

DAVE ALBERDA
Mortgage BROKER, AMP



Who is Dynamic Mortgage Solutions



- ❑ Mortgage brokerage opened in August 2012
- ❑ 4 licensed agents
- ❑ Top volumes with 16 lenders
- ❑ Access to best rates and products in the industry
- ❑ 1 year rate holds available on new builds!

Who is Dave Alberda?



- ❑ Married for 14 years in September
- ❑ 2 children: daughter 13 and son 10
- ❑ Coach hockey and on the board of directors, very active in fundraising
- ❑ Investing in real estate in Calgary since 1996
- ❑ 21 years of experience in financial services
- ❑ 19 years of brokering loans
- ❑ 2 years in Financial planning
- ❑ Additional 3 years of investment advising

Awards and Associations



- ❑ Licensed by RECA
- ❑ CAAMP
- ❑ AMBA
- ❑ AMP
- ❑ 2009 Masters Club-Mortgage Alliance
- ❑ 2010 Rookie Of The Year-Mortgage Alliance
- ❑ 2010 Elite Club-Mortgage Alliance
- ❑ 2011 President's Club-Mortgage Alliance

What do we do?



- ❑ Facilitate the mortgage between borrower & lender
- ❑ I don't work for the bank, I work for the client
- ❑ Unbiased advise and guidance
- ❑ Negotiate rate, term, and conditions on their behalf
- ❑ My services are free!!!
- ❑ I use my past experiences for creative solutions

Said Another Way



- Our experience and research indicates that individuals are currently going to use major lending institutions (banks) to borrow money with hidden charges creating additional costs and not maximizing their current financial situation. They could continue using these institutions where there is perceived security or perceived ease of renewing but at a significant cost. My experience and intimate understanding of collateral charges, interest rate differential, and the impact of multiple fixed rate scenarios we will find the correct mortgage for you. We will assist you in understanding your current mortgage, explain all charges, and make necessary recommendations to the proper financial institution resulting in the most effective mortgage based on the current and future economic environment.

But my bank will look after me!



- Bank employees are not licensed by RECA
- No education requirements
- No criminal record back ground check
- Very often, no experience
- No membership to AMBA
- No membership to CAAMP
- No AMP designation
- Biased advise and guidance

Cost of waiting



- ☞ Average home price \$482,702 Feb 2014
- ☞ 5.54% increase over Feb 2013
- ☞ Modest 2% increase = \$9654.04
- ☞ Average mortgage \$335,604
- ☞ 5 year rate 2.69%
- ☞ .5% increase to 3.19% = \$8044
- ☞ Total cost of waiting = \$17,698.04
- ☞ Rent is 100% interest

The \$13,000.00 Renewal Example!



- ☞ All calculations are based on an average \$335,604 mortgage, 5 year fixed term, 30 year amortization, and making monthly payments.
- ☞ The savings below actually add up to \$13,378!
- ☞ Interest saved: \$8044, payments saved: \$5334. Bonus: your balance is \$2709 less leading to more savings!

Loan Amt	Rate	Payment	Balance
\$335,604	3.19%	\$1445.69	\$299,285
\$335,604	2.69%	\$1356.79	\$296,576



Collateral Charge



- ❧ Not switchable or transferable
- ❧ Higher registration costs
- ❧ Lose flexibility and limit options through out term

Interest Rate Differential



- ❧ All fixed rate mortgages in Canada will charge the greater of 3 months interest or an IRD if you break the term early
- ❧ The big banks have a posted rate, and this is used in their calculation, not your contract rate
- ❧ The wholesalers do not have posted rate, they only use your contract rate in the calculation which will save thousands

Free Consultation



- ❧ Please like my Facebook fan page: Dave Alberda-Calgary Mortgage Broker
- ❧ Send me an email dave@dmsteam.ca
- ❧ Call me at (587)354-2000.
- ❧ Free, no obligation, consultation to see how I can save you money on the purchase, refinance, or mortgage renewal of your home.

