



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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Quote of the Month

“When one door of happiness closes, another opens, but often we look so long at the closed door that we do not see the one that has been opened for us.”

~Helen Keller

2013 Forecast for Real Estate and Mortgage Rates.

The soft landing that most economists have been expecting for Canada’s housing market seems to be underway. Home sales are predicted to continue moderating while prices stabilize throughout most regions in 2013. There are several factors preventing a US-style housing meltdown from happening here, including moderate job growth, steady immigration, growing demand from the Millennial generation entering its prime first-time home buying years, and a gradual shift toward more single-person households.



According to CMHC, housing starts will be slightly lower in 2013, while MLS® sales will move slightly higher. There may even be a modest price increase: the average MLS price is expected to rise to \$377,300 in 2013 from \$368,000 in 2012. However, the situation in some regions of the country will vary. In Calgary and Saskatchewan, continued healthy economic growth and wage increases will drive prices up even more, while Toronto and Vancouver are likely to see prices decline moderately.

It’s true that new federal mortgage insurance rules bumped some first-time buyers out of the market. However, the cost of mortgage financing remains at historic lows, so many first-timers are simply adjusting to the new requirements by buying cheaper homes or saving longer.

Thanks largely to significant uncertainty in the world economy, Canada’s real estate market is expected to benefit from continued low interest rates. The Bank of Canada is likely to hold steady on short term rates for another year, and the US Federal Reserve's quantitative easing is keeping a lid on longer term mortgage rates. CMHC projects the one-year posted mortgage rate to rise slightly to 3.5-4.2% in 2013 compared to 3.2-3.4% in 2012. The five-year posted mortgage rate is forecast to range from 5.1-5.4% in 2013, much the same as its 5.2-5.3% range in 2012.

If you’d like to see how these forecasts impact your mortgage and financial goals, I’d be happy to sit down with you for a no-charge analysis of your situation. Call me today!



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 8 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"!

Local Business News

Tell them Gale Tracey sent you!

I want to support some of our local businesses this month. If you're looking for plumbing, painting or renovating needs contact the following:

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Email: info@strokeworxpainting.com

Seasonal Article of the Month

The Origins of Groundhog Day.

February 2 is Groundhog Day in the US and Canada. According to legend, the groundhog pokes its head out of its burrow at noon to look for its shadow. If it sees the shadow, winter continues for six more weeks. But if the groundhog doesn't see its shadow, winter is over.



There are many stories about the origins of Groundhog Day, but most begin in medieval Europe. One suggests that the day was originally known as Candlemas Day, a festival involving lighting candles. Following on this "light" theme, it was believed that a sunny Candlemas Day meant winter would stay, but an overcast day meant winter was over. Since hedgehogs were active at that time of year, the forecasting role became attributed to them. However, other legends attributed the role to badgers, bears and, eventually, groundhogs.

These stories were brought to North America by early settlers, particularly in Punxsutawney, Pennsylvania. In a tradition that dates back to 1887, a local groundhog dubbed Punxsutawney Phil is observed. In Canada, Ontario's Wiarton Willie, an albino groundhog, has been observed since 1956.

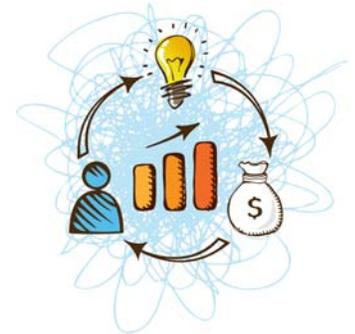
According to Groundhog Day organizers, the rodents' forecasts are accurate 75-90% of the time. However, a Canadian study over the past 30-40 years found the predictions were only 37% accurate, which is just slightly better than random chance.

Financial Freedom Tip of the Month

Why lump sum mortgage payments are better than monthly payment increases.

First of all, congratulations for considering making pre-payments on your mortgage! Paying off your mortgage as quickly as possible is a great way to save money, build equity and free up funds for other investments that can lead to financial security.

Both lump sum payments and monthly payment increases are effective ways to pay off your mortgage sooner. Normally, when you make a monthly payment, it's split between principal and interest. But when you increase your monthly payment, the extra amount goes toward principal only. Over time, these extra principal payments end up shortening your amortization and reducing total interest paid.



