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Hi, Ken Wade here…

Is it possible that marijuana did for the Colorado real estate market what the housing boom couldn't???

Is legal WEED also what's behind similar recent Real Estate booms in Washington State, Oregon, and D.C.???

Colorado and Washington voters legalized recreational pot use in November 2012. Oregon and Washington D.C. did the same in November 2014.

This list shows the top six states for home price appreciation for the year ending March 31, 2016. Those same four states also had the highest rate of home price appreciation in 2015.

Total Home Appreciation Rate (%) for All States (Top list)
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Total Home Appreciation Rate (%)

#	Location	Last Quarter Annualized	Past Year	Past 5Yrs	Past 10Yrs	Custom 1995/1-2016/1
1	Colorado	7.5	12.5	38.4	30.1	150.9
2	Oregon	6.7	11.4	32.5	13.4	144.0
3	Nevada	2.0	10.4	47.4	-28.3	76.1
4	Washington	7.6	10.4	25.8	11.4	133.1
5	Florida	8.1	9.8	34.6	-19.7	125.2
6	District of Columbia	2.2	8.2	39.7	29.7	320.2

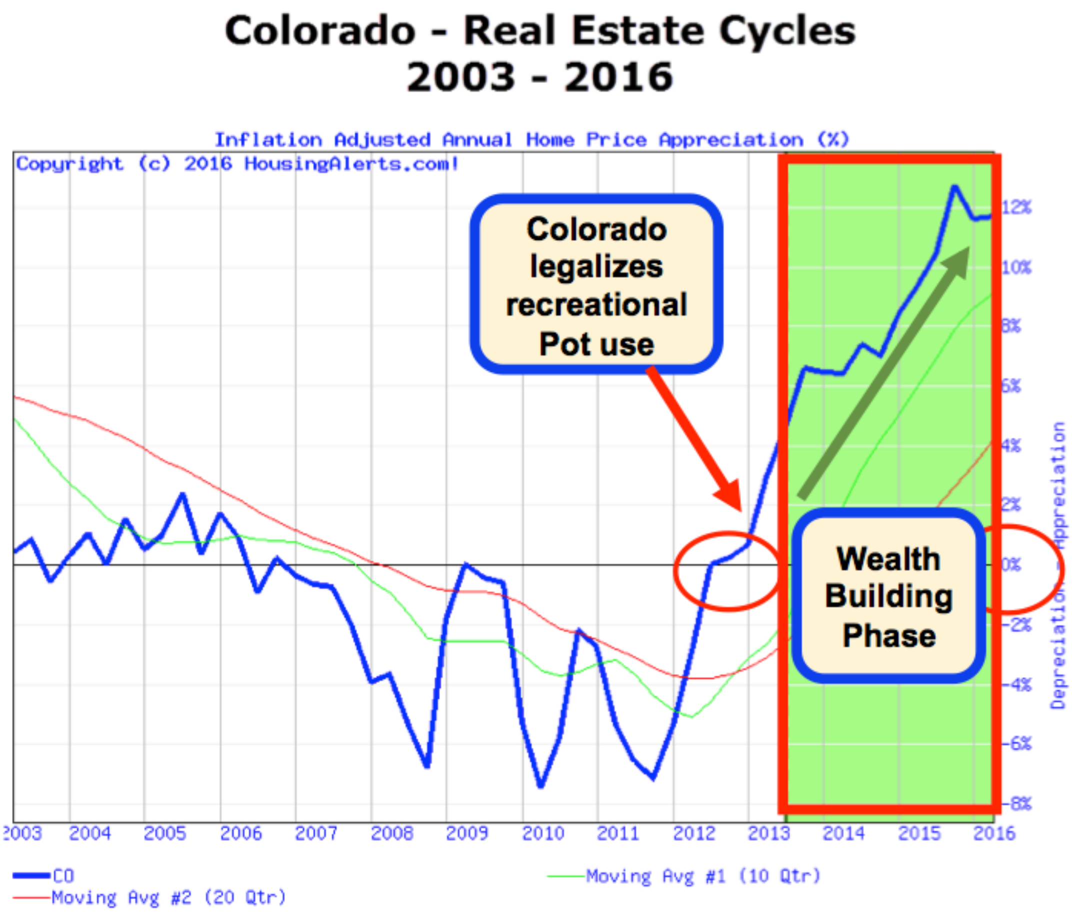
Could it be that legalized pot could become yet ANOTHER <u>Fundamental</u> Indicator used by economists to try to predict local real estate cycles?

When I saw the Colorado market FINALLY coming to life shortly after they legalized pot I thought:

"Is this all just one big coincidence?"

Now, seeing the three other states also hitting the top of the charts for home price appreciation, I wondered: *"Is there more to this story for real estate investors?"*

