



# HOMEHAPPY FINANCING GUIDE



Buying a home is a big deal,  
so don't flounder alone.

The Home Happy Team is a group  
of industry experts who will help  
find the best mortgage for you.

We're **HAPPY** to hear from you  
anytime via text, phone or email

**email:** [team@homehappy.ca](mailto:team@homehappy.ca)

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**phone:** 604-833-4663 (HOME)

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**find us:**     

# MEET THE TEAM



## MIKE LLOYD

### HEAD HONCHO OF HAPPINESS

Mike strives to make every client's mortgage strategy the best solution for their goals, and offers exclusive products to better serve you.

- Over 20 years of experience in lending management.
- 10+ years as an independent mortgage consultant.
- Founded Canadian Mortgage Experts in 2011, and led the franchise to become the largest Dominion Lending Centre.



## KALYNKA CIEJEK

### CO-AUTHOR OF HAPPY STORIES

Together, let's navigate the path towards your dream home and create an experience that is joyful, rewarding, and filled with beautiful memories.

- Extensive experience in the financing industry since my first job.
- Strong background in delivering exceptional customer experiences.
- Client-oriented, dedicated, and solution-focused.
- Expert in building and nurturing lasting client relationships.



## LOUISE LLOYD

### DIRECTOR OF ONGOING HAPPINESS

Louise supports the team in administering external marketing programs with her keen artistic eye and passion for detail.

- Experienced senior operations manager with a restaurant and retail industry background.
- Dedicated, efficient, and creative.
- Enjoys art, travel, swimming, and field hockey.
- Maintains back of house business administration, and cares for referral partners.



## TINA KENVILLE

### MORTGAGE ADMINISTRATOR

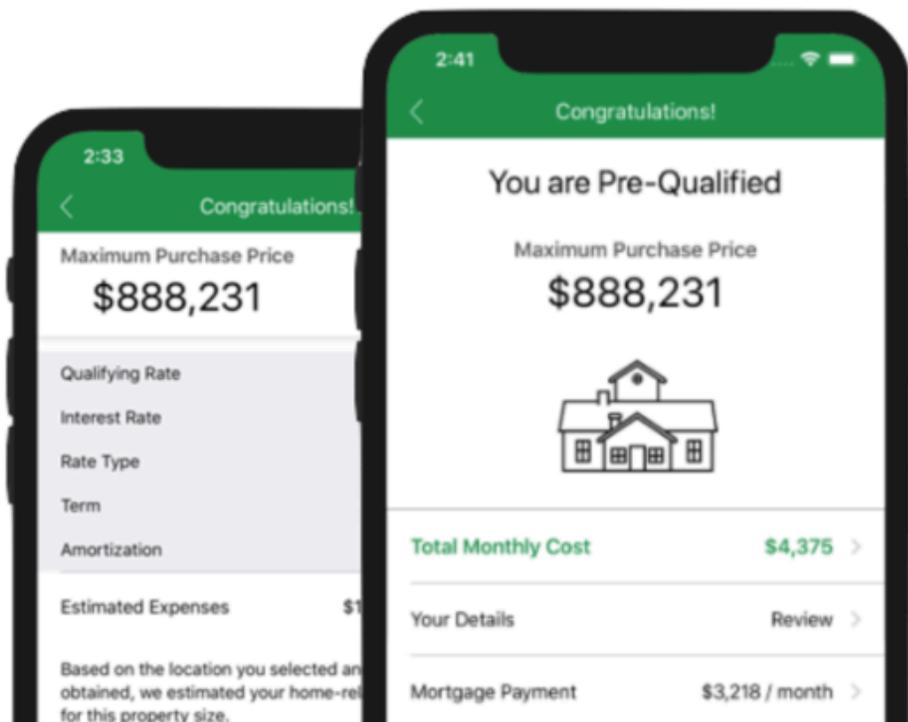
Tina Kenville is the friendly and efficient Mortgage Administrator, ensuring every step of the mortgage process goes smoothly and with a smile!

- Expert in processing applications, managing documents, and ensuring compliance.
- Detail-oriented and dedicated to supporting clients and brokers.
- Passionate about integrating modern technologies to improve business operations.

# THE HOMEHAPPY MORTGAGE APP



Download our Free Mortgage App Calculator or scan the QR code on your phone.



