

It's been five months since the last one so I figured it was about time for another Stuart Brown Mortgage Services newsletter – no naff Christmas jokes but I couldn't let the occasion pass by without at least a few funnies (as I see it). Before that though an update on the current market...

### Can we help?

We continue to offer all the services you would expect, covered in the bullet points overleaf. You are always most welcome to call us to discuss any concerns whether they be with the market generally, future plans or current financial difficulties. I have always said that the core of our ethos is to look after our customers as best as we can, suggesting solutions maybe they had not been aware of, **don't forget we don't only provide mortgage advice. . .**

The Bank of England Base Rate at 0.5% is now historically lower than it has ever been. Some of you will be benefiting from the reductions whilst others will not be enjoying the benefit having taken the fixed rate route when arranging your mortgage.

I have had calls from a number of you asking whether it makes sense to come out of existing schemes and remortgage onto new, lower rates. For the most part it isn't a cost effective option as usually the benefits of a cheaper rate do not recoup the cost of any existing early repayment charges. I have often said over the past few months that the market is a continually evolving one and whatever is the case now, might not be the same in a week or a month's time. So feel free to call me at any time if you want to look at the options.

Obviously I cannot predict what will happen with the base rate, but looking historically, interest rates have always been higher so any of you enjoying lower variable rates and trackers should keep a close eye on them and call me if there looks to be a reversal of the heavy rate reductions of the last eight months.

### The Employment Market

I am always sorry to hear from clients who have unfortunately been made redundant, which is another factor of the current market. If you need help, advice or guidance please don't hesitate to call.

If you would like to discuss redundancy cover to help provide protection for the mortgage, then call me as there are still a few providers offering cover at present.

The same goes for life, critical illness and income protection cover. With lower mortgage payments some additional protection for yourself or the family may now be affordable, where it wasn't when the mortgage was originally arranged. I know a few of you have recently had children and possibly hadn't thought that this should be a key point to review the cover in place and make sure it is adequate.

### Looking Forward

The mix of business has changed for us again this year so far with lower than normal levels but some good signs too. For the first time in a while we have seen an increase in the number of mortgages for people moving or buying. I think there seems to be a general consensus that prices are starting to stabilise



### Call before you act!

Every now and again we come across a customer who has been tempted by comparison websites or direct offerings from their bank (truly the advice and knowledge is non-existent at most banks and they offer only a limited product range anyway). Or they have found a product that they think suits without realising it is not as appropriate as they think.

**'if it's financial call us'**, if I can't do it I probably know someone who does or can give you a different slant on what you're trying to achieve.

Please be assured that we will not recommend something to you unless we believe it to be in your best interests, **after all if we don't look after you, then you our customers, cannot be expected to look after us by providing valuable repeat business and referring your family, friends and colleagues!**

and that there are some bargains to be had. Plus the move up market is not such a big jump for many people compared to one or two years ago.

**...again call us if you want to look at the viability of a move (or if you have friends, colleagues or family who want to).**



Email: [advice@sbms-online.co.uk](mailto:advice@sbms-online.co.uk)  
Web: [www.sbms-online.co.uk](http://www.sbms-online.co.uk)

On a lighter note, Sharon seems to have morphed into some kind of latter day Felicity Kendal. Our back garden doesn't quite resemble 'The Good Life' but I'm waiting for the day she says 'Can we get a pig and a dairy cow' to accompany the three laying hens we have had for the last year.



They tend to lay an average of six eggs a week each and for little more than a few greens, the girls' morning toast crusts and some chicken pellets. We're still figuring ways to get rid of 18 free range eggs a week but all enjoying the self sufficiency aspect of it no end...Sharon counted up 16 types of fruit bushes and trees planted in our garden at present (as well as vegetables and the mandatory flowers)...anyone who can tell me how to make raspberry beer gets free mortgage advice for life!

**As a reminder of the services we offer:**

- Independent mortgage advice
- Independent insurance advice including:
  - Life Assurance
  - Critical Illness
  - Accident and Sickness
  - Unemployment
  - Income Protection
 Cover can be arranged to protect family as well as a mortgage.
- Buildings and contents insurance
- We can recommend Conveyancers, Solicitors and HIP providers
- IFA services including pensions and investments
- Loans - secured over one to 25 years  
Unsecured from one to 5 years  
APRs dependent on term, amount and circumstances. Quotes on request
- Will service
- Commercial and business enquires
- Debt management and IVA advice
- Buy and rent back schemes



**The Jokes**

A blonde calls her husband 'I've run out of petrol, but I'm scared to fill up because of swine flu' husband says: 'that's in Mexico, not Texaco!'

Does anybody know how long this swine flu is supposed to last?  
About a Weeeeeeeek!

A bloke from Barnsley wakes up with a sore anus. He goes to the shop and says to the shopkeeper, "Nah then lad, does tha' sell arse cream?" The shopkeeper replies, 'Aye we do lad, does tha' want a Magnum or Cornetto?'

A bloke and his wife are doing the weekly shop round Asda. She reminds him of the Credit Crunch and that they have to watch what they spend.

Halfway round, he throws a case of Stella into the trolley. 'How much is that?' she shouts. He replies: 'Only £20 - it's on offer' She tells him to put it back and get some Asda Smartprice beer instead. He grudgingly agrees.

A few minutes later, she puts a jar of face cream into the trolley. The husband shouts 'Eh you! How much does that cost?' She says '£20 but it makes me look beautiful' He replies 'So does the bloody Stella but you made me put that back!'



There was a man, who had worked all his life, had saved all of his money, and was a real miser.

Just before he died, he said to his wife: 'When I die, I want you to take all my money and put it in the casket with me. I want to take my money to the afterlife with me.' And so he got his wife to promise him, with all of her heart, that when he died, she would put all of the money into the casket with him. Well, he died.

He was stretched out in the casket, his wife was sitting there - dressed in black, and her friend was sitting next to her. When they finished the ceremony, and just before the undertakers got ready to close the casket, the wife said: 'Wait just a moment!' She had a small metal box with her; she came over with the box and put it in the casket. Then the undertakers locked the casket down and they rolled it away.

So her friend said, 'Girl, I know you were not foolish enough to put all that money in there with your husband.' The loyal wife replied, 'Listen, I'm a Christian; I cannot go back on my word. I promised him that I was going to put that money into the casket with him.' 'You mean to tell me you put that money in the casket with him?' 'I sure did,' said the wife. 'I got it all together, put it into my account, and wrote him a cheque.... If he can cash it, then he can spend it.'

**FOR ANY FINANCIAL ADVICE  
PLEASE CONTACT US ON**

Bedfordshire Office: **01525 877 650**  
Hertfordshire Office: **01442 252 040**  
Mobile: **07710 770 969**