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Volume II Edition III

Mid Summer update

In This Edition

What is happening in the market today?
Where is the market heading?
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Our Services

The challenges facing the US housing market have created a tremendous investment opportunity for Canadians. By buying the right homes, in the right communities, for the right price, we have been able take advantage of the strong rental market, double digit cap rates and tremendous future appreciation in the heavily discounted Arizona real estate market.

Market Summary for the Beginning of August

Although we didn't see the record breaking sales numbers of June, July had plenty of positive news for market watchers. An important exception was pricing, and no doubt much will be made of that by the housing doom folks, but we all know that pricing is a trailing indicator, don't we?

According to the current ARMLS data, 8,522 homes closed during July across all areas and types. This is 19.4% below the 10,568 we are measuring today for June. This dip between June and July is a normal seasonal effect. The key comparison to make is with July 2010. Here we are up 23.3% compared with 6,911 a clear sign that the market is healthier today than it was last year when we were reporting significant deterioration.

Here are some key figures for all areas & types:

Pending Listings (firm deals but yet to close): 11,491 on August 1, down 6% from 12,224 on July 1, but up 17% compared with August 1, 2010.

Active Listings: 27,787 on August 1, down 3.6% from 28,837 on July 1, and down 34.6% compared with August 1, 2010.

Listing Success Rate: 74.4% on August 1 which compares favorably with 73.5% on July 1 and very favourably with 58.5% on August 1, 2010.

In a normal year supply starts to increase from the beginning of July, so that 3.6% decline in active listings is a positive sign. Because of the lower monthly sales rate in July, months of supply has edged up from 2.9 to 3.0 months, but this is well below normal. The average months of supply for 2001 onwards is 5.8 months. A less volatile way to measure inventory is to divide active listings by the annual sales rate as this largely eliminates seasonal effects. Here we are seeing 105 days of inventory, improving from the 110 we measured last month and the lowest number of days of inventory since February 2006. The average days inventory since January 2001 is 174, so we have a significant under-supply of homes for sale through ARMLS.

Supply continues to drop while demand remains relatively strong. However that demand is not evenly distributed across the price ranges. In the last month we have seen the market strengthen at the low end while losing a lot of momentum at the middle and high end. Compared with July 2010, this month saw dramatic sales growth for single family homes below \$100,000 but above that figure the picture is mixed. A few ranges performed fairly well, notably \$100K->\$125K, \$175K->\$200K, \$400K->\$500K and \$1.5M->\$2M, but there was a huge hole at the very top end of the market. Last year we had eleven closed sales over \$3,000,000 during July and this July we have just one. Sales volumes are also down between \$225K and \$400K and between \$600K and \$1.5M. As you can imagine, an increase in the volumes under \$100,000 pulls the average sales price and the average sales price per sq. ft. down substantially. The sales weakness in the higher range exacerbates this. However all that buying at the low end has caused the median sales price to stay fairly strong and it has barely changed over the last seven months.

As is normal when a market is attempting to recover from a long and disastrous plunge, there are plenty of conflicting signals:

Signs That Prices Are Going to Go Down

- The average list price per sq ft for pending listings continues to drift downwards, down 1.5% in the last month.
- The average asking price per sq. ft. for normal listings has fallen by 1.6% in the last month.
- Monthly average sales prices are making fresh lows.

Signs That Prices Are Going to Go Up

- The average asking price per sq. ft. for lender owned homes has risen by 7.4% in the last month.
- Sold price as a percentage of list continues to go up.
- Remarkably few listings are being canceled or expired.
- Investors are now purchasing nearly 40% of the properties auctioned at trustee sales in Maricopa County.
- Average days on market for closed sales is coming down.

