Self employed?
You still have plenty of mortgage options

Your right mortgage
You can be in control of your rate

MEDIA PLANET

September 2011

NICHE MORTGAGES

SAGE ADVICE FOR SMART HOME BUYERS

Don Campbell explains how to leverage your mortgage for success

PHOTO: COURTESY OF REAL ESTATE INVESTMENT NETWORK

CHALLENGES

TIP 1
ENLIST THE HELP OF AN AMP

Despite continuing economic uncertainty, Canadians still face one of the largest financial decisions they'll ever have to make—their mortgage.

Assurance during volatile times

Wide swings in world stock markets. Uncertainty over European debt levels. Record gold prices. All of these news headlines speak to volatile economic times. For consumers, the biggest impact of these stories is usually the effect on interest rates at home. More specifically, how such events affect their largest financial commitment, namely their mortgage.

Faced with decisions

1 Consumers already face many decisions when securing a mortgage: open or closed with prepayment penalties, fixed or variable, short term or long term. With record low interest rates, should consumers lock in or opt for a variable mortgage product? They must also establish their mortgage payment frequency whether it is monthly, bi-monthly, weekly, or bi-weekly. Other important mortgage features include portability and whether the mortgage is assumable. Consumers must also determine how their mortgage relates to their overall financial plan.

A professional to lead the way

2 Today, there is over $1 trillion in mortgage credit in Canada. Despite economic uncertainty, overall mortgage credit is growing at an annual rate of seven percent with $200 billion in new or renewed mortgages finalized every year. Mortgage brokers are responsible for making up 25 percent of that total, while for first time buyers the total is even higher. Unlike the U.S., where there was very little, if any regulation, mortgage brokers in Canada must be licensed, pass criminal checks and carry errors and omissions insurance. As a result mortgage brokers in Canada have grown their overall market share from single digits 10 years ago.

When making the largest financial decision of your lifetime, it is important that you have peace of mind and satisfaction. This is why you should use the services of an Accredited Mortgage Professional (AMP). In addition to licensing requirements, AMPs have been in the industry longer; they have taken extra courses to attain their designation and must take continuing education courses on an annual basis in order to maintain it. As a result, AMPs have the knowledge and expertise to find the mortgage best suited for your needs.

> "When making the largest financial decision of your lifetime, it is important to have peace of mind and satisfaction."

Jim Murphy, AMP
President and CEO, CAAMP

Seek out resources

3 Make sure when finalizing your mortgage to ask lots of questions such as why a certain product is being recommended; what are the prepayment penalties and is it portable to another property; what mortgage product makes the most sense given your overall financial situation etc. It is imperative to research, plan and be disciplined about your finances in order to be successful in your quest for homeownership. Understanding each step of the home-buying process is key to ensuring you will make a wise decision that suits you. There is plenty of useful information available to you when finalizing your mortgage. You are encouraged to visit mortgageconsumer.org to find out more about mortgage terms and to find an Accredited Mortgage Professional closest to you. Mortgage lenders, mortgage insurers and mortgage brokerages also have comprehensive mortgage related information on their websites.

Finding the right mortgage for you

If you're like most people, when you start shopping for a mortgage you will only have one thing on your mind: "What's the lowest rate I can find?"

While rate is important, it's only one of several different factors you need to consider when choosing the type of mortgage product for your home purchase.

You're probably saying to yourself, "I thought all mortgages were the same?" Not true! Mortgages today come in all shapes and sizes. Are you self-employed? Do you work a job that includes tips? Do you want to purchase a home that's a fixer-upper, or one that's being built right now? Do you need a secure line of credit at the same time? The answers to these, and many more questions will determine not only which mortgage product is best suited to your situation, but also which lender offers the best product and rate in that category.

One important component to consider is the term of your mortgage. This is really the length of your mortgage "contract" with the lender. Today's consumer has been conditioned to think only of five-year mortgage terms—but the reality is, you need to consider your own personal circumstances before determining which term is best for you.

It's also important to make sure your mortgage contains all the additional features that suit your financial situation. Many people like the new "no-frills" mortgage products, because their rates are typically the lowest of all products. The problems happen when you have to break these mortgages early. Some contain huge interest rate penalties, and others are completely "closed," meaning that even if you want to pay it out early, you can't! It's important to consider all of these options when choosing a mortgage that's right for you.