Here's what I found…



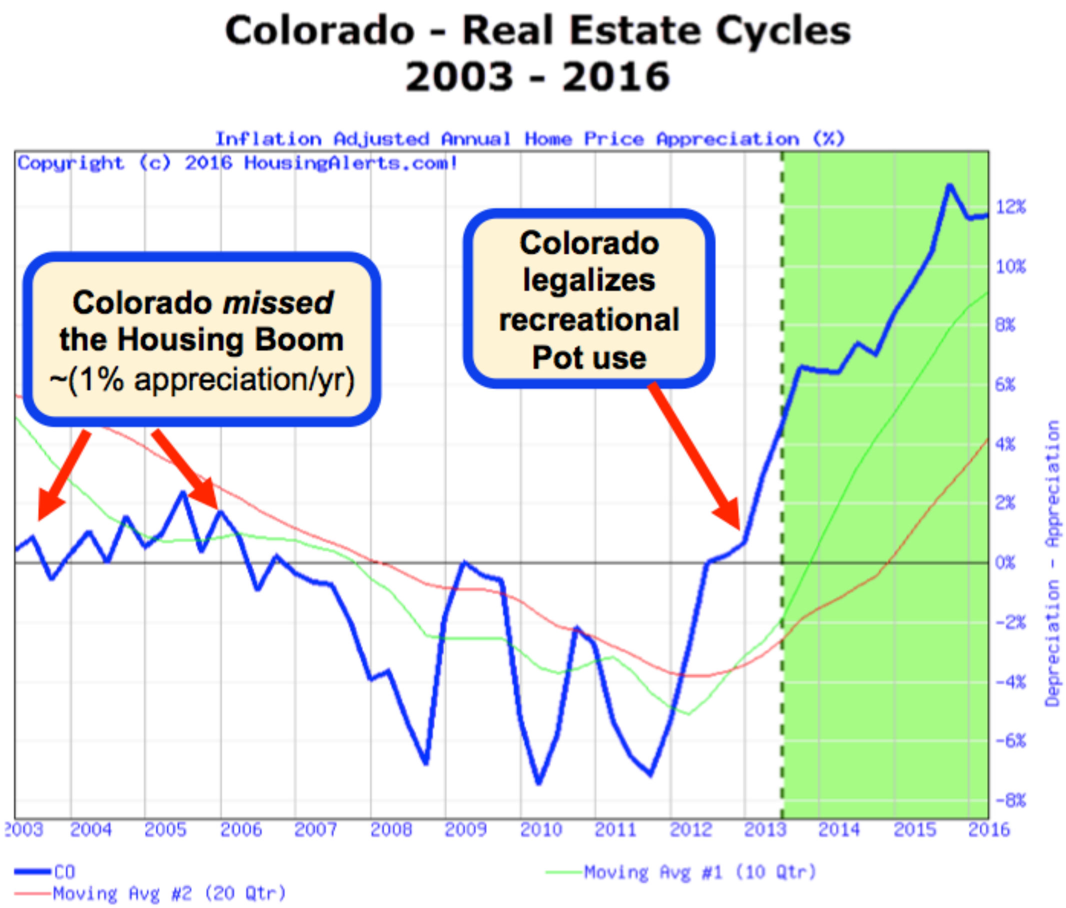
Since Colorado was the first state to legalize and is currently at the top of the charts overall, let's take a look inside the Colorado Real Estate Market.

This chart shows the overall real estate cycle for Colorado from 2003 to 2016.

Now keep in mind, you can't invest in an overall or 'average' statewide market like what we're looking at now for Colorado, you can only invest in specific LOCAL markets and these local markets can vary wildly, like night and day, even within the same state, as you'll see in a minute… but this gives us a useful 30,000 foot macro view of what's been going on in Colorado overall.

This blue line shows the inflation adjusted home price appreciation for Colorado; **when it's above this black horizontal line then home prices are increasing, below this 'zero' line means home prices are falling.**

So back in 2013, shortly after Colorado became the first state to legalize recreational sales of marijuana, their real estate market took off. You can see the blue line shooting upward here – very quickly creating a new "Wealth Building Phase" for the first time in over a decade –that's this green shaded area here… we'll come back to this green area, for now, suffice it to say, you only want to invest when your market is in this green Wealth Building phase.



You can see that Colorado COMPLETELY missed the big housing boom – bubble, whatever you want to call it. Lots of markets across the country were getting 20% and even 30% annual appreciation during this period–2003-2006, but Colorado barely saw 1% price increases… it was one of the very worst markets in the US.

In fact, let me show you how BAD the Colorado real estate market was.

Inflation Adjusted Home Price Appreciation (%) for All States (T
© 2016 HousingAlerts.com

4 Yr Total

Inflation Adjusted Home Price Appreciation (%)

#	Location	Last Quarter Annualized	Past Year	Past 5Yrs	Past 10Yrs	Custom 2003/1-2006/4
1	Hawaii	7.8	5.5	20.5	-8.5	67.7
2	Florida	8.3	8.9	26.2	-33.0	63.6
3	Arizona	2.4	6.5	30.9	-31.5	63.4
4	Nevada	2.2	9.5	38.2	-40.3	63.1
5	District of Columbia	2.4	7.2	31.0	8.6	60.7
6	California	4.1	7.2	31.9	-27.6	58.2
7	Maryland	2.4	1.8	1.2	-27.2	56.9
8	Virginia	-1.0	1.1	1.4	-20.6	44.8
43	Georgia	4.7	5.3	7.8	-17.1	7.6
44	Oklahoma	-1.2	2.6	6.1	0.6	7.2
45	Texas	4.3	6.7	20.2	14.8	5.6
46	Kentucky	2.1	2.8	2.1	-8.0	5.4
47	Iowa	1.1	2.8	4.0	-4.8	4.7
48	Kansas	3.2	3.0	3.0	-6.7	4.5
49	Colorado	7.7	11.6	29.8	8.9	3.1
50	Nebraska	1.8	4.1	8.5	-3.1	2.8
51	Indiana	2.3	2.2	2.8	-11.9	-0.1
52	Ohio	0.6	2.8	1.6	-19.4	-1.0
53	Michigan	2.3	4.9	16.9	-24.4	-3.4

This is a list of home appreciation rates for each state. In this last column, we've ranked the states by the TOTAL home price appreciation from the start of 2003 to the end of 2006, the peak years of the housing boom.

You can see that Hawaii was the winner – it's overall, inflation adjusted home prices went up 68% during those four years, followed by Florida, Arizona, and Nevada – all at 63% total appreciation.

Inflation Adjusted Home Price Appreciation (%) for All States (T
© 2016 HousingAlerts.com

Inflation Adjusted Home Price Appreciation (%)

4 Yr Total

#	Location	Last Quarter Annualized	Past Year	Past 5Yrs	Past 10Yrs	Custom 2003/1-2006/4
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5	District of Columbia	2.4	7.2	31.0	8.6	60.7
6	California	4.1	7.2	31.9	-27.6	58.2
7	Maryland	2.4	1.8	1.2	-27.2	56.9
8	Virginia	-1.0	1.1	1.4	-20.6	44.8
	Puerto Rico	[illegible]	[illegible]	-20.2	[illegible]	[illegible]
43	Georgia	4.7	5.3	7.8	-17.1	7.6
44	Oklahoma	-1.2	2.6	6.1	0.6	7.2
45	Texas	4.3	6.7	20.2	14.8	5.6
46	Kentucky	2.1	2.8	2.1	-8.0	5.4
47	Iowa	1.1	2.8	4.0	-4.8	4.7
48	Kansas	3.2	3.0	3.0	-6.7	4.5
49	Colorado	7.7	11.6	29.8	8.9	3.1
50	Nebraska	1.8	4.1	8.5	-3.1	2.8
51	Indiana	2.3	2.2	2.8	-11.9	-0.1
52	Ohio	0.6	2.8	1.6	-19.4	-1.0
53	Michigan	2.3	4.9	16.9	-24.4	-3.4

Now, go all the way down here, to the very bottom of the list, and you see Colorado is ranked 49th out of 53 markets – if you're wondering how we come up with the extra 3 'states' - we include DC, Puerto Rico and the U.S. overall in this list.

