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Don is President and founding partner in MonsterMortgage.ca, MonsterWheels.ca and MonsterInsurance.ca. An Accredited Mortgage Professional and Certified Financial Planner, Don has over 20 years of lending and real estate investment experience and specializes in structuring construction and tax advantaged investments. He has been called upon by local and national media including *The Globe and Mail*, *CTV* and *CBC* to comment on mortgages in Canada and is one of the resident experts on the TV show *Hot Property* aired weekly on *CP24*. Don is also a regular columnist for *Canadian Real Estate Magazine*, Canada's new property magazine for first-time homebuyers and real estate investors.

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Winner of the 2008 *Canadian Mortgage Awards "Mortgage Brokerage of the Year"*, MonsterMortgage.ca has built its success providing superior customer service and ensuring you are fully aware of the facts the banks won't tell you about financing property and bad debts.

Whether you are purchasing your first home, renewing an existing mortgage, building or renovating a home, looking to eliminate your debts or wanting to make your mortgage tax deductible so you can pay off your mortgage faster, MonsterMortgage.ca can help. Call us today and access all the mortgage financing options available to you so you can keep more money in **YOUR** pocket.

Don't get hooked ...



get the facts.



At some point each year, I have a lively interest rate conversation with my uncle that always ends with a familiar line that sounds something like this, "... but you forget when interest rates were 20%! You know, it could happen again!"

He makes it sound like those were long "tough times" and that we all suffered long-term psychological affects as a result of these rates. The truth of the matter is that if you look back over the years, interest rates only lasted a few months at these levels during the early 1980s before rapidly decreasing. High inflation was the culprit then, hovering in the 12% range ... a far cry from the core rate of inflation today of 1.5%.

However, while interest rates were at these levels for only a few months, for those who panicked and locked in, these rates lasted for five years. We may be dating ourselves here at MonsterMortgage.ca, but some of us have now witnessed decades of interest rate swings and movements and we've learned a few very valuable lessons:

LESSON One: Look for interest rate trends.

From 1990 to 2004, interest rates decreased from a high of about 12% to a low of 3.5%. Since 2004, rates have increased to 6.25%, only to fall back to 5.75% as of March 1st. The long-term trend would suggest that Canada has wrestled inflation to the ground which has brought affordability to the market and has fuelled tremendous growth in real estate over the past eight years. What most people forget is that for most of the 1990's, real estate values actually decreased. If you bought a home in 1992, the same home did not go up in value (inflation adjusted) for close to eight years. (Lesson two, continued on Page 2 ...)

TUNE IN TO HEAR **MonsterMortgage.ca** EXPERTS ON CP24'S SHOW



Tune in to **Cable Pulse 24's** television program, 'Hot Property' with host Ann Rohmer and resident mortgage experts from MonsterMortgage.ca for all the angles regarding real estate financing and its many intricacies. Resident mortgage expert, Don Bayer from MonsterMortgage.ca, aims to enlighten homeowners, potential buyers and investors on the many facets of making a big purchase or maintaining one.

For show times, check your local television listings or call our office.

CP24 Host, Ann Rohmer



● LESSON TWO: ● Don't get caught ...

● ... in the long-term, fixed rate,
● mortgage contract net.

● **There is no reason to panic and lock your mortgage down** because as long as our U.S. trading partner is having problems, interest rates will not increase. In fact, they are trending down for 2008. Don't get me wrong, all of the financial institutions want higher rates to increase profitability and to absorb the losses that they have incurred due to their exposure to bad loans in the U.S. Remember, this is a U.S. problem that has spilled across our border and like they have done over and over again, Canadian banks try to remedy the problems they have created by having people like you pay the price for them.

The good news for Canadians is that the prime rate is poised to drop a number of times in 2008, starting in March. This will lower the prime rate to 5.25%, which will leave us with a great variable rate at 4.25% to 4.55%, depending on the product you choose (open or closed).

At MonsterMortgage.ca, we have educated our clients for years now on the benefits of choosing variable rate mortgages vs. fixed rate mortgages, as the latter have become more expensive to consumers because investors are looking for greater returns. With that said, consider the following:

The prime rate in Canada has gone up on two occasions and down on two occasions in the past 24 months – it **is only volatile if you believe all of the media reports** and don't have the time to understand how it works. The fact is that the prime rate in Canada has maintained a 3.0% band for the past 8 years. That is why you should speak with an experienced mortgage broker before making any major financing decisions.

In retrospect over the past 10 years, it is difficult to find a time when taking a fixed rate mortgage has kept more money in a homeowners pocket and helped them reduce their mortgage faster than a variable rate mortgage. We do recognize that there is a comfort in knowing what your mortgage payment is each month (sleep factor) and that there is some volatility associated with these products. Again, before making your final decision, seek quality advice from a mortgage broker and consider the lessons mentioned above. At the end of the day, the best lesson I've learned is that it is easier and less expensive to pay off your mortgage when rates are low (how brilliant is that logic?!).

Here are some final basic tips to ensure you keep more money in YOUR pocket and not in the nets of your bank:

First Tip:

Consider a six-month or one-year teaser rate. This allows you the opportunity to take all of your interest savings up front and encourages the customer nervous about taking a variable rate to take advantage of a lender's generosity.