# WHY USE THE HOMEHAPPY TEAM?



Buying a home is a big deal. It's exciting, but it can also feel overwhelming — the paperwork, the rates, the rules, and the “are we making the right choice?” moments.

That's where we come in. We're the HomeHappy Team, and here's what you need to know about us:

1



## WE DON'T JUST GET YOU A MORTGAGE — WE BUILD YOU A PLAN

Most people think getting a mortgage is about finding the lowest rate. That's what the banks want you to believe. But here's the truth: the lowest rate doesn't always save you money. It can actually cost you more if it locks you in, limits your options, or doesn't fit your life.

We look beyond the rate to build you a plan — one that saves you money now and keeps you in control for the future. Whether you're buying your first home, upgrading, or investing, we make sure your mortgage works for you, not against you.

2



## WE TAKE THE STRESS OFF YOUR SHOULDERS

You shouldn't have to navigate this alone. We explain everything in plain language, handle the details behind the scenes, and keep you in the loop at every step. No jargon. No surprises. No “we'll get back to you in 5-7 business days” nonsense.

3



## WE'RE INDEPENDENT — WE WORK FOR YOU, NOT THE BANK

When you walk into one bank, you get one option: theirs. When you work with us, we shop dozens of lenders — big banks, credit unions, alternative options — to find what's best for you.

More choice = better fit = peace of mind.

4



## WE STAY WITH YOU AFTER THE KEYS ARE YOURS

Most people get their mortgage and never hear from their lender again... until renewal time, when it's too late to make smart moves. Not us. That's why we've invested in **HomeBrew**, our free monthly update that shows you: your current mortgage and equity, where you could save money and when it's time to make a move. Think of it like a health check-up for your home — always keeping you one step ahead.

5



## WE ACTUALLY CARE

This isn't just business for us. We know what's at stake: your home, your family's future, your dreams. That's why we take the time to understand what matters to you — and why our clients trust us, stay with us, and send their friends our way.

**Bottom line:** We're not here to sell you a mortgage. We're here to guide you through one of the biggest decisions of your life, make it easier, and set you up to win — today and in the years ahead. That's what it means to work with the HomeHappy Team!

# THE 9 STEP HOME BUYING PROCESS

## 1. QUICK CALL

We start with a video chat to learn what you're looking for, when you want to buy, and what's most important to you.

## 2. YOUR GAME PLAN

We build a personalized plan — what you can comfortably afford, how to structure your mortgage, and what documents we'll need to get you ready.

## 3. GET PRE-QUALIFIED

We look into all the aspects of your mortgage, we smartly structure it, we chat about all the numbers so you know exactly what you can spend and can make strong offers with confidence.

## 4. START HOUSE HUNTING

With your pre-approval in hand, you and your realtor search for the perfect home. We're here to run numbers and answer questions on any property you're serious about.

## 5. MAKE AN OFFER

When you find "the one," we help make sure your offer is protected with the right conditions and timelines.

## 6. FINAL APPROVAL

Once your offer is accepted, we finalize everything with the lender, order the appraisal (if needed), and work closely with your lawyer and insurer to keep things moving.

## 7. KEYS IN HAND

On possession day, you get your keys and move into your new home — stress-free, knowing every detail was handled.

## 8. ONGOING SUPPORT

Even after you move in, we've got you covered. Our **HomeBrew Report** keeps you updated on your home's value, mortgage, and opportunities — so you're always ahead.



# WHAT IF I NEED A CO-SIGNER?



Don't worry. If the lender asks for a co-signer when you apply for a mortgage, it doesn't mean you're being refused. You're close to approval, but the lender needs a bit more security that the loan will be paid on time without difficulty. A lender asks for a co-signer when you lack either the appropriate credit or income required to service the loan.

If it's a question of credit experience, you may lack the history or amount (credit cards, loans) to prove yourself. Or, your current debts are too large to debt service, but they believe you can pay those debts and the mortgage payment. If the concern is poor credit, time and responsibility are what the lender is looking for.

## WHAT IS A CO-SIGNER?

There are two ways to be a co-signer, and each has pros and cons. A guarantor is only on the mortgage documents, while a co-borrower goes on property title with the borrower. To determine what's best for your situation, seek independent legal advice.

