



THE
PLATINUM
HOME BUYING
EXPERIENCE



Your Mortgage Planning Guide

"The best way to succeed is to teach others"

Presentation Overview



**Here is what you will be
learning about!**

WHAT WE DO FOR YOU

THE TEAM

OUR GUARANTEES

BENEFITS OF HOMEOWNERSHIP

ROI OF REAL ESTATE

PRE-APPROVALS & THE PROCESS

HOW YOU QUALIFY

LENDER & PRODUCT TYPES

TOTAL COST EXPLANATION

KEY STRATEGIES

WHAT TO DO & WHAT NOT TO DO

THIS IS WHAT WE DO

*We create a Memorable
5-STAR Experience
Through High Touch
Communication, Education
& Lending Strategies.*

*Our **Mission** is to help your
family create wealth
through the power of home
ownership and ongoing
support.*



WE WORK FOR YOU!

WHAT WE DO WELL

PRIDE IN HELPING FAMILIES

YOUR GOAL IS TO SAVE MONEY AND FIND THE BEST FINANCING SOLUTIONS. OUR GOAL IS TO HELP AS MANY FAMILIES ACHIEVE THIS RESULT!

NOTHING BEATS EXPERIENCE

3 PARTNERS & 50 YEARS OF LENDING EXPERIENCE
ALL WE DO IS MORTGAGES, YOU WILL BE WORKING WITH EXPERTS, NOT GENERALISTS!

RELATIONSHIPS OVER PROFITS

YOUR FINANCIAL FUTURE IS BASED ON TRUST BUILT TODAY. WE BELIEVE OUR JOB BEGINS THE DAY YOU FUND YOUR MORTGAGE

MEET YOUR TEAM



Alex McFadyen

PARTNER & SENIOR
MORTGAGE ADVISOR



Dean Lawton

PARTNER & SENIOR
MORTGAGE ADVISOR



Deryk Williamson

PARTNER & SENIOR
MORTGAGE ADVISOR



Kim Thomas

Loan Specialist



Joshua Resvick

Loan Specialist



Kaitlyn Jackson

Loan Partner



Amery Ollivier

Loan Partner



Nicole Krah

Success Manager



Kelsey Johnson

Loan Partner



April Jin

Loan Specialist

WE'RE HERE FOR YOU



The Benefits of A TRUE Pre-Approval

THE TRUE Pre-Approval with THRIVE Mortgage co. is an ironclad guarantee that we have done the proper due diligence to protect your best interest in advance of shopping.

Our guarantee includes a \$500 inspection guarantee, our reputation for accuracy means your pre-approval letter is taken seriously by buyers and listing agents.

The True Pre-Approval Benefits

TIME

Your file has been reviewed in advance of finding a home, this saves days, weeks and is often the difference between getting or not getting your home!

WINNING THE BIDDING WAR

Having your pre-approval provides you with the confidence that your file has been reviewed for credit, verified income. You receive a Thrive Mortgage co. confidence letter along with being able to close quicker!

RATE HOLD & EASY UPDATE

Your rate is held for 120 days, along with guaranteed best rates at time of submission. We can continue your pre-approval easily with updated information.



What is The Debt to Income Ratio Based on?

Debt servicing is the comparison of income & liabilities

Gross Debt Servicing - 39%

GDS (Gross Debt Servicing) is the income ratio that can be used to cover the costs of a property. The typical maximum GDS ratio is 39%, you can use up to 39% of your annual income to cover (a) stress tested mortgage payment, (b) property taxes, (c) strata fees' and (d) heat (if applicable.)

Total Debt Servicing - 44%

TDS (Total Debt Servicing) is the income ratio that can be used to cover the costs of the property plus any additional debts, such as vehicle loans, credit cards, student loans and lines of credit.

Stress Test - BENCHMARK

The Stress Test was implemented to ensure that Canadians will qualify for a mortgage at a higher interest rate should rates increase. You are not being charged the higher interest rate, but it does restrict qualification. The Stress Test interest rate fluctuates, but typically is around 2% - 3% above the actual borrowing rate.

DEBT SERVICING EXPLAINED

HOW DOES A LENDER DETERMINE WHAT YOU CAN AFFORD?

