

Testimonials



"I am very pleased and fortunate to have dealt with MonsterMortgage.ca for the procurement of my new mortgage.

You were professional in all your dealings with me and went above and beyond to service my case. MonsterMortgage.ca understood our financial situation and worked diligently to provide us with a mortgage that more than met our needs.

As this is a stressful time for myself and my wife, MonsterMortgage.ca provided us with constant feedback and was in touch with us at late hours to keep us informed as to the progress of our application, answering our messages promptly. You were proactive in obtaining all the information from us that was necessary to satisfy the lenders.

MonsterMortgage.ca provided us with valuable advice and mortgage choices that ended up saving us over \$40,000 on our house deal and over \$14,000 on the term of the mortgage compared to a mortgage offered to us from a major bank.

Again, I am very pleased with the level of service provided to us by MonsterMortgage.ca. I look forward to utilizing your service in the future and recommending you at every opportunity."

Stephen – Huntsville, ON

"Tasha and I are enjoying our new home! Thank you so much for organizing our mortgage. MonsterMortgage.ca provided some great advice and guidance to us as we are first time home buyers. At first, the process of obtaining financing for our home seemed very complex and overwhelming. MonsterMortgage.ca definitely helped us and made us feel at ease.

One more item: I recall reading a promo in the MonsterMortgage.ca newsletter that if anyone refers new business to MonsterMortgage.ca, they would receive a free dinner. I plan on making my parents take us out with their gift card!

Thanks again for everything!"

Dan & Tasha – Markham, Ontario

SHOW ME THE REFERRALS!

Thank you again for your business. Don't keep me a secret!

Have your friends and family call me today so they can save money and pay down their mortgage faster too.

The Bank of Canada's 2011 Schedule for announcing decisions on its key policy interest rates:

Tuesday October 25, 2011
Tuesday December 6, 2011

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.



Winner of "Mortgage Brokerage of the Year"

Fall 2011



Recognized as Canada's Mortgage Brokerage of the Year 2008, 2009 & 2010

MonsterMortgage.ca is the smarter alternative to dealing with just one bank. We have been helping people like you contribute to your bottom line and not your bank's since 1998. How? By giving you the facts your bank won't tell you about how to save money.

MonsterMortgage.ca's services put you in the driver seat not your bank. **NO ONE DOES CUSTOMER SERVICE BETTER THAN WE DO.** We give you the facts your bank won't tell you so that you can make smart choices about your mortgage. Whether you are:

- Purchasing your first home
- Renewing your mortgage
- Consolidating your bad debts
- Self-employed
- New to Canada
- Need a 2nd mortgage
- Or need to improve your credit score

APPLY ONLINE NOW or call us today at 416.480.0234 or 1.877.819.3619 and one of our Mortgage Agents will put together the mortgage strategy that helps contribute to YOUR bottom line and not your bank's.

Bank of Canada Governor Suggests Two More Years of Low Interest Rates!

Once again it appears that the rush to increase interest rates has been put on hold.

In late August, Mark Carney, the Governor of the Bank of Canada, suggested it could be years, not months, before we can slow down the Canadian consumer. At that time, a report came out indicating that changes to mortgage rules earlier this year reduced the number of people refinancing their property by 40% over the summer months. I am not sure if this is accurate, but the recent changes to the variable rate has made me believe that perhaps the Bank of Canada is using persuasion to change the behaviour of the banks.

Also in late August, right out of the blue, The Royal Bank of Canada (RBC) in essence decreased the discount which they offer clients who chose their variable rate product. RBC stated that they were looking to make more money as most Canadians now understand that the only way to pay down a mortgage faster is by taking a variable rate mortgage. What we at MonsterMortgage.ca find interesting is that if the general market is at prime minus 0.75%, RBC was always doing deals at prime minus 0.90%. In May, RBC did a few deals for our clients at prime minus 1.0%. There is no doubt that the Bank of Canada is very concerned about our housing market and they are looking for ways to intervene and slow down the sales – especially out west where house prices are outpacing inflation 4-1.



