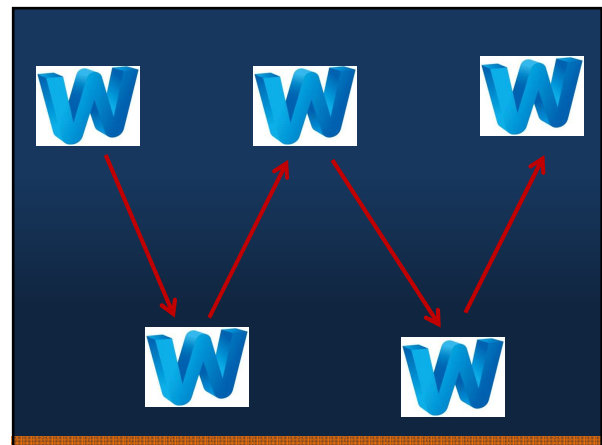
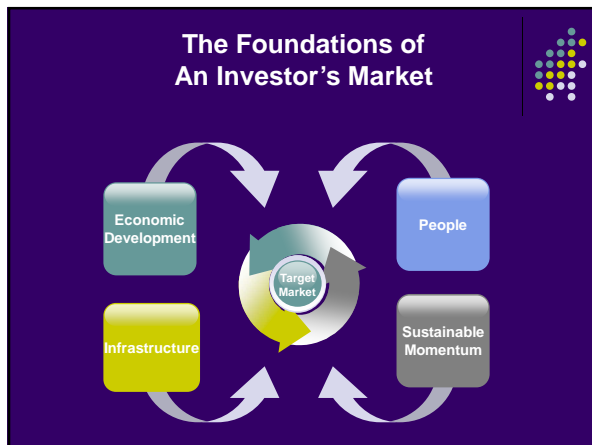


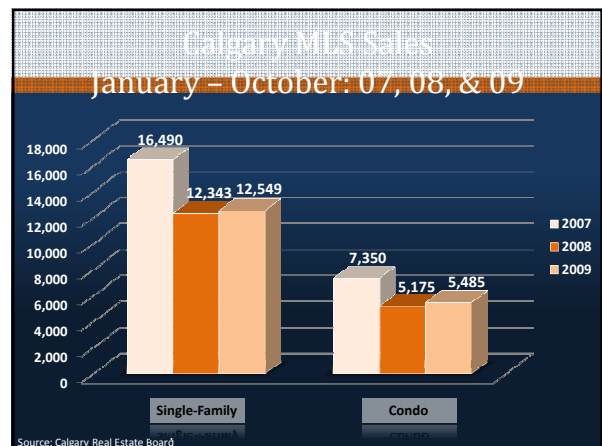
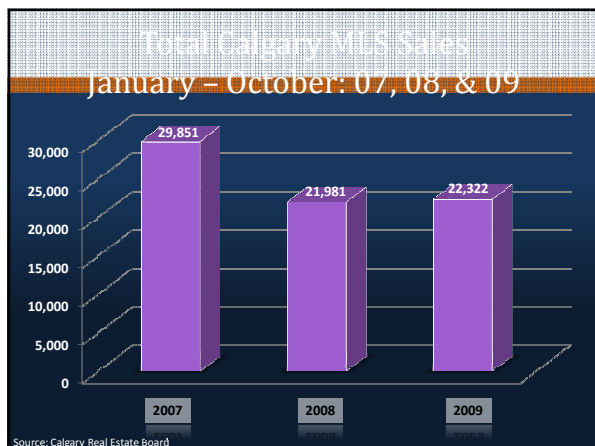
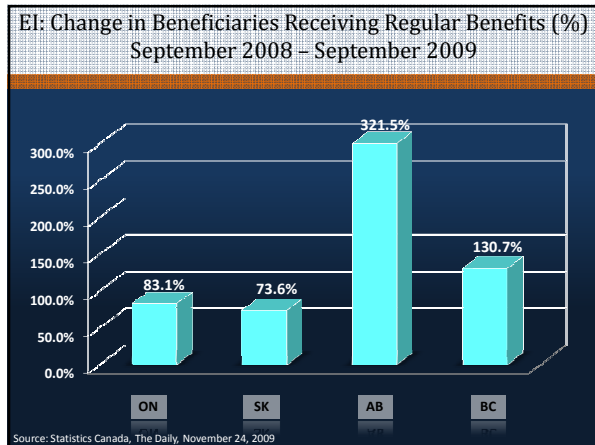
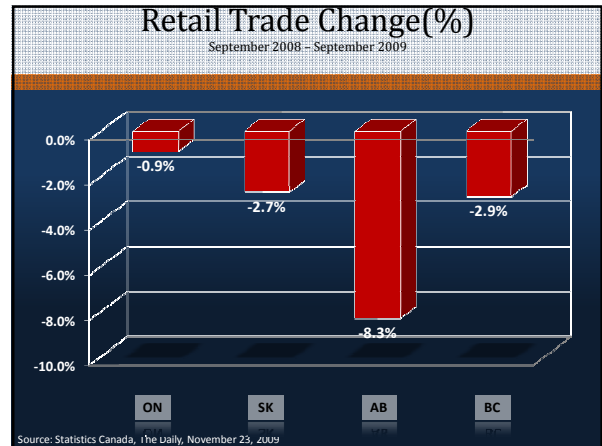
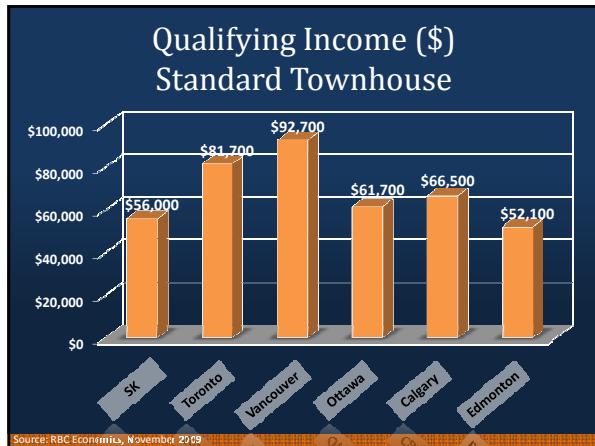
# December 2009 REIN Workshop Supplemental

