



**Your Mortgage,
Your Choice!**

Let me show you how.

Your Mortgage Your Choice

2017 Spring/Summer

E-Book

**Independent, Specialized Knowledge
& Reputable Broker**

- Brought to You By Nelia Skilich - Broker

TABLE OF CONTENTS

-  **Intro – My Commitment**
- 1 Why Use a Mortgage Broker**
- 2 Mortgage/Finance Information**
- 3 Foreign Buyer’s Tax**
- 4 Mortgage Rules (New)**
-  **Conclusion**

INTRO

My Commitment To You as My Client

There are many reasons why I enjoy helping people with their mortgage needs. Perhaps the most obvious is the deep satisfaction that comes from helping people to realize their dreams, as well as helping them accomplish financial success.

Another reason is that mortgages are a real learning process. No two clients are the same, no two mortgages are the same and no two dreams are the same. Each has its own characteristics and challenges. However, it is particularly through overcoming the challenges that I learn the lessons that enable me to improve my quality of service.

It is this ongoing commitment to first-class service that enables me to confidently say that if I can't answer a specific mortgage question you have, I'm a phone call or email away from an expert in my professional network who can.

If you have any mortgage related questions or concerns, do not hesitate to give me a call, and don't forget to add me to all your social media platforms to receive new and exciting tips, tricks, news and info!

Sincerely,

Nelia

Chapter One

Why Choose A Mortgage Broker

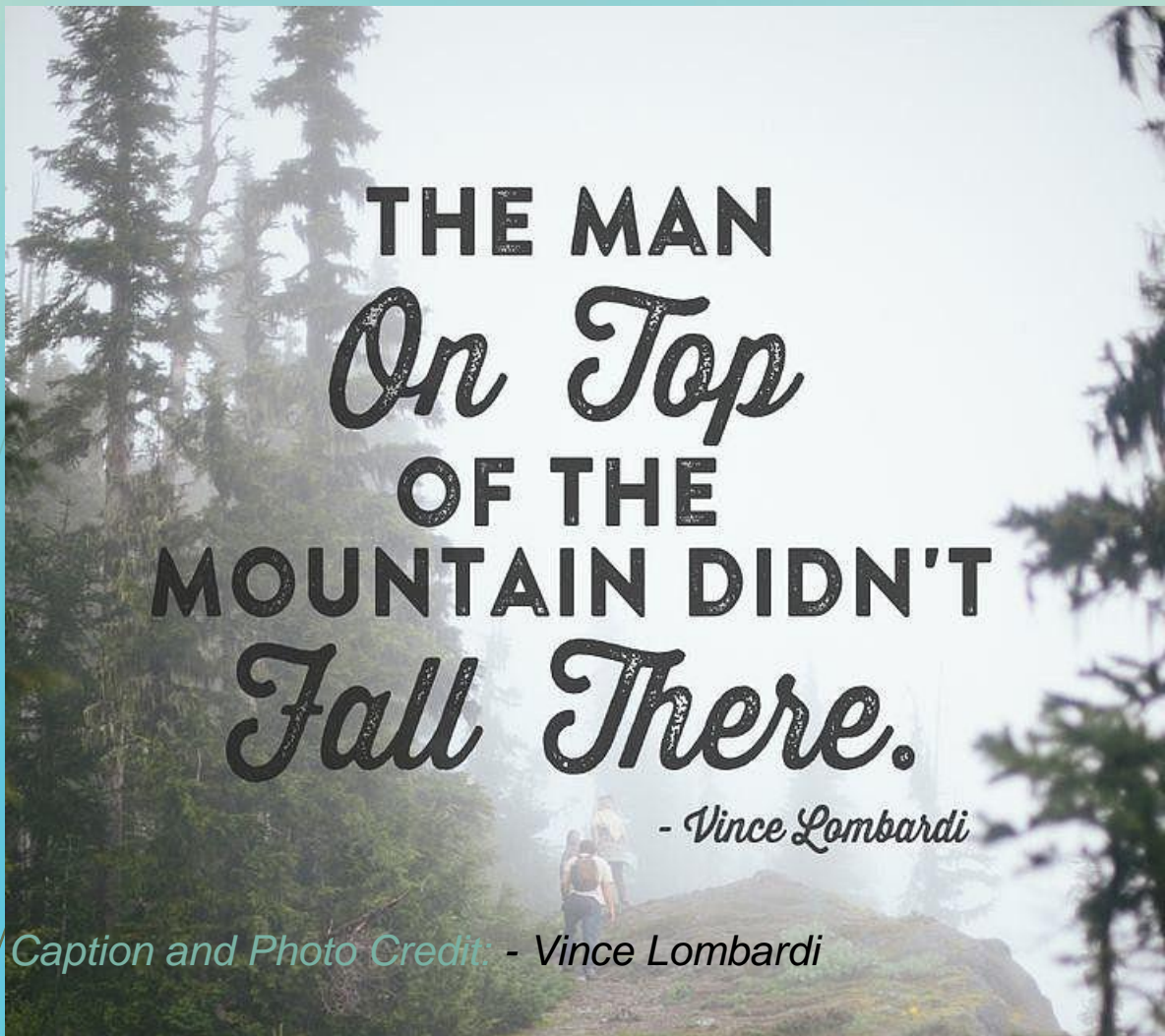
To Get The Best RATE – Without a qualified and experienced Mortgage Broker, you will not have access to the BEST rates available.