Colorado was so weak – the only states to do WORSE during the housing boom were Nebraska, and the three rust belt states of Indiana, Ohio, and Michigan--So 63% total, *real* appreciation in Florida, Arizona or Nevada, but only 3% in Colorado.

To understand what this difference means to you as a homeowner or real estate investor, here's how the numbers work:

2003 - 2006	Invest in Colorado	Invest in FL, AZ or NV
Purchase Price	$200,000	$200,000
Initial Investment (10% down)	$20,000	$20,000
Appreciation/Profit	(3%) $6,000	(63%) $126,000
4-Year ROI	30 %	630 %

If you invested in a $200,000 house in Colorado from 2003 to 2006 – let's say you put 10% down - $20,000 - you would have turned your $20,000 into $26,000 - a $6,000 gross profit – which is a 30% ROI – Return On Investment.

Extremely poor results if you ask me, considering much of the country was in the middle of a real estate boom.

Actually, boom or no boom – 3% TOTAL appreciation over ANY 4 year period is horrible; the absolute pits. Way too much work and risk for that kind of return, you're basically working for free and wasting away your years.

That's the power of LEVERAGE combined with *being in the right market at the right time…* *That's how ALL real estate wealth is made…through*

LEVERAGE and APPRECIATION!

Nothing else is even a close second!

Real estate success isn't about cash flow, or buying it right, or any of that stuff!

A monkey with a deed in the right market at the right time will do far better than you ever could in a flat or declining market.

It's simple math once you understand Leverage and Appreciation.

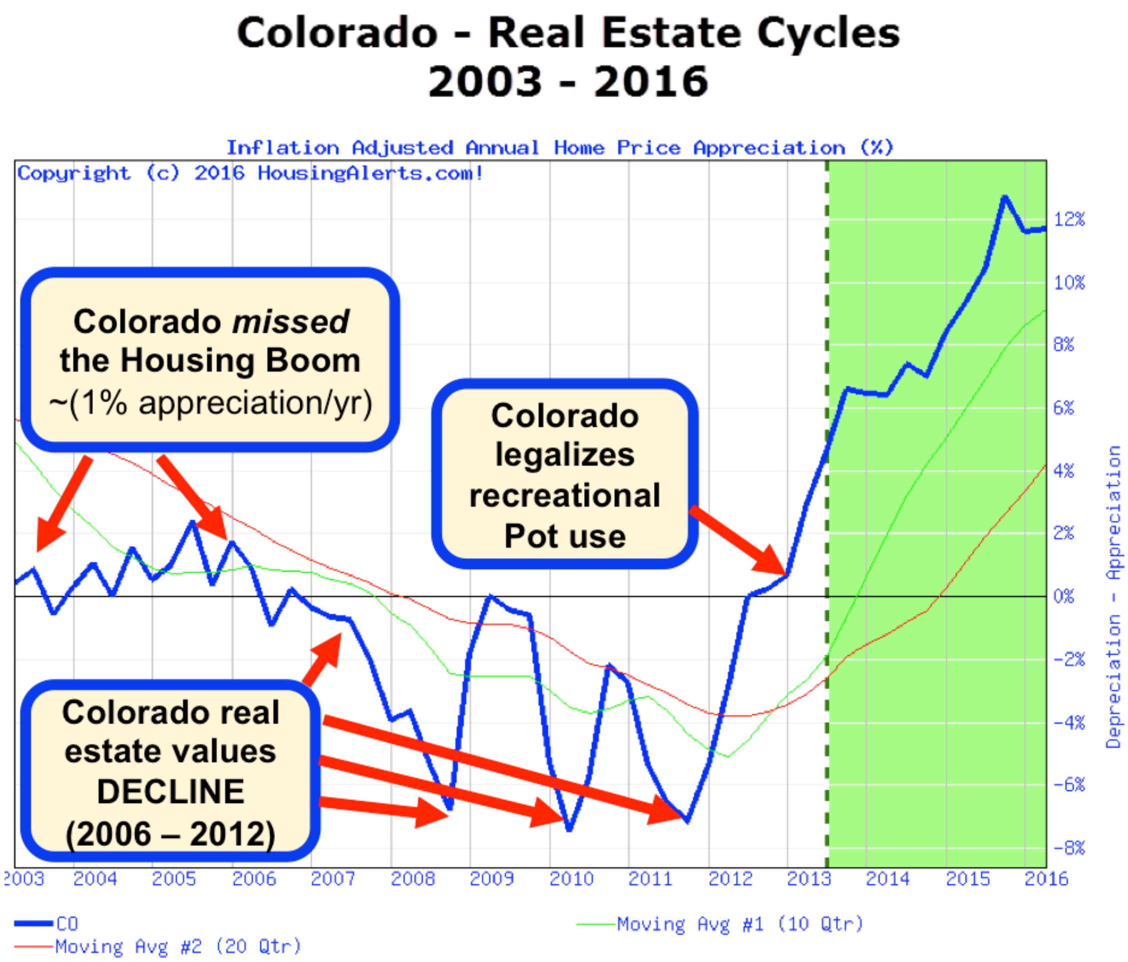
The difference between investing in appreciating markets versus weak or flat markets…

…is the difference between early retirement and working your ass off for the rest of your life.

If you're not familiar with how to INTELLIGENTLY maximize the benefits of *Leverage and Appreciation* you really need to see our full length FREE training;

there's no time to do that kind of in-depth training in a short video like this.

