

Mercator Market Watch

What happened in November?

- November continued the recent, year-long, tradition of equity gains in Canadian and American markets.
 - Last month wasn't as strong as October, and some volatility crept into the picture, but taking the two months together, they have delivered significant percentage returns across the board.
 - The major North American markets achieved record highs again, continuing the rise that began with the U.S. election of Trump in November 2016.
 - Regardless of one's political leanings, the last year has seen wonderful gains in equities, particularly in the United States.
 - Canadian investors with U.S. company holdings, directly through stock ownership or indirectly with U.S. stocks owned by the funds that they hold, have seen this portion of their portfolios jump over the past 12 months.
- The Canadian stock market has had a more uneven gain in 2017 than the U.S. indices.
 - Graphically, the TSX in 2016 performed similarly to the three American indices (above), with a total gain of nearly 18% for the year.
 - Since January 1, 2017 the TSX has underperformed the U.S. markets. Much, but certainly not all, of the lagging returns can be related to the price of oil.
 - Several other factors, like short and long-term interest rates, employment rates, consumer and producer confidence, GDP growth, inflation, balance of trade, actively affect Canadian markets. Each of these indicators both domestically and globally have an effect here.
 - As always, it is important to monitor performance and risk, and base investment decisions on the best available information.

Stock Exchange	Year to Date Dec. 31, 2016 to Nov. 30 2017
TSX (Toronto)	5.10%
DOW (U.S.)	22.82%
S&P (U.S.)	18.26%
NASDAQ (U.S.)	27.69%
CAC (France)	10.50%
FTSE 100 (London)	2.57%
DAX (Germany)	13.44%
NIKKEI (Japan)	18.89%
HANG SENG (Hong Kong)	32.62%

Stock exchange source:
<http://www.investing.com/indices>

Rates as of Nov. 30, 2017 *		
Term	GICs	RSPs
1 year	2.19%	1.73%
2 Year	2.34%	2.18%
3 Year	2.46%	2.42%
4 Year	2.50%	2.47%
5 Year	2.76%	2.72%

* Rates subject to change without notice.

DAILY INTEREST ACCOUNT
1.10%
TAX FREE ACCOUNT
1.10%
GIC Rates: http://cannex.com/customerportal

What's ahead for December and beyond?

- The U.S. Federal Reserve is expected to increase interest rates in December, as part of their long-term plan, to return their economy to a more typical interest rate environment instead of the ultra-low rates that borrowers have enjoyed over the past 9+ years.
 - A rise in rates would be primarily in response to inflation risk.
- In Canada, the most significant developments to influence our economy and markets will be the on-going NAFTA talks.
 - Also difficult to predict are President Trump's intentions and actions, but it seems unlikely that he will withdraw from NAFTA. It is more likely that small revisions in favour of the U.S. will be declared as a great victory by the Executive branch of their government.

(Information source(s): Advisors Research Group—Monthly Market Update for November 2017)

Travel Insurance for Canadians Travelling

November is the month many of us start thinking about escaping the North for a beach vacation or to our winter home.

At Mercator Financial Inc. we want you to enjoy your time away free from stress and recommend having travel insurance in place. Your retirement and life plans can suddenly change due to circumstances that could have been avoided if proper coverage had been in place.

There are many options available when it comes to purchasing travel insurance including:

- Single Trip Plan
- Quick Trip Plan
- Multi Trip Plan
- All Inclusive Plan

There is also a policy available that will allow you to indulge your love of travel without worrying about buying travel insurance every time you take a trip.

Manulife Travel80™ | Term Travel Insurance

Travel80™ | The one travel product you'll ever need

- You apply only once
- Covered until age 80
- Rates locked in at your age when you apply (annual premiums are always based on age at issue)
- Get half your premium back (every 10 consecutive years that you remain claim-free, you'll receive 50% return of premiums)
- You are covered on all your trips (You will have coverage¹ for any trip of up to 30 days, without applying every year or before every trip)
- Travel for more than 30 days and extend coverage without being denied

¹ As long as you have a valid Canadian provincial or territorial health insurance plan.

The Mercator Financial Inc. Wealth Advisors have access to Blue Cross, GMS and Manulife Travel Insurance. Plan ahead and get a plan that suits your needs.

CELEBRATING THE HOLIDAYS

COME SEE US ON:
December 18, 19, 20, 21
As we celebrate the season with
Baking and Christmas Spirit!



**HOLIDAY HOURS
CLOSED:**
December 22, 25, 26
January 1

Our Services

Financial Planning - Portfolio & Investment Solutions - Retirement Solutions - Estate Maximization
Risk Management: Life, Disability, Critical Illness - Mortgage Services (upon referral)

Manulife Securities Investment Services Inc. PH: 306-778-6611 FAX: 306-778-7644

MFDA Advisors:

Certified Financial Planners, Mutual Fund Advisors: Larry Jensen, Randy Sommerfeld, Travis Cuthbert

Senior Financial Consultant & Life Insurance Agent: Norman Tonnies

Life Insurance Agents with Mercator Financial Inc.

Manulife Securities Incorporated

PH: 306-778-0730 FAX: 306-778-0371

IIROC Advisors:

Certified Financial Planner, Registered Representative & Life Insurance Agent: Craig Robinson

Life Insurance Agent with Mercator Financial Inc.

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