



FINANCIAL
SERVICES
CONSULTING



FINANCIAL
SERVICES
CONSULTING

Mortgage Intermediary Census

AMI Results
December 2008





FINANCIAL
SERVICES
CONSULTING

Introduction

Mortgage Intermediary Census provides a unique source of insights into the attitudes and behaviours of mortgage intermediaries

- In December 2008 the AMI questions focused on:
 - The Crosby Report
 - Small business loans
 - Mortgage arrears
- 218 advisers responded to the survey
- Fieldwork was undertaken between 10th and 19th December





Whether applied for a business loan

Only a minority of mortgage brokers have applied for a business loan from a bank in the last 6 months



Base: All respondents (218)
Q1: Have you applied for a business loan from a bank in the last 6 months?



Value of business loan applied for and whether accepted / declined

Among the minority who have applied for a loan, the value required varies greatly; half have had their application accepted

Value of loan applied for: (actual numbers, base = 10)	
£1,000 - £9,999	3
£10,000 - £49,999	4
£50,000 - £99,999	2
£100,000 - £1m	1

Result of loan application: (actual numbers, base = 10)	
Accepted	5
Declined	4
Don't know / prefer not to answer	1

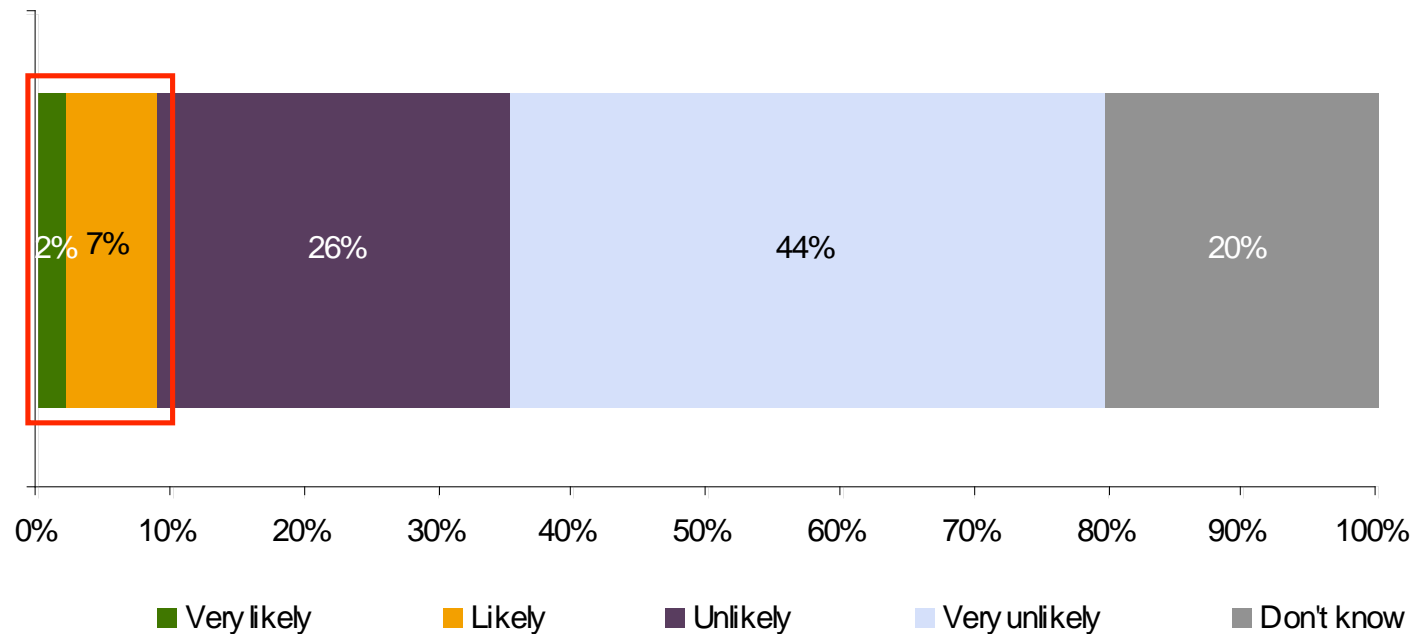
CAUTION – LOW BASE SIZE

Base: Those that have applied for a business loan (10)
Q2: What was the value of this loan you applied for?
Q3: Was the loan application granted or declined?