OK - back to the Marijuana and real estate story…

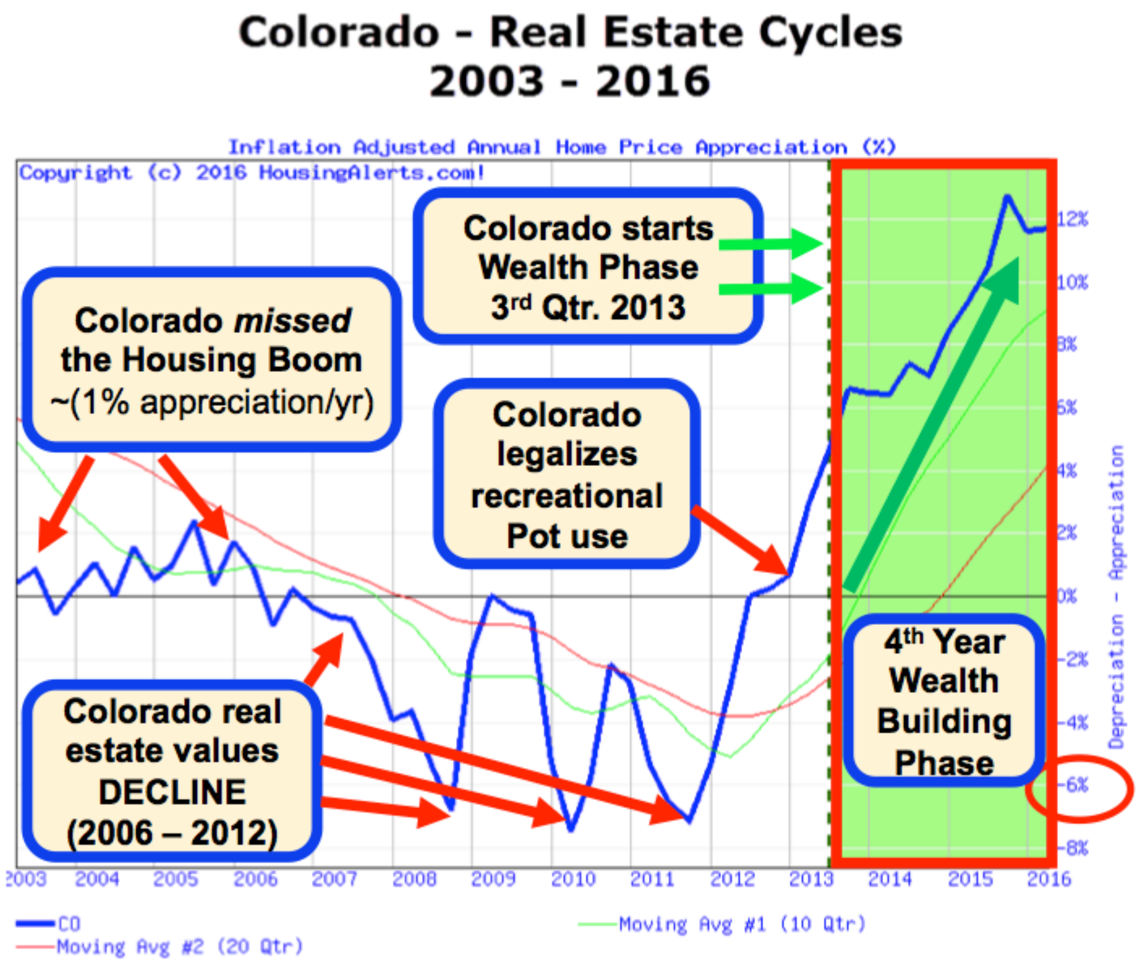


So the overall Colorado real estate market flat-lined during the housing boom – then LOST value in each of the next six years – during the infamous crash. You can see here – home prices on average in the state dropped around 2% in 07, 6% in 08, 1% or so in 09, then around 7% declines in 2010 and 11 – and finally getting back to break-even by the end of 2012.

That's when voters approved the legalization of Pot for recreational use – in November of 2012.

Shortly after the new law was passed, see how the Colorado real estate market got red hot? After a good 10 years of going nowhere but sideways or down, what sparked it to life?

Could it be as simple as legalized marijuana?



Look at this green Wealth Building Phase it's currently in… you can't tell from this *one* chart, but Colorado was one of the first states to come out of the down cycle – and it's been red hot ever since.

And just so you know - these green 'Wealth Phase' indicators are produced inside HousingAlerts automatically ***in real time****, for any local real estate market* ***if and when*** *that market ever becomes a good investment prospect… and this same green 'Wealth Phase' period ends* ***in real time*** *when the cycle runs its course – when it's NO LONGER the kind of real estate market you want to be invested in.*

So Colorado, as a whole, is starting its fourth year of a strong Wealth Building Phase. Even after subtracting out Inflation, property values are increasing 12% a year. *That means you're getting 100% annual ROI's with a typically leveraged deal, even before factoring in the effects of compounding and rolling your profits into more deals!*

There are many local markets all across the country just now entering Wealth Building Phases

…and other markets whose Wealth Phase has already ended, or coming to an end.

What makes Colorado stand out is the fact that:

Colorado has gone from one of the absolute WORST markets overall in the entire country to one of the strongest.

That doesn't happen often – going from worst to best like that.

Similar market gains also happened for Washington State soon after *they* legalized recreational marijuana use.

Two years later Oregon and DC also legalized weed for recreational use and THOSE real estate markets took off as well.

There are two other facts about the Colorado real estate market you should see.

First – remember when I showed you this list of states ranked by how well or poorly they performed during the real estate boom years ...from 2003 to 2006?

