

What's Behind the Curtain?

February 2010 BC REIN™ Presentation

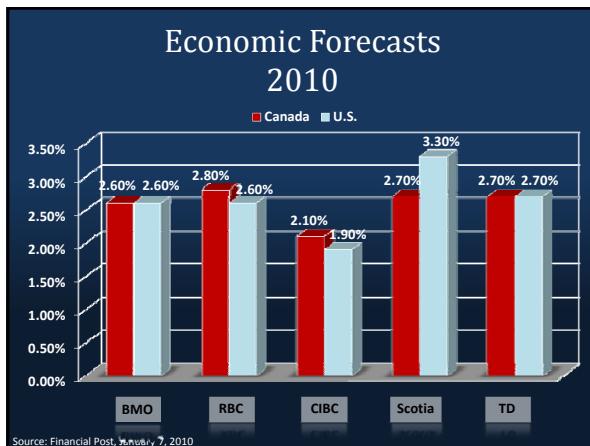
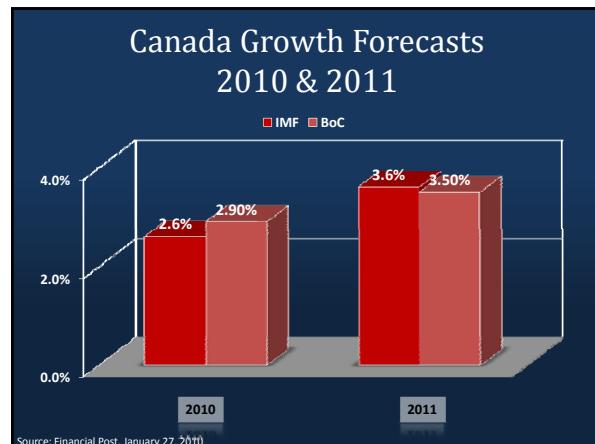


Real Estate Investment Network
"The difference between Real Estate Investing...and Real Estate Guessing."™

BC REIN February 2010

BC REIN February 2010

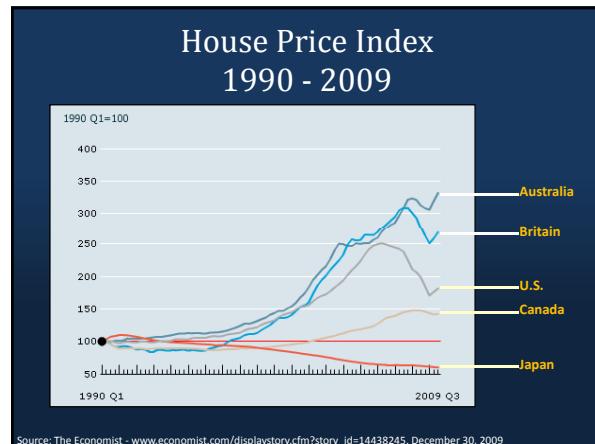
Source: Financial Post, January 27, 2010



Canadian Mortgages -- The Stats

- 1) Of 40,000 loans issued in 2009, 86% of new mortgages were fixed-term
- 2) 70% of borrowers took terms of 5 years or longer
 - Majority of borrowers took out mortgages below the maximum they'd be allowed under gross debt service ratio
- 3) Each year, approx 2.5-3% of Canadian households make a first-time home purchase
- 4) Of the 13.25 million homeowners in Canada, only about 4,000 are pushing the envelope when it comes to a first-time home purchase

Page 7



What's Behind the Curtain?

February 2010 BC REIN™ Presentation

