



Bill Fraser

Your Personal Mortgage Advisor

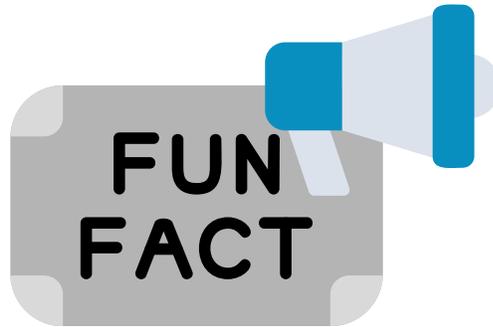
Visland Mortgages

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YOUR FEBRUARY MORTGAGE NEWS

Ah February, the month best known for Superbowl, groundhogs, Mardi Gras, and adding an extra day to our calendars every fourth year. But did you know there was once (and only once in the past 2000+ years) a February 30th?



From 1582-1752, most of the world was migrating from the Julian calendar to the Gregorian calendar. The longer a country waited to change over, the more time you needed to add or subtract from your calendar. In 1712, Sweden was making their move and implemented a one-time-only February 30th to make the transition. Imagine being born on a day that never happened again for the rest of your life?!

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- Reverse Mortgages: A Modern Tool for Retirement Planning
- Pre-Approval VS. Pre-Qualification: Know the Difference



REVERSE MORTGAGES: THEN & NOW

In 1986, a Vancouver accountant created the Canadian Home Income Plan (CHIP) to help seniors access their home equity without selling. Fast forward to 2026, and reverse mortgages have become a popular retirement planning tool – with usage up 40% in the past three years alone.

With rising property values, inflation, longer lifespans, and 71% of Canadians over 75 still owning homes, many retirees are turning to their home equity to supplement income and maintain their lifestyle.

➤ WHAT IS A REVERSE MORTGAGE?

A reverse mortgage is available to homeowners 55+. You can access 15–55% of your home's value, depending largely on your age and location.

Funds can be received as:

- A line of credit
- A lump sum
- Monthly payments
- Or a combination

You must live in and maintain the home, and keep property taxes and insurance current.

Key Benefits:

- No income or credit score required
- You maintain home ownership
- Funds are tax-free
- No impact on CPP, OAS, or other benefits
- Non-recourse loan (you never owe more than the home's value)

Common Uses:

- Home renovations
- Helping family (down payments, weddings, living inheritance)
- Paying off higher-interest debt
- Lifestyle expenses or travel
- Purchasing another property

What Does It Cost?

Interest rates are typically 1–2% higher than traditional mortgages. Upfront costs (legal advice, appraisal, setup fees) generally range from \$1,500–\$3,000.

The mortgage is repaid when you sell, move, or pass away. Early repayment penalties may apply depending on the term.

Are There Alternatives?

You may also consider a HELOC (income required), downsizing, or selling. Each option has pros and cons, the right choice depends on your goals.

If you're curious whether a reverse mortgage makes sense for you or a family member, I'd be happy to walk through the options and compare lenders. Let's set up a time to chat.

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PRE-APPROVAL VS. PRE-QUALIFICATION

Looking to buy your first home? Thinking about making a move? Whatever your goals, when it comes to getting a mortgage, there are the differences between the two as well as a few things you can do in advance to make the mortgage process easier!



Getting Pre-Qualified

The purpose of mortgage pre-qualification is to help you get a general idea of what you can afford when shopping for your new home. Pre-qualification will take your own assessment of your financial status and allow you to come up with a budget for a home, as well as what you can afford for monthly payments.

Getting Pre-Approved

While getting pre-qualified can give you a ballpark estimate of what you can afford, pre-approval means that a lender has stated (in writing) that you do qualify for a mortgage and what amount, based on submitted documentation of your current income and credit history.

A pre-approval usually specifies:

- A term
- Interest rate
- Mortgage amount

And is typically valid for a brief period, assuming various conditions are met.

Benefits of a pre-approval:

- Confirms the maximum amount you can afford to spend
- Can secure you an interest rate for 90-120 days while you shop for your new home
- Lets the seller know that securing financing should not be an issue

Until your mortgage application and sale is completed, be sure you don't quit or change jobs, buy a new car or trade up, transfer large sums of money between bank accounts, leave your bills unpaid, or open up new credit cards. You do not want your financial or employment details to change at all until you have closed on the new mortgage.



DOWNLOAD MY MORTGAGE PLANNER APP TODAY!



That's it for February! From the bottom of my heart, wishing you a great month ahead and hope to see you back here in March.