Homeownership in the Inland Empire Past, Present, and Future

Brought to you by:

GREEN VISTA REALTY

FULL CIRCLE HOME LOANS

The Real Estate Roller Coaster

The Subject : The Average Home

The Date : July 2002

The Place : Riverside

Total Monthly Sales: 419

Median Sales Price: $187,000

Average Days on Market: 16

Number of Foreclosure Sales: 2

Number of Short Sales: 2

The Subject : The Average Home

The Date : July 2003

The Place : Riverside

Total Monthly Sales: 390

Median Sales Price: $232,500 ***+24.33%***

Average Days on Market: 16

Number of Foreclosure Sales: 0

Number of Short Sales: 0

The Subject : The Average Home

The Date : July 2004

The Place : Riverside

Total Monthly Sales: 392

Median Sales Price: $335,000 ***+44.1%***

Average Days on Market: 13

Number of Foreclosure Sales: 0

Number of Short Sales: 0

The Subject : The Average Home

The Date : July 2005

The Place : Riverside

Total Monthly Sales: 433

Median Sales Price: $403,000 ***+20.3%***

Average Days on Market: 21

Number of Foreclosure Sales: 0

Number of Short Sales: 0

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*NO TRADE LINES NEEDED FOR LTV'S 90% OR LOWER!!!

*NO APPRAISAL REVIEW, AND THAT IS ABSOLUTELY CORRECT!!!

*1 YEAR SELF EMPLOYED FULL DOC OK!!!

*IGNORE LATE PAYMENTS ON INVESTMENT PROPERTY AND SECOND PROPERTIES WHEN SUBJECT HOME IS THE PRIMARY!!!

*580 FULL DOC 80/20 AVAILABLE WITH BANK STATEMENTS OK!!!

*CAN TAKE PRIVATE PARTY VOR ON ANY SCENARIO!!!

*NO VOR NEEDED WITH 620 OR HIGHER FICO SCORE!!!

*NO BK SEASONING REQUIRED WITH A 620 FICO OR HIGHER!!!

*NO ADD FOR 40 YEAR, 3/27, OR SECOND HOMES

SUBMIT YOUR DEAL TODAY!!!
1008,1003, GFE, BROKER CREDIT,
TIL AND BORROWER'S AUTHORIZATION
FOR A 24 HOUR TURN TIME APPROVAL

CONTACT YOUR LOCAL ACCOUNT EXECUTIVE

Aegis

Joe [redacted]
Account Executive

5 Peters Canyon Road
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Irvine, CA 92606

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-UP TO 95% LTV (purchase or refi, no MI)
-NO reserves required
-NO seasoning/sourcing of funds
-Interest Only available
-NO seasoning required, use current value
-Use YOUR credit report, up to 90 days old
Minimum 620 fico required

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Carlos [redacted], J.D.
[redacted]@sbcglobal.net
Account Executive

951-[redacted] *888-[redacted]*

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- No Tax Returns
- No Bank Statements

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David [redacted]
Wholesale *Account Executive*

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Fax: 714[redacted]
eMail: [redacted]@opteum.com

This advertisement is for mortgage professionals only and is not an advertisement to extend consumer credit. Please refer to Section 226-6 Reg. Z. 4-2-04