Inflation Adjusted Home Price Appreciation (%) for All States (T
© 2016 HousingAlerts.com

4 Yr Total

Inflation Adjusted Home Price Appreciation (%)

#	Location	Last Quarter Annualized	Past Year	Past 5Yrs	Past 10Yrs	Custom 2003/1-2006/4
1	Hawaii	7.8	5.5	20.5	-8.5	67.7
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5	District of Columbia	2.4	7.2	31.0	8.6	60.7
6	California	4.1	7.2	31.9	-27.6	58.2
7	Maryland	2.4	1.8	1.2	-27.2	56.9
8	Virginia	-1.0	1.1	1.4	-20.6	44.8
43	Georgia	4.7	5.3	7.8	-17.1	7.6
44	Oklahoma	-1.2	2.6	6.1	0.6	7.2
45	Texas	4.3	6.7	20.2	14.8	5.6
46	Kentucky	2.1	2.8	2.1	-8.0	5.4
47	Iowa	1.1	2.8	4.0	-4.8	4.7
48	Kansas	3.2	3.0	3.0	-6.7	4.5
49	Colorado	7.7	11.6	29.8	8.9	3.1
50	Nebraska	1.8	4.1	8.5	-3.1	2.8
51	Indiana	2.3	2.2	2.8	-11.9	-0.1
52	Ohio	0.6	2.8	1.6	-19.4	-1.0
53	Michigan	2.3	4.9	16.9	-24.4	-3.4

…How the crappy markets like Colorado were down here at the bottom of the pack?

I don't know if you noticed these other columns, but you can see here that if we look at only the last 10 years– from 2006 to 2016 – starting near the peak of the housing boom – Colorado has actually APPRECIATED a net total of 8.9% since 2006, while most of these high flying markets at the top of this list are still looking at huge losses, even now, 10 years after the boom.

Those same 3 high-flyer states we looked at earlier, Florida, Arizona, and Nevada are still DOWN anywhere from 31to 40% from their peaks… OUCH - but good ole flat line Colorado is UP almost 9% in the last 10 years.

That's a key point [I'll cover in depth in the FREE training](#) – Crummy markets can become winners and vice versa.

No market stays hot forever.

But you do NOT need to take everything the market dishes out against you.

There's NO Glory riding out flat and declining markets.

Sticking your head in the sand like that is blind speculation and insanity nowadays. Even though Colorado SEEMS to have fared better 10 years down the road compared to those high flyers…

The moral of the THAT story isn't to invest in markets like Colorado and 'wait it out'

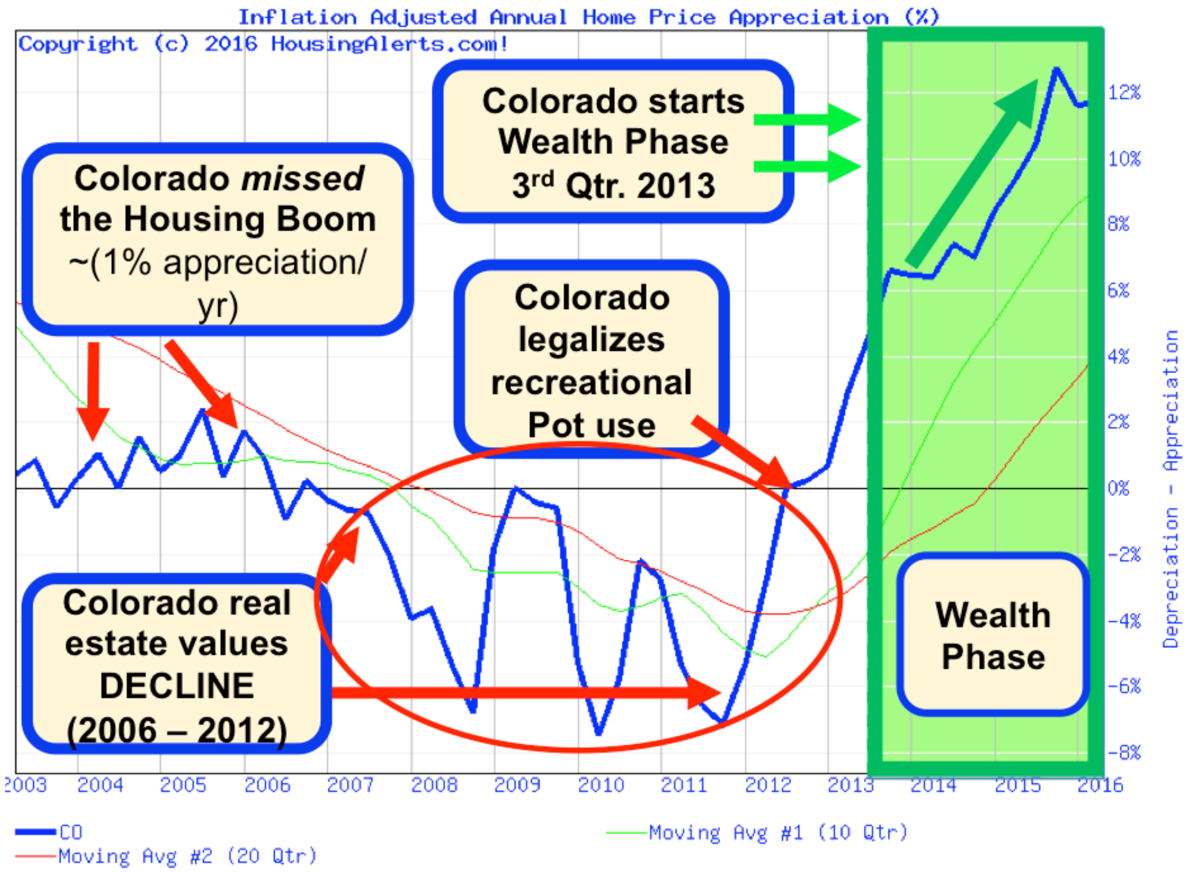
–that's NOT what I'm saying at all… in fact, just the opposite …because you would have LOST money – equity - if you invested any time from roughly 2003 until 2013. Colorado was in a dead zone for 10 years. You never want – or need – to give back hard-earned real estate gains.

Besides the financial havoc, in declining markets buyers dry up, financing gets next to impossible, and you never know when (or IF) it'll end…

It's an emotional roller coaster that takes a big toll on you and your family.
You lose your ability to control your outcome and are left to *hoping* and *praying* '*the market*' moves in your favor.

You can't let yourself get cornered like that; you need to be *in front* of the market, not following behind.

Colorado - Real Estate Cycles
2003 - 2016



If you add up the gains and losses from all these flat-line and loss periods and then add all the gains during this Wealth Building period, you'd still only have total appreciation of a measly 8.9% after 10 LONG years. Even if you had some good leverage, you ain't gonna get rich that way!

