



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

*"Put your heart, mind, and soul into even your smallest acts. This is the secret of success."*

~ Swami Sivananda

## How recent CMHC changes affect Canadians.

Over the past few years, the Canadian government has been taking several steps to encourage Canadians to reduce their outstanding debt. The main way the government's been doing this is by restricting mortgage availability and making mortgages more expensive. In August, CMHC announced a new policy which reflects the government's goal to reduce household debt. Unfortunately, this latest change may cause mortgage rates to rise yet again.



Here's how this change came about. Earlier this year, Ottawa announced it was limiting the amount of mortgage-backed securities it would guarantee in 2013 to \$85 billion. Mortgage-backed securities are pools of mortgages that lenders sell to investors. Since mortgage-backed securities are insured by CMHC, investors are willing to accept a lower rate of return, and lenders can pass on this lower rate to consumers in the form of lower mortgage rates.

Canadians are so hungry for low mortgage rates, by the end of July lenders had already used up \$66 billion of the \$85 billion annual limit on mortgage-backed securities. This means lenders have to get through the rest of the year on a much reduced volume of low-cost lending funds. To make sure the remaining funds are shared equitably, CMHC is limiting each lender to \$350 million worth of mortgage-backed securities per month. This means lenders suddenly have far less low-cost mortgage funds available to pass on to consumers.

The good news for Canadians is that taxpayers are guaranteeing fewer mortgages and therefore exposed to less risk. But the bad news for homebuyers and people refinancing their mortgages is that longer-term mortgage rates are likely to start creeping up.

If you're in the market for a mortgage or refinancing, give me a call. As a mortgage broker, I have access to lenders who are less likely to be affected by this latest change (such as credit unions), and I can provide you with professional advice to help make sure you and your family enjoy the most affordable financing possible.



## 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.



**Need a Summer Face Lift for the  
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Gerry's Painting Services**  
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## Seasonal Article of the Month

### Maple Plum Crisp

This quick and easy recipe takes advantage of fresh local plums to create a delicious dessert.

#### **Ingredients:**

- 6 cups plums, halved, stones removed
- 2 tbsp lemon juice
- 1 cup rolled oats
- .5 cup flaked almonds
- 2 tbsp whole grain flour
- .5 cup brown sugar
- .5 cup soft butter
- .5 cup maple syrup
- .5 tsp cinnamon

#### **Directions:**

- Put plums in baking dish. Add lemon juice and stir.
- Mix oats, almonds, flour, brown sugar, butter, cinnamon and half of the maple syrup in a bowl until crumbly.
- Sprinkle mixture over the plums. Drizzle remaining maple syrup over top.
- Bake uncovered at 350°F for about 30 minutes, until topping is golden and plum juice is bubbling through.
- Serve with ice cream



## Financial Freedom Tip of the Month

### Tax advantages of being self-employed.

If you're looking for a way to accelerate your savings so you can achieve financial independence more quickly, consider self-employment. The safest way to start is by earning self-employed income on the side while keeping your current full-time job. But regardless of whether you're self-employed part-time or full-time, you can benefit from many tax-deductible business expenses:



- **Home Office.** Calculate the portion of your home that you use for self-employed income, then deduct that percentage of rent or mortgage payments, utilities, home insurance, property tax and home maintenance.
- **Business Entertainment.** Deduct 50% of the cost of meals or events that involve business discussions.
- **Communications.** Calculate the portion of phone, cellphone and Internet that are for business, then deduct that percentage of monthly bills.
- **Transportation.** Keep track of how much of your vehicle's mileage relates to business, then deduct that percentage of costs for gas, maintenance, insurance, etc.
- **Subscriptions.** Deduct the cost of magazines, newspapers, websites and cable channels related to your business.
- **Travel.** Deduct business travel costs such as airfare, subway tickets, hotels and en route meals.
- **Continuing Education.** Deduct the cost of courses that make you more effective in your business.

Be sure to keep all receipts. And if you're in doubt over any deduction, check with the tax office or an accountant.

## Holistic Health Tip of the Month

### Xylitol: The natural sweetener that's good for your teeth!

Xylitol is a diabetic-safe sweetener that looks and tastes like sugar but has 33% fewer calories. It occurs naturally in many fruits, vegetables, berries, oats and mushrooms, and is commercially derived from corn husks, sugar cane fibers and hardwood fibers. Xylitol also occurs naturally in our bodies. An average-size adult manufactures up to 15 grams of xylitol daily during normal metabolism.



Unlike other natural or synthetic sweeteners, xylitol is actually good for your teeth. Because acid-producing bacteria are unable to use xylitol, it reduces the number of bacteria in your mouth by as much as 90%, which results in far fewer cavities. Since less acid is formed, xylitol also raises the pH level of saliva in your mouth. This helps calcium and phosphate salts in saliva start to remineralize your tooth enamel.

Studies show xylitol's effect on teeth is long-lasting and possibly permanent. Low decay rates persist years after trials have been completed, and there's even some evidence of reversal of existing dental caries.

Xylitol is available as granules and in toothpaste, chewing gum or mints found in most health food stores. It's used as a diabetic sweetener in many countries, however, if you have diabetes, be sure to consult your doctor or diet professional before adding xylitol to your daily diet.

## Quiz Question of the Month

### September Trivia

Which country does NOT celebrate its Independence Day in September?

- a) Brazil
- b) Uzbekistan
- c) Spain
- d) Mexico

#### 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 Sept 30th.

## Resource of the Month

### FREE Guide Reveals Nine Make Your Home Reno Pay for Itself!



Whether your goal is to get a fixer upper ready to sell, increase the market value of your home or just make your home more comfortable, this free guide will show you nine home renovation secrets you need to know before you get started. Here's just a portion of what you'll learn:

- What types of renovations provide the highest return on your investment?
- Renovating vs. buying a new home: How to determine which option is best.
- Insider secrets on how to maximize the value of your kitchen and bathroom renovations.
- Unique and innovative ways to enhance the comfort, beauty, enjoyment and resale value of your home.
- How to finance the entire project, eliminate credit card debts, and boost your equity – without any out-of-pocket costs or increased monthly payments.
- And much, much more!

To get your free, no obligation copy of this informative Renovation Guide, call me today!

## Answer to Last Month's Quiz

Which of the following is NOT a birthstone for the month of August?

- a) Garnet
- b) Peridot
- c) Sardonyx

Answer: a) Garnet

## ANNOUNCING LAST MONTH'S WINNERS!

Congratulations to **Georgia P.** of New Westminster for winning last month's quiz contest! She has won a FREE dinner at the VAULT Restaurant. Enjoy!

## K I D S O

### Commonyms

1. A Ball - A Fish - A Cold \_\_\_\_\_

## R

2. A Ball - A Salad - A Coin \_\_\_\_\_

## N

3. A Cork - A Question - A Balloon \_\_\_\_\_

## E

4. A Bottle - A Baseball Player - A Mushroom \_\_\_\_\_

## R

5. A Bell - Mouth - A Shoe \_\_\_\_\_

6. Seventeen - Time - People \_\_\_\_\_

7. A Basketball Court - A Highway - A Bowling Alley \_\_\_\_\_

8. Fog - A Jack - A Body Builder \_\_\_\_\_



### Answers

1. they are caught
2. they are tossed
3. they are popped
4. they have caps
5. they have to rigues
6. they are m agazines
7. they have lan es
8. they lift