Whether would consider applying Small Business Finance Scheme loan

Less than 1 in 10 would consider applying for a loan from the Small Business Finance Scheme established by the PBR



Base: All respondents (218)

Q4: Would you consider applying for a loan from the Small Business Finance Scheme established by the PBR (Pre-Budget)?



Likely value of loan

Among those who would consider applying for a Small Business Finance Scheme loan, most expect to borrow between £10,000 and £49,000

Likely value of loan: (actual numbers, base = 20)	
£1,000 - £9,999	4
£10,000 - £49,999	12
£50,000 - £99,999	1
Don't know / prefer not to answer	3

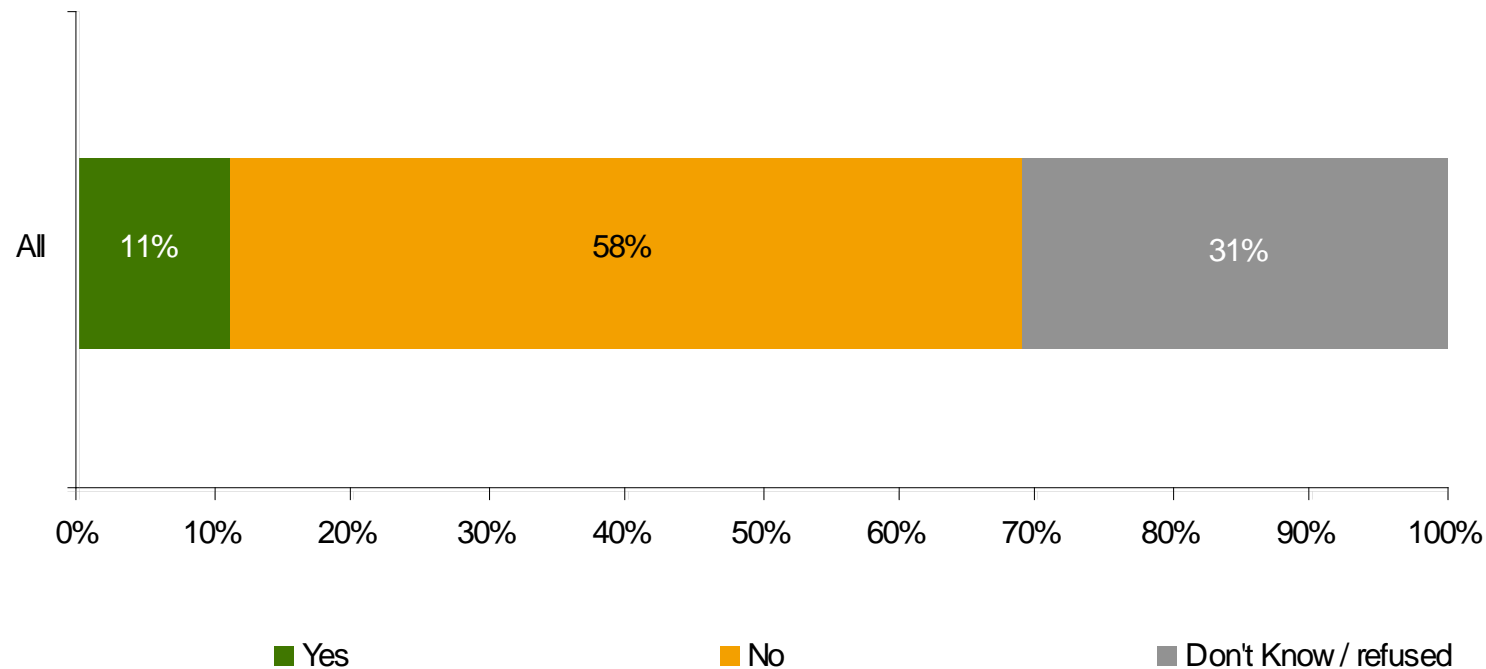
CAUTION – LOW BASE SIZE

Base: Those that are very likely/likely to consider a loan from the Small Business Finance Scheme (20)
Q5: What would be the value of the loan?



