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DID YOU KNOW...

That your realtor can act for you on a purchase through a developer's sales centre?

The majority of developers respect the rights of the buyer to have the independent representation of a licensed realtor and contrary to what many believe, the developer will not reduce the price by the amount of the realtor commission if you act alone.

In fact, whatever price reduction was offered many only have been the tip of the iceberg had you been professionally represented in the transaction. Often developers will quietly notify realtors of special price incentives that are not advertised at the sales centres.

Welcome to the November issue of the *Real Estate Journal*, which is designed to help keep you in the know regarding Real Estate and Mortgage related matters!

This month's edition discusses the impact of the Federal election on interest rates, as well as what being on Maternity or Paternity leave means when shopping for a new home or renewing your existing mortgage. We also offer tips on how to save energy and water in your home. Please let me know if you have any questions or feedback regarding anything outlined below.

Thanks again for your continued support and referrals!

In This Issue



Trudeau Deja-Vu

October 21, just two days after the sweeping change brought in by the Federal Election, the Bank of Canada had their scheduled meeting and, as expected, once again determined to leave interest rates unchanged in an announcement that included language suggesting rates are going to remain stable through 2016 and into 2017. No kneejerk reactions for the level heads that dictate a large part of monetary policy. Good to see.

So what does the other news of the week mean for us and our mortgage?

The election results and subsequent media coverage have been more a story of Justin Trudeau the man, than the story

calm, cool, and collected as Mr. Trudeau appears to be.

Maternity & Paternity Leave & Your Mortgage

Often the impending arrival of a new addition gives one pause to re-evaluate their current environment. We often decide that bigger cars and bigger living quarters are in order and ideally try to take care of these things prior to the big day, or very soon thereafter.

There are a few key points around mortgages and new additions.

1. The monthly payment on a leased or financed car can have a limiting effect on mortgage qualifications.

LEST WE FORGET
 In support of all of those who fought for our freedom and those who continue to help keep Canada a great place to call home, be sure to wear a poppy leading up to Remembrance Day! And please join in on the two minutes of silence on November 11th at 11am.

of the sweeping win for the Liberal party. No doubt many home owners went to bed Monday Oct 19th wondering if, on collective spending promises exceeding ten billion dollars, they would be waking up to increased interest rates the very next day. Clearly, not so far.

One man, or even one political party, cannot claim complete responsibility for the steadily lower interest rates we have enjoyed over the past decade, which for most households has meant dollars in their pockets. Nor can one man or one political party be thought to have an immediate or even short-term impact on the economy such that interest rates rise by any significant amount in the immediate future.

Adjusting interest rates, along with the economy of Canada, is a bit more complicated process. It is contingent on many things which are well beyond the control of any one man, even one as

Housing first, vehicles second.

2. Being on maternity or paternity leave while shopping for a home is not a showstopper. The key is a job letter that clearly defines a return to work date, i.e., you have a full-time income position to return to.
3. Being on maternity or paternity leave, or even having a new car payment in your life will not affect your ability to renew your mortgage with your current lender, although it can make moving to a new lender more difficult.

Before adding a car payment, or before listing you current residence for sale, give us a call.

As always, I'm here to help!

Green Housing Tips



Many Canadians are looking for ways to save money and the environment by conserving water and energy consumed within their households. The [green housing section](#) of Canada Mortgage and Housing Corporation's (CMHC) website is a great reference for tips on ways you can make your home greener.

Along with the valuable and reliable content, this section is filled with [videos](#) that cover a wide variety of eco-friendly housing topics. They provide helpful tips and practical information on sustainable housing practices and technologies. The videos can be accessed directly through the link above or via CMHC's [YouTube channel](#).

The green housing section of the website also includes helpful information related to:

- Saving Energy at Home
- Saving Water at Home
- A Healthy Indoor Environment
- Building and Renovating
- Energy Efficiency Building Envelope Retrofits

For more information, visit www.cmhc.ca or follow CMHC on [Twitter](#), [YouTube](#) and [Flickr](#).

About

ROYAL LEPAGE

Royal LePage is Canada's oldest and largest Canadian owned real estate company. Founded in 1913 by Albert LePage when he was just 26 years old, Royal LePage is now Canada's largest real estate company with more than 14,000 agents in more than 600 locations across the country. And we firmly believe that you can only become the oldest and largest company by being the best.

Over the years, we've learned a lot about real estate – and how to provide the best possible service for our clients. Since the mid-1990s, Royal LePage has more than tripled the size of its sales force and almost doubled its market share.

Throughout our successes, we remain dedicated to helping you through the real estate process. Our commitment to innovation and customer service is as strong as ever.

We offer all of our REALTORS® – from those serving tiny communities to those in major urban centres – strong support

from our national pool of knowledge, skill and technical expertise. We regularly invest time, money and resources to develop and provide the knowledge and tools they need to best market your home, including:

- Up-to-date information about local market conditions
- Quarterly housing reports
- Creative brochures and newspaper ads to showcase your home
- Ongoing negotiation, marketing and technical training

This communication is not intended to cause or induce breach of an existing agency agreement.

**Not intended to solicit Buyers/Sellers currently under contract.