

# MORE GOOD NEWS



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## Pinch me; I just got a free house.

Do you want the good news or the bad news first?

The bad news is the house you wanted has just been sold, and it sold for \$45K above what you wanted to pay. The good news is that you can expect the next piece of property you buy in Alberta to substantially increase in value too.

Let me tell you a little secret.... Come closer, it's a good one. I just gave my friends a house today. Well, not exactly 'gave' it to them, just sort of created it. Have you read those real estate books that tell you can buy a million houses with zero cash down and make a fortune? Of course you have. We all have. You turn the pages, tongue in cheek waiting for the catch or waiting to say 'Yeah...but, you can't do that here.'

And *sometimes* that may be true. But, back to the secret... My friends (partners as it were) invested (I'm loathe to tell you how little), \$32K with us *wayyyy* back in '04 to buy a duplex in the North East of Edmonton. After spending \$5K for reno costs out of the initial investment, we had a nice, simple, \$157K property. Adding fresh tenants, both up and down, we pulled a modest \$1100 per month in rent. Our property is carrying itself and just breaking even after all expenses.

## Sensational New Property

*Another outstanding GSI deal!*



Give us a call to **secure this property now!**  
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### Contents:

- 1) *Pinch Me; I Just Got A Free House*
- 2) *Sensational New Deal*
- 3) *Success Is Everything: Jim Rohn*
- 4) *Home Prices Will Soar For Decades To Come*
- 5) *Boiling It Down*

### Now the fun part...

September, '06, we asked the bank for an equity take out in the form of a line of credit. The first thing the bank did, was ask the City to assess our property. City assessments are always low. Bank Appraisers tend to be better, but they still appraise buildings at about 20% less of actual value (hey, bankers like to be safe!).

So, what are we worth? **\$237,000.00** at the City Assessed price. Now, the appreciation alone is \$80K. That makes an **ROI of 250%** **If you don't know real estate, you can stop you rolling your eyes in disbelief now, because this does happen and I haven't even got to the best part yet...**

*Continued on page 2...*

## Red **HOT** Investment!

Your estimated return is **17%** annually!

For only **\$76,000.00 CDN** you CAN own this stylish carefully chosen moneymaker in Bisset. Your investment includes: financial analysis, inspection, insurance, financing, legal fees, accounting, reserve fund, CMA, down payment, annual statements and much more! Impeccable 1250 sq ft. home features: 3 luxurious bedrooms up and a large, private 2-bedroom basement suite down. **Total investment: \$76K. Purchase price only \$274K. Get into action and start realizing secure, long-term profits NOW! Ends 10/16/06**

Already producing a great RETURN!

Visit [glennsimoninc.com](http://glennsimoninc.com) for the full **FEATURE** sheet.

Please see *Pinch me: I just got a free house...* on page 2

## Pinch me; I just got a free house.

Article by Glenn Simon Inc.

**So, we have a self-sufficient rental duplex worth \$237K.** Our friendly banker, who is just such a peach, will happily lend us the **\$65K needed to buy another property.**

Are you going to ask me what I bought? Well, I put that \$65K into a great, town house that is worth about \$235K (and there is even \$25K of equity in this property from the long close). Does the whole deal balance? No, it doesn't. (Ah Ha! You got me!) In fact, it negatively cash flows about \$150 per month, until we increase the rent to market value next year. What about the line of credit you ask? Well, we have to pay that too (interest only payments), but we factored in a little extra cash from the original property as rents have increased, to ease the equity loan repayments. **What did it cost them to get this new property? Zero. That's right.** Zero down and small payments every month. That looks like **\$32K bought \$472K of quality real estate or gave them a 'free' house. Not to mention the \$25K instant profit.**

*Can we do it all the time? No, way! But when we can, we will and that rocks!*



*Tangible Assets: Better than money in the bank.*

## Success Is Everything

By Jim Rohn

*(Excerpted From the 2001 Jim Rohn Millennium Weekend Event - Jim Rohn/Zig Ziglar VIP Lunch)*

**Someone once said to me that success isn't everything and I think I know what they really meant.** I believe they really meant that money wasn't everything and I certainly agree with that. But I do believe that success IS everything.

**First you need to succeed to survive.** We must take the seasons and learn how to use them with the seed, the soil and the rain of opportunity to learn how to sustain our family and ourselves. But then second is to then succeed to flourish in every part of your life.

**Good question to ask mature people "If you could do better should you?"** And I think almost everybody would answer the question in the positive.

**If you could improve your health shouldn't you do that? If you can learn more shouldn't you do that?**

**If you could earn more and share more, shouldn't you do that?** If you can improve your relationships and spirituality shouldn't you do that? And I think that is what success is really all about. It is not just a destination that is set for everybody to try and go for.

**It is like Zig said,** "improving in every area of your life to see if you can't with satisfaction at the end of the day, week, month and year and say 'I have made excellent progress this year, for myself, for my family, for my business, my career and my health'".

**I think that kind of success everybody recognizes is legitimate and something we should all strive for.**

Interesting phrase in the bible that says **strive for perfection - not that we can ever reach it.** But it is in the striving, to be a little bit better today than yesterday, in our speech, our language, our health, everything we can possibility think of.

**So yes, in my opinion Success is Everything!**

*To Your Success, Jim Rohn.*

***"I would rather have a mind opened by wonder than closed by belief"***  
-Gerry Spence

# Home Prices Will Soar for Decades to Come

Report: No signs of Alberta economy slowing down, says StatsCan

By: Ron Chalmers, *The Edmonton Sun*

Published: Friday, September 15, 2006.