Whether will defer tax payments

Despite the PBR stating small firms can have "as long as they need" to pay their taxes to HMRC, only 1 in 10 brokers expect to defer their tax payments



Base: All respondents (218)

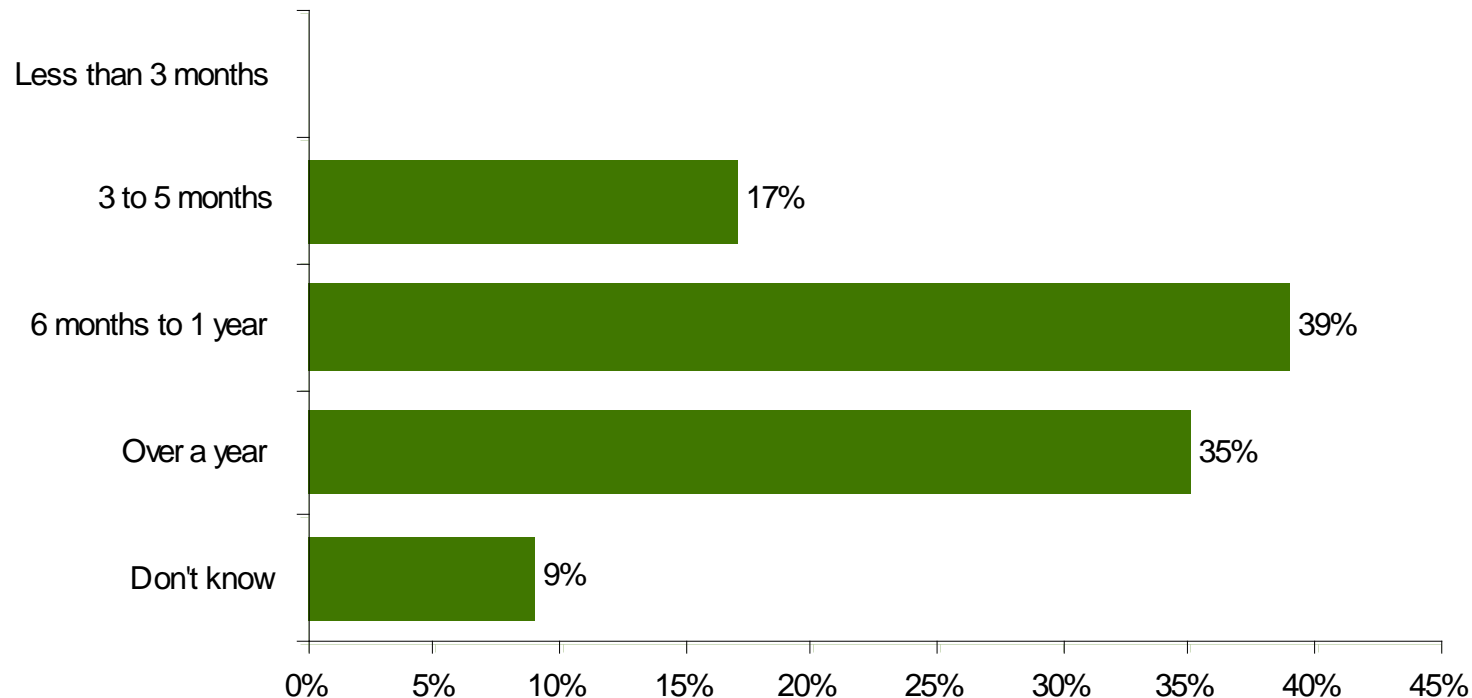
Q6a: The PBR states small firms can have "as long as they need" to pay their taxes to HMRC. Will you be deferring your tax payments?