Professional advice

Dealing with a licensed Mortgage Broker or Agent gives you "one-stop shopping" access to several different mortgage providers, including some of the banks, as well as several non-conventional lenders and private investors. If you have bruised credit, owe back taxes, or if you own your own business, these alternative lending sources may help you realize your dream of home ownership.

Necessary debt

Let's face it: Nobody wants a mortgage—but most of us need one if we're ever going to realize the dream of home ownership! A Licensed Mortgage Broker or Mortgage Agent gives you the largest number of mortgage options, and will take the time to sit down with you, ask the right questions, and understand your needs.

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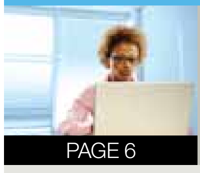
WE RECOMMEND



Self employed? You still have mortgage options.

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DON'T MISS!

Questions to ask your mortgage professional:

- What is your role in helping me buy a house?
- What products do you offer?
- Why are you recommending this particular mortgage?
- What is your relationship between you and the lender?
- How are you compensated?
- How long have you been in business?
- May I see some references?
- How long will it take to process my application?
- What documents do I need to provide?

COURTESY OF CAAMP
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INSIGHT

THE BENEFITS OF USING AN ACCREDITED MORTGAGE PROFESSIONAL

Some professions have designations that can offer instant credibility to those who carry them, whether they are doctors, lawyers, scientists or mortgage professionals.

The degrees and credentials people have earned in their lives are usually conveyed by the acronyms following their names. There's MD for a doctor, LP for a legal practitioner or AMP for an accredited mortgage professional — the person probably best equipped to guide any consumer looking for the most sensible mortgage for them.

AMPs primarily focus on determining the best options available in the market after interviewing clients. They work closely in communicating and performing proper due diligence, particularly if clients aren't educated on what the process entails. It's a lot like how a family doctor would send a patient to a specialist for a more thorough examination.

"A 'good' mortgage is far more than just the best interest rate," says Peter Majthenyi, a mortgage planner with AMP certification. "Our responsibility is to educate the borrower on the true effective interest they may pay to own their home. Currently, there are about 52 mortgage lenders in Canada and their terms, policies, options, and privileges are not the same. Mortgage contracts can vary significantly, and it's imperative the consumer understands what they're committing to before executing any mortgage."

But what an AMP does isn't limited to just finding the lowest interest rate, as a mortgage must ultimately fall within a plan that takes into account the client's current and future budget, as well as how the life of the mortgage affects their future financial plans or ambitions, he adds.

"Instead of going to the banks, you go to AMPs and they can offer the consumer more than one product and several solutions, keeping in mind their long-term goals," says John Panagakos, a principal broker with Dominion Lending Centre. "It can be a renovation loan, line of credit, complete debt consolidation, a first-time buyer's home, an investment property or a commercial property."

Paula Roberts is an AMP with The Roberts Group in Unionville, and she says she emails all of her clients with variable rate mortgages updating them on the current rates. "As the accreditation is individual, service may vary from one broker to another, but I keep clients updated throughout the process prior to the closing of their mortgage, and keep them informed after closing with value added information."

AMP credentials are the only national proficiency standard for mortgage professionals in Canada, says Bill Nugent, an AMP with Neighbourhood Dominion Lending Centres in Newmarket.

"I feel there are three types of AMPs in our industry," Nugent says. "The first is the type that wanted a career and takes courses available to become the best. The second is the type that gets accreditation and looks to do a decent job. The third is the type that treats it like a profession and works to mentor newcomers to the industry."

AMP™

INSPIRATION

Looking to debunk common mortgage misconceptions and use your financing as a tool for financial success? **Don R. Campbell, author of "Real Estate Investing in Canada"** guides the way for thousands of Canadians.

TIP 2
DO YOUR PRELIMINARY RESEARCH

The "ins and outs" of mortgages

LEADER TO LEADER

When it comes to real estate, Don R. Campbell is a man who knows his stuff. As President of the Real Estate Investment Network (REIN) and best-selling author of "Real Estate Investing in Canada," he's shown many Canadians the ins and outs of mortgages.

What are some of the common misconceptions when it comes to mortgages and real estate post-recession?

The biggest misconception is that your bank will treat you the same today as they did five years ago. This is especially true for self-employed individuals or real estate investors. The bottom line is that many lenders lost money during the recession by lending money on the "fringe". Generally, Canadian banks have negligible defaults on their traditional 'core' business based on qualifying individuals using verifiable income and not stretching their limits. As such, it was easier and more profitable for banks to retreat to this 'conservative' form of lending in a post-recession market.

