

December 2010

REIN Workshop Supplemental



January 20th BC REIN Workshop



**Mayor
Dianne Watts!**

**Surrey:
Today, & Tomorrow -
Where The
Opportunities Are**

February 24th BC REIN Workshop



Dr. Susan Biali

**Living a Life You Love
Enjoying Every Step
of Your Journey to
Wealth**

February 24th BC REIN Workshop



**Russell
Westcott**

**Joint Venture Secrets
Part II**

May 14th BC All Day Workshop



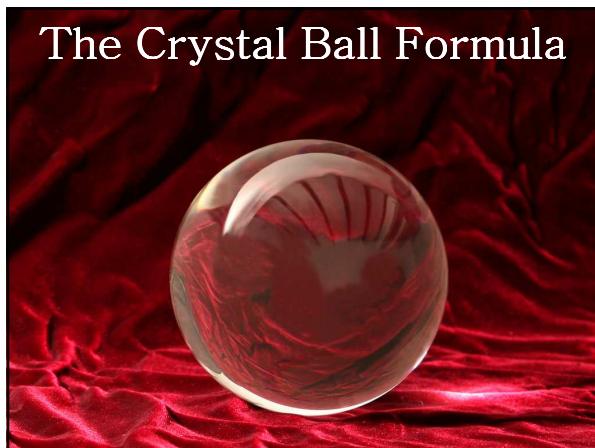
**David Allison
Sell the Truth**

**Marketing your
Real Estate in a
Changing World**

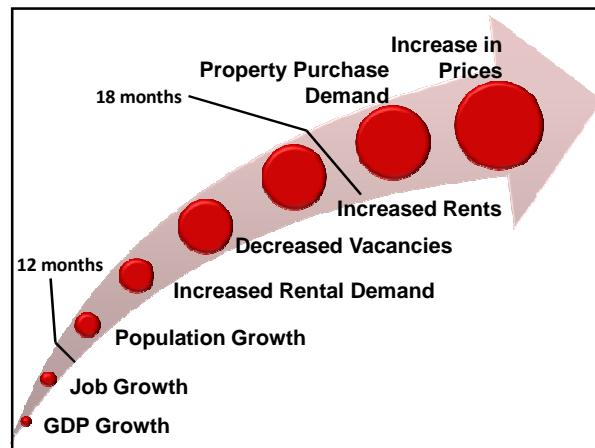
**2011
The Best Year Yet
For REIN Member
Benefits**

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The Crystal Ball Formula



Where to get the GDP Numbers?

- REIN Monthly Workshops
- Statistics Canada
- Provincial Governments
- Some Cities
- Bank and Economist City Predictions

*Multiple sources to ensure a level of reality and accuracy

U.S. INSIGHTS



America in worse shape than Europe: China advisor

December 8, 2010 Vancouver Sun

BEIJING — The U.S. dollar will be a safe investment for the next few years, but the Chinese economy is in worse shape than Europe's, focused on the currency's worth, but America's fiscal deficit is much larger, says Li, an adviser to the Chinese central bank's top Western economist.

For now, market attention is still on Europe and the Chinese economy, but Li said what's ahead for U.S. President Barack Obama's fiscal stimulus package will determine the long-term economic situation, he said.

But it should be clear in mind for the fiscal situation in the United States is much worse than in Europe, he said. The U.S. has a much larger fiscal deficit, although, attention of financial markets will still focus on the Chinese economy, he said. The Chinese central bank's top Western economist, Li, told the Sun.

U.S. Treasury yields fell sharply for a second day on Tuesday, helped by comments from the central bank's top Western economist, Li, that the U.S. economy is in worse shape than Europe's, including the United States' banking system.

Li, a former Chinese central bank official, told the Sun that the U.S. economy is in worse shape than Europe's, including the United States' banking system.

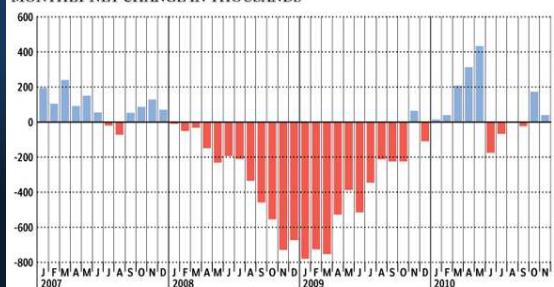
China has a big role in the performance of the dollar, he said. The Chinese central bank's top Western economist, Li, told the Sun that the U.S. economy is in worse shape than Europe's, including the United States' banking system.

The State Administration of Foreign Exchange (SAFE), an arm of the central bank, is responsible for managing the country's foreign exchange reserves.

