

# January 2010 REIN Workshop 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



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## 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!"™



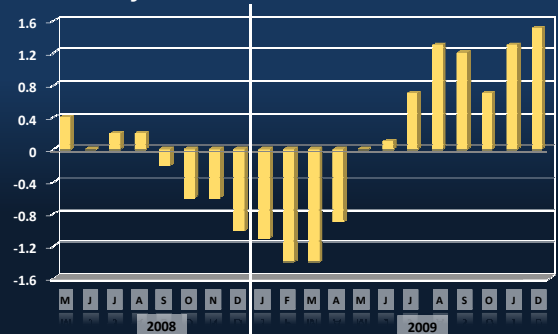
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## How About Starting With Your Timing...

- Knowledge & Awareness Leads To Great Timing



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

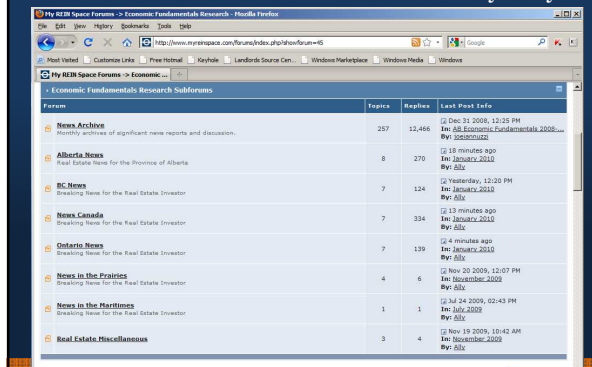


Source: Statistics Canada, The Daily, January 19, 2010

## 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...



## 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



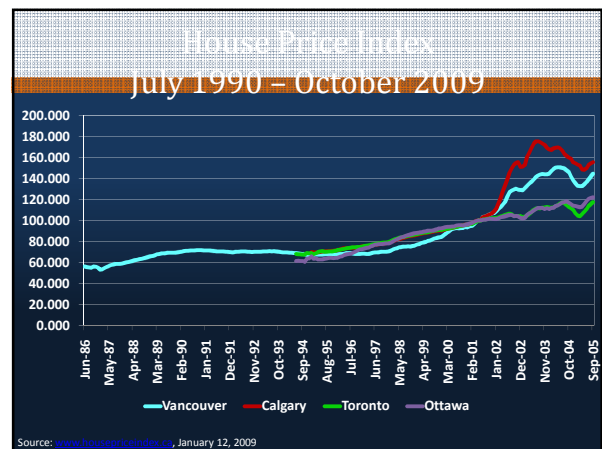
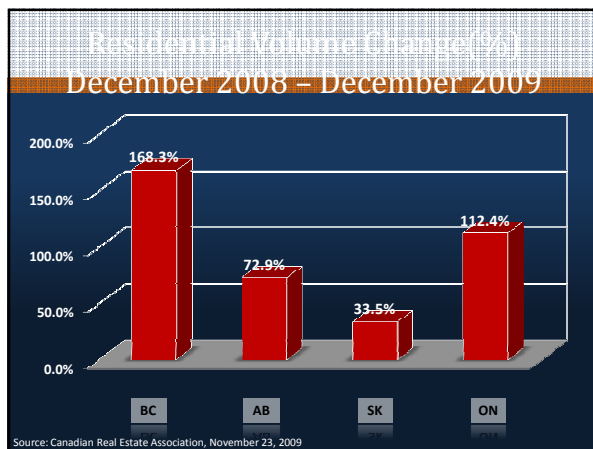
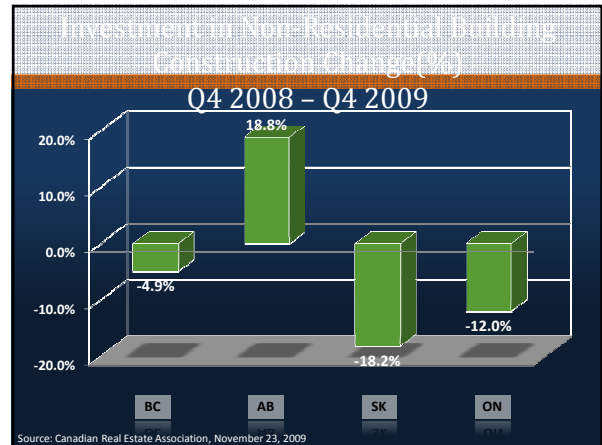
## 10 Year Commitment Award

