



GALE TRACEY AMP- YOUR MORTGAGE PLANNER FOR LIFE

**News To Help You Save Time And Money**

# THE DREAM HOME MAKER!

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## Inside This Issue...

Canadian Household Debt.....1  
 Local Business News.....2  
 The Origin of Father's Day....2  
 Saving for a down payment .....3  
 Macro vs Micro Nutrition .....3  
 Quiz of the Month.....4  
 Free Home Evaluation .....4

## Quote of the Month

*"By the time a man realizes that maybe his father was right, he usually has a son who thinks he's wrong."*

~Charles Wadworth

## Canadian household debt still at historical highs.

In the fourth quarter of 2012, the average Canadian household owed a record \$164.97 in debt for every \$100 of disposable, after-tax income. That's only slightly less than US household debt levels just before that country's real estate market collapsed. But while debt levels are still climbing in Canada, the good news is that they're climbing slower than they were.



Thanks to recent tightening of mortgage rules and the Bank of Canada's constant warnings about too much debt, Canadian debt levels finally seem to be stabilizing. The trouble is, debt is still much higher than it should be.

A few decades ago, things were very different. Debt was thought of as scary. Children were taught the value of saving and investing. Canada's savings rate was the envy of much of the world. When we needed something, we saved our money until we could afford it.

But today, things are different. We're constantly being encouraged to indulge in every possible luxury, regardless of whether we have the money. And why not? Credit's cheap and we have lots of equity in our homes. So spend, baby, spend!

The downside of this new mindset is that we're living well beyond our means, going deep into debt and paying huge interest charges. But there IS a way out. Here are some practical steps:

- Keep a written record of what you're spending, on what and why.
- Identify which purchases are "needs" (food, housing, transportation) and which are just "wants" (eating out, new gadgets, the latest fashion) and see which ones you can do without.
- Once you know how much you actually need to spend each month, make a budget that allocates every dollar and stick to it.
- Avoid going into debt for "wants" and pay off all debt as quickly as possible.
- Talk to me about mortgage strategies that can help you reduce the total interest you're paying on existing debts. Call 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 13 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:



**Need a Spring Face Lift for your Home?**  
**Call or email Leslie MacInnis**  
**at *Strokeworx Painting***  
**Ph: 604-319-7579**  
**Email: [info@strokeworxpainting.com](mailto:info@strokeworxpainting.com)**

*My daughter Jenna is now proud to be working as*

*Dr. Butts' Dental Assistant. We have moved our business to him and we are extremely happy with his service and the rest of the professional staff in the office.*

*With your first Exam and Cleaning they are offering a Colgate Vitality Electric Toothbrush or a Whitening Kit!!!*

*Convenient Evening Appointments too!!*



**Langley**  
**Village Dental**  
 Dr. Athar Butt, BSc, DDS



**20644 Fraser Hwy, Suite 102**  
**Langley, BC V3A 4G5**

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- Root Canals
- Dentures
- Cosmetic Dentistry
- Veneers

**New Patients Welcome**  
 Evening Appointments Available



**604-510-5300**  
[langleydentalsurgeon.com](http://langleydentalsurgeon.com)

## Seasonal Article of the Month

### The origin of Father's Day.

After Anna Jarvis successfully introduced Mother's Day in the US in 1908, a woman named Sonora Dodd decided to take up the cause of fathers, to recognize her own father who had raised six children as a single parent. The first Father's Day was celebrated in Spokane, Washington, on the third Sunday of June, 1910.

Unfortunately, Father's Day was quickly forgotten until the 1930s when Sonora relaunched the day with the help of marketers of men's wear and tobacco products. This caused people to be suspicious, thinking Father's Day was just a way for marketers to duplicate the commercial success of Mother's Day. As a result, Father's Day wasn't popular, and it wasn't until 1972 that President Richard Nixon made it a permanent national holiday.

Father's Day is celebrated in different ways around the world. In Australia, it's the first Sunday of September, which is the first Sunday of spring in the southern hemisphere. In Germany, Vatertag is the Thursday, forty days after Easter. It's a federal holiday and schools are often closed on the Friday so families can have a four-day long weekend. In Thailand, Father's Day is celebrated on the king's birthday (which is currently December 5<sup>th</sup>), while in Iran it marks the birthday of the first Imam of Shia Muslims.



## **Financial Freedom Tip of the Month**

### 10 ways to save a down payment for a house.

Saving a down payment can be a challenge. But think of it this way: if you can discipline yourself to regularly set aside funds until you have a down payment, you'll probably have no trouble making your mortgage payments. Here's how to get started:



1. Set a goal. Research the housing market, decide what you can afford, determine the required down payment and set that amount as your goal.
2. Open a savings account specifically for your down payment.
3. Keep a budget, make sure it includes monthly payments to your down payment account, and eliminate unnecessary purchases.
4. Live below your means. Eat at home, put off expensive vacations, take public transit.
5. Consider getting a part-time job and deposit your earnings in your down payment account.
6. Direct all unexpected revenue to your down payment, including raises, bonuses, tax refunds and inheritances.
7. Pay off debt. It'll take extra funds at first, but over the long term, your interest savings can bump up your down payment.
8. Consider using your RRSP to help with your down payment.
9. Set your sights lower. If saving is taking too long, consider a cheaper home. Once you're in the market and building equity, you can always move up.
10. Talk to me for more suggestions on how to save a down payment!