To Help You Understand Your Options and the Process Involved – A quality Broker will always educate their clients and make sure they understand the process from beginning to end.

To get Multiple Quotes – It is always best to shop around and assess options, without a Mortgage Broker looking out for your best interests, you will not have the ability to obtain multiple quotes.

So You Don't Have To Do The Research Yourself – With all the contacts and knowledge that a Mortgage Broker has, they are able to do the research and legwork for you while you go about your daily life. Everything is done with your best interests at heart.

To Help With The Paperwork – Not only it is time consuming, but also very extensive. Your Mortgage Broker will ensure your documents are complete and safe.



“The Man On Top Of The Mountain Didn’t FALL THERE.”

Vince Lombardi

CHAPTER ONE

Why Use Me For Your Mortgage Needs

10 Reasons Why You Should Use A Licensed Realtor

1. **Get Independent advice on your financial options** - As an Licensed Mortgage Broker with Get A Better Mortgage, The Mortgage Centre, we are not tied to any one lender or range of products. Our goal is to help you successfully finance your home or property. We'll start by getting to know you and your homeownership goals. We'll make a recommendation, drawing from available mortgage products that match your needs, and we will decide together on what's right for you.
2. **Save time with one-stop shopping** - It could take weeks for you to organize appointments with competing Mortgage Lenders and Banks— and we know you'd probably rather spend your time house-hunting! We work directly with dozens of lenders, and can quickly narrow down a list of those that suit you best. It makes comparison-shopping fast, easy and convenient.
3. **We negotiate on your behalf** - Many people are uncertain or uncomfortable negotiating mortgages directly with their bank. Brokers negotiate mortgages each and every day on behalf of Canadian homebuyers. You can count on our market knowledge to secure competitive rates and terms that benefit you.

CHAPTER ONE

Why Use Me For Your Mortgage Needs

...Continued.

4. **More choice means more competitive rates** - We have access to a network of major lenders in Canada, so your options are extensive. In addition to traditional lenders, we also know what's being offered by credit unions, trust companies, and other sources. We can help you take care of requirements before your closing date, such as sourcing mortgage default insurance if your down payment is less than 20% of the purchase price, if you are Self Employed or if you wish to Purchase a Rental Property.

5. **Ensure that you are getting the best rates and terms** - Even if you've already been pre-approved for a mortgage by your bank or another financial institution, you're not obligated to stop shopping! Let us investigate to see if there is an alternative to better suit your needs.