## HOW TO REMOVE A CO-SIGNER FROM YOUR MORTGAGE

When you feel ready to handle your mortgage solo, contact your lender to request co-signer removal. They check your information — like employment, income, and debt — to see if you qualify. If not, the co-signer remains until you do.

## WE WON'T HIDE BEHIND A MASK

Our goal is to be as transparent as possible.

The HomeHappy Team arranges your mortgage free of charge. If in a difficult situation where clients don't meet standard mortgage approval guidelines, there may be a fee. That being said, we quote you upfront, so you can decide what's best for you before we proceed.



At HomeHappy, we help you build your story. Our goal is to provide personalized guidance at every stage of the mortgage process.

# FEES AND CLOSING COSTS

Below, we've outlined possible costs while in the mortgage approval process, so there are no surprises along the way. Informed buyers make the best choices.

**We want to show you exactly what to expect.**

Click Here



CLOSING COST	APPROX COST	THINGS TO CONSIDER
GST (5%)	<a href="#">Calculate your cost here</a>	Applicable to new home purchases only.
Legal Fees and Disbursements	\$1,200-\$1,500	Lawyer or notary fees for legal transaction relating to purchase, mortgage registration and title.
Property Transfer Tax	<a href="#">Calculate your tax here</a>	Some exemptions apply for first time home buyers and new builds.

## APPRAISAL FEES

Adjustments (Property Tax and Strata)	TBD	You must reimburse the seller for any pre-paid expenses like taxes or fees.
Home Inspection Fee	\$275+	It is optional but highly recommended to have an inspector evaluate the structure and condition of the property and identify problems prior to purchase.
Title Insurance/Survey Fee	\$200+	Survey shows where the house sits on the plot. Title insurance protects both the lender and home owner. (At lenders discretion.)
Home Insurance	TBD	Fire insurance is required for non strata homes while content insurance is optional.
Moving Expenses	\$1000 +	

# WHAT IS CREDIT?

*Swiping your card is easy, but you may be doing more damage than you realize*

## WHAT IS A CREDIT SCORE?

More important than ever, your credit score evaluates your risk level as a borrower. Your score is generated by 2 main organizations: TransUnion and Equifax. A number between 300-900, it determines what rates and mortgage products lenders will offer. For example, the rate difference between a credit score of 680 and 720 could be as much as \$55 per month.

Your credit score is fluid and always changing— a poor score isn't permanent. But it can take 3 to 6 months for the changes you make to reflect in your score. The sooner you start, the better.

All your creditors report how much you owe, monthly payment, and whether you pay on time. The longer you have credit reporting to the credit bureau without late payments, the higher your score climbs.

Lenders want to see two forms of revolving credit, like credit cards, with limits above \$2,000, and a clean payment history for 2 years. A great credit score includes keeping the balance on your cards below 65% of the limit.

### Do you know how important your credit is when determining your:

- Ability to secure a mortgage?
- Ability to refinance your home?
- Eligible interest rate?

### What determines your score?

- How long you've had credit
- History of repayment (whether or not you're on time matters)
- Credit mix. How many cards, loans, or lines of credit you have
- Credit utilization -- basically, how reliant are you on non-cash funds
- New credit. The number of recently opened accounts and hard inquiries made by lenders when you apply.

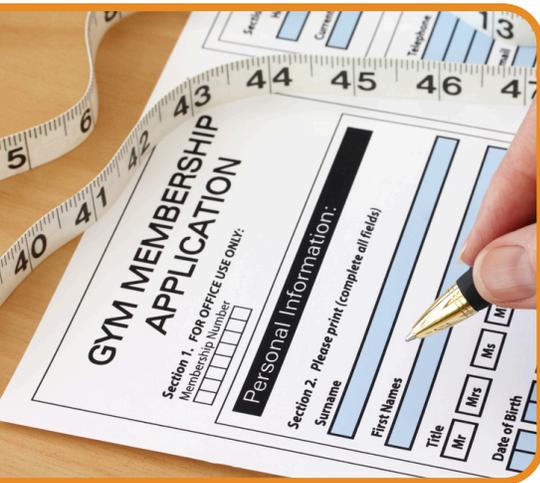
## DO YOU KNOW YOUR CREDIT SCORE?