GROSS INCOME

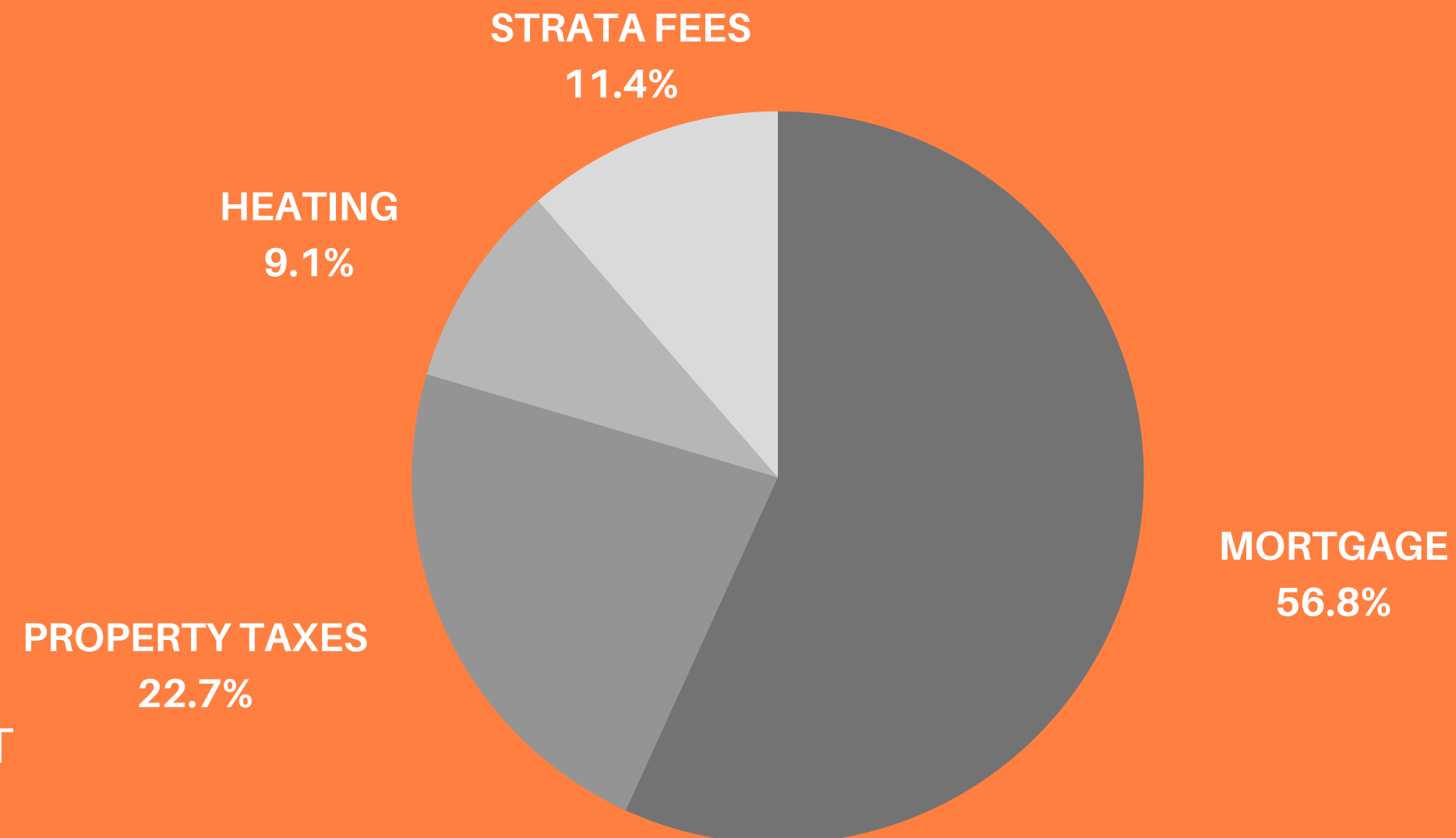
YOUR INCOME AS ACCEPTED BY THE LENDER'S POLICY. ALL LENDERS HAVE A DIFFERENT POLICY.

PROPERTY EXPENSES

THIS INCLUDES THE "STRESS TESTED" MORTGAGE PAYMENT, TAXES, HEAT & STRATA FEES

OTHER LIABILITIES

THIS CAN INCLUDE CAR LOANS, LINES OF CREDIT, CARDS, STUDENT DEBT, CHILD SUPPORT AND MORE.



Non-Restrictive

- Standard IRD or 3 Mo. Penalty
- No Limitations on timing of pre-payment charges
- Standard Charge on Title
- Flexibility to Port
- No Sales Requirements

HOW TO SHOP FOR A MORTGAGE

KEY CONSIDERATIONS

- What do you qualify for?
- Protect your Interests (ie. penalties, flexibility, prepayment goals)
- What is your plan long term?
- Active Management - Who's managing your mortgage?
- Better to have and not need

Restrictive

- Minimum Pre-payment Penalties of 3.5-5%
- Limited Pre-Payment Capabilities
- "Sales Clause" Cannot move mortgage without sale
- Collateral Charge
- Cannot Sell if Arms Length
- Limited Portability

WHAT'S IN A RATE?