6. **Do you have poor Credit** - We have Lending Institutions for you as well and with our guidance we can assist you in repairing your credit so as to enable you in getting the best product.

7. **Things move quickly!** - Our job isn't done until your closing date goes smoothly. We'll help ensure your mortgage transaction takes place on time and to your satisfaction. We are here every step of the way.

CHAPTER ONE

Why Use Me For Your Mortgage Needs

...Continued.

8. **Get expert advice.** - When it comes to mortgages, rates and the housing market, we'll speak to you in plain language. We can explain the various mortgage terms and conditions so you can choose confidently.

9. **No cost to you.** There's no charge for our Consultation services on typical residential mortgage transactions. How can we afford to do that? Like many other professional services, such as insurance, mortgage brokers are generally paid under a finder's fee when we introduce trustworthy, dependable customers to a financial institution.

10. **Ongoing support and consultation.** Even once your mortgage is signed and the paperwork is complete, we are here if you need any advice on closing details or even future referral needs. We are happy to be of assistance when you need it.

Chapter Two

Mortgage/Finance Information

Buyers are now facing larger down payments for properties over \$500,000- a minimum of 10% to be precise. This means, for a house with a list price of \$700,000, the minimum down payment has jumped from \$35,000 to \$45,000. This will primarily affect buyers in large cities like Toronto and Vancouver, as any home that sells for under \$500,000 still requires a minimum down payment of just 5%.

Buyers with a down payment of at least 5 per cent of the purchase price but less than 20 per cent must be backed by mortgage insurance. This protects the lender in the event that the home buyer defaults. These loans are known as “high loan-to-value” or “high ratio” mortgages.

Chapter Two

Mortgage Mistakes To Avoid

Financing is a crucial part of the home buying process. Often overwhelming and confusing to first time home buyers, it is no wonder that many take an “ignorance is bliss” approach. While it can seem scary, the reality is that the better you educate yourself, the more successful your home financing will be. Here are a few common- and costly- mortgage mistakes you should avoid:

Creating a budget and a plan is instrumental. As a home buyer, you should have a clear idea of your financial needs, and always think ahead. Even though rates may be low now, they will likely rise, and you don't want to be stuck not being able to afford payments in the future.

Alongside this, do not necessarily choose a mortgage based on the lowest interest rate offered. Even though this approach is appealing on the outset, it may not be in your best interest down the line. You should also consider other factors like pre-payment options and penalties if you want to pay it off early.

Understanding your mortgage and financing is crucial. You do not want to be ‘Mortgage Broke’. Be sure you understand the terms and conditions appointed to you. Use a Mortgage Broker that will take the time to educate you about all information involved.

Chapter Three

Foreign Buyer's Tax



Ontario's Liberal government will slap a 15 per cent tax on home purchases by non-resident foreigners and will expand the province's existing rent control system to cover all tenants, CBC News has learned.

The moves come after the price of the average home in the Greater Toronto Area **jumped 33%** in a year, triggering warnings of a real estate bubble, as well as after reporting by CBC Toronto revealed landlords slapping **massive rent increase** on tenants. In addition to the foreign buyers tax and expanded rent control, the measures also include:

- ~ A rebate of development cost charges to encourage building of more rental housing.
- ~ A standardized lease document for all tenants.
- ~ A ban on flipping of pre-construction units by speculators.
- ~ A review of the rules governing the conduct of real estate agents.

-CBC News April/2017

Chapter Three

Broadening Rent Control

The Government will bring all tenants under the province's existing rent control system, ending the exemption that currently allows **unlimited rent increases** in units built **after 1991**.