You can check it through two major companies: TransUnion and Equifax. And don't worry—checking your score won't lower it. Click on either logo to check your credit score.



A credit reporting agency needs a track record of how you've managed credit before it can calculate a credit score.





### Important things to note:

Your utility bills, cell phone, gym membership, car insurance, etc don't give credit for timely payment. They only register on your credit report if you don't pay. If you want to dispute a charge, it could show as a collection and drastically lower your credit rating. It's better to pay the owed amount, and dispute your case afterwards.

Bankruptcy and Credit Counselling programs make it near impossible to qualify for a mortgage until you are done and reestablished new credit. If you are considering one of these options, don't rely only on your trustee's advice. Talk to us about how this will affect your ability to purchase a home.

## SIMPLE SECRETS TO A BETTER CREDIT SCORE

*Here are 6 steps to improve your score, and get you back on track to great credit!*

- 1** Don't collect credit cards. Don't apply for too much credit at once. The credit bureau sees this as a sign of financial trouble.
- 2** The best way to improve your credit is to make payments on time. Late payments lower your credit score, especially on your credit card, mortgage, or car payment. Even if you only pay the interest, it keeps your score at a relatively decent level. If you can't make a payment, contact your lender before the due date to make alternate arrangements.
- 3** Never exceed your credit limit. Even going \$5 over could result in costly overage fees, and negatively impact your score.
- 4** Spread your spending. It's better to have 2 cards at 50% than 1 card nearly maxed. Lower card balances also saves you money on interest payments.
- 5** Don't close unused credit cards. If you have a low interest card you don't use, keep it open and use it periodically. Having a zero balance card actually improves a low score! It's also great to have a diverse credit mix to show lenders you can manage different types of credit.
- 6** Keep your accounts out of collections, and stay on top of bills. Setting up automatic payments is a great strategy to never miss due dates. Missed bill payments will cause the lender to send the credit to a collection agency, and it will stick on your credit history. This applies to parking tickets, cable bills, cell phones, and hydro too.

# THE “PAPERWORK,” EXPLAINED

Think of the paperwork as **your story on paper**.  
The lender won't meet you in person, they meet your file.

Each piece is a short chapter: who you are, how you're paid, where your savings live, and the home you're choosing. Put together, it answers two simple questions:

**Can you do this comfortably?** and **Is this the right fit, for you and the lender?**

**Why we ask:** not to make things hard, but to make your approval **strong** and your plan **smart**.

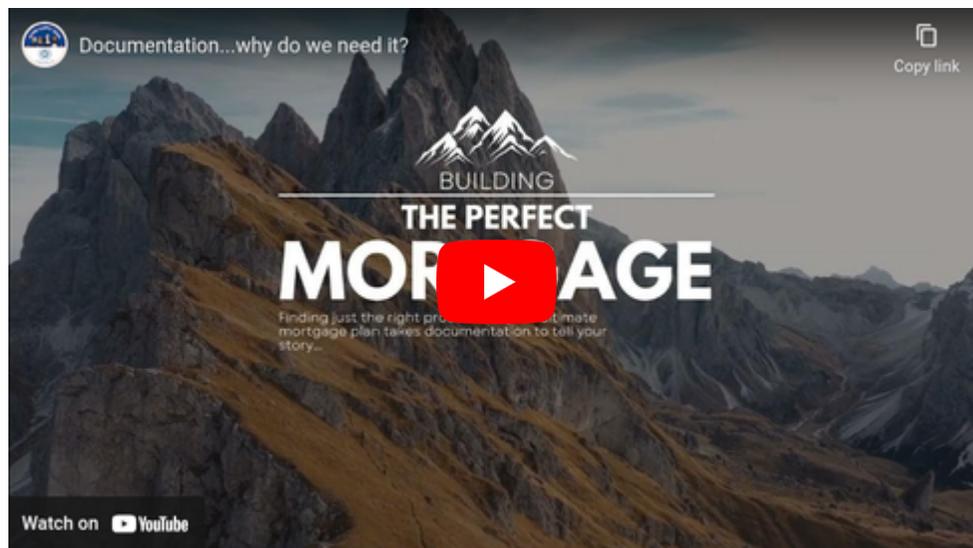
With the right pieces, we can place you with the right lender, design a structure that protects your cash flow (not just chase a rate), and prevent last-minute surprises.

