

Testimonials



"I wanted to express our appreciation to you again from all of us. Thank you for everything you have done for us!! We all have been in higher spirits =)

We will not ever forget this experience. I'm happy I had sent an application in to MonsterMortgage.ca and had the privilege and opportunity to deal with and meet you."

Francesca – Toronto, ON

"I just wanted to take this opportunity to **thank you for your wonderful help in assisting me with refinancing my mortgage.** You not only saved me hundreds of dollars per month, but you took the time to explain how I will pay down my mortgage faster and I must say you focused on all the ways to make this happen!"

All the information you provided when I first called was so informative that I went away telling everyone! Everything you said made financial sense to help me. I must say it has truly been a pleasure doing business at Monster Mortgage! I wish I had done this sooner!"

Donna – Brampton, ON

"I wanted to send a quick note to THANK YOU again for all your help with organizing my mortgage, etc. My closing went surprisingly smoothly! I'm still finding it a little hard to believe that I am a homeowner but I am sure **easier for me.** Before our meeting I didn't really understand mortgages and now that I do it helps so much that I feel more in control of things"

Kerri – Whitby, ON

Monster Mortgage.ca

APPLY NOW - PreApprovals, Buying, Renewing, Refinancing

Why You Will... Services Rates & Resources News Contact Us

The smarter alternative to dealing with one bank

Apply Online Now or speak to a Mortgage Agent at 416-480-0234 or 1-877-819-3619 and get the facts your bank won't tell you about your mortgage.

Get Email Updates • Ask a Question • Apply Now

Term	Rate	APR
variable	2.75%	3.1%
1 yr	2.99%	3.3%
2 yr	3.05%	3.35%
3 yr	3.15%	3.45%
4 yr	3.25%	3.55%
5 yr	3.35%	3.65%
6 yr	3.45%	3.75%
7 yr	3.55%	3.85%
8 yr	3.65%	3.95%
9 yr	3.75%	4.05%
10 yr	3.85%	4.15%

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

- Buying a Home**
 - Subject 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 reward HST and bank
 - Choose the best rate from over 20 lenders
 - Free search for rate guarantees
 - No cost to switch lenders
- Refinancing your Property**
 - Consolidate your debts
 - How it pays to lower your mortgage!
 - Need cash for renovations, or other big plans?
 - Save up to 50% of your home's value

Learn More Learn More Learn More

Visit our website.

Check out our new blog featuring a weekly video 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.*



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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 2010-2011 Schedule for announcing decisions on its key policy interest rates:

Tuesday January 18, 2011
 Tuesday March 1, 2011
 Tuesday April 12, 2011
 Tuesday May 31, 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.*



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Don is President and founding partner of MonsterMortgage.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 the mortgage industry in Canada. Don is also a regular columnist for *Canadian Real Estate Magazine*, Canada's property magazine for first-time homebuyers and real estate investors.

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.

Winner of "Mortgage Brokerage of the Year"

Fall 2010



20 Billion Reasons to watch your interest costs

Interest Rate Outlook for 2011

Hard to believe another year has passed with very little movement with interest rates. In fact, with wages increasing over the past 12 months by an average of 4%, RBC reported that housing affordability improved in the last quarter of 2010. The summer housing market was weak but activity began to turn positive in the fall as mortgage rates decreased and property values and sellers expectations soften. The slow recovery in Ontario confirmed earlier suspicions that the slowdown last spring and summer largely reflected various factors including the HST and changes in the mortgage lending rules. Oddly, strong demand in 2010 occurred only in the first half of the year. **Most economists are predicting a more balanced and affordable housing market for 2011.** I thought you would like this:



TUNE IN
 MonsterMortgage.ca experts on CP24's Hot Property

Profit by Banks in Canada: 2010
 Royal Bank \$5.22 Billion
 T.D Bank \$4.6 Billion
 Bank of Montreal \$2.81 Billion
 C.I.B.C. \$2.5 Billion
 Scotia Bank \$ 4.24 Billion

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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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I came across these numbers in my weekly reading as the banks reported their profit at the time we went to press. I know we all want a healthy banking system in Canada, but the majority of the banks' profits (75%) come from interest income which is derived from mortgages and loans to Canadians and service fees. Be aware that in all cases, banks have their own interest at heart. If there is an opportunity to save money on your mortgage and reduce their profits by a few thousand dollars, you should give us a call. In the meantime, **here are a few strategies to consider in January that will save you money.**

Refinancing your mortgage

Refinancing your mortgage will become more challenging in 2011 as valuations come under pressure from a weaker housing market. Canada Mortgage and Housing Corporation are estimating housing starts at a moderate 160,000 for 2011. Starting the year in a low interest rate will stir the housing market in the spring and create some positive activity which will support valuations. **We have some great programs in place that cover cost of legal fees and if you are refinancing to pay out higher interest debt, January is a great month to start the process.** Everyone is hungry for new business!

During the credit crisis in the United States in the fall 2008, variable rate mortgages moved from prime minus .90% to prime plus .50%. Today, variable rate mortgages have all readjusted to prime minus .75%. One of the simplest ways to lower your payments (and pay less interest) is to call for a quick evaluation of your options. Quite often,

the penalty can be recouped in less than a year. If your variable rate mortgage is prime minus .50% or less, it is worth a quick call to our office to see if you could benefit from breaking your mortgage.

Renewing your mortgage

If your mortgage is coming up for renewal in 2011 (perhaps you purchased in 2005?), another method to lower your interest costs is to have us lock in a rate for you 4 months prior to your actual maturity date. The banks have a great system of paying for mortgage transfers – they always treat their new customers different than their old – many even offer a better rate or product. It doesn't hurt to know when your mortgage comes due, especially when there is pressure on rates to rise. We have witnessed 1%-2% mortgage rate increases in the past over a 4-6 month time frame, so a little rate protection at no cost simply makes sense.

Renewing your mortgage prior to maturity may be a good option if your bank will waive any penalties and also offer you good terms. In other words, most banks contact their customers 6 months in advance. If they offer you prime minus .50% when the market is prime minus .75%, you are paying a premium to save a little bit of money to get out early.



So don't be fooled by your bank. Did I mention that banks normally have their own interest at heart?

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!



Mortgage Rate Outlook — 2011: Will Rates go up or down?

There is still a cloud of confusion over the entire market that makes interest rate increases in 2011 very uncertain. The U.S. situation (high unemployment, poor housing market) and the spill-over from the European debt crisis paints Canada in an interesting dilemma. We believe it points to a holding pattern for our interest rates, at least until the summer of 2011. **With the housing market in equilibrium in Canada, many economists believe the best policy is to stand pat and wait for our southern partners to prosper, which always starts with employment growth.** There doesn't appear to be any rush to increase mortgage rates, but the general belief is the direction is now to normalize rates over the coming two years. In October the consumer price index increased by 2.4% year over year but time will tell whether this was a blip or a trend.

As Benjamin Tal, deputy chief economist at C.I.B.C. world markets stated recently,

“every economic recession over the last 40 years was helped, if not caused, by a monetary policy error in which the Central Bank raised interest rates much too rapidly and killed the economy. Carney will not make this mistake”.

Carney may not make this mistake but I can tell you that few economists have been correct in predicting the future. They are great at predicting the past.