How long likely to defer tax payments

Of those who expect to defer their tax payments, 1 in 3 envisage deferring for longer than a year



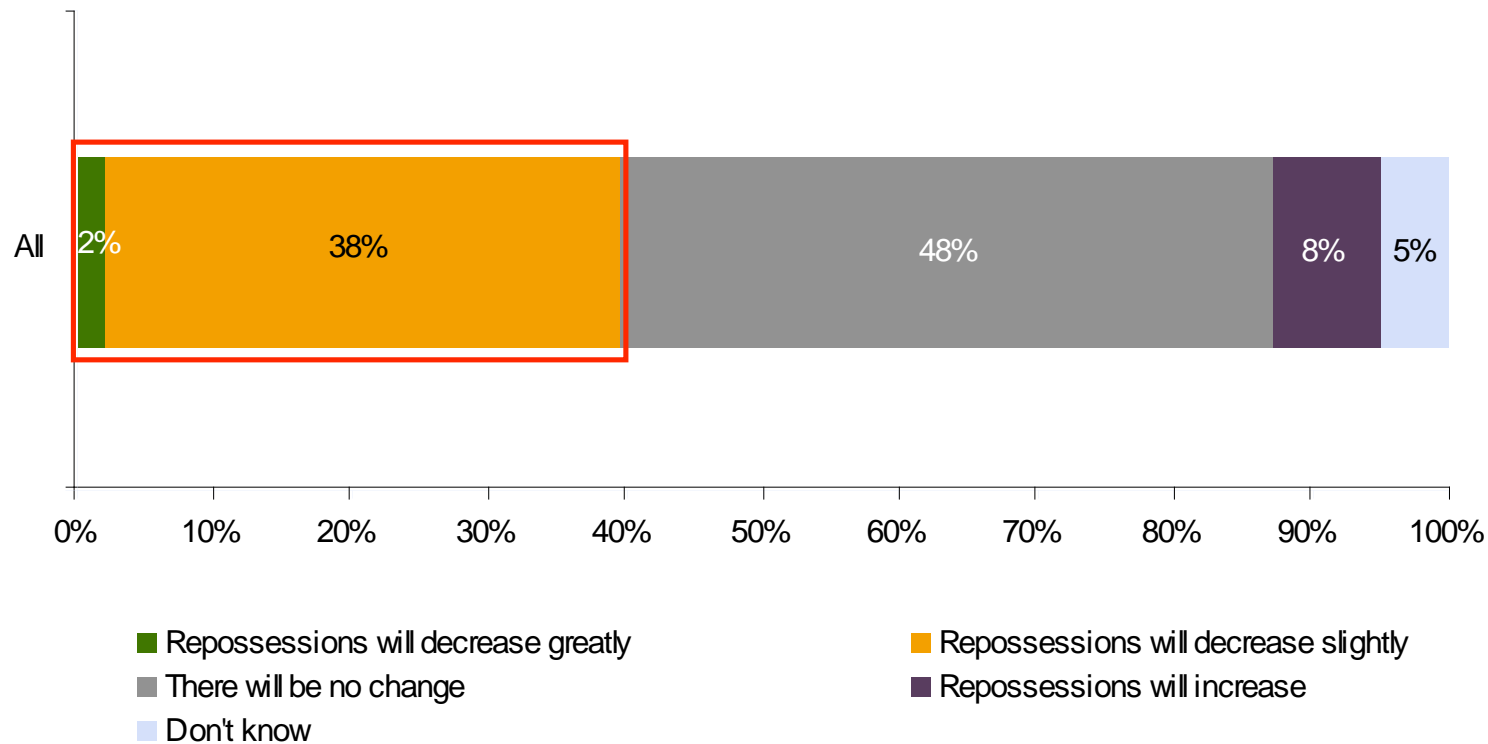
CAUTION – LOW BASE SIZE

Base: Those that are going to defer their tax payment (23)
Q6b: By how long do you envisage deferring your tax payments?