People buying their first home are buying into the real estate market with the clear intention of selling in the future for a profit they can then use to buy a nicer home or an investment property. Buyers should look at their specific city and neighbourhood and consider the economic drivers that support their buying decision.

Ignore "average Canadian" house prices because there's really no such thing. Canadian house prices in specific regions have actually remained quite stable, but major cities like Vancouver and Toronto skew the averages.

Is the rate the most important feature to focus on when securing a mortgage?

No, people should consider payment flexibility. Can you make more payments or increase payments without a penalty? Can you skip a payment, if necessary? Is the mortgage open or locked in, and what is the penalty for ending the mortgage before the agreed upon length of time if you sell it? Buyers need to ask themselves what type of mortgage they are comfortable with — do they want a fixed mortgage or a variable mortgage? Do they clearly understand the differences?

PROFILE

Don R. Campbell

■ **Age:** Don R. Campbell is a Canadian-based real estate investor, researcher, author and educator. He is president of the Real Estate Investment Network™ and author of Canada's best selling real estate book Real Estate Investing in Canada 2.0.

How can one leverage their mortgage and use it as a tool for financial success?

Some lenders offer a re-advanceable mortgage that gives you access to the increasing equity in your home. As you pay down the principle of your mortgage every month, that equity becomes available to you in the form of a Line of Credit (LOC) and grows every month. The cash available from the LOC can then be used to purchase a non-depreciating asset, such as a property they rent to a tenant. Further, this money is usually lent at prime and the interest can be tax deductible if invested in a rental property, for example.

Are we on solid footing in the mortgage market, or should we expect significant changes in the next five years?

Current rates are at historic lows and these lows have become normalized. Home buyers and investors have to remain aware that these are 'emergency' mortgage rates put in place to stimulate the economy that won't last forever. Over the next five years, I don't foresee a significant jump in rates, but with rates as low as they are now, locking in for a five, seven or even 10-year fixed rate is not out of line if it works for the buyer's comfort zone or exit strategy.

What improvements can one make on their credit score to improve their borrowing capacity?

Just like your parents told you, pay all of your bills and your loans on or before the due date. Check your credit score regularly to mitigate any fraud or errors in your report, which you can easily do online using a service like Equifax. Cancel unused credit cards. Don't carry a credit balance—it's bad for the budget and hurts your credit rating. Having too many credit cards increases your risk, as lenders see access to all this credit as a potential problem in the future.

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Securing your best rate

When you're looking to renew your existing mortgage, finding the right rate can be a confusing process.

Although it's a common belief that the mortgage renewal process will be lengthy and expensive, it can be made easier with research and planning. Brian Matthey, award-winning broker with The Mortgage Professionals, explains common mistakes can lead to rushed decisions that don't always result in getting the most competitive deal.

"The biggest misconception is that my bank or institution is going to give me the best rate," he explains. "Technically anybody who has been a good client of an institution should expect to get the best rate that the institution offers on renewal but that is not always the case.

Any Mortgage Professional should be in a position to (...) explain where rates are now, what future movement is expected and then recommend a strategy to help you achieve your goals—regardless of whether you're in a fixed or variable mortgage."

Most Canadians prefer to renew mortgages between three to five years, but refinancing can happen at any time in the mortgage period, Matthey explains. Renewing a mortgage doesn't usually incur any additional costs, but refinancing is a different process altogether.

"Refinances in Canada are limited to 85 percent of the homes current appraised value, and may also have a cost involved in the processing and registration of a new mortgage. Many people blindly accept the terms, conditions and rate from their lender without asking all the right questions."

The importance of having a plan

Knowing when your mortgage is up for renewal is an important step in securing the best rate. Often, homeowners don't leave themselves enough time to research all their choices. "Statistics show that many people renew with their existing lender without considering their options. Lenders rely on the fact that people are busy and they just going to sign their renewal and send it back without even researching the rate they are offered versus what is available in the marketplace," says Matthey. Enlisting the help of a mortgage broker can make navigating the options easier, he adds.

"A Mortgage Professional in today's market should be in a position to not only renew your mortgage but also develop a mortgage strategy for you and help you follow that strategy through the life of your mortgage. You want someone who is going to work for you, not the lender."

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INSPIRATION

NOTEWORTHY ADVICE
Campbell is the author of the Real Estate Investment Network, in addition to several other titles.
PHOTO: COURTESY OF REAL ESTATE INVESTMENT NETWORK

TITLE INSURANCE 101

Everyone knows to protect their home with home insurance. But another important way to protect their investment in that home is with title insurance.