## What it does for you:

- Turns a generic offer into a **tailored strategy**.
- Opens doors to **better options** and smoother conditions.
- Saves time by **reducing back-and-forth** and “can you also send...” moments.
- Sets you up for future moves—renewals, refinances, and opportunities.

How we keep it light: we request in small steps, only what's needed for the stage you're in, through a secure, simple upload. If something's tricky to find, tell us, we're here to make this easy.

**Bottom line:** you focus on the dream; we'll curate the chapters and present your story so it gets a confident yes



# DO YOU NEED HOME INSURANCE TO GET A MORTGAGE?



If you are applying for a mortgage in order to purchase your home, your lender will require you to obtain house insurance before the closing date. Although making the mortgage payments is your responsibility, your lender has a stake in your property so making sure it is properly insured protects their investment.

## HOME INSURANCE PROTECTS YOU FROM:

- Damage to your home
- Damage to your personal property
- Personal property stolen from your car
- Liability
- Accidental damage to someone else's property

**We have access to Home Insurance experts who can ensure not just a great price, but the right coverage.**

# MORTGAGE PROTECTION PLAN

## Protecting Your Mortgage is Easy and Important

Life is complicated — we can't predict the ups, downs, twists, or turns. Illness or death can happen to anyone, at any time. If your family has a major life changing event, would you be OK?

### ARE YOU SINGLE?

"If something happens to you, can you get someone to make your mortgage payments for you?"

### ARE YOU MARRIED?

"What happens if you can't pay your mortgage? Is your spouse able to pay for you?"

## DID YOU ANSWER NO TO EITHER OF THOSE QUESTIONS?

Nearly 44% of Mortgage Protection Plan (MPP) claims are made in the first 2 years, and nearly half of mortgage foreclosures are due to medical problems.

Without protection, you risk losing everything you've worked for. With today's high cost of living, it's more difficult to save than ever before. An unexpected death or illness can be financially devastating. The MPP was created as an affordable, simple, and convenient solution to secure your family's financial well-being in the event of death or disability. An MPP is more affordable than you think. In fact, a typical couple can save thousands compared to buying a term life insurance policy. And MPP premiums don't automatically increase as you age. Insurance through work is only meant to cover income replacement, not pay out your entire mortgage and cover any associated penalties.

There's no reason to gamble — insure your mortgage now and cancel any time. Manulife's MPP will refund all your premiums if you find a better solution within their 60-day guarantee period (or even if you change your mind).

## HOW AND WHEN DO I SIGN UP?

Once your mortgage is approved, we review your insurance options. This is when you decide to sign up for the Mortgage Protection Plan. If you do, you complete a standard form with some basic medical questions. Each application is underwritten immediately, so you know if you're approved or not.

***Can you afford NOT to insure the biggest investment of your life? Talk to us about MPP today!***

As your Mortgage Broker, the HomeHappy Team feels strongly that you understand the options available to you at a bare minimum.



Our most preferred coverage route. Just like the HomeHappy Team, Portfolio Planning are the experts, in all aspects of personal insurance coverage & can give you the right advice, highly recommended! [Read more](#)



Mortgage Protection Plan®

When it comes to the future, a lot of things are up in the air. That's why it's important to be as prepared as possible in case the unexpected happens.

Mortgage protection insurance is worth looking into to help make sure you have the right coverage in place for you and your family. [Read more](#)

# RATE VS PLANNING

## The Strategy Behind a Smart Mortgage

Most people start their mortgage journey by chasing a rate. But here's the truth — a great mortgage isn't built on a number, it's built on a **plan**.