Dec 2009 Tonight's Theme

## How To Set-up 2010 To Be Your Best Year Ever




# December 2009 REIN Workshop Supplemental

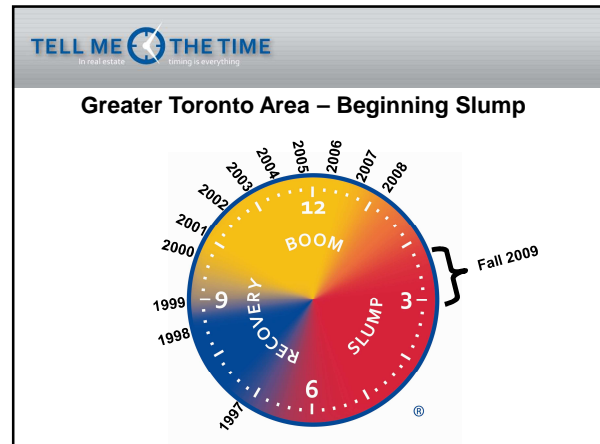


# December 2009 REIN Workshop Supplemental

**Key Drivers propel the cycle 'collectively' rather than individually and work like a combination lock to progress the cycle to the next phase. Having one or two parts of the combination will not unlock the door!**



Key Driver	Trend	Phase of Cycle	Impact on Residential Real Estate
Net Migration	↓	SLUMP	Steady decline since 2005 having negative impact on demand.
Employment	↓	SLUMP	Sharp decline in employment having negative impact on demand.
Property Construction	↓	SLUMP	Sharp decline helping reduce inventories.
Return on Investment	↓	SLUMP	Starting to trend up, will eventually attract more investment towards the end of this slump.
Incomes	↓	SLUMP	Growth rate on incomes trending down and will have a negative impact on home buyers ability to pay more for housing.
Finance Availability	↓	SLUMP	No YTD data available for 2009. However it has been noticeably more difficult to obtain financing in 2009, thus impacting home buyers ability to purchase property.
GDP	↓	SLUMP	Trending down which has negative effect on the overall economy including demand for residential real estate.
Affordability	↓	SLUMP	Improving due to low interest rates and stabilized property values, thus having a positive impact on demand.
Days on Market	↑	SLUMP	Slight trend up from 2007 & 2008, although recent months have shown significant improvement that has caused some to believe the market is recovering.
Property Listings	↓	SLUMP	<b>EXHIBITING FALSE START:</b> has trended down quite sharply from the beginning of the year and the reduced supply has temporarily helped stabilize values.
Property Sales	↑	SLUMP	<b>EXHIBITING FALSE START:</b> Recent surge in sales has resulted in an overall upward trend for 2009. The reduced supply has temporarily helped stabilize values, giving rise to speculation that the GTA market has entered a recovery.
Rents	→	SLUMP	Rents have stabilized due to higher vacancy rates combined with lower net migration and a large number of condo apartments coming online at the end of 2008.
Vacancy Rates	↑	SLUMP	Vacancy's are trending up which will put downward pressure on rents in spite of rent controls.
Property Values	→	SLUMP	Has stabilized this far in 2009, which has fueled the media reports that we are entering a recovery.



Living Life Full On...

“The goal is to have sufficient assets to liberate yourself to work...

You save not to have freedom from work, but freedom to do the work you want.”

—Marc Freedman

“Our Business in life is not to get ahead of others, but to **Get Ahead of Ourselves** – to Break our own Records, to Outstrip our yesterday by our today”

Stewart Johnson