Title insurance provides coverage for losses suffered from title, survey and other specified issues existing at the time of closing (and in some cases, arising afterwards). Other covered risks include issues such as forgery, fraud, missing heirs, unregistered rights-of-way and other issues that can affect rights of ownership.

Title insurance is different from other types of insurance: payment for the insurance occurs only once and coverage lasts as long as the insured, their spouse, children or heirs own the home.

"Homebuyers put a great deal of time, energy and financial resources into finding their dream home, so it only makes sense to protect it with appropriate insurance," says Ray Leclair, a real estate lawyer and vice-president, public affairs at LAWPRO®. "Title insurance is inexpensive to obtain, yet valuable to have."

Ask your real estate lawyer about TitlePLUS® title insurance, or visit titleplus.ca—a useful resource to learn more about title insurance and the home buying and refinancing processes.

YOUR OPTIONS

TIP 3

INVESTIGATE LENDING ALTERNATIVES

Self employed? A mortgage is still in the cards

Question: Being your own boss has its advantages, but what challenges does it present to those seeking mortgages?
Answer: Self-employed home buyers can expect to provide deep insight on credit, investments and assets.

Being self-employed may come with a perceived risk that makes it difficult to enter the housing market, but that doesn't mean there aren't a bevy of options for getting a mortgage.

There are about 2.7 million self-employed Canadians, according to Statistics Canada, an increase of over 600,000 in a decade. In the tighter post-recession climate, financial institutions turn down one-in-five Canadians for a mortgage, and though there aren't exact figures, a percentage of those denied are self-employed individuals.

Qualifying attributes

Despite the reticence of major banks, independent brokers, mortgage investment corporations and alternative lenders have been serving this "underserved market" for many years.

"What usually happens with self-employed individuals is that the expenses they declare reduces the net income, which then leads to a qualification issue with the banks and their requirements," says Pino Decina, senior vice president of mortgage lending at HomeTrust. "If you walk into a bank, the local mortgage officer is only looking at it through one set of eyes to fit the criteria of the bank. That's why it's important to get to know a local mortgage broker who could present all the options outside of a bank."

An in-depth assesment

Banks usually break it down to documentation by looking at notices of assessment over a few years to see if the person can support or validate the income they're declaring. They will also look at credit history, liquid assets, investments and anything relevant to providing insight into the borrower's financial standing, he adds.

Getting a mortgage with an alternative lender or mortgage broker does mean paying a premium for their services, but Decina believes that those costs are mitigated by the historically low interest rates lenders are currently offering. "The main thing is that it's not expensive, as you'd still be under five percent with the premium, and that's a key difference from today's environment to 10 years ago," he says.

Additional insurance

Under federal banking law, anyone purchasing a home with less than a 20-percent down payment is required to have Mortgage Loan insurance, most of which is controlled by the government's Canada Mortgage and Housing Corporation (CMHC). But those who do meet the 20-percent threshold are considered low-risk borrowers, though that doesn't necessarily apply to the self-employed.

"If a borrower has been disciplined enough to save at least 20 percent of the home's purchase price, they must be financially savvy," he says. "Couple that with clean credit, and that tells you their business is viable and they're managing their expenses and paying their bills."

In cases where someone is self-employed with debt, Decina says the same criteria should apply, since being lax in paying back loans adversely affects a borrower's credit rating.

"This is why it pays to have a different set of eyes to look at the whole picture, because payment flexibility is the key," he says. "It can't always be what's on paper, it's about the rationale. If the borrower has debt, but is managing to make all the payments and pay bills on time, there must be some income coming in every month to do all that."

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DON'T MISS!

How credit unions provide you with options

Credit unions have been providing Canadians with financial services and advice for over 100 years, yet many Ontarians are still unsure as to how credit unions differ from banks.

Serving over two million members, provincially-regulated credit unions provide their members with competitive rates, excellent service and home financing options. With a strong community focus, it's no wonder why more Ontario residents are turning to credit unions for their mortgages.

"The simple truth is credit unions are a truly flexible, competitive financial services alternative for Ontarians," says Sean Jackson, president and CEO of Meridian, Ontario's largest credit union, which has branches around the GTA.

Open membership

Most credit unions are open to anyone who wants to join and charge only a small fee to purchase a lifetime membership. Unlike traditional financial institutions, a credit union is accountable to its member-owners, not shareholders.

