



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

# THE DREAM HOME MAKER!

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## What you need to know about buying a foreclosure.

Buying a foreclosed house can be a great way to save money. However, achieving those savings takes a lot of preparation, and willingness to do some extra work.



First, be financially prepared. This means being debt-free, with savings to cover six months' of expenses and maximized contributions to retirement plans. You also need to be pre-approved for financing, unless you're going to

pay cash. The reason for this is that the best foreclosure properties move very quickly; you won't have time to arrange financing after making an offer.

Next, you have to find the foreclosure listings. You'll see ads and websites that list them, along with auction dates. If there's a property you like, call immediately for details and arrange a viewing. Some foreclosures aren't available for viewing, and those would be good ones to avoid since you have no idea what you're getting. Since the owners often have the right to sell the house before the auction, it can make sense to see if you can make an offer in advance—after all, the owners are highly motivated and likely to be receptive. However, if all this footwork and negotiation turns you off, you might prefer to work with a Realtor who specializes in foreclosures.

Remember, foreclosures are sold as is—and some of them can be in really bad shape—so it's important to take a carpenter or home inspector with you for viewing. You need to know how much upgrading is required before deciding what price you're willing to pay. You also need to study comparable values of homes in the area. In general, a foreclosure is usually judged to be a good deal if you can get it for 80% of the market value (including cost of repairs).

If you're interested in exploring the potential of foreclosures, I'd be happy to help. As your local mortgage specialist, I understand the market and the extra complexity of foreclosures. For more info, call me today at 604-575-1843!

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### Quote of the Month

*“ You don't have to be great to start, but you have to start to be great.”*

- Zig Ziglar

# Happy Easter



## Client News

Here are the new and loyal repeat clients who we've assisted with their mortgage needs in the last few months! We'd like to welcome and thank you publicly, and send you our best wishes!

*Bobbi F, Ladner, BC “Not so far to drive and quaint neighbourhood” – Repeat Loyal Client*

*Melissa L and Carl Y, Langley, BC “Great BBQ Deck yard” – Referred by Loyal Client Lindsey C.*

*Alex & Peter T, Surrey, BC “Transform to Dream Home!” – Referred by Doug Brandt, Realtor, Prudential Power Play Realty*

*Craig & Sarah D, Lions Bay, BC “Beautiful Water View” – Referred by Loyal Clients Eddie & Krista*

*Brandon B & Julie R, Coquitlam, BC “Our First Home” - Referred by Sheila Francis, Realtor Re/Max Sabre Realty*

*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?*

## Seasonal Article of the Month

### 5 home maintenance tips for spring.

After a winter like the one we just lived through, your home may have experienced a lot of wear and tear. Now that spring's finally here and the weather's improved, take some time to do minor maintenance that can prevent future problems—and expenses.

1. **Roof and gutters.** Unclog gutters before spring rains begin, make sure downspouts drain water away from the foundation, replace any loosened shingles, and repair damaged seals around chimneys.
2. **Wood trim.** If you see evidence of rotting wood, replace it or apply sealing. Also, strip and paint any areas that show peeling or blistering.
3. **Windows and doors.** Severe weather may have hardened or cracked sealing materials. If so, replace them now before spring rains begin. If debris from winter winds has clogged up your screens, remove them and spray with water. This ensures you'll be cooler this summer.
4. **Filters and vents.** Clean furnace and AC filters to extend the life of motors and promote healthier air. Remove any lint that's built up in your dryer vent—this not only reduces drying times, it also helps prevent fire! Vacuum away dust on refrigerator coils to reduce electricity costs.
5. **Foundation.** If the soil next to your foundation has settled and created low areas, fill them with compacted soil. This keeps rain from puddling and seeping into your basement.



## Financial Freedom Tip of the Month

### The truth about money and relationships.

Money is one of the biggest sources of conflict in relationships. But there's one simple thing you and your partner can do to reduce disagreements—talk! Only by openly discussing your differences and comfort levels can you navigate the inevitable challenges money will throw at you.

The best time to start talking is when you first start out as a couple. Start with the big picture of your financial goals and priorities. Then move onto the details: debt, cash management, emergency funds, retirement savings, etc. This is an appropriate time to assign specific tasks to whoever's best or most interested in certain things, like paying bills or handling investments.

However, don't let this division of labor lead to separate finances. Couples are more successful when money is held jointly. But obviously, joint management requires ongoing discussion. Together, you have to decide on budgets, insurance, saving requirements, and discretionary spending limits (how much each can spend without consulting the other).