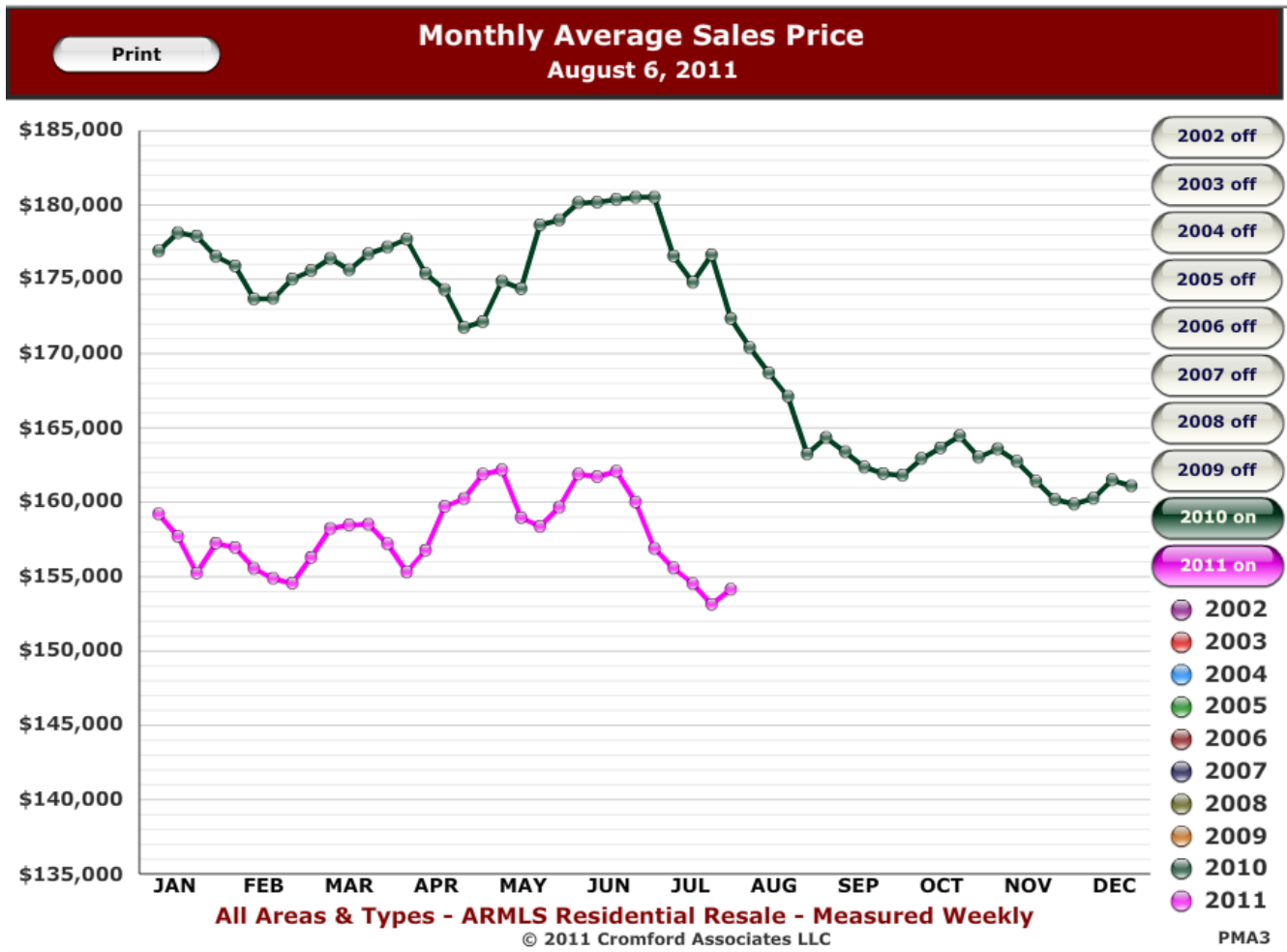
Signs That Price Are Going to Stay Flat

- The average asking price per sq. ft. for short sales and pre-foreclosure has barely moved in the last month.
- Median sales prices are essentially flat.

So you can take your pick. It seems to me that although the supply/demand imbalance is becoming extreme, demand from investors alone is unlikely to sustain a significant upward price movement. We may have to wait until the general public realizes the degree to which the reality and perception of the supply picture have diverged, so that fear of missing out on a bargain overcomes the fear of prices dropping yet further.