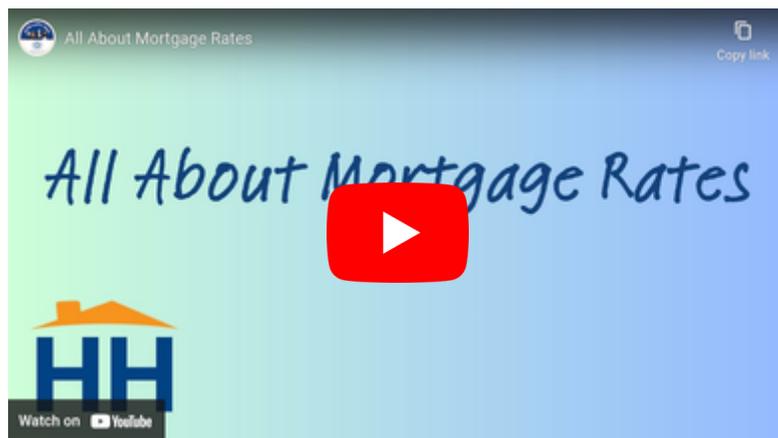
The HomeHappy Mortgage Team looks beyond rates to design a strategy that actually moves you closer to your goals. A mortgage should tell your story — where you are now, where you want to go, and how we can help you get there faster and smarter.

### What Planning Really Means:

- **Structure:** Making sure your mortgage fits your lifestyle, not the other way around.
- **Flexibility:** Building options that keep you confident no matter what the market does.
- **Strategy:** Using your mortgage as a tool — to grow equity, manage cash flow, and create long-term financial freedom.

### Why It Matters

Anyone can quote you a rate. But our role is to help you play the game smart — with clarity, confidence, and a plan that lasts long after your keys are in hand.



# THE PITFALLS OF RATE SHOPPING

## Why “Lowest Rate” Doesn’t Mean “Best Deal”

It’s tempting to pick the lowest mortgage rate you see. After all, lower rate = less cost... right? Not always. Here’s what most people don’t realize:

### 1. The Lowest Rate Isn’t Always the Lowest Cost

- **Huge penalties** if you need to break early (life happens: job changes, divorce, kids, opportunities).
- **No flexibility** to make extra payments or adjust your mortgage when you need to.
- **Limited portability** — meaning if you move, you may have to pay thousands to get out. A slightly higher rate with the right terms can save you thousands more over time.



### 2. Rate-Only Thinking Can Backfire

Focusing only on today’s rate ignores the big picture:

- How will this mortgage set you up to save long-term?
- What’s your exit strategy if life changes?
- Does this structure help you build wealth — or trap you in debt?

Banks know most people shop on rate — and they design their “lowest rate” products to protect their profits, not you.

### 3. A Mortgage is More Than a Number

Your mortgage is likely your **biggest financial tool**. It can:

- Help you pay off debt faster.
- Give you access to equity when you need it.
- Save you tens of thousands over your lifetime.

Or... it can cost you, if all you bought was “cheap.”

## REAL-LIFE EXAMPLE

### Meet Sarah

Sarah chose the lowest rate she could find. Two years later, a job transfer forced her to sell.

**Her penalty? \$11,000.**

If she’d chosen a mortgage with flexibility — just 0.25% higher — her penalty would’ve been **\$1,200.**

That “cheap” rate cost her almost 10 times more.



### Bottom Line

Shopping by rate alone is like buying the cheapest parachute before jumping out of a plane — it feels smart until you need it.

At **HomeHappy**, we don’t sell “cheap.” We build **smart mortgage strategies** that save you today and protect you tomorrow.

**Before you sign anything, talk to us. We’ll make sure you’re choosing a plan that truly works for you.**

# PURCHASE PLUS IMPROVEMENTS MORTGAGE

## *Four Reasons to Buy Today*

Have you found a great home that's almost perfect? All it needs is a fresh coat of paint? Some new floors? Or perhaps an enclosed garage? **No problem!**

The Purchase Plus Improvements Mortgage was designed to turn a great home into your dream home.



### **YOUR NEW HOME YOUR WAY**

This product allows you to see a property differently, you can imagine it exactly how you want it, before moving in.

### **INCREASE YOUR PROPERTY VALUE NOW**

Renovations up front mean your home is already worth more than you paid for it! Plus you get to enjoy the benefits right away.

### **THE CHEAPEST WAY TO RENOVATE**

Fixing a home on your Credit Card or Line of Credit can get expensive fast. Bundling the cost with your mortgage keeps it at the lowest rate you can borrow money...your mortgage rate.

### **MORE LISTINGS TO FIT YOUR NEEDS**

With the ability to renovate, more homes may fit your budget. Less expensive homes are perfect for this program because you save on purchase price, and create your dream home all at once. Imagine the possibilities.

