



Fall 2009



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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BOO! HST is coming! If you're thinking of buying a new home in Ontario or BC, now is the time to do it.



As of July 1, 2010, the BC and Ontario governments will implement a Harmonized Sales Tax (HST). The HST combines the existing GST (5%) with the PST (7% in BC and 8% in Ontario) to create a single tax that applies to more products than the PST alone. While there may be certain advantages to an HST, its effect on real estate will be dramatic and negative.

Currently, new home purchases are subject to GST. But starting July 1st, new homes will be subject to the entire HST. This means that buying a new house will cost 8% more in Ontario and 7% more in BC. For example, if you're buying a \$500,000 house (not unusual in either of these markets), you'll pay \$40,000 extra in Ontario and \$32,000 extra (less a \$20,000 flat rebate) in BC. Kind of puts new urgency into your shopping plans, doesn't it?

But it gets worse. Realtor commissions, legal fees and the price of appraisals, land surveys, home inspections, landscaping, renovations and more will all rise. Sure you could try to stay under \$400,000, since new properties under that level are exempt. But try to find a new house or condo in Toronto or Vancouver under \$400,000. Good luck!

Another option is buying a resale home since, as is currently the case, no tax is payable. However, as mentioned above, all associated home buying expenses will still be higher.

The only foolproof way to avoid the HST is to buy BEFORE next summer. And as it turns out, that's a great idea anyway. Prices still haven't reached their previous highs in most areas and interest rates are near historic lows. If you're interested in avoiding the HST, talk to me today. I can pre-approve you for mortgage financing at a highly competitive rate, so you're ready to buy the moment the right house comes along!

A REALTOR YOU CAN TRUST!



If you're considering buying or selling please call me if you would like a referral to a professional, experienced, trustworthy Realtor. I've dealt with several realtors in the Surrey, Langley/Tri-Cities areas for over 9 years and can guarantee you will be happy with the results from all of these "Over Achievers". Why call a stranger, when you can be referred to a professional I "know" "like" & trust"!

How to choose the right financial planner.

To ensure your long-term financial security, it's essential to develop an effective financial plan, retirement strategy and investment portfolio. Since most people don't have the skills required to do this, here's how to choose a qualified financial planner:

- ✦ Decide on some general financial goals and specific needs (insurance, estate planning, investments, etc.).
- ✦ Do a little research in magazines and on the web so you're familiar with financial planning strategies and terminology.
- ✦ Choose someone with a professional designation, such as Certified Financial Planner (CFP), Chartered Financial Consultant (CH.F.C), Canadian Investment Management (CIM), Fellow of the Canadian Securities Institute (FCSI) or Registered Financial Planner (RFP). This ensures they've met high standards and abide by a code of ethics. Interview more than one, see if they have experience with clients like you, and look for a comfortable fit.
- ✦ Call their professional association to check on their record.
- ✦ Ask for references.
- ✦ Find out how they're paid and any affiliations or conflicts of interest they might have.
- ✦ Request a written contract documenting scope of services and compensation.
- ✦ Review your relationship on a regular basis, making sure they understand your needs as they evolve over time.



If you'd like my recommendation on a first class financial planner who fulfills all of the above criteria, call me today at 604-575-1843. I'll even arrange for you to receive an in-depth Financial Planning Consultation at NO COST to you!



***FREE FINANCIAL PLANNING
CONSULTATION AVAILABLE TO GALE'S CLIENTS***

"If you Fail to Plan, You Plan to Fail"

Call to set up an appointment to get you on track for your future!

Please call Chris Singer or Vince Olfert (604) 542-4298 to book your FREE consultation!

www.singerolfert.com



The Spooky history of Halloween

Two thousand years ago, the Celts, who lived in what is now Ireland, England and northern France, celebrated their new year on November 1st. On the night of October 31st—called Samhain—they believed that the ghosts of the dead returned to earth. To celebrate this event, their priests—the Druids—built huge bonfires, and people made sacrifices to the Celtic deities and wore costumes of animal heads and skins.

After the Romans conquered the Celts, they combined their own festivals with Samhain, one of which honored their goddess of fruit and trees. This is probably where the tradition of bobbing for apples on Halloween originated.

By the 800s, Christianity had spread into Celtic lands, and the Pope designated November 1st as All Saints' Day or All-hallows. October 31st became known as All-hallows Eve. Like Samhain, it was celebrated with bonfires, parades, and dressing up as saints, angels and devils.

By the time Europeans brought All-hallows Eve to North America, it had become known as Halloween. But the holiday didn't become widely celebrated until the potato famine of 1846 forced millions of Irish immigrants to this continent. That's when going door to door in costume asking for food or money became a popular tradition.

LET'S BE WEALTH SPREADERS! (sound familiar)

First and foremost, I have my clients' "best interest" at heart as you are No.1, not the lending institution. I have over 30 years of experience in the business and will always be here for you. I don't get paid unless I **do** the mortgage as I am not an employee of any bank. Bank employees still get paid whether you use their service or not.