The recent gains since 2013 were nice, but most of them just offset these earlier losses.

Wouldn't it be better if you simply got in when it's time to reap the rewards?

If you knew exactly WHEN and WHERE to invest you'd be sitting on a pile of equity from the start. For Colorado that would ONLY be since the middle of 2013… these last couple years. There was no reason to be in THAT market any sooner.

In <u>less</u> than <u>three</u> years during the Wealth Phase your cumulative appreciation was triple the 8.9% you would have realized by being invested for the entire 10 years. You ONLY want to invest in markets when they're in their Wealth Phase – these green areas. So if this 8.9% for Colorado over 10 years isn't worth it, then doesn't it make these high flyer markets we've been talking about even less attractive???

Inflation Adjusted Home Price Appreciation (%) for All States (T
© 2016 HousingAlerts.com

4 Yr Total

Inflation Adjusted Home Price Appreciation (%)

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4	Nevada	2.2	9.5	38.2	-40.3	63.1
5	District of Columbia	2.4	7.2	31.0	8.6	60.7
6	California	4.1	7.2	31.9	-27.6	58.2
7	Maryland	2.4	1.8	1.2	-27.2	56.9
8	Virginia	-1.0	1.1	1.4	-20.6	44.8
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
43	Georgia	4.7	5.3	7.8	-17.1	7.6
44	Oklahoma	-1.2	2.6	6.1	0.6	7.2
45	Texas	4.3	6.7	20.2	14.8	5.6
46	Kentucky	2.1	2.8	2.1	-8.0	5.4
47	Iowa	1.1	2.8	4.0	-4.8	4.7
48	Kansas	3.2	3.0	3.0	-6.7	4.5
49	Colorado	7.7	11.6	29.8	8.9	3.1
50	Nebraska	1.8	4.1	8.5	-3.1	2.8
51	Indiana	2.3	2.2	2.8	-11.9	-0.1
52	Ohio	0.6	2.8	1.6	-19.4	-1.0
53	Michigan	2.3	4.9	16.9	-24.4	-3.4

The short answer is 'NO' – You don't want to avoid hyper markets just because you fear they may go down… I'm saying just the opposite – now that you've got proven tools to tell you when to get in and when to exit,

You want ONLY fast appreciating markets.

THAT's how and where wealth is created.

Don't take losses in real estate.

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5	District of Columbia	2.4	7.2	31.0	8.6	60.7
6	California	4.1	7.2	31.9	-27.6	58.2
7	Maryland	2.4	1.8	1.2	-27.2	56.9
8	Virginia	-1.0	1.1	1.4	-20.6	44.8
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44	Oklahoma	-1.2	2.6	6.1	0.6	7.2
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46	Kentucky	2.1	2.8	2.1	-8.0	5.4
47	Iowa	1.1	2.8	4.0	-4.8	4.7
48	Kansas	3.2	3.0	3.0	-6.7	4.5
49	Colorado	7.7	11.6	29.8	8.9	3.1
50	Nebraska	1.8	4.1	[illegible]	-3.1	2.8
51	Indiana	2.3	2.2	2.8	-11.9	-0.1
52	Ohio	0.6	2.8	1.6	-19.4	-1.0
53	Michigan	2.3	4.9	16.9	-24.4	-3.4

Let's take one more look at this ranked list of States -- this gets to the meat of the matter - look at this middle column– total Home price appreciation for only the last FIVE years - if we only look at the last FIVE years – the story changes dramatically again, doesn't it?

Now we're seeing Colorado kicking butt at 29.8% - **but look here at these so-called "underwater" states – although they're still 30% to 40% below their pre-crash highs, look what they've done in the last FIVE years:**

26% appreciation for Florida, 31% for Arizona, 38% for Nevada… Man – there's enough appreciation right there in just those 5 years to make a fortune.

It's a really key point – as a real estate investor, what time frame should you focus on? What really matters?

We'll come back to this shortly, the other important fact to point out about Colorado is this:

Inflation Adjusted Home Price Appreciation (%) for all Cities In Colorado Region (Top list)
© 2016 HousingAlerts.com

Inflation Adjusted Home Price Appreciation (%)

#	Location	Last Quarter Annualized	Past Year	Past 5Yrs	Past 10Yrs	Custom 2003/1-2006/4
1	Grand Junction, CO	-1.4	3.4	1.1	-11.3	31.2
2	Colorado Springs, CO	3.5	5.4	9.5	-9.9	8.1
3	Pueblo, CO	-1.1	5.7	4.8	-12.9	2.3
4	Boulder, CO	6.7	13.5	32.2	17.9	0.1
5	Fort Collins, CO	6.5	11.6	30.7	10.8	-0.7
6	Denver-Aurora-Lakewood, CO	7.7	12.8	37.9	14.6	-1.2
7	Greeley, CO	7.7	12.1	36.0	0.2	-4.4

Remember how I said "You can't invest in an 'average' or 'overall' market – like the State of Colorado we've been looking at? …that you can ONLY invest in specific local markets? ..and those local markets can be like night and day apart, even in the same state?

Well you can see that clearly here, can't you?

This is the same type of ranking table except this time we're looking at the seven major Colorado markets – not an average for the entire state. These are markets you can actually invest in.