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

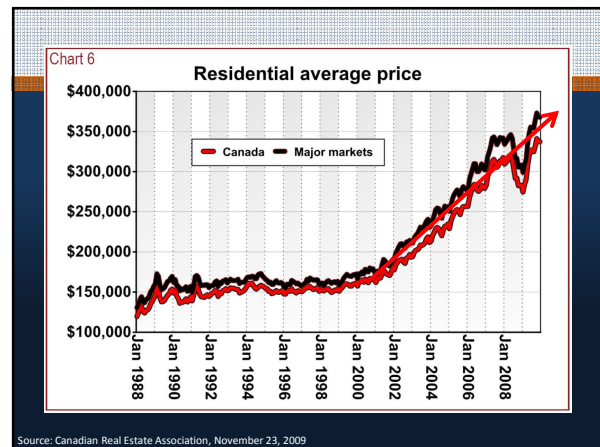
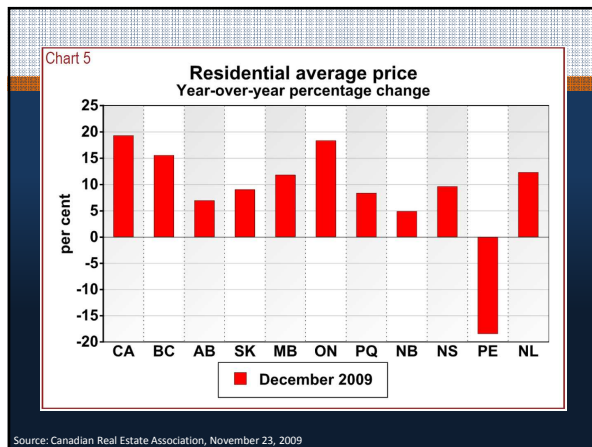
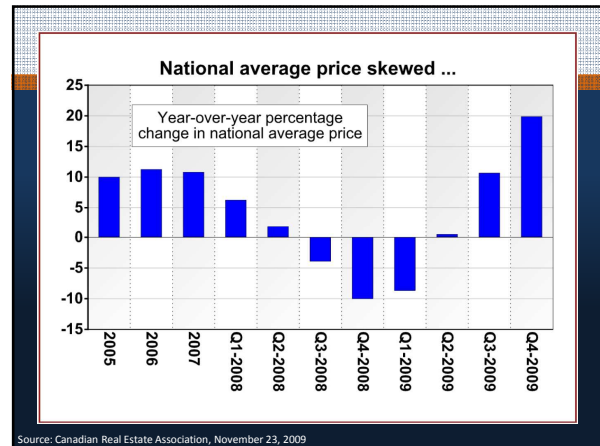
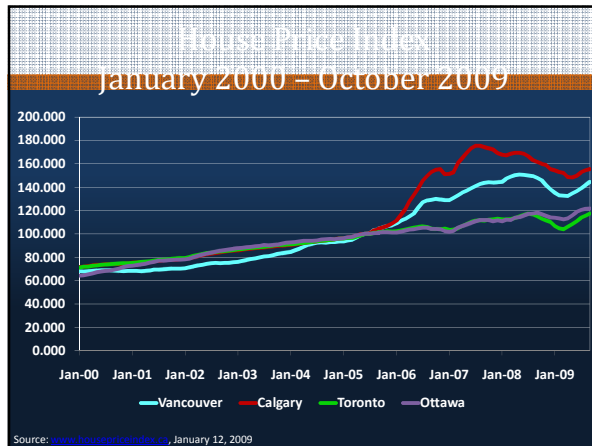


