

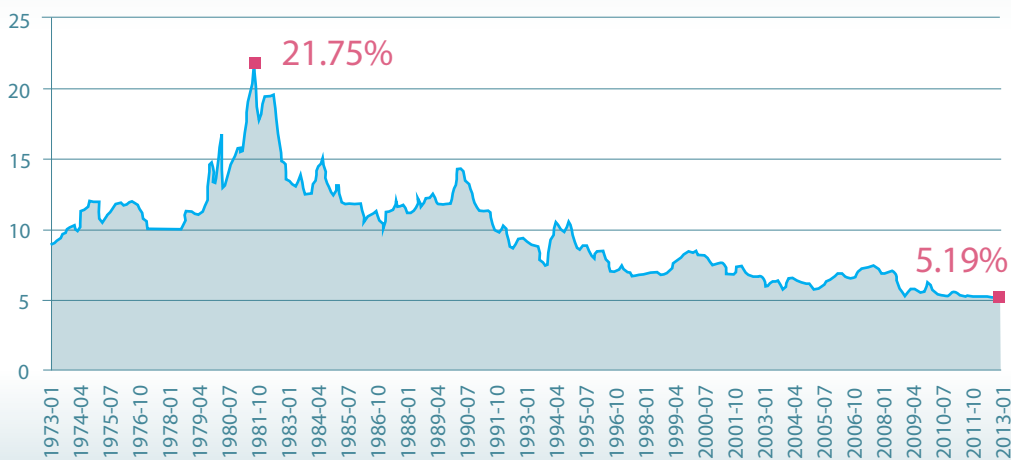
Canada's home mortgage market is still adjusting to the mortgage rules passed in 2012. Although many Canadians feel that recent government changes will impact or delay homebuyers, **59%** of homebuyers said that a required minimum **5%** down payment and shorter 25 year amortization period had little to no impact on their decision to buy.¹

Is Now a Good Time for a **Mortgage?**

Will interest rates increase this year?

Finance Minister Jim Flaherty is encouraging banks not to lower interest rates too much to prevent Canadians from taking on too much debt.² Similarly, the Bank of Canada wants mortgage rates to reach normal levels.² This has prompted many to speculate that interest rates are sure to rise this year. While experts don't see this happening, they feel if rates do rise, the increase will be modest and occur over time.²

5-year fixed mortgage interest rate from 1973 to 2013³



46% of Canadians feel that rates will remain low over the next 12 months, and **49%** expect that mortgage rates will remain low in 2014.^{1,4}

Sources: 1. RBC
2. Financial Post
3. Bank of Canada
4. CIBC

Canadian attitudes on mortgages

45% of Canadians would choose a fixed rate mortgage if they had to decide today.¹

26% of Canadians would choose a variable rate mortgage.

25% of Canadians were unsure of which type of mortgage they would choose.

Percentage of Canadians who would choose fixed rate mortgages if they were to acquire, refinance or renew a mortgage today, by region in 2013:¹

37% of Canadians in Atlantic Canada

45% of Canadians in Quebec

41% of Canadians in Ontario

64% of Canadians in Manitoba and Saskatchewan

47% of Canadians in Alberta

49% of Canadians in British Columbia

Percentage of Canadians who would choose a variable rate mortgage if they were to acquire, refinance or renew a mortgage today, by region in 2013:¹

25% of Canadians in Atlantic Canada

32% of Canadians in Quebec

26% of Canadians in Ontario

18% of Canadians in Manitoba and Saskatchewan

26% of Canadians in Alberta

22% of Canadians in British Columbia

76% of Canadian homebuyers consult their banker for mortgage advice, and **40%** feel that the bank is their primary source of information about financing their home purchase.²

Contact me for more information about the local market or to connect you with a reputable mortgage lender in my network.

Sources: 1. CIBC
2. RBC

Quick facts about the Canadian Real Estate Market

40% of Canadians plan to buy a home within the next two years.²

52% of Canadians feel that now is the time to buy.²

43% feel that home prices will be higher at this time next year.²

40% feel that the housing market is balanced.²