"I believe people today are not only looking for competitive rates and low service charges, but they are looking for strong corporate values," says Jack Vanderkooy, president and CEO of DUCA Financial Services Credit Union. "People want to deal with institutions they can trust—people who can not only help them with their banking needs, but are also active in the communities they live in."

Focusing on you

Credit unions focus on neighbourhood banking, never shifting their attention to divisions serving big business, foreign branches or stock market trading. In most cases, on-site branch managers make decisions on mortgages, loans, and lines of credit—the key needs of their members.

Recently, for the seventh consecutive year, credit unions came out ahead of all banks in an independent customer service survey conducted by consumer research giant Synovate, part of Aegis Group plc. They were particularly recognized for their branch service and making customers feel their business was valued.

Gather your resources

Credit unions provide the information needed to make smart home-buying decisions - offering seminars, brochures and personal advice. They offer a full range of mortgage products and terms, making it easy to get a new mortgage, or switch from another financial institution. They also offer the latest in mobile and online banking, a network of surcharge-free ATMs and in-person branch service.

There are more than 130 credit unions in Ontario, with more than 500 branches—find the nearest to you at http://locator.cucentral.com

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Understanding your credit rating

One of the most misunderstood aspects of the mortgage application process revolves around your credit rating, and how it impacts your ability to get the mortgage you need at the best possible rate.

Most Canadians are completely in the dark regarding the credit rating agencies, the various scores they assign, and many don't even know what information is contained in their own report!

Simply put your credit score is a number between 300 and 900, and indicates to lenders how good you are at managing your credit. The higher the number, the lower risk there is to the lender if they loan you their money. The score is based on a number of factors: Do you make your payments on-time? What current credit products are you using? What are the balances on those other loans or credit cards? Do you ever go over your credit limit? Have you ever declared bankruptcy? Do you apply for every credit card offer that comes in the mail? These and other factors determine where your credit rating fits on the scale.

Your credit score is important for two reasons: First, it determines whether you will qualify for a mortgage loan that is insurable through CMHC, Genworth, or Canada Guaranty. If you are self-employed, or if you have less than 20% for a down-payment, your credit score will need to be 600 or above. Second, it determines the best rate a lender will offer you: If your credit score is higher, then you will qualify for a preferred rate. If it's lower, then you can expect to pay more - sometimes 1 percent-1.5 percent more. So, maintaining good credit also helps you save money on interest!

In Canada, there are two main credit reporting agencies: Equifax, and TransUnion. You can get copies of your credit report - for free - from each of them. Visit their websites for full information. Make sure you check your credit report at least once per year, to ensure there are no surprises when it comes time to apply for your mortgage!

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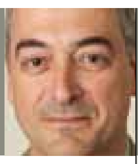

Brad J. Lamb
Brad J. Lamb Realty Inc.

Question 1:
Other than great rates, what should I consider when looking at mortgage options?

Gary Meger: **Unbiased, knowledgeable advice** from a trusted mortgage broker who represents multiple lenders is key. This will afford you choice you simply can't find anywhere else. Working with someone who can advise you on things such as fixed vs variable rates, what causes rates to change and your risk tolerance is vital. As well, it's important that your broker asks detailed questions about both your short and longer-term plans, cash flow (when determining the best amortization) and investment plans to build a personalized strategy catered to your unique needs.

Mark Kerzner: **The first thing to do** is view your mortgage as part of your overall financial plan. Your plan should consider your credit quality, cash flow requirements, opportunities to accelerate repayment of debt and term. To help you through the maze of options available, it's best to work with an independent mortgage broker. A broker starts by asking you the right questions, then places you in a product the meets your unique financial needs and continues with ongoing communication and strategies throughout your borrowing lifetime.

Martin Beaudry: **Prepayment options** and flexibility in payment frequency, including the ability to make lump sum payments at any time throughout the year or increasing your regular payments up to 25 percent. Flexibility in payment frequency means having a choice to make accelerated weekly or bi-weekly payments which can shave years and thousands of dollars off the life of your mortgage. By increasing a monthly payment by $100 on a $200,000 mortgage amortized over 25 years at a rate of 4.39 percent, homeowners would save $20,183.25 in interest and shorten their mortgage by 3.5 years.

