



LIVE GREENER IN AN ENERGY STAR® CERTIFIED HOME

Choose an RBC Royal Bank® mortgage solution for your future-friendly Soleil home

At Soleil, we're proud to assist you on your clean energy journey with homes built to ENERGY STAR® standards for New Homes. These homes can help you reduce your impact on the environment and energy costs.

Find out how an RBC mortgage can benefit you



- Guaranteed capped interest rate for 24 months*. Plus, you may be eligible for a lower rate 120 days prior to your closing date.
- Available extended mortgage amortization period* beyond standard 30 years can help reduce your monthly payments**.
- Firm mortgage approval. Once approved, you stay approved***.
- Additional discount from our conventional mortgage interest rate:
 - 15 bps (0.15%) if your home closes by December 31st, 2023 and provided you get approved for a 5-year fixed-rate mortgage term with RBC.
 - 10 bps (0.1%) if your home closes by June 1st, 2024 and provided you get approved for a 3-year or 5-year fixed-rate mortgage term with RBC.
 - 10 bps (0.1%) if your home closes by December 31st, 2024 and provided you get approved for a 4-year or 5-year fixed-rate mortgage term with RBC.
- No application or appraisal fees.
- More favourable underwriting given that we will recognize 75% lower expected property expenses with heating and cooling.
- Ability to fast-track your mortgage application under the blanket assessment property valuation process for eligible home models.
- 25% mortgage insurance premium rebate is available if eligible under CMHC Eco Plus program.
- Speak to an RBC Mortgage Specialist for additional information.
- Mass offer: Start a mortgage application before September 8th and you can be eligible to earn up to \$3,500 + 55,000 Avion points¹
- Long Close offer: Start a mortgage application today and you can be eligible to earn up to \$3,000²

Make an appointment with an RBC Mortgage Specialist today to find out if an RBC mortgage is the right option for your new home purchase in the Soleil community. They'll be able to assist in answering any questions you may have and help you along the way.

Call or email RBC:

Frank Mele
frank.mele@rbc.com
416-523-8353



*Mortgage approvals will be limited to the rate commitment period offered by RBC for the purchase.

**Depending on other terms and conditions of your mortgage, a longer amortization period can reduce your monthly payments, but can result in higher overall borrowing costs over the course of your mortgage. You should speak to an RBC Mortgage Specialist to determine what mortgage terms are right for you based on your needs and circumstances.

***Your mortgage approval may no longer be firm if a different home is purchased or you are adding to or removing from your mortgage application a co-borrower.

Personal lending products and residential mortgages are offered by Royal Bank of Canada and are subject to its standard lending criteria.

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1 This Promotional Offer is comprised of a Cash Offer component and a Points Offer component, as described below. In order to be eligible for and obtain the applicable benefit of the Points Offer component of the Promotional Offer, you must first qualify for the Cash Offer component by meeting its applicable terms and conditions.

A. Cash Offer Component Terms & Conditions:

Provided you meet the terms and conditions described below, you may qualify to receive the applicable cash amount deposited to an “Eligible Personal Deposit Account” (as described below). An “Eligible Mortgage Application” is a personal residential mortgage application that is (i) made in respect of a new-build (i.e., pre-construction) personal residential property to be built by Mattamy Homes and located in Canada; (ii) with an application started with an RBC Mortgage Specialist between August 1, 2023 and September 8, and (iii) funds within 120 days from the date your mortgage application was started by an RBC representative but no later than January 6, 2024. Offer available only for new mortgages or RBC Homeline Plan mortgage segments of the following types and terms:

- 3-year fixed interest rate closed mortgage
- 4-year fixed interest rate closed mortgage
- 5-year fixed interest rate closed mortgage
- 5-year variable closed mortgage

Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of \$100,000.00 to \$299,999.99 will receive \$500.00 in cash. Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of \$300,000.00 to \$499,999.99 will receive \$1,000.00 in cash. Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of \$500,000.00 to \$749,999.99 will receive \$1,500.00 in cash. Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of \$750,000.00 to \$999,999.99 will receive \$3,000.00 in cash. Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of \$1,000,000.00 or greater will receive \$3,500.00 in cash.

If you open an RBC Homeline Plan® account, you may be eligible to receive the Cash Offer component based on the total principal amount(s) in the mortgage segment(s) of the RBC Homeline Plan.