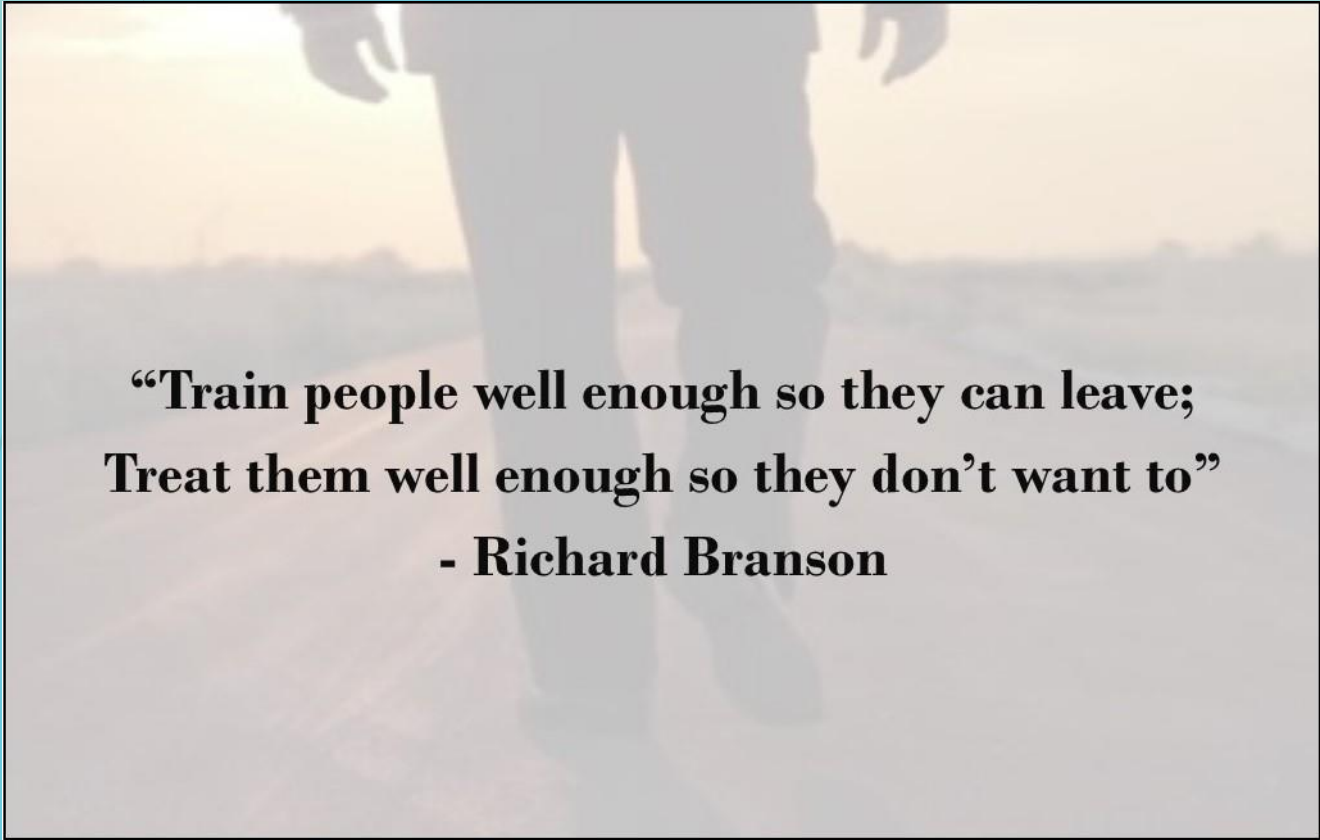
The change will mean annual rent increases for all tenants who stay in their rental housing will be limited to Ontario's inflation-based guideline (which this year is set at 1.5 per cent), unless the landlord gets approval from the Landlord and Tenant Board.

In addition, the sources say, the province will introduce reforms making it harder for landlords to get approval for a higher-than-inflation rent hike. For instance, landlords who have yet to repair elevators after being ordered to do so will be unable to apply for such an increase.