***Contact us to take advantage of this product!***

# WHAT HAPPENS AFTER CLOSING



Your mortgage journey doesn't end when you get the keys — it starts there.

At the HomeHappy Mortgage Team, we're not a one-and-done kind of team. We're your partners for the long run — your go-to experts, your sounding board, and your biggest supporters as you grow through each chapter of homeownership.

Think of us as your financial best friends in this journey — here to guide, educate, and celebrate with you long after closing day.

## 1. HOMEBREW - YOUR MONTHLY HOME DIGEST

Each month, you'll receive your personalized HomeBrew report our smart, easy-to-read snapshot of your home's value, equity position, and mortgage details. It tracks your progress, highlights new opportunities, and helps you see how your mortgage is performing — so you always know where you stand and where you can win.

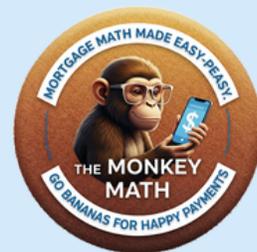


## 2. HAPPYCHAT - YOUR MONTHLY NEWSLETTER

Stay in the loop with HappyChat, our monthly newsletter packed with fresh insights, market updates, home tips, and education to help you make informed decisions. It's designed to keep you confident and connected, every step of the way.

## 3. MONKEYMATH - YOUR PERSONAL MORTGAGE PLAYGROUND

Get hands-on with MonkeyMath, our interactive calculator built to help you play with numbers and scenarios — compare rates, test strategies, or see what happens when you make extra payments. It's the fun (and smart) way to stay in control of your mortgage strategy anytime.



## 4. HAPPYNEST - YOUR PERSONALIZED MORTGAGE PLAN

You'll receive your HappyNest Plan, the custom strategy we've built for you — your roadmap to financial clarity and peace of mind. It's more than a plan; it's your north star for how your mortgage can evolve with your goals and your life.



## 5. OUR EXTENDED NETWORK - EXPERTS AT YOUR FINGERTIPS

Through us, you gain access to our powerful network of trusted partners — lawyers, accountants, financial planners, insurance specialists, realtors, and more. If you ever need expert support, we'll connect you with the right people who share our commitment to your success.

## 6. STAY CONNECTED - ALWAYS ONE CLICK AWAY

You can reach us anytime through our **website**, **Facebook**, **Instagram**, or our **YouTube** channel, where we share weekly videos full of tips, insights, and real stories. We're always here to keep you informed and inspired.

## 7. YOUR HOME HAPPY TEAM - HERE FOR YOU, ALWAYS

Behind every great mortgage strategy is a great team — and that's what you have with us. Our mission is to help you tell your story, build your dream life, and make confident financial decisions every step of the way.

Your journey matters to us and we'll be right here to celebrate every milestone with you.

# REFINANCING 101



Is your mortgage up for renewal? You may have more options than you think including the opportunity to use your home's equity to consolidate debt or improve your financial flexibility.

Let's explore what's possible



# REFINANCING 101

## WHAT IS REFINANCING?

Refinancing replaces your existing mortgage with a new one that pays off the remaining debt of the first, and could provide you with better rates and lower monthly payments.

## OBTAIN A NEW MORTGAGE TO:

- Take cash out of your home for large purchases
- Lower your interest rates
- Reduce monthly payments
- Debt consolidations



By refinancing at the end of your current mortgage term, you may be able to avoid prepayment charges,

## WHAT IS REFINANCING?



Take advantage of low interest rates. Don't let penalties deter you, just let us crunch the numbers first. Breaking your contract for a lower rate can save you money, depending on the penalty and size of your outstanding mortgage.



Access equity (cash) in your home to make large purchases or cover the occasional expenses that arise as a homeowner, like upgrading your kitchen or replacing your roof. Your home equity has a better interest rate than a personal loan.



Consolidate debt. If you have enough equity, you can pay off high interest debt through a refinance. However, it's important to discuss with us to ensure penalties and administration costs don't outweigh your savings.



Change amortization period (the time it takes to pay off your mortgage).



Change your mortgage to a Fixed or Variable product.

# REFINANCING 101

## Methods of Refinancing

### NEW MORTGAGE

Break your existing mortgage contract early and obtain a new one with either the same or a new lender. This allows you to access up to 80% of your home's value. There is a penalty to break your current mortgage, administration, and legal fees to consider.