**EDMONTON - Alberta's population growth will continue to push home prices higher for the next several decades, says TD Bank economist Craig Alexander.**

"All of the stars are aligned for Calgary and Edmonton to experience above-average price growth in the future," he writes in a TD Economics Special Report, released Thursday. He also warns that their recent pace of price increases cannot be sustained.

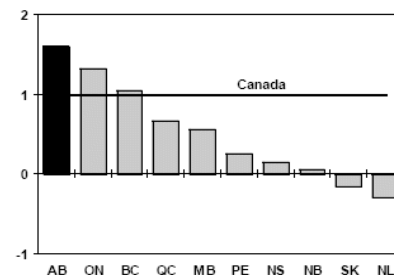
"Demography is the major driver of demand for housing over the long haul," he writes.

While population growth will slow in much of Canada over the next 25 years, he writes, it will surge in Ontario and British Columbia from international immigration, and in Alberta from inter-provincial immigration and natural increase.

**"Alberta's population has grown faster than any other province every year since 1996,"** Statistics Canada reported Thursday, citing "large inflows of migrants from other provinces and a rising number of births."

Across Canada, "fears that baby boomers will depress housing markets as they sell their properties and move into retirement homes are likely overblown," Alexander writes.

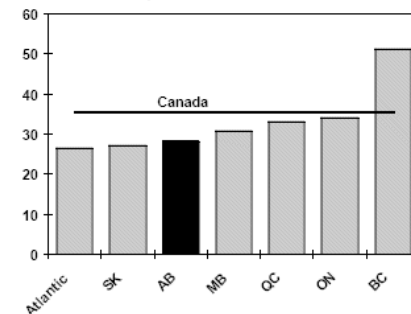
2001-2005 Average Annual Growth (per cent)\*



\* Annual population based on 3rd quarter (July 1) estimates

**Alberta: Highest population growth**

2005, Q3 (home ownership costs as a per cent of pre-tax household income)\*



\* Home ownership costs include mortgage payments, utilities, and property taxes. Source: Royal Bank of Canada

**Housing Affordability: Alberta leads as Canada's most balanced province**

***"Alberta is in the midst of the strongest period of economic growth ever recorded by any Canadian province ... and there is no sign of slowing down."***

***-Statistics Canada***

"Individuals are living longer, healthier lives," he reasons.

"The aging population could actually lead to a modest rise in the national home ownership rate."

**Retiring baby boomers also may reduce the labour supply, causing wages to rise -- further stimulating housing demand.**

Over the past 25 years, home prices across Canada have increased by an average of 1.9 per cent annually, net of inflation.

But the gains have varied widely among municipalities, with Vancouver and Victoria leading at 2.9 per cent -- and Edmonton trailing at minus 0.1 per cent. "This is extremely unlikely to be repeated in the coming decades," Alexander writes.

He expects Canadian home prices to rise at an average of four per cent annually, including about two-per-cent inflation, for the next 25 years, with great variation among cities, and volatility from year to year.

Statistics Canada proclaims that **"Alberta is in the midst of the strongest period of economic growth ever recorded by any Canadian province ... and there is no sign of slowing down."**

Alberta leads the country in population growth, hourly earnings, consumer spending and personal savings rate.

## Home prices will soar for decades to come

Report: No signs of Alberta economy slowing down, says StatsCan.

The Conference Board of Canada, in a Metropolitan Outlook released Thursday, predicted that Edmonton's economy will grow by 5.9 per cent in 2006, and 3.4 per cent in 2007.

"It seems more and more obvious now that buyers are ignoring the rapid rise in housing prices and, as a result, demand for new homes remains strong," the Outlook says.

Edmonton's actual employment dipped by 1.4 per cent in 2005, when workers could not be found to fill available positions.

But the Outlook forecasts a 2.3-per-cent rise in 2006 to record employment of 559,000.

It cautions that economic growth is subject to the risks of increasing construction costs, which could delay projects, and to possible government action to slow the pace of development near Fort McMurray.

### FACTS AT A GLANCE:

- Alberta lowers Capital gains tax to 19% the lowest in Canada. Capital gains taxes are paid only on 50% of the gain; the other 50% remains untaxed.
- Canadian economic growth rate: 3.5% in 2006. Alberta's growth rate: 5%+. Provincial average: 2-3%.

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*-Always Changing-*

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## *Making Investors Successful One Property At A Time!*

- Canada's retail sales average 6.7% in 2006. Alberta leads the nation at 17.4%, incredible strength.
- Alberta added the most high paying, full time jobs in Canada. The job-quality index is the highest in Alberta at 106.9 and Alberta has the youngest and fastest growing population
- Alberta has the highest personal savings rate (5.1%) in Canada.
- Canadian economic growth rate to be the best in 2007 G-7.
- In the past 5 years, Alberta's business growth has been the highest in Canada.

### **Boiling It Down:**

*Houses are still a bargain in Edmonton. More and more people are moving into the province as demand for workers increases. Wait another 5 or 10 years to **really see** what values should be. Edmonton's tight rental market is getting tighter: vacancy rates have fallen from the low 4.5% to 1.5% in the last 6 months. Rents have increased by 13% and the pressure is predicted to continue. Property remains a fantastic buy and a smart investment!*

**-Glenn Simon Inc.**



**Todd Millar, GSI.**