The province will also bring in a standardized lease, such as exists in Quebec, to stop landlords from putting illegal clauses in their contracts with tenants.

Chapter Four

Your Mortgage, Your Choice



**“Train people well enough so they can leave;
Treat them well enough so they don’t want to”
- Richard Branson**



“Train people well enough so they can leave; Treat them well enough so they don’t want to.”

Richard Branson

Chapter Four

Mortgage Rules (New)

- Bring consistency to mortgage insurance rules by standardizing eligibility criteria for high- and low-ratio insured mortgages, including a mortgage rate stress test;
- Improve tax fairness by closing loopholes surrounding the capital gains tax exemption on the sale of a principal residence; and,
- Consult on how to better protect taxpayers by ensuring that the distribution of risk in the housing finance system is balanced.

These measures follow an in-depth analysis of the housing market conducted by the Department of Finance Canada, in conjunction with various government agencies, including the Office of the Superintendent of Financial Institutions and Canada Mortgage and Housing Corporation, as well as the ongoing collaboration and information sharing done through the working group with provincial and municipal officials.

Chapter Four

New Mortgage Rules – What does it mean?

WHAT IT IS: As of Oct. 17, a stress test used for approving high-ratio mortgages will be applied to all new insured mortgages – including those where the buyer has more than 20 per cent for a down payment.

The stress test is aimed at assuring the lender that the home buyer could still afford the mortgage if interest rates were to rise. The home buyer would need to qualify for a loan at the negotiated rate in the mortgage contract, but also at the Bank of Canada's five-year fixed posted mortgage rate, which is an average of the posted rates of the big six banks in Canada. This rate is usually higher than what buyers can negotiate. As of Sept. 28, the posted rate was 4.64 per cent.

Other aspects of the stress test require that the home buyer will be spending no more than 39 per cent of income on home-carrying costs like mortgage payments, heat and taxes. Another measure called total debt service includes all other debt payments and the TDS ratio must not exceed 44 per cent.

Chapter Four

Mortgage Rules (New)

WHO IT AFFECTS: This measure affects home buyers who have at least 20 per cent for a down payment but are seeking a mortgage that may stretch them too thin if interest rates were to rise. It also affects lenders seeking to buy government-backed insurance for low-ratio mortgages.

The new rules restrict insurance for these types of mortgages based on new criteria, including that the amortization period must be 25 years or less, the purchase price is less than \$1-million, the buyer has a credit score of 600 and the property will be owner-occupied.

WHY?: The government is responding to concerns that sharp rises in house prices in cities like Toronto and Vancouver could increase the risk of defaults in the future should mortgage rates rise.

Vancouver and Toronto are the two real estate markets that are of most concern for policy makers at all levels of government. These measures appear to be targeted at those markets.

CONCLUSION

What To Expect From Me...

Most people do not realize the complexity of mortgage products. My goal is to research the mortgage market using my knowledge and resources to find the best product to suit your needs.

Quite often, clients focus too much on interest rates. Rate is a very important part of a mortgage, but it is not the only factor. My goal is to provide you with a very competitive rate along with a mortgage product that will enable you to be “Mortgage Free” as quickly as possible. Tools such as repayment privileges, portability, assumability, increasing and blending of interest rates are only some of the features you need to include in your consideration. The selection of mortgage product is key to your financial freedom. We have no doubt the largest selection anywhere in Canada.

Trust plays a large part in our success. All of my clients are referred to me. I take the time to process every application with the respect each client deserves. My service is second to none. My administration staff facilitates the flow of business and co-ordinate everything necessary to ensure your mortgage closes smoothly. You have my commitment that we will monitor your file through closing.

By keeping in touch after closing, I will answer any questions you might have and share my knowledge with you to save you money.

**Call Me For More Info!
Your Mortgage, Your Choice
905-450-5553**

**email: Nelia@yourmortgageyourchoice.ca
www.yourmortgageyourchoice.ca**

SIGN UP FOR FREE