Li was speaking on the sidelines of a financial forum in Beijing. He sits on the monetary policy committee of the

What the U.S. Job Crisis looks like

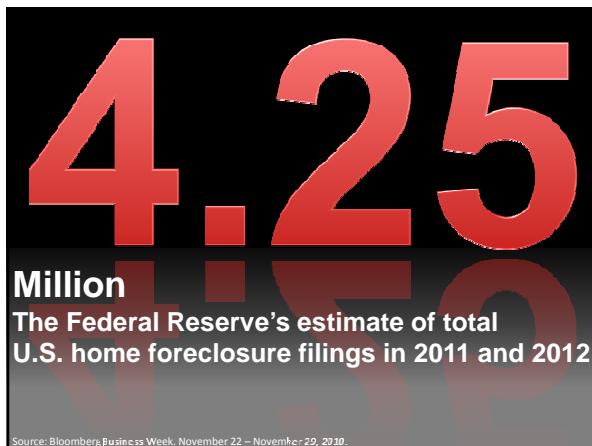
U.S. EMPLOYEES ON NON-FARM PAYROLLS MONTHLY NET CHANGE IN THOUSANDS



Source: Financial Post, December 3, 2010.

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No relief in sight for U.S. housing

December 7, 2010 Linda Stern, Reuters

The U.S. housing market will remain depressed with record high foreclosure levels, rising mortgage rates and high unemployment probably dampening the market for years to come, industry experts predicted on Tuesday.

"We don't see a full market recovery until 2014," said Mark Shatz, of RealtyTrac, a foreclosure marketplace and tracking service. He said that he expects the number of U.S. homeowners who receive foreclosure notices in 2010, with more than one million homes being seized by banks before the end of the year.

Both of those numbers are records and expected to go even higher, at \$30-billion (U.S.) in adjustable rate loans, he said. "The market is not going to turn around by the reboots," he said. "The reboots would work through the process. That's why we are not seeing a 2011 even tighter than the fourth quarter of 2010," he said.

There have been allegations banks used so-called robos-signers to sign hundreds of foreclosure documents without verifying them.

Mortgage rates will start to rise in 2011, further dampening demand and limiting affordability, said Frank Martino, president of the National Association of Realtor, a trade association of real estate professionals. "Nationally, prices will decline between 5 per cent and 7 per cent, with the decline occurring in the first half of next year," he said.

Interest rates on 30-year fixed rate loans will creep up to 5.5 per cent in 2011, from 4.5 per cent in 2010, he said, adding that rates will rise in line with the typical mortgage payment on a \$100,000 loan, Mr. Martino said in a year-end conference call.

The real estate firms released a survey showing a market slowdown, but a bright spot in the housing market, too. Almost half – 48 per cent – said they'd consider buying a home in 2011, up from 41 per cent in their previous survey if they were underwritten on their loans. That's the highest level of optimism since the same question was asked in May. "If that continues it would be an epidemic of status deficits," said Mr. Martino.

Roughly one in four consumers said they expect it to be 2013 before they are in a position to buy a home, according to the survey, conducted in November by Harris Interactive. Most respondents said they think recovery will take at least five years. While 40 per cent buyers expected they would really set serious about buying a home within three to four years.

Mr. Shatz says what gives him optimism is that buyers are about five million loans that are in least 90 days delinquent, he said. In the next three to four years, as the market improves, those loans will rise, and "they will default at pretty high rates."

"Even with today's low interest rates, you're looking at an average of \$1,000 a month in mortgage payments on loans that are in least 90 days delinquent," he said. "So we will see a huge backlog of foreclosures."

Not all markets will show equity in the medals. Mr. Martino said that the market is still strong in several markets, including Raleigh-Durham, N.C.; Austin, Texas; Oklahoma City, Okla.; Salt Lake City, Utah and Omaha, Neb.

Home buyers who are willing to take risks and buy distressed properties are likely to see discounts of more than 20 per cent on comparable homes that are in distress.

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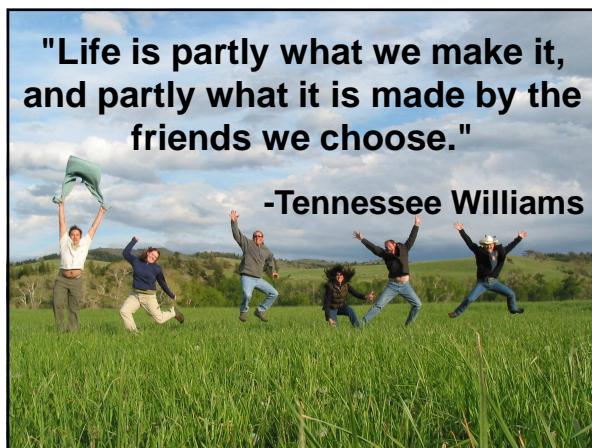
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"The smaller your view, the more you'll complain about your situation."



-Don R. Campbell



REIN has raised \$635,000

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