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Dear %%First Name%%

I hope this email finds you all well.

Lenders are significantly reducing their fixed rate loans. The lowest I've seen so far is ING who announced today their 3 year fixed rate is dropping to 6.39%. (Their best variable loan rate is 6.96%).

In my experience a fixed rate in the 5% - 5.99% range is excellent, 6% - 6.99% is good, 7% - 7.99% is average and anything above that is high.

Fixed rates are more linked to overseas money markets though so, this doesn't necessarily mean the Reserve Bank will follow suit but negative signs in the economy are starting to gather momentum. Retails sales are subdued, building starts are weak, even unemployemt rose slightly in the last report.

Hopefully rates have peaked and are on the way down. I will be in touch if I see any fixed rates starting with a 5!

If you'd like to have a chat please don't hesitate to call.

Cheers! Marc



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