TUNE IN

MonsterMortgage.ca experts on CP24's Hot Property

See us on Cable Pulse 24's television program "Hot Property" with host Ann Rohmer and resident mortgage experts from MonsterMortgage.ca for all the facts your bank won't tell you about real estate financing and cost saving strategies. For show times, check your local television listings or call our office.



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Our Rate of the Day - 2.75%

TERM	OURS (APR)	POSTED
variable	2.75%	N/A
1 yr	2.90%	4.90%
2 yr	3.05%	4.05%
3 yr	3.15%	4.84%
4 yr	3.79%	4.84%
5 yr	3.59%	5.49%
6 yr	5.10%	6.10%
7 yr	5.15%	5.60%
10 yr	5.05%	6.70%

Learn more about how we work to find you the right mortgage solution.

- Buying a Home**
 - Expert advice on how to save money and pay off your mortgage quickly
 - How much can you afford?
 - Get pre-approved in 24hrs!
 - Variable vs Fixed Rates, what's best for you?
- Mortgage up for Renewal**
 - Be loyal to yourself NOT one bank
 - Choose the best rate from over 20 lenders
 - Four month low rate guarantees
 - No cost to switch lenders!
- Refinancing your Property**
 - Consolidate your debts
 - Does it pay to break your mortgage?
 - Need cash for renovations, or other big plans?
 - Borrow up to 95% of your home's value

Visit our website.

Check out our blog featuring a weekly article that addresses unanswered questions from our appearance on the CP24 show "Hot Property", as well as interesting questions from our clients and other important topics.

You can also register for email updates that keep you posted on rate changes and new facts that your bank won't tell you about your mortgage. As always, we would love your feedback ... drop us a note at: info@MonsterMortgage.ca.

Follow us on: [facebook](#) [YouTube](#)



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When RBC reduced their discount to prime minus 0.40% near the end of August, within two days every bank, trust company and lender in the country had followed suit – it was almost as if the Bank of Canada had changed their overnight rate – **very odd behaviour**. Instead it is clear that the Bank of Canada forced all lending institutions to decrease their discounts, in essence, raising the bank rate by 0.50%. **Very clever.**

It's about "their bottom line" not yours!

RBC did this last year as well when they increased the rate on their line of credit to prime plus 1% from prime; this is a secured line of credit. In August, Royal Bank's newest poster read that they were the only bank in the country at prime plus 0.5%, so they reduced their rate again. I am not picking on the Royal Bank as **all the banks benefit from the increased profit in lending money out at a higher rate.**

In Canada, there is very little in terms of competition for financial services. It would have given me some comfort knowing that another bank did not follow suit and stayed the course. I guess Governor Carney is not interested in true competition. I guess if you can't move interest rates higher you might as well force the banks to increase rates so they can slow down the housing market. Banks continue making more money and Carney gets what he wants. And once again, the Canadian consumer pays this service fee.

Be Loyal to Yourself & Contribute To Your Bottom Line

Of course, every changing environment offers new opportunities to the discerning mortgage holder. You too can look to benefit from the market pressures put into place; here are some suggestions:

1. Put your cash to work by paying down debt starting with your credit cards, mortgage, etc. Remember,

a 5% mortgage rate will actually cost you 8% before tax. How many investments can guarantee that type of return? Right – none of them.

2. Consider refinancing to purchase your next home or an investment property. With so much uncertainty in the equity markets and with government bonds paying 1.5% is now a good time for you to consider moving up or buying an investment property?

3. Increase your bi-weekly payments by \$25.00 and this will reduce your amortization by 2 years. Today's rates offer people a once in a lifetime opportunity to pay down their mortgage extremely fast.

Remember, knowledge is power. Just as your investments into various financial instruments help increase your financial wealth; so does investing time and energy into knowing the facts that your bank won't tell you about your mortgage.

Take Advantage of our FREE MORTGAGE REVIEW

Today's unique market environment provides homeowners with a great opportunity to take advantage of *MonsterMortgage.ca's* **FREE MORTGAGE REVIEW**.