This offer is limited to personal clients and new residential mortgages / RBC Homeline Plan mortgage segment(s) only.

This offer is not available in respect of any of the following transactions: an amendment to an existing mortgage with RBC; an advance of additional funds; a mortgage renewal; a mortgage switched to RBC from another financial institution; a new mortgage segment within an existing RBC Homeline Plan; a mortgage portability transaction; or a transfer of an existing mortgage with RBC to an RBC Homeline Plan.. You may contact us for additional details and/or to confirm your eligibility. Offers may be combined or used in conjunction with only certain other RBC offers, only as and to the extent permitted under the terms and conditions of such other RBC offers. See your RBC mortgage specialist for additional details. This offer is subject to RBC’s standard lending criteria for residential mortgages. Offer may be withdrawn or amended without notice at any time.

NOTE: To receive the applicable cash benefit, you must have or open an RBC Royal Bank Canadian dollar “Eligible Personal Deposit Account” (as described below) or an RBC Private Banking Account. The cash benefit will be credited to such account within six weeks after the mortgage advance date. If you do not have an Eligible Personal Deposit Account by January 6, 2024, you will be deemed to have not qualified for this offer and will not be eligible to receive its benefits.

B. RBC Avion Points Offer Component Terms & Conditions:

In addition to the Cash Offer, if your “Eligible Mortgage Application” is for a mortgage or RBC Homeline Plan mortgage segment with a principal amount greater than or equal to \$100,000 and you have qualified for the Cash Offer component of the Promotional Offer by meeting its applicable terms and conditions as described above, you may be eligible to earn 55,000 RBC Avion points (“Bonus Points”).

To qualify to receive the Bonus Points, you must (i) have qualified to receive the Cash Offer component of the Promotional Offer, and (ii) before January 6th, 2024, have an “Eligible Personal Deposit Account” (as described below) that is enrolled in the RBC Value Program, or open an Eligible Personal Deposit Account and enroll it in the RBC Value Program. Eligible Personal Deposit Accounts include: RBC Staff Banking, RBC VIP Banking, RBC Advantage Banking, RBC Advantage Banking for students, RBC Signature No Limit Banking, RBC No Limit Banking, RBC Day to Day Banking, RBC Student Banking, RBC No Limit Banking for Students, RBC Day to Day Savings, RBC Enhanced Savings, RBC High Interest eSavings. For more information on the RBC Value Program please visit: <https://www.rbcroyalbank.com/onlinebanking/servicech/pdf/tr-value-program.pdf>

If you qualify to receive the Bonus Points by meeting all applicable terms and conditions, the Bonus Points will be deposited to the RBC Avion points account tied to your Eligible Personal Deposit Account within 6 weeks after meeting all the criteria for an “Eligible Mortgage Application”, as described above.

If you do not have an Eligible Personal Deposit Account that is enrolled in the RBC Value Program by January 6, 2024, you will be deemed to have not qualified for the Bonus Points and will therefore not receive them.

Other Terms & Conditions Applicable to the Promotional Offer:

Limit of one Promotional Offer (i.e., limit of one Cash Offer and one Points Offer) per funded mortgage or RBC Homeline Plan with a mortgage segment.

Royal Bank of Canada reserves the right to cancel, modify or withdraw the Promotional Offer or any component thereof at any time, with or without notice to you.

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If you are an RBC Avion Visa Infinite, RBC Avion Visa Platinum, RBC Avion Visa Infinite Privilege, RBC Avion Visa Infinite Business, or RBC Avion Visa Business cardholder (“RBC Avion Cardholder”), 55,000 Avion points can be redeemed for a round trip long-haul flight to Mexico, Hawaii or Alaska from Eastern Canada or the United States, and to Bermuda, Central America, Caribbean from Western Canada or the United States, with a maximum ticket price of \$1,100.00. All applicable taxes, service fees and surcharges are the responsibility of the traveler. For more details, including information on redeeming for first class and business class seats, visit: <https://www.avionrewards.com/travel/index.html>. If you are not an RBC Avion Cardholder, different redemption rates apply. Avion points can also be redeemed for travel, gift certificates/cards, brand name merchandise, and more. All rewards are subject to availability and may change without prior notice. For complete terms, conditions and restrictions that apply to the Avion Rewards program, please visit: www.avionrewards.com or call 1-800 ROYAL 1-2 (1-800-769-2512).

