



Gary Boyer
Hyperion Capitol Group LLC
111 SW 5th Avenue, Suite 2625
Portland, OR 97204

Inside:

The sun will come out ... ??

Mortgage Monkey

NEWS

SUMMER 2010



The Gay Mafia

About eight years ago I met an amazing couple: Kat Schon & Penney Stephenson. I was instantly impressed with them. I'm very proud to call them members of my Gay Mafia. Long before it was fashionable, they believed in the importance of **living IN our environment, not ON our environment.** They also wanted to work someplace fun, and where they would like to spend every day. They opened Portland Store Fixtures in 1998 and began selling used & custom store furnishings.

employees helping them make it all happen and exceeded one million dollars in sales last year!

While the backbone of their business is serving the small business community, I wanted to profile Kat & Penney because I think it is a great place to go and **find some amazing deals for your home.**



As soon as you walk in the door your juices will start flowing. While not everyone needs a mannequin in their living room - I know there are an interesting few of you dying to dress one to the nines!



For those needing something a little less exotic, one thing we all need help with is organizing. They can set you up with fantastic solutions for your garage or basement. They even have amazing glass towers that would make a fantastic place to **display your Hello Kitty collection.**



They are a force of nature and perfect example of what is possible with hard work, determination, and vision while trying to have some fun along the way. What started with the two of them and a 4,000 square foot warehouse has grown into **one of the 100 fastest growing private companies in Portland** according to the Portland Business Journal. Today they occupy more than 44,000 square feet of space, own two warehouses, have ten

The possibilities are endless! By building great relationships, they also get the opportunity to buy new pieces at amazing prices. One of my favorites is a mid-century inspired light fixture that was only \$55! Don't just take my word for it, drop in and say hi. Their entire staff is warm, funny, and will have a great time showing you around. Don't forget to say hi to Briar, their 150 pound malamute while you are there - **he can't get enough lovin'!**

PortlandStoreFixtures.com

110 SE Main Street
Portland, OR 97214

503-232-4878

Monday - Saturday 9am-5pm



Gary's Crystal Ball

In my last newsletter, I talked about the likelihood of rising mortgage rates as the Federal Reserve stepped out of direct intervention in the markets. What a difference a couple of months can make. Rates are now at the lowest levels in a decade with **30-year fixed rates down in the 4's!** Why are rates dropping? Fear of contagion.

It used to be said that when the United States caught a cold, the world got the flu. These days it feels like if anyone even gets a runny nose - everyone is in trouble! The fancy word for all of this is: Contagion.

The fear of contagion is amazingly powerful. Early this spring the financial markets were rocked by revelations that Greek debt was in trouble. The country of Greece has a gross domestic product (GDP) of about \$325 billion dollars which is a rounding error compared to the US GDP of over \$14 trillion dollars. That didn't stop Greece from helping push the US stock markets to deliver the worst May performance in over 70 years. Making things worse, after Greece started making headlines about their financial difficulties; then other European countries were not far behind. Within weeks, troubles came to the forefront in Spain, Portugal, Ireland & Italy. As the dominoes started falling the panic started building.

Contagion creates uncertainty. With unease spreading throughout the global economy about recovering from the Great Recession, money from around the world started flowing into the US bond market. Despite our own challenges, the US is still considered one of the safest places to invest in the world. When investors are worried, the goal becomes the return OF their money, not the return ON their money. That pushes rates down.

All of this has created some fantastic opportunities for my clients. Being able to lock in a fixed rate loan in the 4's is something many thought they would never see. Please spread the word. It is a great time to look at refinancing and I'm constantly amazed at the deals my clients are finding on their new homes. I'm here and ready to help!

THE WORD FROM GARY



I'm an optimistic person at heart, but after being stuck with day after day of gray I was beginning to think Annie had it all wrong. **The sun was not coming out tomorrow!** One good part of not being outdoors is that I've had my hands full indoors!

When Mike decided to go back to school to become a Respiration Therapist, it took some...adjusting shall we say, to get used to having a full-time student at home. The dogs and I learned to be very quiet. Every time I would look at his piles of books, all I could think was how grateful I was **not to be the one in school.**

Of course, that meant it was time for one of life's little twists of fate. All it took was an **Act of Congress**, and suddenly it was my turn to hit the books! Either I passed the "Mortgage SAT's" or I couldn't be a Loan Officer anymore. After over a decade in the business, I felt great about taking the tests. Then, when I heard that only 67% were passing...**the panic set in.** I love what I do, so I studied like mad. I was determined to pass everything on my first try. I didn't think my heart could take it if I didn't!

I have no problem admitting that **I did the "Happy Dance"** in the parking lot when I passed! That was quickly followed up with an excited call to Mike telling him I got a 93. I felt great! Of course, Mike had to push my buttons and said "Not bad...leaves a little room for improvement though! Can you get extra credit?"

With that behind me, I thought things would settle down. Then, the biggest change came in early April when eight years of working with my assistant Joan came to an end. Joan always worked primarily behind the scenes, but there was not one loan, file, newsletter, or card that she did not have her hands on. What started as an ad in the Oregonian, turned into an amazing bond working together for all those years. I know **we will always remember the great times we shared.** Joan's last day was a sad one around our office, but I know she is where she needs to be, taking care of her family.

While no one will ever be able to replace Joan, I was very fortunate to find an amazing person (through a Facebook posting no less) to join my team. I am very pleased to welcome Megan to my team. With a strong background in the title and escrow industry, she has hit the ground running and dived in with both feet. Megan is a recent transplant to Portland from the east coast, but **I think she simply found her way home.** She loves nature and is an avid "foodie" who cannot get over all the fresh food and amazing restaurants. I think she is also a little to the left of Barbara Streisand on the political front!



While I love to think that things will slow down in the second half of the year...I know they won't and what fun is life without a little chaos? To see some organized chaos, please check out my profile on Kat & Penney at Portland Store Fixtures and make sure to read about all the wild happenings in markets. If there is anything I can do for you, your friends or family please let me know - that's what I'm here for.

