

Dear Clients,

I have been asked by many clients about the variations in rates that many lenders are starting to advertise and the suspicion most have on the ones that seem too good to be true.

Rate is an important feature of any mortgage, however, mortgage **flexibility** is often over looked and it may come at cost in the long run.

My mission, as your mortgage broker, is to ensure that you are aware of **ALL** of the features of your mortgage. After all, a mortgage is a contract with the lender. As such, there are terms and conditions that cannot be ignored.

Here is an excerpt from a Globe and Mail article about mortgage flexibility:

But some lenders dangle a tantalizing carrot: a lower rate in exchange for restrictive terms.

Restrictive terms prevent you from leaving a lender before your term is up – unless you sell your home. If you decide to refinance or upgrade your home before maturity, a restrictive term means you're stuck with whatever rates your lender feeds you.

I hope you find this article helpful and that it provides food for thought. Please see the link below to read the full article.

It is a privilege to work on your behalf. I am passionate about serving my mortgage customers with a high level of professionalism and expertise.

If you have any questions about this article, or anything related to your current mortgage or future plans for another mortgage, please do not hesitate to reach out.

<https://www.theglobeandmail.com/real-estate/mortgages-and-rates/what-is-mortgage-flexibility-worth/article4179286/>

Sincerely,



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