

The Mortgage Messenger

How did it get to be November already!! I'm a little late with this newsletter but only because we have been so busy! We relocated to our new offices in early September and it's been non-stop ever since. We are benefitting from a nice drop in interest rates which has encouraged more purchases and refinancing. Who do you know who should take advantage of these historically low interest rates? Please have them give me a call to see if it's time to refinance an existing home or buy a new home.

Heidi Snow, President

hsnow@perennial-mortgage.com

Client Comment Corner

"Heidi took what was an extremely stressful time for me and made it so much easier. Thank you!"

C. M., Albuquerque, NM

*"As usual you made a difficult process a breeze!
Many thanks!"*

Sara & David Lynch, Albuquerque, NM

See more at: www.perennial-mortgage.com/testimonial.htm

Interest Rate Roundup

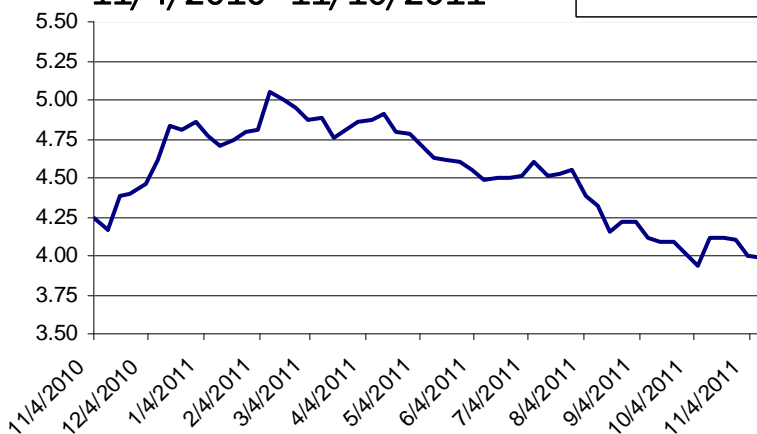
As you may have read in the business news, interest rates recently hit an "all-time" low. However, often by the time you read that news, rates are higher than quoted in the press. Interest rates change every day. In addition, there is not just one rate available to everyone. Rates are very dependant on credit scores, equity in the property and other factors.

Interest rates are driven by market factors and can be very volatile, even on a day-to-day basis. Just like the stock market, trying to time the "bottom" to lock in an interest rate is hard to do and almost always luck. When we

30-year fixed rate mortgages April 2, 1971 - November 10, 2011



30-year fixed rate mortgages 11/4/2010–11/10/2011



advise our clients when to lock in a rate we look at economic data and other factors impacting the mortgage rate market.

No one has a crystal ball. If the rate works — if you like the payment and any associated points or fees — lock it in and forget about it! In this rate environment you can't go wrong! Someday we'll see the return of 8% (and that's without a crystal ball).

Source: As reported by Freddie Mac from their Primary Mortgage Market Survey. Rates reported are weekly average on a 30-year fixed rate mortgage and typically include discount points.



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HAPPY THANKSGIVING

Dear Friends, Colleagues and Clients,

Perennial Mortgage is especially thankful this year for your support. It has been a tumultuous time in our industry but your business and referrals have helped us meet the challenges and overcome obstacles posed by the real estate market.

While our gratitude extends throughout the year, at this time of giving thanks we are especially grateful to all of you. We wish you and your families a safe and happy Thanksgiving.

Sincerely, Perennial Mortgage

You Think You're So Smart!

What is the four-digit number, no zeros, in which the first number is five times the last, the second is four more than the first and three times the third, and the third is two more than the last and two less than the first?

If you want to see if your answer is correct, or you can't figure it out and want to know the answer, email or call Roger Kennett (our resident "Mensa Dude") at rkennett@perennial-mortgage.com or 888-9500.

We Are a Referral-Based Business!
We generate referral business by being extremely knowledgeable about mortgages and providing exceptional personalized service to our clients.
Whom do you know who needs our services?

505-888-9500

Perennial
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