Just as important as current finances is the future. Talk frequently about retirement dreams and how much they might cost. And make sure you include goals for education and legacies for children.

By talking regularly—not just at crisis points—you and your partner have a much better chance of living happily and affluently ever after!

## Holistic Health Tip of the Month

### Top foods to help prevent varicose veins.

Varicose veins are enlarged, unattractive veins. They usually appear in the legs and feet because standing increases the pressure in the lower body. Varicose veins are often just a cosmetic problem, but they can sometimes lead to pain and discomfort. Fortunately, there are certain foods which can help prevent varicose veins:

- **Beets.** Betacyanin is what gives beets their intense color. It also helps reduce levels of homocysteine, a naturally-occurring amino acid that can damage blood vessels.
- **Asparagus.** This tasty vegetable strengthens veins and capillaries, and prevents them from rupturing.
- **Blueberries.** Their high concentration of anthocyanins helps neutralize enzymes that destroy connective tissue. Blueberries also help repair damaged proteins in blood vessel walls and promote overall health of the vascular system.
- **Fresh ginger.** People with varicose veins have an impaired ability to break down fibrin, which is what causes veins to become lumpy and hard. Ginger dissolves fibrin in blood vessels and improves circulation.
- **Avocados.** This nutritious fruit contains vitamins C and E, as well as high levels of glutathione, a tripeptide molecule that protects the heart, veins and arteries from oxidant damage.
- **Rosemary.** It stimulates circulation and contains ursolic acid which strengthens capillaries.
- **Buckwheat.** It's believed that varicose veins may be caused by lack of rutin in the diet. Buckwheat is rich in rutin, so it's thought to promote vascular health.



Quiz Question of the Month

**Easter Trivia Question**

This year, Easter is on April 5th. What is the date of Easter in 2016?

- a) March 27
- b) April 17
- c) March 13
- d) April 3

**How does this contest work?**

The first person to respond with the correct answer will win a \$25 Gift Card to THE VAULT Restaurant!

Resource of the Month

**WARNING: DON'T SIGN YOUR MORTGAGE RENEWAL UNTIL YOU CONSIDER ALL YOUR OPTIONS!**



*Why it pays to call us first before you sign your mortgage renewal.*

Is your mortgage coming up for renewal? Don't be too quick to sign that mortgage renewal letter. Over 70% of Canadian mortgage holders do just that, and what is the usual result? — a higher rate and a mortgage product that might not be best suited to their interests.

Experience has shown that the “Big Banks” send their mortgage renewals out at a posted rate. Lenders are counting on the fact that most homeowners are too busy to ask questions or to inquire about getting a better rate, but don't let this happen to you!

You should recognize that you are now negotiating from a position of strength as your mortgage principal has dropped and in most cases your home value has increased. Lenders see you as a lower risk borrower and consequently you should be getting the best rates available. That may not happen if you simply sign the renewal document provided by your existing lender.

Rather, let the lenders compete for your business to be sure you do in fact get the best mortgage possible. **Call me today at 604-575-1843** for a FREE No Obligation Consultation. We'll review your current situation and ensure you get the best rate and terms available. I can even guarantee future interest rates up to 120 days before your renewal date!

**Answer to Last Month's Quiz**

What is the National Dish of Ireland?

- a) Shamrock Salad
- b) Guinness
- c) Irish Stew
- d) Lucky Charms

ANSWER: c) Irish Stew

**How do I submit my answer?**

To respond with your answer, email me at: [gale.tracey@mtgarc.ca](mailto:gale.tracey@mtgarc.ca). The contest deadline is April 30.

**ANNOUNCING LAST MONTH'S WINNERS!**

Congratulations to **Marie B.** of Maple Ridge for winning last month's quiz contest! She has won a FREE dinner at the VAULT Restaurant. Enjoy!



**K I D S**

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**R**

**Easter Co-ordinates**

Fill in the grid by finding the grid-reference of each square in the table below and colouring it in the given colour.

Black	G11, I11
Dark pink	H10, L4, M4, L3, M3
Pink	E15, K15, E14, F14, J14, K14, F13, G13, I13, J13, G12, H12, I12, F11, H11, J11, F10, G10, I10, J10, F9, G9, H9, I9, J9, G8, H8, I8, F7, G7, H7, I7, J7, E6, F6, G6, H6, I6, J6, K6, E5, F5, G5, H5, I5, J5, K5, E4, F4, G4, H4, I4, J4, K4, E3, F3, G3, H3, I3, J3, K3, F2, G2, H2, I2, J2, C1, D1, E1, F1, G1, H1, I1, J1, K1, L1, M1.

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