There are still many sources claiming that a "new tidal wave of foreclosures" is going to hit the Phoenix area. This is pure imagination and reminds me of the Y2K phenomenon in 1999. Despite a busy final week in July, the trustees of Maricopa County only issued 4,194 new notices of which 4,015 were residential. This compares with 8,140 in total and 7,802 residential for July last year. Foreclosure notices are down 48% to the lowest level since December 2007. As for actual trustee sales, we had 3,330 in July of which 3,176 were residential. This is 31% down from July last year and 36% below March this year. The trend is obvious and strongly downward and it seems we are about 75% of the way through the foreclosure tsunami of 2007-2012. This observation is only made about Maricopa County and is probably not true elsewhere, especially in states that use a judicial foreclosure process.

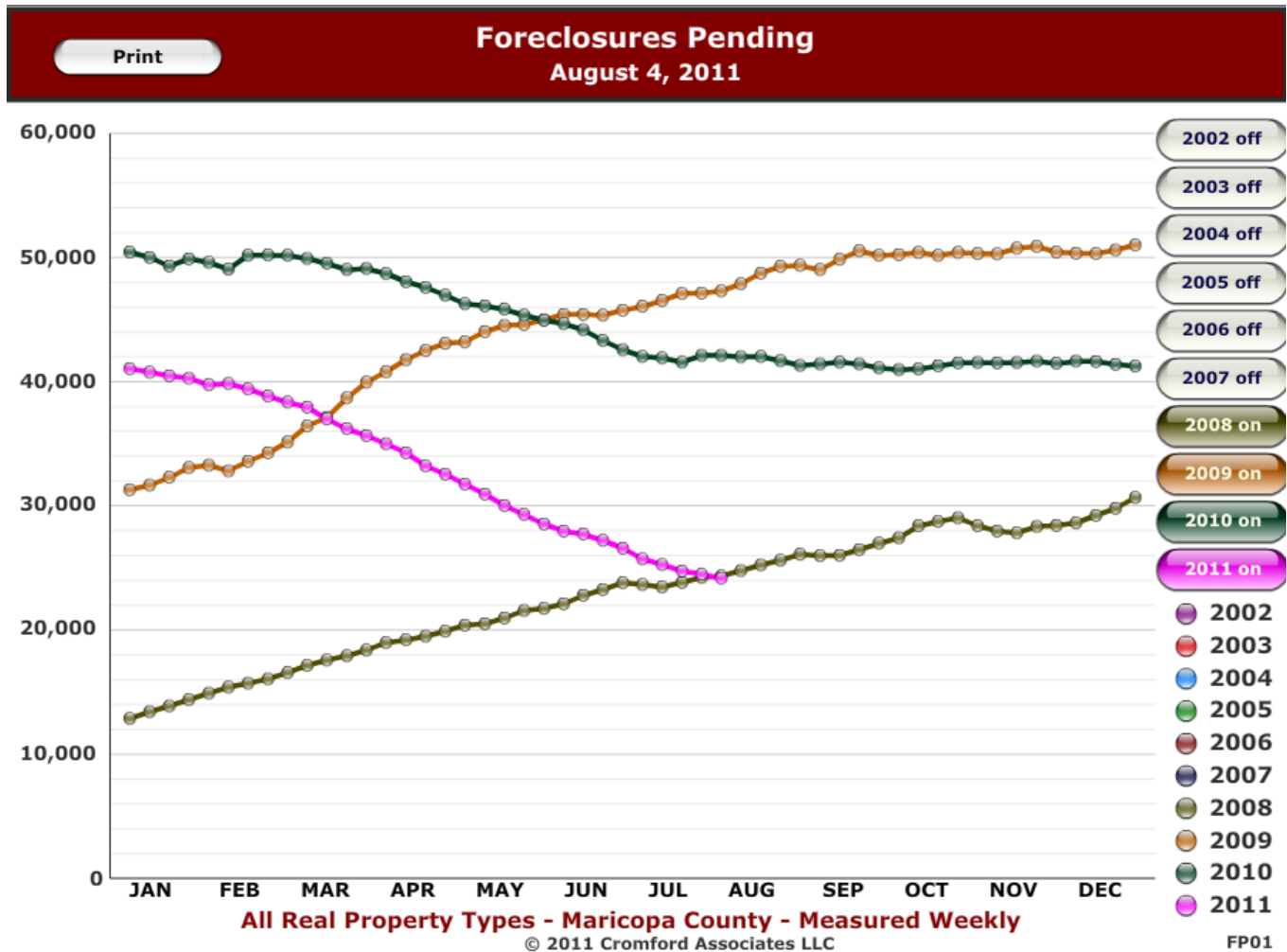
The Chart below shows that the Average Selling price of a home increased slightly in July. This is after reaching a new low earlier in the month. Home prices dropped precipitously at the end of June 2010 upon the expiry of the Federal U.S. Home Buyers Tax Credit program.



