

## Product Update.

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### *Just an Insight.*

In the last month or so the product market has slowed down a little. I remember just a couple months ago when company's were going mad to try and improve and be the best and most product friendly company. Now that they've all pretty much met each other things have come to a halt. Sure things are changing almost daily on my end, however, nothing drastic enough to affect you the mortgage consumer. We do have a

couple new insurer's who should be hitting the Canadian market by the summer time. This will make the market on my side go nuts once again, almost guaranteed. We each year in Canada approach the rules of the USA. And being down there for the last week learning, there's some exciting things that may happen here sooner than later.

## Canadian Mortgage Awards Update.

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### *Nominated for 'Best Newcomer, 3 Years or Under.*

Well I did not win this years honour of Best Newcomer in Canada, which was the first time that this award has been given out. It was a true honour being nominated and to be single out with four other industry professionals. I couldn't have been more excited and joyous with the weeks that led

up to the event. I had a lot of people coming up to me to congratulate me. Even people in Ontario saw me and made sure to say congratulations. Thank you to all of you who have made the first few years of my career successful and fun. All the best.

## What about rates?

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### *Rates are staying put.*

Well as most of you may know or don't, the Bank of Canada did NOT increase the overnight lending rate once again this past Tuesday. They have not increased it since last May. So we're closing in on a year of steady payments. We figure by the end of this year the Bank of Canada will actually drop the overnight lending rate, which in turn brings down the variable rate. So positive news here for a lot of people; even

myself. As for fixed rates we're looking good as well. Starting this week the major lending institutions have started to decrease their fixed rates. I had one major lender come into my office yesterday and he's confident his company may go under the 5% plateau once again for a five year fixed. Even at the rates today or even in the 6% mark we're doing amazing. Borrowing large amounts of money for this cheap is excellent

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As always, please don't keep me a secret; if you find this and my other commentaries helpful, please share them with your family and friends. If you, or anyone you know, is not receiving on-going mortgage planning with their mortgage, have them call us for a FREE mortgage consultation. Make sure to check out my website for a handful of very useful information.

*Please contact me for further information, or if you would like to talk specifically about your Mortgage Action Plan:*



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