

# MORTGAGE PRODUCTS

## FIXED

Payments set for the term.

The rate is guaranteed for the term.

Rate risk: rates go down after locking in



## VARIABLE - ADJUSTABLE

Payments will fluctuate.

The rate will change with prime rate.

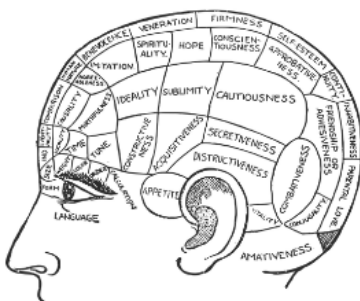
Rate risk: prime rates increase.

## ***PENALTIES TO BREAK THE TERM***

The HIGHER of:

- 1) 3 months interest
  - 2) IRD - interest rate differential
- \*this one can be substantial\***

3 months interest



The only thing that matters is where you most comfortable. We never know which way rates will go so there are no wrong decisions.

Historically, this has been the best place for consumers. If you and your budget can handle some turbulence, you may want to consider this product.