The following line chart shows the inventory of properties in foreclosure on a weekly basis from 2008 onwards. The inventory of foreclosures pending represents the number of properties which are scheduled for sale by the trustee at some point in the future.

Inventory is increased by 1 whenever a notice of trustee sale is issued. Inventory is reduced by 1 when a trustee sale is cancelled. Inventory is also reduced by 1 when a trustee deed is issued to either a third party or the beneficiary (i.e. the lender). If the trustee deed is issued to the beneficiary then this adds 1 to our REO inventory and it no longer counts as a foreclosure pending.

The data is for the county of Maricopa and includes all real estate property types, including land and commercial. A commercial parcel counts as 1 foreclosure even if there are multiple structures within that parcel.



The Chart below shows the increased volume of sales in 2011. June was one of the busiest sales months in history for the Greater Phoenix area. July sales were up considerably over the same month in 2010 and exhibited the typical slowdown in sales during the summer months.



Information provided by the Cromford Report

Where is the market heading

Where are we now?

- Home ownership rates dropping
- Rental demand rising
- Tight and damaged credit
- Poor economy, high unemployment
- Historically low interest rates
- Highly valued Canadian Dollar
- Foreclosures driving prices down well below replacement costs

What will things look like in 3 to 5 years?

- Foreclosures become smaller part of the market
- Prices rise towards replacement cost
- Employment and migration to Arizona increases
- Interest rates rise to more historical norms
- Canadian dollar returns to more historic value?
- Credit standards ease somewhat and damaged credit is repaired. U.S. borrowers getting financed again
- Pent up demand for housing in areas with
- Increasing populations and strong job markets result in significant long term price increases

New Home Building Lags Population

Housing starts by year

YEAR	2007	2008	2009	2010 (Forecast)	2011 (Forecast)
Housing Starts	1,340,000	900,000	550,000	680,000	950,000

Cumulative Surplus/Deficit*	+1,020,000	+320,000	-730,000	-1,650,000	-2,300,000
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**Based on 1.6 million housing starts to accommodate typical U.S. population increases, and starting with a 1,280,000 surplus in 2006.*

Source: Canadian Real Estate Magazine November 2010

Steps in the Buying Process

- **Determine primary use for the home**
- **Arrange financing**
- **Determine price range**
- **Determine best locations and amenities desired**
- **Get set up on a listing search**
- **Plan trip to view homes (2-3 days minimum)**
- **Write a Purchase Offer**
- **Negotiate and Write Counter Offers**
- **Open Escrow with Title Company**
- **Wire Earnest Money Deposit**
- **Setup U.S. bank account**
- **Home Inspection/ Issue Request for Repairs**
- **Order Homeowner's Insurance Policy**
- **Wire closing funds**
- **Close Escrow**
- **Set up home**
- **Contract for Property Management if appropriate**

Services we provide our Canadian clients

- **Specialists in Vacation homes and vacation rentals**
- **Investment properties – Rental and Lease Option**
- **Investment Pool**
- **Trustee Auction services**
- **Property Management**
- **Financing for Canadians**
- **Cross Border Tax and Estate Planning**
- **Home and Auto Insurance**
- **House sitting services**
- **Lawn and Pool services**
- **Home renovation**
- **Listing services**

We have been featured in major media stories in Canada in the Toronto Star, Globe & Mail, CBC National News, CTV, Canadian Real Estate Magazine, The Business News Network and in the U.S. on Fox News, NPR Radio, USA Today and The Arizona Republic.