The Subject : The Average Home

The Date : July 2006

The Place : Riverside

Total Monthly Sales: 342

Median Sales Price: $437,500 ***+8.6%***

Average Days on Market: 49

Number of Foreclosure Sales: 2

Number of Short Sales: 1

The Subject : The Average Home

The Date : July 2007

The Place : Riverside

Total Monthly Sales: 169

Median Sales Price: $397,000 ***-9.25%***

Average Days on Market: 55

Number of Foreclosure Sales: 6

Number of Short Sales: 2

The Subject : The Average Home

The Date : July 2008

The Place : Riverside

Total Monthly Sales: 402

Median Sales Price: $255,000 ***-93.58%***

Average Days on Market: 32

Number of Foreclosure Sales: 215

Number of Short Sales: 36

The Subject : The Average Home

The Date : July 2009

The Place : Riverside

Total Monthly Sales: 511

Median Sales Price: $180,000 ***-29.41%***

Average Days on Market: 28

Number of Foreclosure Sales: 327

Number of Short Sales: 69

The Subject : The Average Home

The Date : July 2010

The Place : Riverside

Total Monthly Sales: 401

Median Sales Price: $200,000 ***+11.11%***

Average Days on Market: 37

Number of Foreclosure Sales: 139

Number of Short Sales: 111

The Subject : The Average Home

The Date : Jan-Feb 2011

The Place : Riverside

Total Monthly Sales: 555

Median Sales Price: $205,000 ***+2.5%***

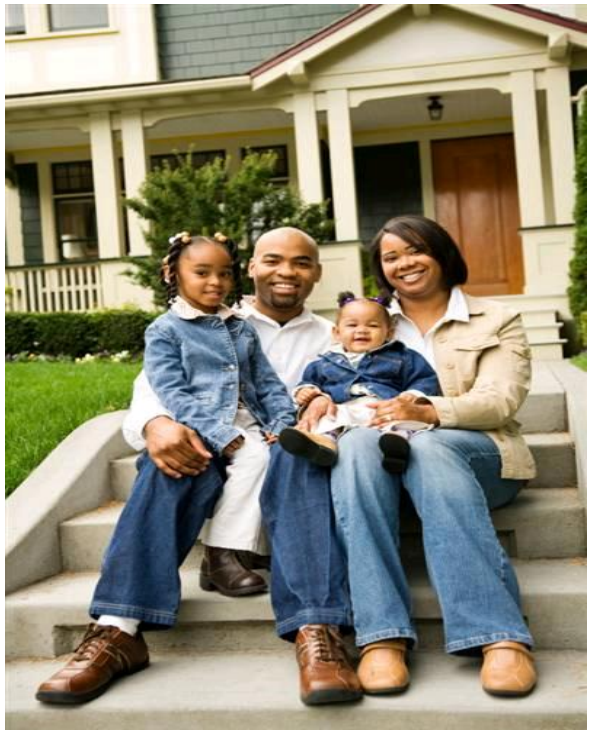
Average Days on Market: 56

Number of Foreclosure Sales: 224

Number of Short Sales: 157

What are my options in this volatile Real Estate market?

Current Homeowners



Prospective Homeowners

Options For Current Homeowners

Modify Your Loan

Retain the Property

Sell the Property

The Loan Modification
Myth vs. Fact

Myth: A loan modification will permanently reduce my interest rate?

Fact: Typically a loan modification will reduce the interest rate for a period of up to five years.

Myth: A loan modification will reduce my principal loan balance?
Fact: Typically a loan modification will reduce the interest rate for a period of up to five years.

Myth: I have to be behind on my payments to qualify.
Fact: It is extremely rare for a modification to be approved on a loan that is current.

Myth: I can get loan modifications on my second homes and investment properties.
Fact: Loan servicers typically modify primary residences only.

Myth: Should I hire an attorney or a specific company to handle my loan modification?

Fact: Neither can offer you any guarantee of success. Although time consuming, we recommend that you contact your lender directly.

Should I retain my current property?

-Can I afford my current monthly payment?

-Do I have a stable mortgage on the property?

-Do I have any equity in the property?

-Does it make financial sense to keep the property?

When will my home's value return to what it was worth before the housing bubble burst?

The average California Home has appreciated 6.9% annually from 1968-2009

2011	Average Riverside Home Value: $205,000
2012	Average Riverside Home Value: $212,175
2013	Average Riverside Home Value: $219,601
2014	Average Riverside Home Value: $227,287
2015	Average Riverside Home Value: $235,242
2016	Average Riverside Home Value: $243,475
2021	Average Riverside Home Value: $289,172
2031	Average Riverside Home Value: $407,906

*Based on 3.5% annual home appreciation

The Foreclosure Process

Late Mortgage Payment → (30-90 Days) → Notice of Default Filed

↓ (90 Days)

Notice of Trustee Sale

↓ (21 Days)

Trustee Sale (Foreclosure)

Drawbacks to Foreclosure:

- Severe Credit Damage
- Inability to repurchase for 4-7 years
- Constant harassment from your lender and solicitors.
- Permanent Public Record
- Inability to acquire other forms of credit
- Fear of the unknown

The Short Sale Process

1. The property is listed for sale and marketed privately.

2. Offers from prospective buyers are received usually within the first 15 days.

3. The best offer will be submitted to the lien holder(s) for review.

4. The lien holder(s) and buyer come to an agreement on price.

5. Escrow is opened and the sale is complete within 30 to 60 days.

Benefits of a Short Sale:

