



first tuesday

The California Real Estate Educators

Your first tuesday March 2009 Real Estate Alert

Hello,

This email is your March 2009 update on real estate conditions we at **first tuesday** believe are important to your livelihood.

You might say the March Journal is chart-happy! Graphs and commentary visually [explore the rising number of first-time homebuyers and declining construction starts](#), [home sales outlook through 2016](#), and [the prophetic power of an interest rate spread to look one year ahead](#). It's great stuff for forward-looking readers – invest a few minutes and take a look!

As we report in our March issue, [Congress did nothing for public section real estate in the HR-1 Recovery Act](#). Meanwhile, [attorneys without DRE licenses are cutting into real estate broker profits by soliciting to negotiate loan modifications for property owners](#). If this trend goes unchecked, the next thing we'll see is attorneys using their law practices to broker homes...

Single family residence (SFR) brokers and agents who want more buyers will soon get their wish. We have charted California's Generation X as the first-time homebuyers of the future, while SFR construction starts will remain at their lowest level since 1950. No more competition for MLS agents from builders.

Everyone knows real estate sales prices and volume last peaked in 2005 and 2006, but do you know when the next

Your March 2009 Issue:
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first tuesday
Real Estate Journal Online

March Topics

To know now what one year forward will bring

Explains how to use interest rate yield spreads to predict the movement of a real estate recession.

Home sales volume and price peaks

Looks at home sales volume through and beyond the current recession.

First-time homebuyers and new housing

Projects the next wave of homebuyers and its effect on the housing inventory.

HR1: The American Recovery and Reinvestment Act of 2009

Briefly outlines the real estate impacts of the newly enacted legislation.

Loan modification negotiations

peak will be? We've used the numbers to chart what tomorrow's trends - both volume and prices will most likely bottom by 2011, rise in 2012 and 2013, and peak in 2016 to 2018.

Take a look at the new **first tuesday** Membership Benefits added this month, including the [DRE Reference Guide and Glossary](#) and the [Mortgage Loan Broker Compliance Manual](#). You can also provide your prospective SFR buyers with [California's Home Energy Booklet FREE](#) by sending it from our site. It helps your buyer to determine an energy-efficient home a benefit few agents offer their buyers.

Want to keep current with all the pending real estate legislation or DRE regulations? Check out the new [Sacramento Gossip](#) feature on our journal updated daily! We also do a monthly [DRE Digest](#) to keep you in compliance with current DRE guidelines.

Thank you again for choosing **first tuesday**. We appreciate your business and are looking forward to assisting you as we all work our way towards the inevitable real estate recovery. Regards,

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are the domain of real estate licensees

Reports on the attorney-exemption loophole currently cutting into broker business.

You and first tuesday 

on common ground