Reviewing your mortgage a few times a year with your *Mortgage Agent* ensures that your mortgage strategy always reflects your personal financial situation and that you are taking advantage of everything the market has to offer.

Please call me today to get your **FREE MORTGAGE REVIEW** and learn how you can pay your mortgage off even faster.

Win a FREE Mortgage Payment!

When you register your renewal date with *MonsterMortgage.ca* you are securing the lowest interest rate possible up to four months prior to your mortgage coming due, so if rates go up prior to your mortgage renewing you can still get the lower rate. If rates go down, you will still get the lower rate... it is a **WIN WIN FOR YOU** and contributes to your bottom line, **NOT YOUR BANK'S**. Most banks don't like letting you know about this little fact so they try to renew their customers' mortgage at the higher posted rate not the market's lowest possible discounted mortgage rate. That is why it is so important to shop your mortgage renewal around to multiple lenders not just one bank to make sure you get the best possible mortgage rate, terms and conditions.

Don't forget to **REGISTER YOUR RENEWAL TODAY** so that you too can **WIN A FREE MORTGAGE PAYMENT!**

Go to: www.MonsterMortgage.ca/renewal
REGISTER TODAY AND WIN!



Break Your Mortgage & Be Eco-Friendly

Upgrading your home to make it more energy efficient can help you save BIG over the years ahead. You can make those savings even BIGGER by taking advantage of the ecoENERGY Retrofit program. In operation since 2007, this federal government program has now been extended to March 31, 2012, with maximum cumulative grants of \$5,000.

Here's how it works. An ecoENERGY Retrofit grant can be used to upgrade heating, cooling, ventilation, hot water, insulation, air sealing, windows/doors/skylights and water conservation in most houses, including four-season recreational properties. It's a 4-step process:

1. Register with Natural Resources Canada (NRCAN) and receive a registration number.
2. Have a pre-retrofit evaluation done by a local service organization licensed by NRCAN.
3. Do the retrofits outlined in the evaluation and keep your receipts.
4. Have a post-retrofit evaluation done by March 31, 2012.

You have to show all your receipts to your energy advisor during the final evaluation to prove that you purchased and installed eligible upgrades after June 6, 2011, and had a pre-retrofit evaluation.

The maximum cumulative ecoENERGY Retrofit grant is \$5,000, which includes all applications you've made since April 2007. Once the post-retrofit evaluation is done, you should receive a grant cheque within 90 days. And for even greater savings, you can apply for complementary incentive programs in certain provinces.

Of course, the big question is, "Where am I going to get the money to do these upgrades?" Like so many worthwhile investments, the ecoENERGY Retrofit program requires you to spend money in order to make money. The good news is that you may be able to fund your improvements with the equity you've built up in your house.

Ask your mortgage advisor to review your situation to see if you can benefit from refinancing at today's low rates. It's possible that you can enjoy a more energy-efficient home and receive your grant, without increasing your mortgage payments!



Re-financing Your Home To Pay For Renovations

We get many clients who call us looking to refinance their property to help them pay for home renovations. Anyone looking to renovate their home has heard their fair share of renovation horror stories. The best way to avoid becoming the next "horror story" is to choose the right contractor. Here's a handy checklist that should help you:



Decide what kind of contractor you need. A general contractor manages the project, hires the tradespeople and takes care of the permits. If it's a smaller job, choose a specialized contractor who handles specific projects (like bathrooms or windows) and does the work himself.

Interview and get quotes from at least three. Ask about experience, talk to past clients and visit past projects. Make sure each contractor has a license, liability insurance, workers' compensation insurance and a clean Better Business Bureau record. Then ask for a detailed plan, including timeframe and cost.

Get everything in writing. Include a list of materials and brands, labor to be performed (is site cleanup included?), warranty, permit obligations, and how client changes will be handled.

Agree on a payment plan. Include down payment amount (anything under 15% is reasonable). Work out a payment schedule and make sure payments sync with the work that's been done (don't pay half until it's halfway complete).

Schedule a final walk-through. Check off every detail. Make a list of things that still need to be done before making the final payment.

Hope this helps you with your renovation plans!