

The Mortgage Messenger

Summertime, and the living is easy — or not. The economy is still stumbling along. While that is painful for retirement portfolios and the millions who are unemployed, it also keeps interest rates down. In fact, 30-year fixed rates reached a record low in early July. With such low rates and lots of homes on the market, now is a great time to buy (or refinance). Give us a call for a free, no obligation pre-qualification for your mortgage.

Heidi Snow, President
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Client Comment Corner

"This was my first home ... and Matt was so awesome. He was there for me and always prepared. I recommend him!"

Audrey Peralta, Albuquerque, NM, May 2010

"Heidi was fantastic and we will tell everyone we know about our great experience. Thank you Thank you."

Matt & Diane Rau, Albuquerque, NM, May 2010

You're wonderful. Thanks for everything!"

Crissi L, Albuquerque, NM, July 2010

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

Perennial Mortgage Employee Reaches Highest Point in New Mexico

While attending a family reunion in northern New Mexico in June, Perennial Mortgage Secretary/Treasurer, Roger Kennett, led a small group of hardy hikers to the top of New Mexico. Wheeler Peak, the highest point in New Mexico at 13,161 feet, can be reached after an eight mile hike starting at the Taos Ski Valley. With a total elevation change of nearly 4000 feet it is one of the most challenging non-technical climbs in the state.

Mr. Kennett has also scaled the highest peak in Texas, the 8,749 foot Guadalupe Peak south of Carlsbad, New Mexico. While not as high as Wheeler, the 2950 foot elevation change was still a challenge, according to Mr. Kennett.



Exercise For Your Brain

There are weights for your muscles and jogging for your heart and lungs. Now you can exercise your brain. Several web sites are offering (sometimes free) cerebral calisthenics.

The science behind brain fitness software is promising. Multiple studies indicate that certain "on-screen" exercises can slow age-related cognitive decline. Studies also suggest that skills in one "brain game" can apply to different mental challenges.

One such site, **Brainist.com** offers games to enhance thinking, memory, strategy and concentration. It also offers puzzles and riddles to challenge your brain. The web site **GamesForTheBrain.com** has some familiar games like Chinese Checkers and Sudoku and many other brain exercises. Other brain game sites include **BrainArena.com**, **FitBrains.com**, and **Luminosity.com**.

These sites are great for a quick break and a dose of fun. However, if you aren't careful these brain exercises can suck up hours of your day. Be sure to turn the sound off so your boss doesn't know. And if your boss finds out you can justify it as brain exercise.

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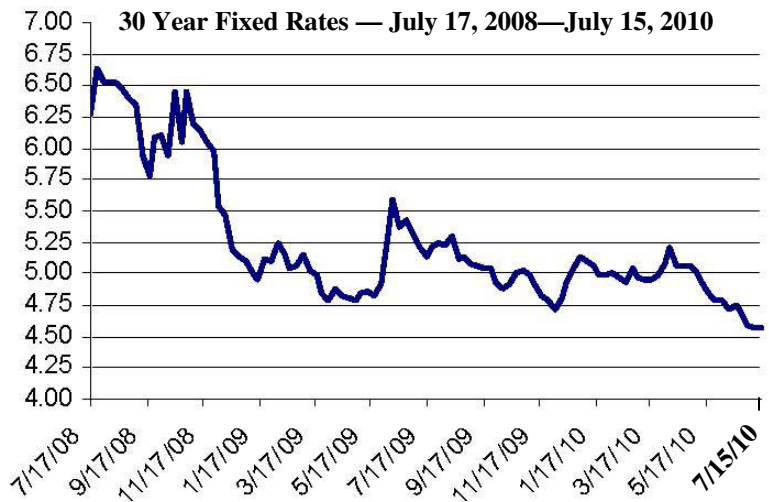


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INTEREST RATES PLUNGE TO NEW LOW!!

Just when we thought they couldn't go any lower, 30-year fixed interest rates drop to record lows. As reported by Freddie Mac from their Primary Mortgage Market Survey, a 30-year fixed-rate mortgage (FRM) averaged 4.57 percent with an average 0.7 discount points for the week ending July 15, 2010. This rate ties the all-time low reached last week in Freddie Mac's 39-year survey. Last year at this time the 30-year FRM averaged 5.14%.

It was only two years ago in July 2008 that the average rate was 6.52%. The difference between 4.5% and 6.5% on a \$200,000 30-year loan is \$250/month! It's a great time to buy — or refinance. Tell your friends and family about these awesome rates, and the exceptional service at Perennial Mortgage.



You Think You're So Smart!

The famous mathematician Dr. Quadrigon Route had two sons, exactly a year apart. One day, shortly after they had both turned a year older, he noticed that if you squared their ages and then added the squares the total would be 1105. How old were his sons?

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
MORTGAGE

Always there for you