2 Provided you meet the terms and conditions of this promotional offer (the “Promotional Offer”) as described below, you may qualify to receive the applicable cash amount deposited to an “Eligible Personal Deposit Account” (as described below).

An “Eligible Mortgage Application” is a personal residential mortgage application that is (i) made in respect of a new-build (i.e., pre-construction) personal residential property to be built by Mattamy Homes and located in Canada; (ii) initiated with an RBC Mortgage Specialist with an application start date on or after August 1, 2023; (iii) results in a written mortgage pre-approval or approval; and (iv) funds between 121 days and 60 months from the date your mortgage application was started by an RBC representative. Offer available only for new mortgages or RBC Homeline Plan mortgage segments.

The following are the cash amounts you may earn under this Promotional Offer, based on the principal amount of your eligible mortgage or RBC Homeline Plan:

Eligible mortgages or RBC Homeline Plan mortgage segments with a principal amount of...	...will receive the following amount in cash.
\$100,000.00 to \$499,999.99	\$1,000.00
\$500,000.00 to \$1,499,999.99	\$1,500.00
\$1,500,000.00 or greater	\$3,000.00

If you open an RBC Homeline Plan® account, you may be eligible to receive the Cash Offer component based on the total principal amount(s) in the mortgage segment(s) of the RBC Homeline Plan.

This offer is limited to personal clients and new residential mortgages / RBC Homeline Plan mortgage segment(s) only.

This offer is not available in respect of any of the following transactions: an amendment to an existing mortgage with RBC; an advance of additional funds; a mortgage renewal; a mortgage switched to RBC from another financial institution; a new mortgage segment within an existing RBC Homeline Plan; a mortgage portability transaction; or a transfer of an existing mortgage with RBC to an RBC Homeline Plan. This Promotional Offer is also not available in respect of construction draw mortgages or ‘self-built’ mortgages. You may contact us for additional details and/or to confirm your eligibility. This Promotional Offer may be combined or used in conjunction with only certain other RBC offers, only as and to the extent permitted under the terms and conditions of such other RBC offers. See your RBC mortgage specialist for additional details. This offer is subject to RBC’s standard lending criteria for residential mortgages. Offer may be withdrawn or amended without notice at any time.

NOTE: To receive the applicable cash benefit, you must have or open an RBC Royal Bank Canadian dollar RBC Staff Banking, RBC VIP Banking, RBC Advantage Banking, RBC Advantage Banking for students, RBC Signature No Limit Banking, RBC No Limit Banking, RBC Day to Day Banking, RBC Student Banking, RBC No Limit Banking for Students, RBC Day to Day Savings, RBC Enhanced Savings, RBC High Interest eSavings (each an “Eligible Personal Deposit Account”) or an RBC Private Banking Account. The cash benefit will be credited to such account within six weeks after the mortgage advance date. If you do not have an Eligible Personal Deposit Account or an RBC Private Banking account by such time, you will be deemed to have not qualified for this offer and will not be eligible to receive its benefits.

Limit of one Promotional Offer (i.e., limit of one Cash Offer and one Points Offer) per funded mortgage or RBC Homeline Plan with a mortgage segment.

Royal Bank of Canada reserves the right to cancel, modify or withdraw the Promotional Offer or any component thereof at any time, with or without notice to you.

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Longer or shorter?

Your amortization affects how much your mortgage really costs.



Choosing the length of your amortization period, which means the number of years you will need to pay the full balance of your mortgage, is an important decision that can affect how much interest you pay over the life of your mortgage.

Historically, the banking industry's standard amortization period has been 25 years, a standard that still applies today to government insured mortgages. It is the benchmark that is used by most lenders when discussing mortgage offers. However, longer time frames are available for conventional mortgages (mortgages where the purchaser has made a down payment of at least 20% of the purchase price).

Why choose a shorter amortization period?

The main reason to opt for a shorter than standard amortization period is so that you become mortgage-free sooner. And since you are agreeing to pay off your mortgage in a shorter period of time, the interest you pay over the life of the mortgage will therefore be greatly reduced.

You also have the advantage of building home equity sooner. Equity is the difference between any outstanding mortgage on your home and its market value. It represents the amount of money you can claim as your asset. If you choose, your equity can be used to secure lower interest cost financing for things such as home renovations, your children's education or second property investments, just to name a few.