- 1) **Guaranteed Mortgage Renewal Rates** – I can hold rates up to 120 day in advance whereas your current lender may only provide a 30 Day Rate Guarantee. You may not receive a renewal notice in the mail until about 2 weeks prior to maturity. Tell your friends If they provide their maturity date to me I can also contact them 120 days in advance of their maturity to lock-in their rate. If I provide the better rate than their bank they use my services, if not they stay with their bank. It's a Win Win!
- 2) **Pre-approvals 90-120 Days in Advance**(dependent on Lender) - I deal with over 50 lenders across the country including all the products they offer. I do not just offer one lender's products!
- 3) **Refinancing for all clients** from Bankrupt to AAA – I always have a solution for my clients or work with them to create a financial plan to get them back on their feet to qualify in the future.

REFERRAL REWARDS - You help me and I help you with a Gas Card or Store of your Choice - Home Depot, Walmart etc.

1st Referral - \$50 Gift Certificate

2nd Referral - \$100 Gift Certificate

3rd Referral - \$150 Gift Certificate

4th Referral - \$200 Gift Certificate

5th Referral – 2 Nights at Harrison Hot Springs!!!

Client News

Here are the new clients who became members of our firm's family in the last few months! We'd like to welcome you publicly, and send you our best wishes!

James and Natalie B (Cloverdale) Referred by Adam Bornn, Financial Planner - Last Minute Luck, All is good and happy in new home!

Steve & Angela B. (Cloverdale) Referred by Mike B, Neighbour - From the bottom to the top!! -Beautiful Home and New Life together!

Robert H. (Burnaby) Referred by Matt N., Existing Client - First Time Buyer - Finally found the home with the garage!!!

Seylan D. (White Rock) Referred by Omer S., Existing Client - Got The Home with the Ocean View!!!!

Jocelyn L. and Jeff H. (Langley) Referred by Tracy R., Existing Client- First Time Buyers- Great little rancher on a Bird Sanctuary!!

Andrea R. & Chris H. (Surrey) Referred by Dad Don R., Existing Client - First Time Buyers - Awesome New York Style Loft with Spiral Stair Case!!

Karen T. (Langley) Referred by Audrey Olin, Remax Sabre Coquitlam, Beautiful new townhouse on south side of the river!

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us! We're all helping each other, which is the whole point of all this! Right?

THANK YOU!



Your Credit Score: What it is and how to fix it.

Your credit score is a three-digit number that lenders use to predict your creditworthiness. Credit reporting companies calculate your score based on your payment history, how much you owe, how long you've had credit and how often you apply for new credit. In general, the higher your score, the less likely you are to become delinquent on credit. If it's above 650, you'll probably qualify for a standard loan. If it's lower, you may have trouble getting new credit.

Because your credit score and credit report are constantly changing, it's important to review them on a regular basis, at least once a year. Since there are two main credit reporting companies in Canada—Equifax and TransUnion—it's a good idea to check your records with both companies. This helps you identify and correct any inaccurate information, detect any fraudulent activity and gauge your overall credit health.

If you're planning on applying for a mortgage, it's especially important to check your report a few months in advance. If your credit score is under 650, your mortgage options will be reduced, and you'll pay a premium on your loan -- perhaps as much as 2 to 3 percent more than borrowers with excellent credit. You may need to provide more documentation than those with higher scores, including a formal appraisal of your home's value.

Still wondering what your credit score is and how to improve it? As an added value to our subscribers, we've put together a special **Free Credit Repair Guide** titled, "**12 Simple No Cost Methods to Repair Your Credit.**" To get your free copy of this informative guide, call me today at: 604-575-1843. Call now while supplies last!

Quotes

"I PROMISED to colour inside the lines, play well with others, speak when spoken to and BE GOOD. But I got bored."

—Seen on a toddler's T-shirt

Disclosure:

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FREE REPORTS!

*Are you buying or selling a home?
Call or email me for your free reports!*

- Protect Your Home From Burglars
- Five Deadly Mistakes Home Sellers Make
- Making the Move Easy on the Kids
- How Sellers Price Their Homes
- How to Stop Wasting Money On Rent
- How to Sell Your House For The Most Money In The Shortest Possible Time
- The 10 Dumbest Mistakes Smart People Make When Buying or Selling a Home

K I D S

O R G L E R G H T S C R A F T



These little glue ghosts are absolutely adorable in this fun ghost craft for kids that require only glue, imagination and a little bit of patience!

E *What you'll need:*

- White school glue
- Waxed paper
- Wiggle eyes
- Felt, buttons, pom-poms, etc (all optional)

R *How to make it:*

1. Place a piece of waxed paper on a flat surface.
2. Squeeze glue from the bottle into the shape of a ghost.
3. Place wiggle eyes into the glue.
4. If you would like to decorate your ghost, use felt, buttons, pom-poms or whatever you like to add character. We made a simple bow tie from green felt and added mini pom-poms for buttons.
5. Set aside in an out-of-reach area to dry overnight. Note: Expect for them to take all night – and possibly a few hours more – to dry completely.

Source: www.crafts.kaboose.com

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