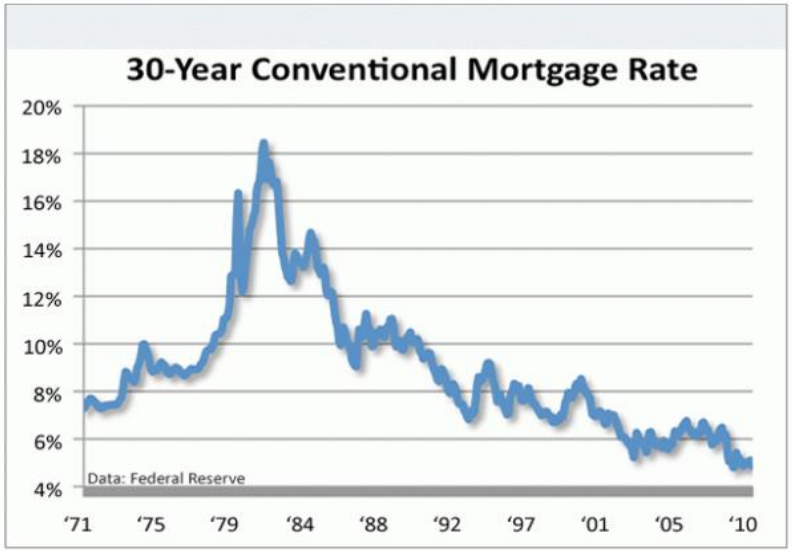
- Limited credit damage
- Ability to repurchase after 2-3 years
- Significantly less harassment from your lender and solicitors
- Possibility of avoiding NOD, NOTS, and Foreclosure
- No cost to homeowner
- More manageable timeline & control over the process

Is now a good time to buy a home?

Large Inventory

4488 available homes priced between $200-$300K in Riverside and San Bernardino Counties as of 3/23/11

Historically Low Mortgage Rates



30 year fixed rate at 4.75% - w/ 0 points as of 3/23/11

CALIFORNIA ASSOCIATION OF REALTORS®

Year Qt	CA FTB-HAI	Median Price	Alameda	Contra Costa	Fresno	Marin	Merced	Riverside	San Bernardino	San Francisco	San Mateo	Santa Cruz	Sonoma
2000 Q1	55	$ 193,948	44	35	74	28	72	65	70	29	30	36	47
2000 Q2	51	$ 204,085	37	28	70	26	72	63	69	20	25	33	31
2000 Q3	50	$ 210,146	39	29	69	26	67	62	67	24	27	30	38
2000 Q4	50	$ 213,741	35	29	69	26	65	61	67	21	27	32	38
2001 Q1	54	$ 210,630	39	31	72	28	66	64	70	21	28	32	39
2001 Q2	55	$ 220,006	42	31	71	30	66	62	71	25	35	34	43
2001 Q3	54	$ 231,583	46	36	70	32	66	64	71	30	39	38	45
2001 Q4	57	$ 231,880	50	40	71	37	66	66	72	33	43	43	48
2002 Q1	54	$ 251,277	46	35	71	33	65	64	73	31	39	38	45
2002 Q2	52	$ 272,119	42	31	71	31	64	62	73	27	36	38	45
2002 Q3	54	$ 274,635	44	34	69	34	63	64	72	33	39	40	47
2002 Q4	53	$ 282,506	48	37	69	38	61	62	72	34	45	43	50
2003 Q1	54	$ 287,309	46	36	68	36	60	61	71	30	42	39	47
2003 Q2	51	$ 313,327	45	33	67	36	58	59	70	30	41	41	45
2003 Q3	49	$ 329,035	45	34	64	36	57	58	67	30	42	42	44
2003 Q4	49	$ 331,713	46	36	63	37	55	56	65	30	42	43	44
2004 Q1	48	$ 346,554	45	35	61	37	58	52	64	30	41	40	43
2004 Q2	41	$ 392,088	37	31	55	31	50	44	56	25	35	37	37
2004 Q3	41	$ 392,573	35	31	50	31	45	42	52	25	35	34	34
2004 Q4	40	$ 400,214	34	30	49	31	40	41	51	24	34	34	31
2005 Q1	38	$ 411,324	34	34	51	28	50	45	53	28	32	26	33
2005 Q2	34	$ 446,709	32	34	47	27	46	43	49	24	28	25	30
2005 Q3	32	$ 462,885	30	33	45	26	40	41	45	25	28	25	28
2005 Q4	30	$ 465,171	29	32	43	25	38	38	43	23	27	23	27
2006 Q1	29	$ 466,489	28	24	44	23	40	37	42	23	24	23	27
2006 Q2	26	$ 481,780	25	17	42	22	39	36	41	19	20	21	25
2006 Q3	27	$ 477,330	26	21	43	23	44	28	32	21	23	21	26
2006 Q4	28	$ 477,220	28	27	46	23	44	37	40	22	24	24	28
2007 Q1	29	$ 478,525	28	22	47	22	49	38	44	21	23	22	29
2007 Q2	26	$ 503,560	25	19	47	20	49	38	44	16	19	20	26
2007 Q3	27	$ 487,970	25	19	48	22	52	40	48	18	19	21	28
2007 Q4	35	$ 418,620	29	25	49	23	53	44	48	22	21	24	38
2008 Q1	46	$ 355,496	36	33	58	25	63	57	61	25	24	30	44
2008 Q2	49	$ 328,410	39	31	62	23	71	60	64	25	26	31	48
2008 Q3	55	$ 290,490	42	33	67	26	76	68	70	28	32	36	54
2008 Q4	61	$ 249,870	51	38	72	33	81	73	73	33	40	46	59
2009 Q1	69	$ 210,490	62	50	77	41	84	77	79	39	51	53	63
2009 Q2	67	$ 224,040	55	43	78	37	84	79	82	36	39	46	62
2009 Q3	64	$ 247,150	52	42	76	37	83	78	81	35	40	43	60
2009 Q4	64	$ 257,970	52	44	77	40	84	78	81	35	41	43	59
2010 Q1	66	$ 246,270	54	46	77	41	85	77	81	37	42	45	62
2010 Q2	64	$ 266,730	51	43	77	38	83	75	81	36	41	46	62
2010 Q3	66	$ 266,100	53	44	79	42	84	77	81	41	42	49	64
2010 Q4	69	$ 256,220	56	51	80	44	86	79	82	42	48	50	68