Next Tip:

Know your mortgage contract well and ask your mortgage broker these key questions: Can I convert my mortgage at any time to a fully discounted fixed rate? What are the costs to break my mortgage contract or move it to a different bank?

And last Tip:

Consider making your mortgage payments based on the fixed rate mortgage. For example, if the variable rate mortgage is 4.5% and the fixed rate is 5.5%, take the variable rate mortgage but make your payments based on the higher amount. The extra \$100.00 goes directly towards principle debt reduction and this alone will reduce your amortization by six years.

Remember, it takes discipline to effectively pay off your mortgage and with the proper facts, you can beat the bank and keep more money in YOUR pocket!

Monster
Mortgage.ca
presents the...

Toronto CHALLENGE

Monster
Mortgage.ca

is back as the presenting
sponsor of the 17th Annual
Toronto Challenge taking place
Sunday, June 8, 2008

**Get ready to step up
and take the Challenge!**

We are challenging all of our clients and partners to help us support residents of Toronto Homes for the Aged and seniors across Toronto. We are hoping to draw up to 4,000 people to this year's event that unites young and old to walk the 1k Leisure Walk or to run alongside hockey legend, Doug Gilmour, in the 5k race.

Bring your family, your friends and even your pets to this fun-filled event! Join us whether you race competitively or just want to enjoy a few hours of physical activity with your family. Following the run there will be a BBQ, prizes and activities for everyone to enjoy.

Time: Starting 9:30 am (sharp)
Where: Metro Hall
(55 John Street), Toronto

This year we would also like to congratulate both Toronto Public and Toronto Catholic School Boards for "**JOINING THE TEAM ... and TAKING THE CHALLENGE!**"

To register for the event, please visit ...

www.toronto.ca/challenge.com

CANADIAN MORTGAGE AWARDS HONOURS monstermortgage.ca

MonsterMortgage.ca is proud to announce that it earned the following awards from a pool of national nominees at this year's Canadian Mortgage Awards in February.

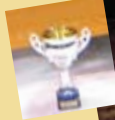
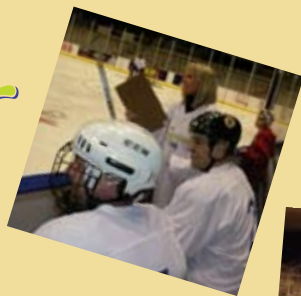
- The CMHC Award for **Mortgage Brokerage of the Year** (Independent/Non Franchise):
MonsterMortgage.ca
- The AGF Trust Company Award for **Mortgage Broker of the Year** (Independent/Non Franchise):
Vince Gaetano, Vice President, MonsterMortgage.ca

Presented by *Canadian Mortgage Professional Magazine*, the Canadian Mortgage Awards are the industry's most recognized national awards ceremony, and this marks the second year in a row that MonsterMortgage.ca was nominated for multiple awards.

**On behalf of everyone at MonsterMortgage.ca,
Thank you! It is an honour to earn your business.**



The Monster Cup 3rd Annual



Rob DiMaio



Doug Gilmour & Roula Vagopoulos

We held our 3rd Annual Monster Cup on February 20th at the Ricoh Coliseum, Exhibition Place, Toronto. The teams were comprised of this year's Monster Cup Contest Winner, John De Simone, clients, lenders and business partners. All four teams were led/captained by former NHLers:

- Monster Blue - Captain, Doug Gilmour
- Monster White - Captain, Rob Zamuner
- Monster Orange - Captain, Rob DiMaio
- Monster Black - Captain, Steve Thomas

This year's tournament was even more fun than last year's with four hours of end-to-end action. Walking away with this year's Monster Cup was Monster Orange.

Unhappy that his team missed out on the trophy for two years in a row, MonsterMortgage.ca owner and former Stanley Cup Champion, Doug Gilmour, admitted "Coming up short is never good regardless of the stakes. We will have to take it up a notch next year!"

Once again many thanks to our sponsors: Maple Trust, GE Money, MCAP and Genworth.



Rob Zamuner and young fan



Steve Thomas



Genworth
Financial



MCAP

Bank of Canada 2008 – Rate and Policy Dates

The following are The Bank of Canada's 2008 schedule of dates for announcing decisions on its key policy interest rate:

- Tuesday, April 22, 2008
- Tuesday, June 10, 2008
- Tuesday, July 15, 2008
- Wednesday, September 3, 2008
- Tuesday, October 21, 2008
- Tuesday, December 9, 2008

Clients who are committed to Variable Rate products may want to pay attention to these dates. Most, if not all, of our variable rate options are convertible to discounted fixed rates at any time.

Call our office if you have any questions.

Testimonials

Again, thank you for both the cupcakes and all your help through my recent mortgage transaction. We are very pleased with the house and are having fun with some of the upgrades and decorating.

Cheryl - Toronto, ON

I really appreciate all your help. Being new to the country, we have been trying to learn as much as possible about anything that we do here in Canada but there will always be questions and having expert advice is a great help. Thanks again.

Wilfer - Toronto, ON

Do You want \$1,750.00?

Find out how you can get \$1,750.00 and more before the end of the year by calling or e-mailing your mortgage consultant today.

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