A shorter amortization period saves you money on interest.

While there are many good reasons to opt for a shorter amortization period, there are a couple of other factors to consider. Because you are reducing the actual number of mortgage payments you make to pay off your mortgage, your regular payments will be higher.

So if your income is irregular, or if you're buying a home for the first time and will be carrying a large mortgage, a shorter amortization period that increases your regular payment amount and ties up your cash flow may not be the best option for you.

But, if you can comfortably afford the higher payments and are looking to save money on your mortgage, or maybe you just don't like the idea of carrying debt over a long period of time, perhaps you should consider a shorter amortization period. The following chart will help you see the differences between shorter and standard amortization periods.

Compare the difference¹:

Five-year fixed-rate closed mortgage

Details	25-Year	30-Year	35-Year
Mortgage principal	\$500,000.00	\$500,000.00	\$500,000.00
Monthly mortgage payment (principal & interest)	\$2,948.01	\$2,710.40	\$2,550.87
Monthly payment increase compared to 35-year amortization	\$397.14	\$159.53	\$0
Term interest costs (5 years at 5.14%)	\$120,385.18	\$122,322.94	\$123,623.93
Additional term interest savings over 35-year amortization	\$3,238.75	\$1,300.99	\$0
Balance at maturity	\$443,504.58	\$459,698.94	\$470,571.73

Why choose a longer amortization period?

Choosing a longer amortization period can get you into your dream home sooner than choosing a standard or shorter period.

When you apply for a mortgage, lenders calculate the maximum regular payment you can afford. They then use that amount to calculate the maximum amount they will lend to you for your mortgage.

As a shorter amortization period results in higher regular payments, a longer amortization period reduces the amount of your regular principal and interest payment by spreading your payments over a longer period of time. So you could qualify for a higher mortgage amount than you originally anticipated. Or you could qualify for your mortgage sooner than you had planned.

Longer amortization will get your dream home sooner but may take you longer to pay off your mortgage with more interest.

Again, this option is not for everyone. While a longer amortization period will appeal to many people because the regular mortgage payments can be comparable or even lower than paying rent, it does mean that more interest will be paid over the life of the mortgage. The chart below will help you to see differences between longer and standard amortization periods.

You have the flexibility to shorten your amortization period.

Regardless of which amortization period you select when you originally apply for your mortgage, it does not mean you have to stay with that period throughout the life of your mortgage.

You can always choose to shorten the amortization period and save on interest costs by choosing an accelerated payment option, making extra payments when you can, such as a Double Up^{®2} payment or an annual lump sum principal prepayment.

You should review your options at each renewal to shorten your amortization and pay off your mortgage faster.

It also makes good financial sense for clients to re-evaluate their amortization strategy every time their mortgage comes up for renewal.

Then, as you advance in your career and begin to earn a better salary over time, you can simply increase the amount of your regular payments by as much as 10% once each year. All these prepayment features will take years off your amortization period, and save you money on interest.

Compare interest costs

Note: If you choose an amortization of over 25 years, you must have a down payment of at least 20%.

Details	20-Year	25-Year	30-Year	35-Year
Interest costs for full amortization ²	\$297,645.46	\$384,397.96	\$475,735.81	\$571,362.13
Additional interest savings/ cost of the amortization ³	(\$178,090.35)	(\$91,337.85)	\$0	\$95,626.32

If you would like to discuss amortization options or have any questions about the flexible payment options that can shorten your amortization period, please speak with an RBC[®] mobile mortgage specialist or visit your nearest RBC branch.

For mortgage calculators visit www.rbcroyalbank.com/mortgagecalculators



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¹ In this example, we assume the loan to value is 80% or greater and no default insurance is required. If the mortgage is default insured and the amortization selected is greater than 25 years, an additional default insurance is required. We also assume that default insurance is paid from the client's own resources.

² Calculated semi-annually, not in advance.

³ Over the life of the mortgage, assuming a constant interest rate throughout the amortization period. Charts are for illustrative purposes only. We assume that interest costs will remain the same throughout the entire amortization period, that no payments will be missed and that no additional payments will be made. Charts use the same interest rate for each amortization period. Available interest rates for mortgages with a 30 year amortization period may be higher than for those with an amortization period of 25 years or less and so the actual cost of choosing a 35 year amortization period may be more substantial than shown.