



This edition of Rate-Watch has our latest, best national rates for Canadian mortgages. You may qualify for even better discounts or regional specials, so be sure to contact us to learn about all your rate options.

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Our Best Rates

Terms	Posted Rates	Our Rates
6 MONTHS	4.45%	4.40%
1 YEAR	3.50%	2.75%
2 YEARS	3.55%	2.99%
3 YEARS	3.95%	2.89%
4 YEARS	4.64%	2.99%
5 YEARS	5.14%	3.29%
7 YEARS	6.35%	3.99%
10 YEARS	6.75%	3.99%

Rates are subject to change without notice. *OAC E&OE

Other Rates:

CURRENT PRIME RATE IS 3.00%

PRODUCT	RATE
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Variable Rate Mortgage: Prime - 0.10	2.90%
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Lower rates may be available in certain regions, or to those with higher credit scores or higher net worth – be sure to check with us for full details.

Rates are subject to change without notice. Fixed mortgage rates shown in table above and quoted variable mortgage rates are available nationally to qualified individuals.

Collateral or Standard Charge

Collateral versus Standard Charge Mortgages

Another lender has moved to collateral charge mortgages so it's becoming increasingly important to understand the differences between a collateral and standard charge mortgage. Which is better for you? It all depends on your preferences and future needs.

Collateral charge is ideal if you want to be able to access your equity for debt consolidation, renovations, or to invest in property or investments easily and cost effectively. Your mortgage is registered for the same or more than the property value; 100% at ING, 125% with TD Bank, which is why you can access your equity. The downside is at renewal because your negotiating ability with your lender may be affected; it is harder to switch lenders without getting a new mortgage and paying legal fees. In addition, the lender may be able to seize equity to cover other debts with that same lender.

Offered by the majority of lenders, **standard charge** is ideal if you won't need to refinance your mortgage during your term, and if you want to have the ability to easily and cost effectively move from lender to lender at renewal. If you have a standard charge and need to borrow more, you have the option of a second mortgage or line of credit. Some lenders offer both – standard charge mortgages and HELOCs, which are often a collateral charge.

Whether you're buying your first or next home, getting ready for renewal, taking out some equity for debt consolidation, renovations, or investing, let us help you get the right mortgage type (collateral or standard charge) with the rate and features matched to your needs.

Serving the Waterloo Region, Guelph and Milton

LOOKING FOR A MORTGAGE...CALL ME TODAY!

MORTGAGE INTELLIGENCE

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