The factors that impact your interest rate!



DOWNPAYMENT

5-20%

20-35%

35%+



AMORTIZATION

25

30

30+



LENDER TYPE

BANK

CREDIT UNION

MONOLINE

OTHER



RESTRICTIONS

IRD PENALTY

SALES CLAUSE

PRE-PAYMENTS

COLLATERAL



PROGRAM

RENTAL

CASHBACK

STATED INCOME

PURCHASE PLUS

Lender Types



BANKS

COMPETITIVE LENDER, HIGHER PRE-PAYMENT PENALTIES, NO FURTHER SUPPORT, SLOW TIMELINES & SERVICE, COLLATERAL CHARGES

CREDIT UNION

LOCAL FINANCING, HIGHER RENTAL INCOME USE, 15-20% PREPAYMENT, RESTRICTIVE, SLOW, NO CONTINUED SUPPORT, UNIQUE SCENARIOS

MONOLINE

VIRTUAL LENDER, BETTER SERVICE, LOWER PRE-PAYMENT PENALTY, COMPETITIVE RATES, FASTER TURN AROUND TIMES

ALTERNATIVE / MIC

MINIMAL INCOME REQUIREMENTS, HIGHER TDS REQUIREMENTS, SHORTER TERMS, HIGHER COST, GOOD SHORT TERM SOLUTIONS

DOWNPAYMENT



Does your downpayment amount and source matter?



DOWNPAYMENT

5-20%

20-35%

35%+



SOURCE

SAVINGS

INVESTMENTS

EQUITY

GIFT



TYPE

BANK

CREDIT UNION

MONOLINE

OTHER



LIMITATIONS

NON-FAMILY GIFT

BORROWED?

PRE-PAYMENTS

COLLATERAL



TIPS

DON'T MOVE

GIFT LETTER

1ST TIME BUYER

TIMING

LENDING PROGRAMS



There are thousands of diverse programs available



HELOC

UP TO 80%

INTEREST ONLY

AUTO LIMIT

INCREASING



CASHBACK

1-3%

PAY DOWN DEBT

INCREASED RATE

COVER CLOSING



RENTAL

NET WORK

LEASE VS.

APPRAISED RENT

RATE CHANGE



SELF EMPLOYED

10% STATED

NIAT PROGRAMS

BANK STATEMENT

LENDING



OTHER

REVERSE

MORTGAGE

UNIQUE PROPERTY



PENALTY COMPARISON



What to expect when you break your Mortgage early.

VARIABLE

Penalty Charged is 3 Months of Interest

Mortgage Amount = **\$400,000.00**

Interest Rate = **3.40%**

Penalty = **\$3,400.00**

• $((400,000 \times 2.25\%) / 12) \times 3$

FIXED

MONOLINE PENALTY CALCULATION	BANK PENALTY CALCULATION
Your Current Rate & Remaining Term 23 Months & 3.49%	Your Current Rate & Remaining Term 23 Months & 3.49%
Subtract Current Posted Rate to Closest Remaining Term: 3.74%	Subtract Current Posted Rate to Closest Remaining Term Minus Original Discount 3.24% - 1.3% = 1.94%
Divide by 12 months/year	Divide by 12 months/year
Multiply by Time Left on Mortgage & Balance 3.49% - 3.74% / 12 X 400,000 X 23 Months = \$0	Multiply by Time Left on Mortgage & Balance 3.49% - 1.94% / 12 X 400,000 X 23 Months = \$11,883.33
In this case, the IRD would be \$0, so a 3-Month Interest Penalty Applies \$3,490.00	IRD Penalty is: \$11,883.33
Penalty = \$3,490.00	Penalty = \$11,883.33

The Purchase Process

Purchasing a Home -- *Made Easy.*



APPLY

Provide your information



PRE-APPROVAL

Obtain Pre-Approval Certificate



GO SHOP

Shop for a property with your Realtor



OFFER

Make an Offer and have it Accepted!



CONDITIONS

Subjects Removed. Appraisal Completed if Required



DEPOSIT

Provide deposit in trust to your Realtor



CELEBRATE!

Celebrate & wait until Completion



LAWYER

Sign & Complete at Lawyer's Office. Bring all remaining down payment funds and closing costs



COMPLETE

Take possession of your new home!



THRIVE!

We provide you ongoing financial support!

What To DO & NOT TO DO!

