



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

News To Help You Save Time And Money

THE DREAM HOME MAKER!

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Challenged to save enough for a down payment? Now there are affordable alternatives.

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In today’s housing market, with average prices inching toward \$600,000 in some cities, saving for a down payment can be a real challenge. If you’re a first-time homebuyer just starting out and trying to get a foothold in real estate, even saving the minimum 5% may seem out of reach.



Traditionally, none of the allowable sources for down payment were easy to achieve. If you couldn’t save the required amount, you could make a withdrawal from your RRSP (if you had enough and didn’t mind impacting your retirement goals), get your parents to give you the amount with no expectation of repayment (lucky you to have parents like that!), or use your own sweat equity to cover up to half of the down payment (if you were capable of doing renovations and repairs yourself).

But fortunately, there are now more attractive alternatives to consider. As your local mortgage advisor, I have access to specialized products from Canada’s leading mortgage insurers that help put down payments within reach. Instead of insisting on traditional sources, these mortgage loans allow for more flexibility. Acceptable down payment sources include personal loans, lines of credit, credit cards.

Of course, if you borrow the amount, those payments must be included in your Total Debt Service calculations. And you’re not allowed to use builder incentives or builder loans to cover your down payment. You also need to have a relatively clean credit record.

By taking advantage of these innovative new mortgage products, many people are able to achieve home ownership much earlier than would otherwise be possible. If you’re interested in exploring the possibilities, give me a call. I’ll sit down with you and provide a no-cost, no-obligation analysis of your situation and recommend a solution that works best for you.

Quote of the Month

“Don't wish it was easier, wish you were better. Don't wish for less problems, wish for more skills. Don't wish for less challenge, wish for more wisdom”

- Jim Rohn

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!

Jason & Ramona K., Pitt Meadows, BC – 5 Year Plan! – repeat Loyal Clients

Alan N. & Kelly F., Port Coquitlam, BC – Happy Together! – referred by Michelle Forsberg, Re/max Sabre Realty

Matt & Megan A., Surrey, BC – Our First Home!! – referred by Existing Loyal Client, Kim W.

Kim & Re, Maple Ridge, BC – Ducks in a Row! – repeat Loyal Client!

Nicole E., Vancouver, BC - Disappearing Fast! – repeat Loyal Client!

Chang & Kwan J., Surrey, BC – Lowest Rate Ever!! - repeat Loyal Client!

Nathan B., Port Coquitlam, BC – Brand New Home! – repeat Loyal Client!

THANK YOU!



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

Sweet Rum Barbecued Rib Recipe

Enjoy the sweet, tangy taste of these easy-to-prepare ribs.

Ingredients:

- 4 lbs pork spareribs
- 1 cup brown sugar
- ½ cup salsa
- ¼ cup soy sauce
- ¼ cup Worcestershire sauce
- ¼ cup rum
- ¼ cup chili sauce
- 6 cloves garlic, crushed
- 1 tsp dry mustard
- Fresh ground pepper

Directions:

- Preheat oven to 350°. Wrap ribs in foil and bake for 90 minutes. When done, unwrap, drain, and let dry on paper towels.
- Mix all remaining ingredients and brush onto ribs. Cover and let marinate at room temperature for 60 minutes. Save remaining marinade for basting during grilling.
- Preheat barbecue for medium heat.
- Grill ribs for 30 minutes, basting regularly.



Financial Freedom Tip of the Month

Save money by choosing an independent insurance agent.

As your local independent mortgage advisor, I'm free to recommend mortgage products from a wide variety of lenders based entirely on whichever product best fits your needs. As a result, you get a mortgage that works for your family at an affordable price.

Similarly, independent insurance agents offer a real advantage for your insurance needs. Like an independent mortgage advisor, independent insurance agents aren't limited to the products offered by a single company. They can access innovative insurance products from a wide range of companies, so you get the coverage that's right for you.



One big advantage of dealing with an independent agent is the ability to shop around for better deals. Many policyholders just keep accepting whatever their original company offers at renewal time. Year after year, they renew and send in their money without considering other options. But independent agents will re-evaluate your needs and situation every year, explain everything to you, then see which company offers the most effective, most affordable solution for the upcoming year. You never have to simply accept what you've been getting—good or bad—for the past number of years.

If you'd like a free, no-obligation quote from one of the local independent insurance agents that I respect and trust, please call me today!

Holistic Health Tip of the Month

Vegetable oils: why they're hazardous to your health!

Vegetable oils are extracted from seeds like canola, soybean, corn, sunflower, safflower, etc. We've only been consuming them since the early 1900s when chemical extraction processes were invented. Even though vegetable oils are promoted as healthy, they're among the most chemically-altered foods available.

Canola oil, for instance, is produced by heating canola seeds (which are often genetically-modified and treated with pesticides) and extracting the oil with a petroleum solvent. The oil is then heated again and treated with acid to remove wax. More chemicals are added to improve color and separate various weights of oil. Then to cover up the harsh chemical odor that remains, the oil is chemically deodorized. In addition, vegetable oils significantly increase the amount of harmful omega-6 fats in our cell membranes, which can lead to cancer and heart disease.



Instead of using vegetable oils, choose oils that can be extracted by pressing or separating naturally, like organic unrefined coconut oil. Organic, extra virgin, cold-pressed olive or sesame oils are also a healthy choice. But if you'd prefer to stick with a more locally-sourced diet (and cholesterol isn't a serious issue), choose grass-fed, organic animal fats like butter or beef/pork/chicken fat. For help choosing an oil that's right for you, consult your local health professional or natural food store.

Quiz Question of the Month

July Trivia Question

What is July's birth flower?

- a) Chrysanthemum
- b) Daisy
- c) Larkspur
- d) Poppy

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

Selling your home? Don't do a thing until you read this!



"Staging" is the latest buzzword in real estate, but it simply means to present your home in its best and most appealing light. If you are preparing your home to sell, staging sets it up to appeal to prospective buyers and showcase the property in a way that makes buyers eager to purchase! In theory, staging isn't hard or costly, but in reality, many homeowners find it difficult because it's often hard to see something objectively when we love it.

IF YOU ARE SELLING, REMEMBER AN INVESTMENT IN STAGING MAY VERY WELL BE LESS THAN YOUR FIRST PRICE REDUCTION.

What Are the Benefits of Home Staging?

- A staged home sells faster and for more money in most markets
- Inspectors view a staged home as a home that has been well cared for
- Appraisers are more likely to appraise a staged home at full value
- You can't sell what is covered up in clutter
- Homes that are staged, clean, and free of clutter have an immediate advantage

If you're planning on selling in the next 12 months, I can recommend a top-notch Home Stager who can provide you with a Free "In-Home" Consultation. This is the first step in preparing your home for sale. They'll meet with you to discuss your needs, wants and expectations. From there they will custom-tailor a staging package that will give you the most impact for the least amount of investment. **And remember, there is no cost or obligation for this consultation.** For more info, call me today at **604-575-1843!**

Answer to Last Month's Quiz

The father of actor Emilio Estevez is also an actor. Who is Emilio's famous father?

- a) Gérard Depardieu
- b) Martin Sheen
- c) Robert Redford
- d) Bill Murray

ANSWER: b) Martin Sheen

How do I submit my answer?

To respond with your answer, email me at: gale.tracey@mtgarc.ca. The contest deadline is July 31st.

ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Thea B.** of Surrey 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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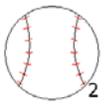
Summer Sudoku

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