Effect of repossession procedures

Following major mortgage providers agreeing to wait 3 months before starting repossession proceedings; almost half of brokers envisage this having no effect on repossession figures, while 2 in 5 expect a decrease



Base: All respondents (218)

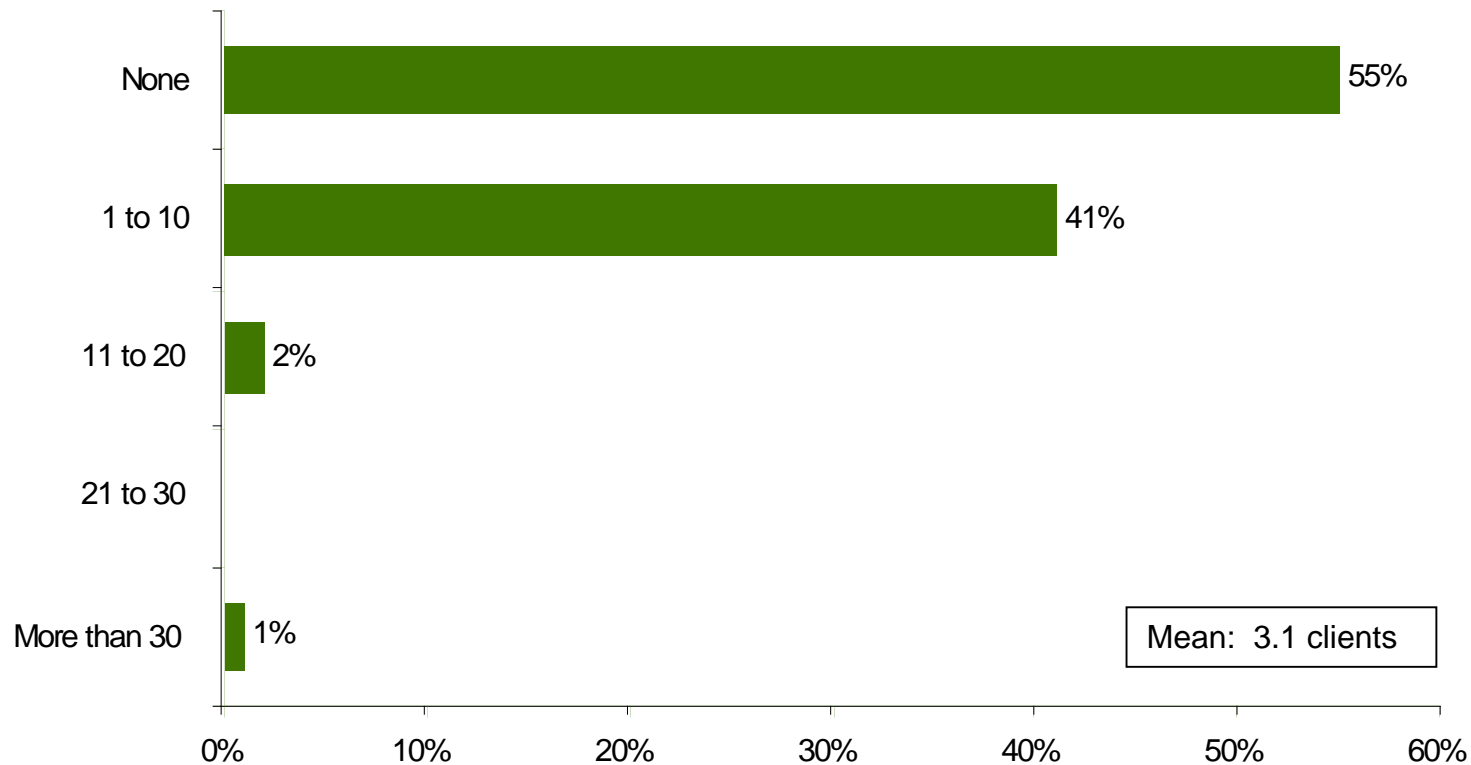
Q7: Major mortgage providers have agreed to wait three months after falling into arrears before initiating repossession proceedings. How much of an effect on repossession figures do you envisage this move will have?