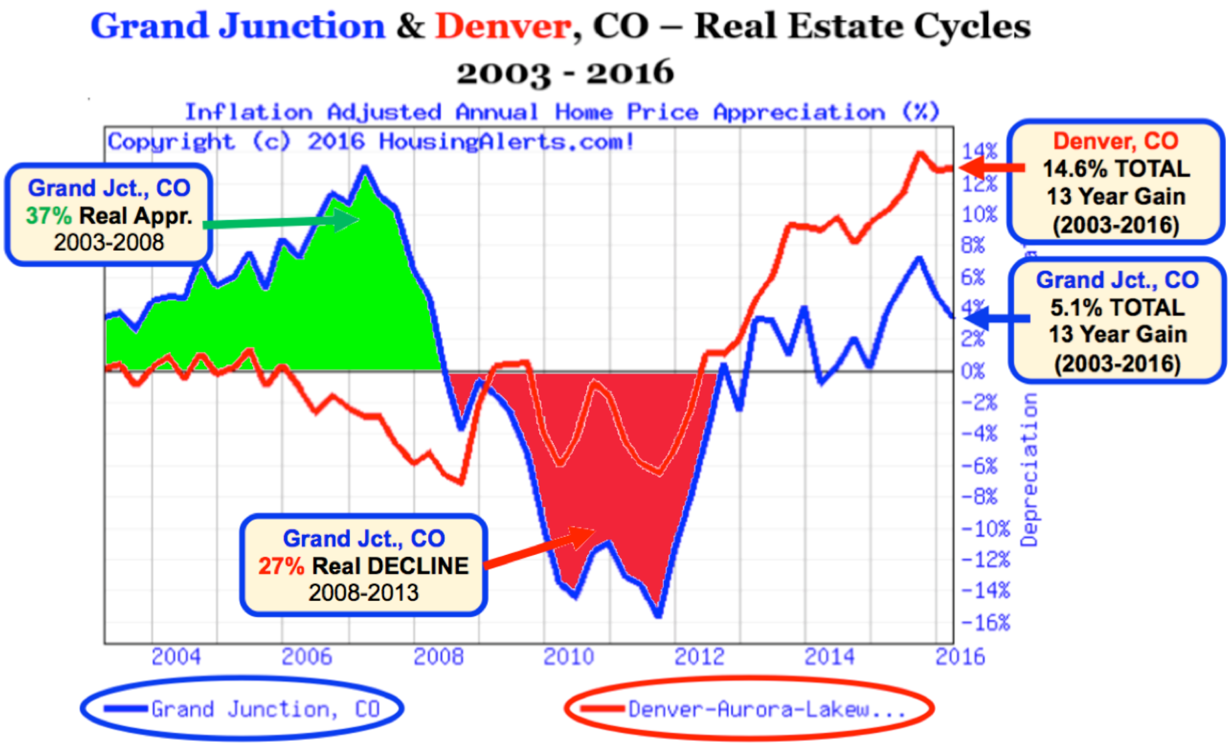
Back in the housing boom Grand Junction was the ONLY place to be in Colorado; 31.2% 'real' appreciation in four years. The other local markets totally sucked –Greeley, Denver, and Ft. Collins actually DECLINED during the four BOOM years – that was pretty hard to do – very few markets were so weak they actually declined in the middle of the housing bubble. I mean, even Colorado Springs, at 8% appreciation between 2003 and 2006 was considered pretty lame back then.

But look what happens when you take a 5 year view –the middle column.

Grand Junction, the darling of the Housing Boom for Colorado – the ONLY market to have decent gains during the boom years turned into the crummiest market in Colorado – a complete 100% flip flop.

Denver, which actually saw home prices DECLINE during the housing boom is now the top market – with a 37.9% in total appreciation in the last five years – again, a complete Flip Flop.

Here's what it looks like graphically.



Grand Junction is in blue. Denver in red.

Here's the interesting part – over the <u>entire</u> period covered by this chart, 2003 to 2016 – Grand Junction had only a 5.1% TOTAL gain while Denver saw a 14.6% growth in real estate values – for a 13 year hold, <u>both of those are pretty poor returns</u>.

But look what happens when you break it down into their cycles:

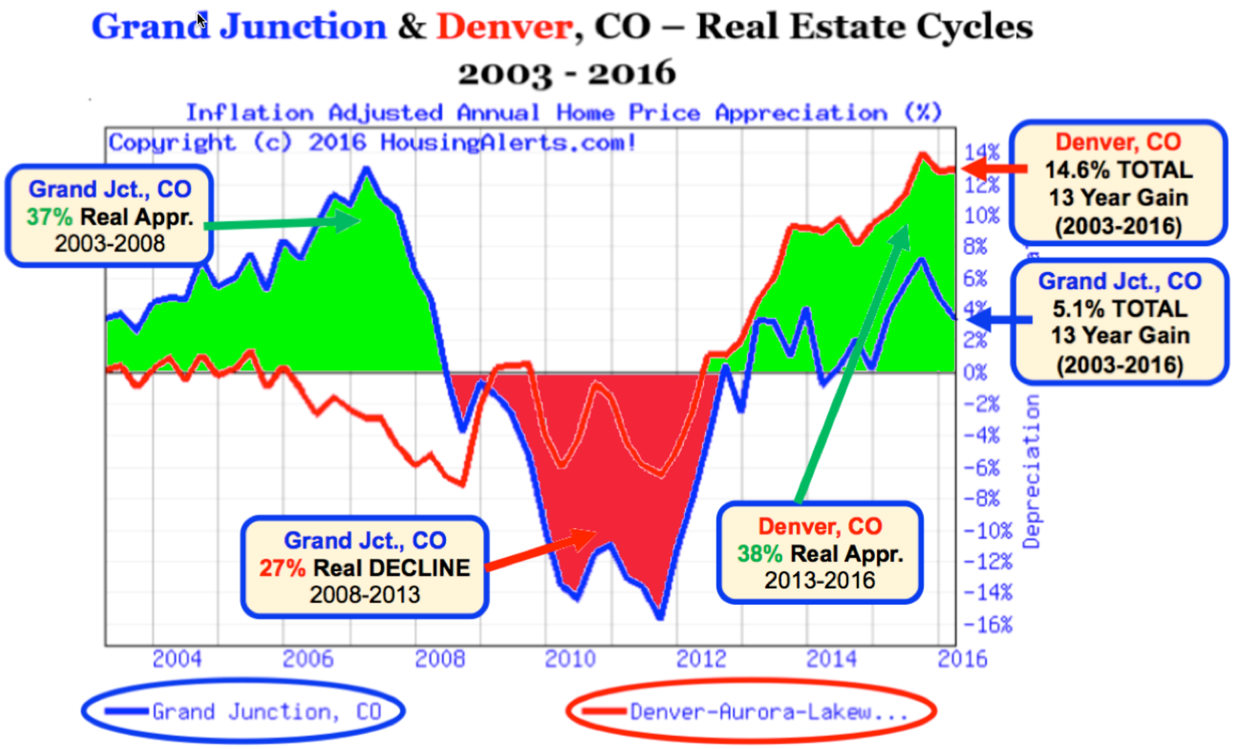
Grand Junction was red hot up until 2008 with *<u>real</u>* appreciation of 37%.