### HELOC

Add a home equity line of credit (HELOC). This gives you discretionary access to your home's equity (between 65-80% of its appraised value). You're responsible for monthly interest only payments on the outstanding balance, so this is best suited to disciplined people. There's no penalty, so it can be a good way to finance a project without modifying your mortgage.

### BLEND & EXTEND

Blend and extend your existing mortgage. Your mortgage lender may offer you a 'blended rate', which blends your current mortgage rate plus any additional money you borrow at current market rates. Blended rates are usually higher than competitive mortgage rates, so compare the blended rate against the savings if you break your mortgage.



## WHAT ARE THE COSTS OF REFINANCING?

The cost to refinance your mortgage depends on your strategy. There are always legal costs as a lawyer must change the financing on title. And there are possible penalties if you pay down your mortgage before the term due date. It's important to talk to us to ensure the penalty and administration costs don't outweigh the potential savings. We can run the numbers to make sure it makes sense for you.

### How the math works out:

### COST OF REFINANCING

ITEM:	COST
Legal Fees	\$1200 to \$1500
Title Insurance	\$200+
Penalty	3 Months Interest or IRD* *Not always applicable

\*IRD: Interest rate differential penalty. Talk to your Mortgage Expert to discuss how your current mortgage will be affected.

# PENALTIES

## Why do you pay a penalty?

A mortgage locks you into a contract term, and if you break it early your lender loses revenue. You pay a penalty so they can recoup some of their losses before releasing the contract.



Lender penalties can get expensive. We know the costs, and can help you crunch the numbers and look at all of your options.

## PENALTY TYPES

1

### VARIABLE RATE PENALTY (MOST CASES)

3 Month Interest Penalty

$Mortgage\ Balance \times Current\ Rate / 12 \times 3$

2

### CLOSED FIXED RATE PENALTY

3 Month Interest Penalty

$Mortgage\ Balance \times Current\ Rate / 12 \times 3$

Or Interest Rate Differential (IRD) This varies from lender to lender

## TYPES OF PENALTIES

Penalties depend on whether you are in a Fixed or Variable Rate mortgage, and how your lender calculates them. If you are locked into a Fixed Rate you may be charged an Interest Rate Differential (IRD) or 3 month interest penalty. Unfortunately, you pay whichever one is greater.

Your Lender typically uses 2 interest rates to calculate an IRD, and the difference between these amounts is the IRD. They make the calculations for the first rate with either your current or discounted rate outlined in your mortgage contract, or with the posted interest rate when you signed your contract. Your lender then uses a second interest rate with either the current posted rate for a term with a similar length, or the current posted rate for a term with a similar length minus your originally offered discount.

Your lender determines how to crunch the numbers, so this can all get rather tricky. There are many factors at play.

The brass tacks -- we break it down, so you save more.

If you break your contract, you pay. That's why talking to us is so important. Choosing the right mortgage in the first place could save you well over \$10,000 by avoiding penalties.

*IRD's are extremely complex and the calculations vary between lenders, so save yourself the trouble and let us sort it out.*



## Mortgages can be complicated, but The HomeHappy Team is here to make them simple!

Life is already busy enough, and adding mortgage stress to your plate isn't necessary. Let us handle the hard work, so you don't have to. We've got this.

Our team works for you and partners with a variety of lenders. With just one application, we bring you multiple great options. We get lenders competing for your business, ensuring you always get the best rates and terms. Acting as your trusted advisors, we're here to guide you through every step, answer your questions, and make the process clear and stress-free.

We coordinate everyone involved, managing all the necessary arrangements from start to finish. Whether you're buying your first home, consolidating debt, or refinancing, we make it easy and seamless.

**The best part?** Our professional services come at no cost to you. When your mortgage is funded by an institutional lender, they pay us directly—so you get expert guidance at no extra expense. Your best interests are always our top priority.

While much of our work can be done by phone and email, we're happy to meet in person throughout the GVRD to ensure your experience is as personalized as possible.

If you have questions, need assistance, or know someone we can help, don't hesitate to reach out. The HomeHappy Team is always ready to listen and simplify your life.

*We want to help people learn about Real Estate, and so much more.  
Join our discussion and make yourself at home!*