TO DO

- KEEP SAVING
- CONTINUE TO PAY DOWN UNSECURED DEBT
- LET YOUR MORTGAGE TEAM KNOW OF ANY UPCOMING INCOME OR DOWNPAYMENT CHANGES

NOT TO DO

- DO NOT CHANGE JOBS
- DO NOT SPEND YOUR DOWNPAYMENT MONEY
- DO NOT TAKE ON NEW DEBT
- DO NOT MOVE YOUR DOWNPAYMENT AROUND!
- DO NOT BUY A NEW VEHICLE

THRIVE STRATEGIES

Equity Enhancement

- Principle Paydown
- Appreciation
- Sweat Equity
- Rental Income

Variable Strategies

- Frozen Payment ARM
- Convert for Free
- Refinance to Save (discount drop)
- Penalty Protection

Amortization Extend

Why longer is better:

- Lower minimum
- Income protection
- Debt to Income - future investments

Mortgage Free Plan

- Mortgage Retirement Plan - move equity to rentals
- Sweet 16 - 5% escalater
- Accelerated Payments
- OPM - Rent & Win



Equity Outlook



THE POWER OF HOMEOWNERSHIP

TODAY

Value	\$1,000,000.00
Mortgage Balance	\$800,000.00

5 Years

Value	\$1,131,408.21
Mortgage Balance	\$698,784.62

5 Year Equity Outlook

5 Year Estimated Property Value	\$1,131,408.21
5 Year Principal Pay-Down	\$101,215.38
5 Year Total Equity Outlook	\$432,623.59
5 Year Total Investable Equity	\$206,341.95

The table is a look into the future as we estimate your potential property appreciation by using a 2.5% appreciation rate. Additionally we look at how much of your mortgage will be paid off if you were to make consistent monthly payments.

THE ROI OF REAL ESTATE

HOW YOUR HOUSE EARNNS YOU AN INCOME

APPRECIATION

An increase in the value of property over time. The increase can occur for a number of reasons, including increased demand or low supply, or as a result of changes in inflation or interest rates.

PRINCIPLE PAY DOWN

Making payment to a mortgage typically includes principle & interest. In paying down the principle you are decreasing the outstanding balance of the loan increasing the equity.

SWEAT EQUITY

Sweat equity is the amount of work a homeowner puts into his or her home to improve the value of the residence. Sweat equity typically involves improving the appearance of the home or improving amenities.



LIFETIME RATE WATCH

NEW Reduced Rate

1.8%

MORTGAGE
AMOUNT
\$295,500.00

MONTHLY
PAYMENT
\$1,062.91

4 YEARS TOTAL
INTEREST PAID
\$20,202.98

BALANCE
AFTER YEAR 4
\$264,683.30

Existing Rate 3.45%

Penalty to Break = \$4,500.00

*Included in new mortgage amount***

MORTGAGE
AMOUNT
\$291,000.00

MONTHLY
PAYMENT
\$1,320.30

4 YEARS TOTAL
INTEREST PAID
\$38,224.55

BALANCE
AFTER YEAR 4
\$265,850.15

\$257.39 *REDUCED MONTHLY PAYMENT WITH NEW REDUCED RATE*

\$1,166.85 *ADDITIONAL PRINCIPLE PAID DOWN WITH NEW REDUCED RATE.*

\$12,354.72 *Total Monthly Cash Flow accumulated over the remaining years in term.*



WELCOME TO THE CLUB

LET'S THRIVE
TOGETHER



*LET'S CREATE
WEALTH
TOGETHER WITH
THE POWER OF
HOMEOWNERSHIP
AND GREAT
LENDING
STRATEGIES!*

HERE'S HOW YOU THRIVE!

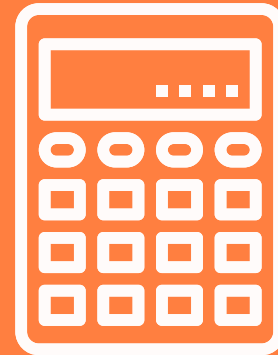
JUST AN EXAMPLE OF
ALL OF THE WAYS WE
WILL PROVIDE YOU THE
BEST LENDING
EXPERIENCE!



Virtual Friendly
All from a
distance & video!



Annual Mortgage
Wellness
Reviews!



We save you
money with
unique strategies



Non bias
Expert lending
advice!



True Pre-
Approval
Guarantees



Over 5000
lending options &
100 lenders



Our relationship
with your family
begins when you
fund!



Ongoing VIP
client
appreciation!



LET'S DO THIS

**YOU WORK ALL DAY AND
NIGHT TO OWN YOUR
HOME.**

**WE WORK DAY AND NIGHT
TO MAKE SURE YOUR
MORTGAGE WORKS FOR
YOU.**

Thrive Mortgage co.