Source: CALIFORNIA ASSOCIATION OF REALTORS®

The media says banks are not lending…what does it take to get a mortgage loan?

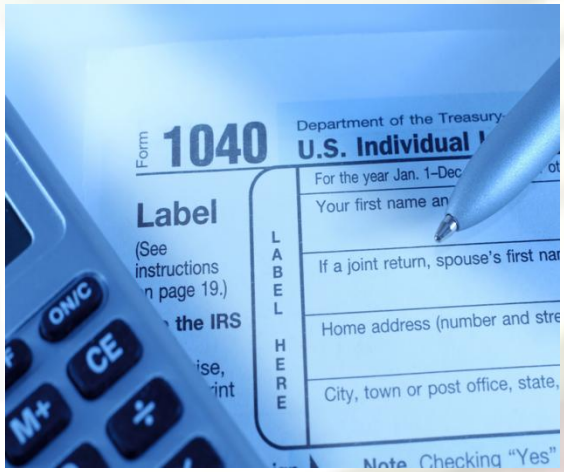
"This is big ... a bank is actually approving a loan."

The Loan Approval Process

Credit Profile

580+

Debt to Income Ratio



57% DTI

Down Payment/Assets

3.5% Down

What will my mortgage payment be?

Purchase Price: $250,000

Down Payment: $8,750 (3.5%)

Monthly Mortgage Payment

Principal & Interest Payment:	$1,271	(4.75%)
Property Taxes:	$260	(1.25%)
Homeowner's Insurance:	$50	
Mortgage Insurance:	$183	
Total Monthly Payment:	**$1,764**	

The average home for rent in Riverside or San Bernardino county is currently listed at $1,900/Month

Tax Benefits of Homeownership

Monthly Mortgage Payment

Principal & Interest Payment:	$1,271	(4.75%)
Property Taxes:	$260	(1.25%)
Homeowner's Insurance:	$50	
Mortgage Insurance*:	$183	
Total Monthly Payment:	$1,764	

Annual Tax Liability Reduction: $4,176

Tax Adjusted Monthly Payment: $1,416

Thank you for your time!

GREEN VISTA REALTY

FULL CIRCLE HOME LOANS

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