

THE ILS TIMES

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Announcements

WATCH FOR EMAILS ABOUT OUR SEMINARS!

Once a month, we host informative seminars that cover a wide range of real estate investment topics. Our insider tricks and tips will **SAVE YOU TIME AND MONEY!** We also always 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**

ILS IS IN MANY MAJOR MARKETS !!!

ILS may be based out of Houston, but we have local offices in many major Metropolitan cities across the United States. Our local Marketing Representatives are well versed in their particular market and would love to loan you money to purchase investment real estate in their area. Go to our website's "Contact Us" page for more information.

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 INVESTMENT CLUB OF HOUSTON (RICH) MARCH MEETING !!!

We'll have a table at the March RICH meeting - come by and say "hi"!

The meeting is at the University of Houston Hilton Hotel on March 3rd and starts at 8:00am.

News You Can Use

DALLAS, HOUSTON APARTMENT SALES SKYROCKET

DALLAS, HOUSTON (*costar.com*) – Both metro areas recorded a significant jump in apartment sales last year. Dallas recorded more units and more square footage for apartment sales, while Houston racked up a higher percentage of units sold over the previous year.

In Dallas, more than 52,300 apartment units were sold last year, which represents a 40 percent increase over the 37,500 units sold in 2005, according to CoStar Comps' information on buildings totaling at least 15,000 square feet.

More than 44.7 million square feet sold last year compared with 32.8 million in 2005.

Houston apartment sales increased 58 percent last year over 2005 sales. More than 30,600 multifamily units were sold last year compared with 19,300 units sold in 2005.

Sold units last year totaled more than 26.8 million square feet, while the 2005 total was just over 17.8 million square feet.

EXISTING-HOME SALES RISE AGAIN

WASHINGTON (*Realtor.org*) – Reaching the highest level since last April and following January's healthy gain, existing home sales rose strongly in February, according to the National Association of Realtors (NAR).

Total existing-home sales — including single-family, townhomes, condominiums and co-ops — rose almost 4 percent to a seasonally adjusted annual rate of 6.69 million units, down 3.6 percent from the same time last year.

David Lereah, NAR's chief economist, said the strong gain is a bit of a surprise.

"Some of the rise in home sales may be from mild weather that brought out shoppers in December, but fundamentals have improved in the housing market and buyers see a window now with historically low mortgage interest rates and competitive pricing by sellers," he said.

Total housing inventory levels rose 5.9 percent at the end of February to 3.75 million existing homes available for sale, which represents a 6.7-month supply at the current sales pace compared with a 6.6-month supply in January. Raw inventories peaked last July at 3.86 million, and supplies topped at 7.4 months in October.

MORTGAGE DELINQUENCIES HIT FOUR-YEAR HIGH

WASHINGTON (*The Dallas Morning News*) – Home loan payment delinquencies nationwide are now at the highest level in almost four years. Subprime home loans account for almost half of the current home foreclosures in Texas and nationwide, according to analysts with Freddie Mac.

With mounting foreclosures and many subprime lenders closing down, buyers who have relied on these mortgages will have a harder time finding a loan, said Freddie Mac's economist Frank Nothaft.

During the last two years, subprime mortgages have accounted for almost 20 percent of the home lending business, Nothaft said. The mortgage giant recently announced that starting later this year it will demand more income documentation and put in place tougher qualifying standards for some of the home loans it buys.

"Local builders and local Realtors should be somewhat worried that the number of potential buyers will decrease or at least shift into lower-cost submarkets as lenders start requiring equity down payments and tightening underwriting," said Dr. James Gaines, research economist with the Real Estate Center at Texas A&M University.

A slowdown in sales at the low end can spread upward in the market. If owners of entry-level homes can't find a buyer, they won't be moving up to higher-priced housing, Gaines said.

ROUNDTABLE SERIES COMING TO HOUSTON

COLLEGE STATION (*Real Estate Center*) – The Real Estate Roundtable Speaker Series will present "The Front Edge of the Real Estate Boom" Wednesday, April 18, from 11:30 a.m.–1:30 p.m. in Houston.

The guest speaker will be Dr. Mark G. Dotzour, chief economist and director of research at the Real Estate Center at Texas A&M University.

The seminar, which costs \$65 and includes lunch, will be held at the InterContinental Hotel, 2222 West Loop South.

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

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

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.