

THE ILS TIMES

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Announcements

LET US SELL YOU A HOUSE !!!

Check out our website! We have investment property listed on our website for sale. Let us find you a house AND fund the deal!

Go to www.ilsfunding.com for more info.

PAY YOUR FEES BY CREDIT CARD !!!

We are now able to take Application and/or Property Analysis Fee payments on-line via our website, over the telephone, or at our office. Avoid the mailing/drop off hassle or the check writing nightmare!!!

COME VISIT OUR TABLE AT THE REAL ESTATE CLUB OF HOUSTON (RICH) MONTHLY MEETING !!!

We'll have a table at the February RICH meeting - come by and say "hi"! The meeting is at the University of Houston Hilton Hotel on February 3rd and starts at 8:00am.

COME ATTEND OUR 1ST 2007 SEMINAR !!!

On Thursday, January 25th, at 6:30pm, we are hosting our "ALL ABOUT REHABBING" seminar that will provide insider tricks and tips that will SAVE YOU TIME AND MONEY! We also will have FREE FAJITAS!

Information about our seminars, financing specials, and other topics are always sent out via email. To join our email list, sign up on our website.

To attend the seminar, please RSVP at
kfowler@ilsfunding.com

IMPORTANT! Bring a friend to the seminar, and if they sign up and do a loan with ILS, we'll give you a FREE Property Analysis on your next loan!!! A \$350 Value!!!

**As Always, Free To The Public
Limited Seating/RSVPs Mandatory**

HAPPY NEW YEAR !!!

Let ILS help you start off the New Year right! We'd like to assist you in finding a great investment property, fund the deal, repairs, and closing costs (if you buy it right), help you with exit strategies, etc..

TEXAS JOB GROWTH SLOWING

COLLEGE STATION (Real Estate Center) – The Texas economy continues to generate jobs but at a decreasing rate, according to the latest figures from the Texas Workforce Commission. The Real Estate Center's latest "Monthly Review of the Texas Economy" reports that the state's annual employment growth rate fell from 3 percent in January 2006 to 2.1 percent in November 2006.

"Clearly, this is still a positive report," said Real Estate Center Research Economist Ali Anari. "November figures show that Texas' job growth rate exceeded the national job growth rate by 0.8 percent."

The state's seasonally adjusted unemployment rate in November 2006 was 4.7 percent compared with 4.5 percent for the United States.

The construction sector ranked first in annual job growth percentage from November 2005 to November 2006, followed by natural resources and mining, professional and business services, financial activities, and leisure and hospitality.

The Laredo metropolitan area ranked first in annual employment growth rate among 26 Texas metropolitan areas, followed by McAllen-Edinburg-Mission, Brownsville-Harlingen, Midland, Sherman-Denison and Houston-Sugar Land-Baytown.

The Midland metro area had the lowest unemployment rate in November 2006 followed by Amarillo, College Station-Bryan, Austin-Round Rock and Lubbock.

FORECLOSURE TSUNAMI FORECASTED

COLLEGE STATION (Real Estate Center) – Based on results from its recent mortgage study (see article), the Center for Responsible Lending (CRL) has predicted that one out of five subprime loans issued during 2005 and 2006 will fail, resulting in foreclosure for millions of American homeowners.

Dr. Mark Dotzour, chief economist with the Real Estate Center, says the real vulnerability in the residential housing market is in the entry-level housing category in regions where a large percentage of buyers have purchased with little or no down payment.

"In recent years, investor thirst for the higher yields of mortgage-backed bonds has allowed mortgage lenders to relax credit standards and issue loans that have a much higher risk of foreclosure," Dotzour said. "It stands to reason that when you make riskier loans, you are going to have more foreclosures."

Dotzour does not think mortgage companies or mortgage bond holders will be hurt when the expected tsunami of foreclosures hits. Instead, hedge funds, pension funds and endowment associations that have been chasing yield by accepting more risk, or large commercial banks offering complex derivatives to allow traders to hedge their risk in mortgage bonds are likely to feel the pinch.

"Nobody knows exactly where the ultimate risk really lies in the financial markets," Dotzour said. "But one thing is for certain. Those who will be hit the hardest will be families that lose their homes to foreclosure."

DEVELOPMENT SUMMIT EARLY REGISTRATION OPEN

COLLEGE STATION (Real Estate Center) – Registration is now open for the Texas Development Summit, which will be held March 2 at Texas A&M University in College Station. Registration is \$150 per person. After Feb. 16, it will increase to \$175.

The Summit will feature guest speakers discussing the Texas economy, Texas real estate investment markets, real estate development, urban area land markets and impact fees. There will also be a legislative roundup, and the Counselors of Real Estate, summit co-sponsors, will host a roundtable discussion. Texas real estate licensees can apply for continuing education credits upon completion of this seminar.

To register, go to www.recenter.tamu.edu/register.

HOUSTON LOOKING GOOD

Low cost purchase prices with increasing sales (NAR)

- ✓ \$143, 400 median price of existing single family homes
- ✓ Sales of existing single family homes up 17.8%

Steadily increasing appreciation (Global Insight)

- ✓ One of 9 markets with 12%+ appreciation in a survey of 317 metropolitan cities (70% had decreasing appreciation)

One of the top major cities in the nation for predicted appreciation (Forbes)

- ✓ 3rd in the country out of 15 major cities surveyed with a 10 year predicted appreciation of 45%
- ✓ "Wherever the party was the loudest, that's where the hangover is going to be the greatest. Other places, such as Houston, may just keep chugging along." (Edward Leamer, Director of the UCLA Anderson Forecast)

4		5	9					
7		9		8	6			5
		3		4		8		2
6			8					
	3						2	
					1			7
2		4		6		5		
8			7	1		2		3
					9	6		1

What is Sudoku? The Sudoku puzzle is a Japanese logic game which entered the western world during the last few years and is gaining popularity very fast.

What makes Sudoku fun? The Sudoku puzzle can be anything from ridiculously easy to fiendishly difficult. It's a puzzle which comprises only of numbers - digits 1 to 9. You have no need for math knowledge – just solve it with reasoning and logic.

What are the rules? Fill in the grid so that every row, every column, and every 3x3 box contains the digits 1 through 9.

Still unsure? Go to: www.sudoku.org/sudoku-tutorial.php for more information on how to play.