Brad J. Lamb: **Look at mortgages** from a more universal platform. Rates right now are ridiculously low, and they're probably not going to stay this low. What you want to consider depends on your position. If you're concerned about fluctuating rates you'll probably want to lock in. If you feel more confident about being able to weather ups and downs—and potentially save a bit more—then you won't want to lock in. Other factors, such as flexibility, bi-monthly payment options, and lump sum payment options should be considered as well.

Question 2:
How can I save money on my mortgage?

Gary Meger: **Shortening your mortgage** amortization through weekly or bi-weekly accelerated payments is a great start as this translates into one additional monthly mortgage payment per year. You can also take advantage of prepayment privileges, lump sum payments and increasing your payments (prepayment rules vary from lender to lender). Annual financial checkups with your broker will ensure you're doing everything possible to maximize your mortgage payments through prepayment options and become mortgage free sooner. Even the smallest prepayment amounts can save you thousands of dollars.

Mark Kerzner: **Some people believe that a longer amortization** will cost more money. On its own that would be true; however, paired with an accelerated payment strategy that may not be the case. The longer amortization for some means having additional security and options down the road. Other options include: using prepayment privileges; counselling to improve your credit score as in many cases, those with higher credit scores get favourable rates; and refinance to take advantage of lower rates. Getting advice from a mortgage broker from the outset is the best way to save money.

Martin Beaudry: **Many people** look for a great rate when first shopping for their mortgage, but don't do their due diligence at renewal time. Many banks don't send renewal documents until 30 days before the mortgage expires, which doesn't give much time to shop around. Keep up to date on the current interest rate environment and take control of your mortgage in advance of the term expiring. Take advantage of rate holds offered by the banks, a commitment to guarantee their lowest rate for a set period of time—90-120 days—before funding the mortgage.

Brad J. Lamb: **Well, most mortgages** are a 25 or 30-year amortization period. The first payments are primarily interest, and the final payments are primarily principle. It makes sense to shorten your amortization period—and reduce the amount of interest you'll have to pay. Double up payments or put bonuses towards paying down the mortgage. If you pay your mortgage two times per month—rather than one time per month—you'll end up paying off your mortgage about 18 percent faster. Shortening the amortization period is one of the wisest things you can do.

CHOOSING YOUR MORTGAGE BROKER

Mortgage brokers are independent, trained professionals ready to provide the best advice for your mortgage needs.

Focus on you

■ You are unique, so are your financial circumstances. A good mortgage broker will find tailored solutions by asking in-depth questions about your financial goals and future needs.

Seek testimonials

■ People want to talk so learn from their experiences with mortgage brokers by asking many questions. The Better Business Bureau is also an excellent resource.

Judge a book by its cover

■ Does the broker have a website? An actual office? Is this person educated in the field and hold designations such as the Accredited Mortgage Professionals (AMP)? Is she active in the community or does he teach courses? Answering "yes" shows industry knowledge and professional commitment.

Connections count

■ A professional mortgage broker has access to a select group of preferred lenders. These lenders cater to brokers specifically and feature a broad array of product solutions.

Empowerment

■ A broker who listens carefully, answers your questions honestly and communicates frequently and promptly wants to empower you.

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BUYING A HOME? PROTECT YOUR TITLE!

Title insurance is a product designed to protect your ownership interest (i.e. your "title") in the property you are purchasing from potential losses suffered as a result of unknown title defects or other covered matters that exist at the time of your purchase.

Common types of covered losses include:

■ Many forms of title fraud
■ Someone else claiming an interest in your title
■ Fraud, forgery and false impersonation that affect the validity of your title
■ Existing liens against the title (e.g. realty tax arrears and municipal utility charges)
■ Violations of municipal zoning by-laws
■ Encroachments onto the property or adjacent properties (other than fences or boundary walls)
■ Existing work orders against the property
■ Lack of legal access for persons and vehicles to the property
■ Unmarketable property due to issues that an up-to-date survey of the property would have revealed

A title insurance policy is ordered through your lawyer and is available for residential dwellings of up to six units, vacant land, cottages, condominiums, co-operatives and residential leased land. Your policy will remain in force for as long as you own the property.

Title insurance is available at a low, one-time premium that is paid at the time you purchase your property. The premium amount is often offset by the savings from searches that must otherwise be performed by your Lawyer or from obtaining an up-to-date survey to satisfy your Lender.

Home owners who did not obtain title insurance at the time of their home purchase may protect themselves from losses due to real estate title or mortgage fraud by purchasing an existing home owner title insurance policy.

For more information on title insurance, contact your real estate lawyer or visit www.stewart.ca.