



Mortgage Monkey NEWS

SUMMER NEWSLETTER 2005

The Word From Gary



For the seventh year in a row, we spent the weekend at the Pride Festival on the Waterfront. Over the course of two days, we met a lot of wonderful people, and we connected with friends and past clients. We gave out over 2,500 bottles of bubbles and nearly 500 magnets! My Partner Mike, my Senior Loan Processor Vicky, and I made sure the Mortgage Monkey booth was never a quiet one!

Mom's situation with two people and help them get their treatment started right away. Whoever thought I would become a bit of an expert on the female breast?

The 4th of July was a momentous occasion because we cooked our first meal in our newly remodeled kitchen! With the rest of the main floor nearing completion we are looking forward to finally getting settled in. We're also excited about visiting Crater Lake National Park at the end of this month. It should be quite an experience for Mike who is from the great flat State of Illinois.

On the business side of things ... this quarter's big news is the launching of the new and improved MortgageMonkey.com Website. I'm very proud of the massively expanded content while keeping the site a friendly and welcoming place on the Web. Best wishes for a wonderful summer and please let me know if there is anything I can do for you or your friends and family - that's what I'm here for!

Gary Boyer



This year the weather on Saturday scared away a lot of people, but Sunday made up for it. The crowds were huge. We had a beautiful sunny day, and the booth was so busy that my Mom and Dad, who came down to visit, ended up getting put to work!

It was especially wonderful this year to have them joining us at Pride after Mom's battle with breast cancer and Dad's total knee replacement in March. After three months of strenuous rehab my Dad is feeling great and wishes he had done it ten years ago. I never realized just how many of you actually read my newsletter until I was overwhelmed with all of your kind words and good thoughts for my Mom. She was blown away at Pride with how many of my clients came up to ask how she was doing. Thank you so much for all of your support!

Mike and I are very happy to see them healthy and enjoying life again. I was also thrilled to share what I learned from



Gary Boyer • Senior Loan Officer • 503.243.2674 • Pgr: 503.938.1431 • Gary4loans@aol.com
MortgageMonkey.com



Gary Boyer
Guarantee Mortgage Corp.
111 SW 5th Avenue, Suite 2625
Portland, OR 97204



Inside: "Pride is a Success!" & The New Website!

ASK THE EXPERT

? Gary, What about the "too good to be true" mail I get every day?



A: Guess what? Most of these notices are simply advertising ... anything to get you to call. When you buy a home it is recorded with the county, and the purchase is a public record that is available to just about anyone. That's why when you move in you get "welcome to the neighborhood" offers from Safeway, etc. Unfortunately it also means you get offers for biweekly payment plans, mortgage payoff insurance, second mortgages, and more. As a Senior Loan Officer, I've even received solicitations regarding how they "helped" with my home loan - astonishing!

Whether or not we have had the opportunity to work together, you are always welcome to give me a call and ask for my thoughts. That's what I'm here for. I eat, sleep, and breathe mortgages; if you EVER have any questions on any offer you have received in the mail or have seen on TV, give me a call, and I can give you all the details that (unfortunately) some in our industry like to leave out.

Gary Boyer • Senior Loan Officer • 503.243.2674 • Pgr: 503.938.1431
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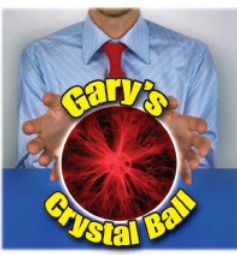
The web just got more fun!



www.MortgageMonkey.com

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Call Gary Now to set up an appointment to discuss your mortgage needs.

It's hard to imagine that we are already half way through 2005! At the start of this year, it looked as though we would be seeing a steady increase in rates throughout the year. The initial estimates were for rates to hit around 6.5% on a 30-year fixed by the end of 2005.

Right now, long-term fixed rates are staying around 5.5% on a 30-year fixed rate loan. One of the most common misconceptions out there is that the Federal Reserve Board (the Fed) controls long-term interest rates. The biggest change the average consumer has seen from the Fed's actions is the prime rate's moving up 2.25% in the last year which has a direct effect on credit cards and other consumer loans. Long-term rates have remained very low despite the increase in short-term rates by the Fed.

I watch the markets and economic news daily, so I can offer my clients the best possible advice on when to lock in rates. I'm sure many of you are tired of hearing this ... but, the bottom line is that rates are still at near-record lows. If you have considered refinancing or purchasing, it's still a great time to do so.