However, if you want to achieve bigger savings, lump sums are the way to go. When you make a lump sum payment, ALL the money immediately goes toward principal, instead of just a little extra each month. The sooner you decrease the principal, the less interest you end up paying. So making a lump sum payment will shorten your amortization and reduce your total interest cost by a greater amount than making a monthly payment increase. And of course, the sooner in the life of your mortgage you make the lump sum payment, the more you save!

I'd be happy help you explore this and other money-saving mortgage tips. Please talk to me today for a no-charge consultation!

Holistic Health Tip of the Month

10 Powerful Affirmations for Creating Increased Energy, Vitality and Wellbeing.

Affirmations are statements we make to ourselves. We do this every day, but unfortunately, we're often telling ourselves negative things that end up making us feel bad. Instead, we can choose to tell ourselves positive things that help us feel more energetic, healthy and successful.

Each affirmation should state a goal in a way that sounds like it has already been accomplished. Always use positive language, leaving out negative words like "will not" or "stop". For best results, repeat each affirmation five times out loud, three or four times a day. This should include first thing in the morning, just before going to bed and any time you're feeling low or negative. And make sure you really mean what you say!

Here are some affirmations to get you started:

1. I am a capable person. Yes!
2. I see myself at my perfect weight, looking good and feeling great. Yes!
3. I love the thought of being healthy, fit and flexible, with my body beaming full of energy and vitality. Yes!
4. I love knowing everything is going to work out. Yes!
5. More and more, I am attracting success, prosperity and abundance. Yes!
6. I love being surrounded with loving, caring people. Yes!
7. I love knowing I can handle all changes and challenges that come my way. Yes!
8. I love myself for who I am. Yes!
9. There are beautiful things happening in my life daily. Yes!
10. I love knowing I always have enough time for what matters most. Yes!

Quiz Question of the Month

Super Bowl Trivia

How much did it cost to buy 30 seconds of commercial time in the 2013 Super Bowl?

- a) At least \$1.6 million
- b) At least \$9.3 million
- c) At least \$7.0 million
- d) At least \$3.8 million

How does this contest work?

The first person to respond with the correct answer will win a FREE Dinner at the VAULT Restaurant or Washington Avenue Grill, \$25 value!

How do I submit my answer?

To respond with your answer, email us at: gale.tracey@mtgarc.ca or fax 1-866-280-9427 in your answer. The contest deadline is Feb 28th.

Resource of the Month



Is Your Credit Less Than Perfect? Here's How To Fix It...

Your credit score is the single biggest factor that lenders use in determining your interest rate when you apply for a mortgage. Yet most people don't even know what a credit score is, let alone whether they have a high score or a low one. The sad truth is if your score is unnecessarily low—due to errors or lack of professional advice—you could end up paying thousands of dollars extra over the life of your mortgage!

How would you like to learn the shocking truth about how your credit score is calculated and more importantly, how to improve it almost overnight?

As your trusted mortgage advisor, I've prepared a special Credit Repair Guide titled, "12 Simple No Cost Methods to Repair Your Credit." **It's a MUST READ for anyone with a credit score under 650.** Here's just a portion of what you'll learn:

- **How credit reporting agencies keep track of your financial situation.**
- How your credit score helps determine what your mortgage rate will be.
- **How to protect yourself from identity theft!**
- 12 insider secrets for repairing your credit - FAST!

To get your free copy of this informative guide, call me today at: 604-575-1843.

Answer to Last Month's Quiz

Who wrote the words of "Auld Lang Syne", the song we sing at the stroke of midnight on New Year's Eve?

- a) John Philip Sousa
- b) Robert Burns
- c) Guy Lombardo
- d) Dick Clark

Answer: b) Robert Burns

ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Erin W. of Surrey** for winning January's quiz contest! He has won a FREE dinner at The Vault Restaurant. Enjoy!

K I D S

Fruit & Veg - Can you find the hidden words? They may be horizontal or vertical.

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O L I V E S P I N A C H H L I Z T
 N M M C A B B A G E C A R R O T L
 I P A R S N I P B E E T R O O T I
 O X V C A U L I F L O W E R F P M
 N R H U B A R B B A N A N A Z S E
 A S P A R A G U S T U R N I P T R
 P P E G R A P E F R U I T Q L R B
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 U O C S Y D A P U M P K I N M W A
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 T O M A T O C H E R R Y R T B R J
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 M U S H R O O M U O C E L E R Y E
 Z Q S L E E K V E V Y A P P L E A
 O R A N G E P I N E A P P L E T J
 C P O T A T O O H W M G R A P E M

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