## 10 Year Commitment Award

- Bill Salahub
- Amy Strutt
- Sharon Trenaman



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## GTA Key Facts

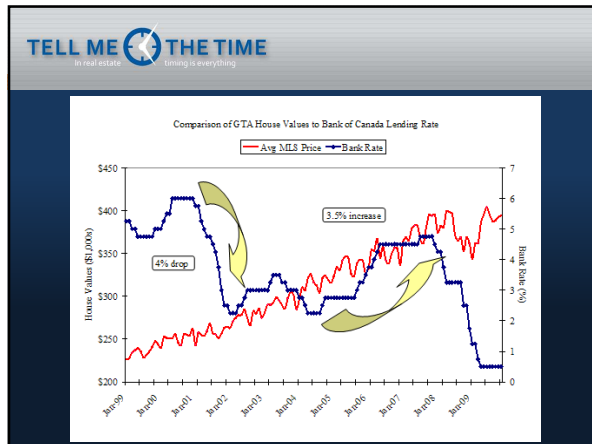
- New home sales up 24% from 2008
- 33,165 new homes and condos sold in the GTA in 2009, up from 27,153 in 2008
- Most sales occurred when consumer confidence returned
- Strength continues in 2010
  - Sales in first two weeks of Jan almost double those of the same period last year
- Board expects strength 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**  
Freedom To Choose. Spirit To Achieve.

## Alberta's Employment and Population Growth Outlook

**Thomas Lukaszuk**  
Minister of Employment and Immigration  
January 23, 2010

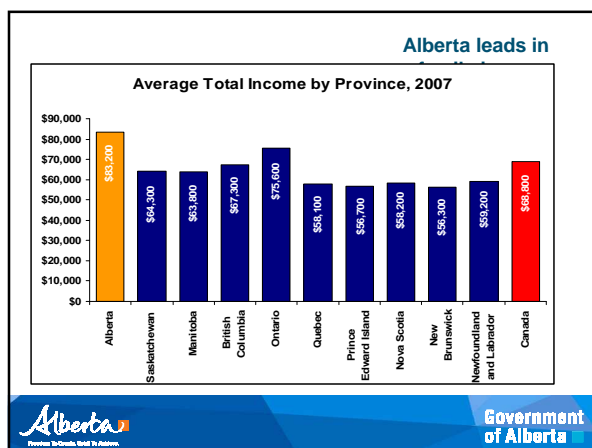
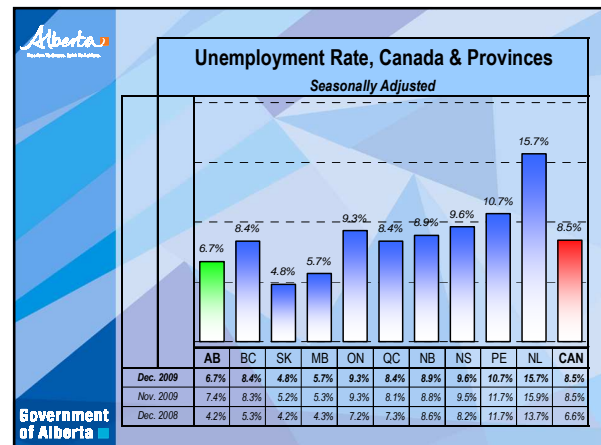
**Government of Alberta**

**Alberta**  
Freedom To Choose. Spirit To Achieve.

### Table 1: Population & Growth Rates Canada & Alberta

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

**Government of Alberta**



**City of Edmonton**  
Annual Realty Assessment Notice for 2010

Date of mailing: 04-JUN-2010 Taxation year: 2010 Assessment completed by: 04-JUN-2010  
Property Address: 307 10100 116 STREET NW Completed Fee \$0.00 Tax Rate Amount: \$100.00  
Payment (NAME) (see reverse)

Assessment Information

Valuation Group: Res Condo  
School Support: PUBLIC: 0.0%, SEPARATE: 0.0%, UNINCORPORATED: 100.0%  
Neighborhood: OLIVER  
Property Type: Land and Improvement  
Land Use / Taxable Status: 100 % Taxable  
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 June 1st of the previous year.

Assessment	2010	2009
Assessment	219,000	197,500
Change		215,000

**Good News For Me As an Owner AND a Buyer**

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