## **Holistic Health Tip of the Month**

### Micro vs. macro nutrition. What's the difference?

Everyone knows we need enough nutrients in our diets to be healthy. But it's not as simple as that. Nutrients are made up of macronutrients (nutrients we need in large amounts) and micronutrients (nutrients we need in small amounts). Here's the difference:



- **Macronutrients** provide calories which our bodies use to create energy. There are three kinds:
  - Carbohydrates are our main source of fuel. Nerves, kidneys, brain, and muscles get quick energy from carbs. They're easy for the body to store for later use and help with intestinal health. Should make up 65-75% of diet.
  - Fats provide some energy, promote growth, help with absorption of vitamins, provide cushioning for organs and maintain cell membranes. Should make up 10-15% of diet.
  - Proteins promote growth, repair tissues, support immune function, help build hormones and enzymes, and preserve lean muscle mass. Should make up 15-20% of diet.
- **Micronutrients** include vitamins A, C, B and E, as well as folic acid, iodine, zinc, magnesium and iron. These antioxidants help slow aging. Our bodies don't make all the micronutrients we need, so we have to get them from our diet.

To ensure you're getting the correct balance of macro and micro nutrients, eat plenty of vegetables, fruits, lean meats, fish, beans, nuts and grains.

## Quiz Question of the Month

### June Trivia

Friday, June 21, 2013, is known as:

- a) Vernal Equinox
- b) Shortest Day of the Year
- c) Father's Day
- d) Solstice

#### 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](mailto:gale.tracey@mtgarc.ca) or fax 1-866-280-9427 in your answer. The contest deadline is June 30th.

## Resource of the Month

### Discover How Much Your Home is Worth With A FREE Home Evaluation – No Obligation!

Knowing precisely what your home is worth can make all the difference when it comes time to sell your home. With over 22% of local MLS® listings expiring before they are sold, it is important that you price your home accurately. The correct selling price of your home is the highest price that the market will bear – no more, no less.

The last thing that you want to do is set your price based on guesswork, rumor, greed, or even by having someone promise you an inflated price just to secure a listing. Pricing your property in this manner can cause buyers to be wary of your property, even if you reduce your price at a later date.

I can refer you to a trusted Real Estate agent in your area who can provide you with a Free Market Evaluation. As a trusted real estate professional, he'll provide you with a comprehensive market analysis of comparable properties sold and offered for sale in your neighborhood. With this current market data, you will be able to determine what your home might sell for if you decided to put it on the market. The more information given, the more accurate the evaluation. And remember, there is no cost or obligation for this valuable service.

**NOTE:** This message is not intended to solicit properties already listed for sale.

## Answer to Last Month's Quiz

Where does the month of May get its name?

- a) May Tree, also known as Hawthorn
- b) Maia, the Roman goddess of spring and growth
- c) The verb "may", as in "May it soon be summer."
- d) May, the name of Julius Caesar's wife

Answer: b) Maia, the Roman goddess of spring and

## ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Andrea H.** for winning May's quiz contest! He has won a FREE dinner at The Vault Restaurant. Enjoy!

## K I D S

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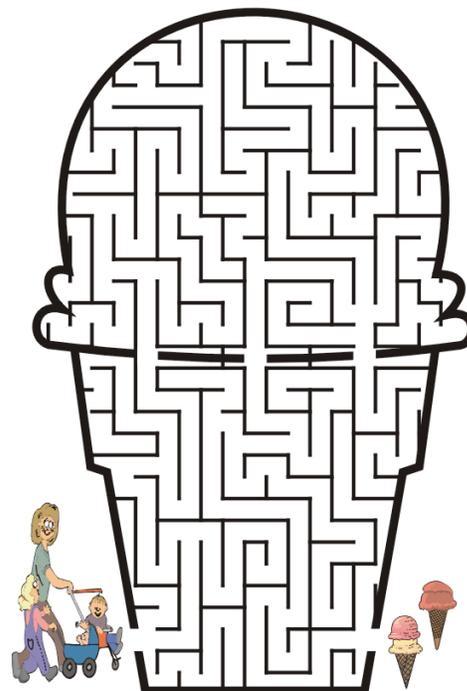
Help the mom and kids find their way through the ice cream cone shaped maze to find ice cream cones for the kids!

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Courtesy of [www.puzzle.about.com](http://www.puzzle.about.com)