If you include inflation it was actually a 62% increase – but we strip out inflation in order to see the true Supply & Demand forces at work in these charts.

As a side note - when I refer to 'real' appreciation, that's the same as saying "inflation adjusted" or "Constant Dollar" - it means we ignore, or subtract out the increase in home values coming <u>solely</u> from inflation.

Most appreciation rates you hear quoted by others are actually the 'nominal' rate – which combines the 'real' growth rate plus the inflation rate. We use 'real' appreciation because we need a very accurate measure of what's going on in the markets.

Inflation just clouds and distorts true market supply and demand conditions.



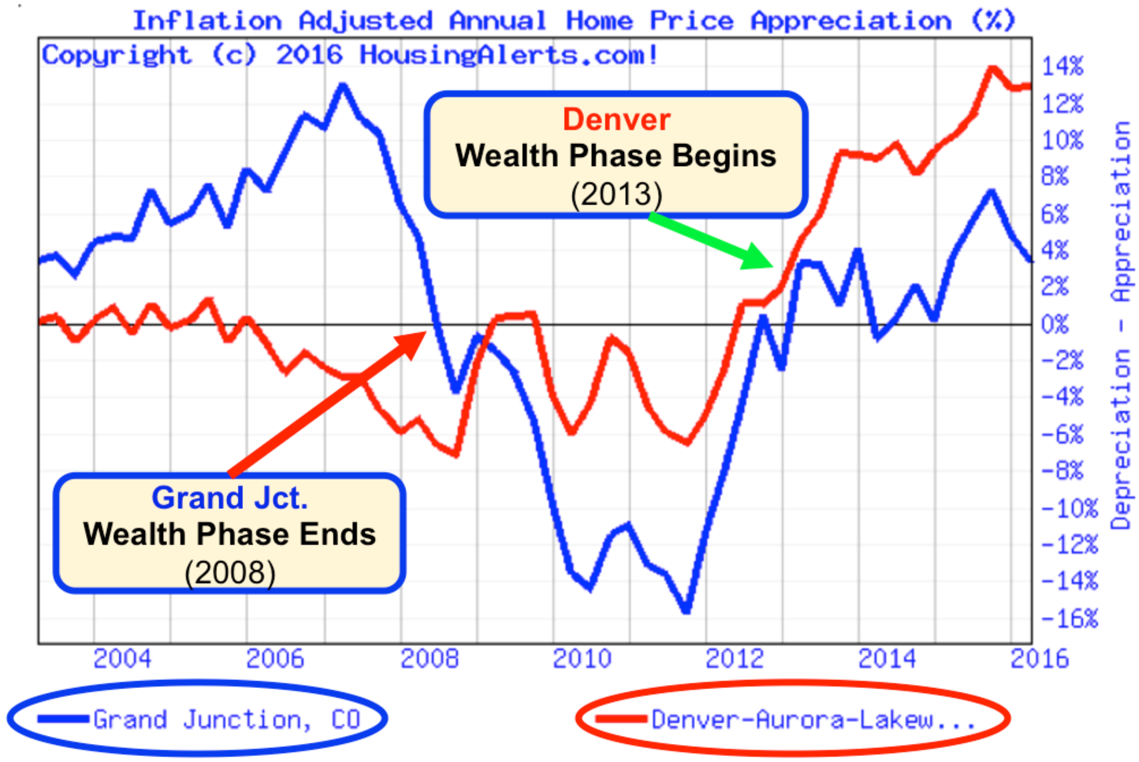
So Grand Junction was red hot up to 2008, then it gave back most of those gains when home values plummeted 27%. It hasn't fully recovered from that down-cycle yet but did finally turn positive again in 2013.

Denver on the other hand was a complete non-starter, losing value until 2012 when IT finally took off. It's already up 38% on an inflation adjusted basis in just the last 4 years.

Neither market was a good investment in terms of opportunity cost, if you just (blindly) bought and held.

But BOTH markets were killer opportunities if you invested intelligently, not blindfolded to their very different real estate cycles.

Grand Junction & Denver, CO – Real Estate Cycles
2003 - 2016



By investing with the cycles you could be in Grand Junction until the Wealth Phase ended in 2008, then Denver in 2013 when the Wealth Phase started. The compounding effect of rolling your gains forward while avoiding losses is HUGE when you run the numbers.

In this simple two-market example, by paying attention to the cycles, you would have turned a hypothetical 10% down payment – say $10,000 down on a $100,000 house in Grand Junction - into more than $210,000 by simply following the charts.

The outdated "Buy and Hold" concept would have only produced a $5,100 gain in Grand Junction. Denver wasn't much better at $14,600 … that's all you'd get after a long 13 – year investment.

You should be earning many multiples higher than those buy and hold numbers or you really shouldn't be in real estate…

If you're not getting the *appreciation*,
you won't get the *wealth* either.

So when you boil it all down, the mechanism for success is riding the LOCAL cycles up and cutting losses.

Market cycles aren't new – we've always known Real Estate is highly cyclical.

- **Real Estate millionaires are only made in UP-cycles… and only from Leveraged Appreciation.**
- **Market Cycles alone dictate whether investors and property owners will realize TRILLIONS of dollars in profits, or in losses.**

With stakes that high, why hadn't anyone figured it out until I did, over 10 years ago?

Well, there are three reasons:

1) They were ALL trying to use *Fundamental* Analysis ("FA")
2) Access to Internet and Data availability
3) My Unique Education & Experience

We'll cover all three of these on the FREE training.

Once you understand these cycles, you'll only be invested in them during the times it makes sense to be there – during those green wealth cycles.

On the FREE training video – you'll see some eye-popping results when you go from hot market to hot market – riding the appreciation wave across the country – turning a single down payment for one house into millions.

So go ahead and sign up for the free full length training event while you still can.

You'll never invest in real estate the old-fashioned way – blindfolded - again!