Clients needing arrears and repossession advice

Over half of brokers say that they have had no clients coming to them with arrears and repossession problems in the last 6 months; 2 in 5 have had between 1 and 10



Base: All respondents (218)

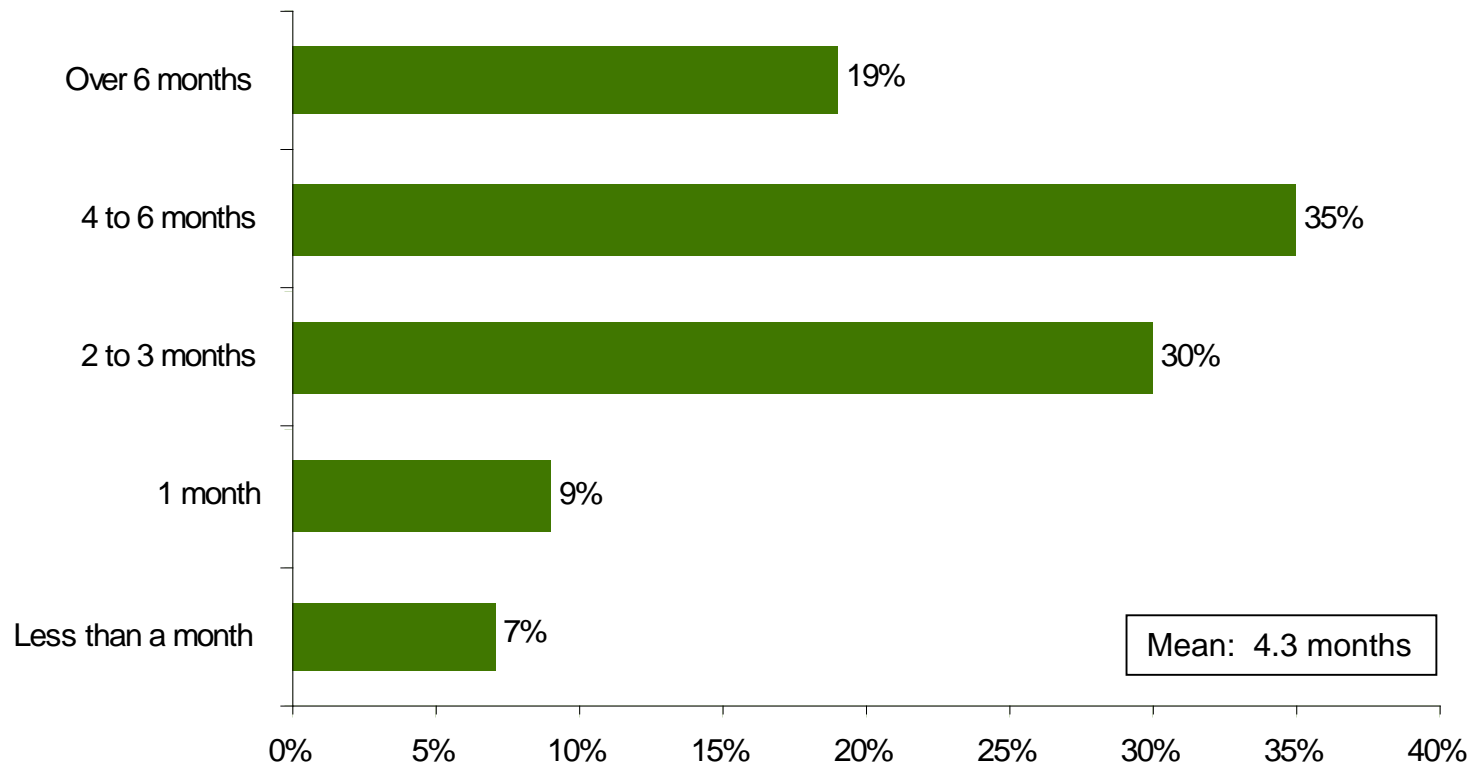
Q8: In the past 6 months, how many of your clients have come to see you regarding problems they are facing with arrears and repossession?





Length of time clients have had problems

Among those who have clients needing advice on arrears/repossession, over half of these have been facing problems for longer than 3 months



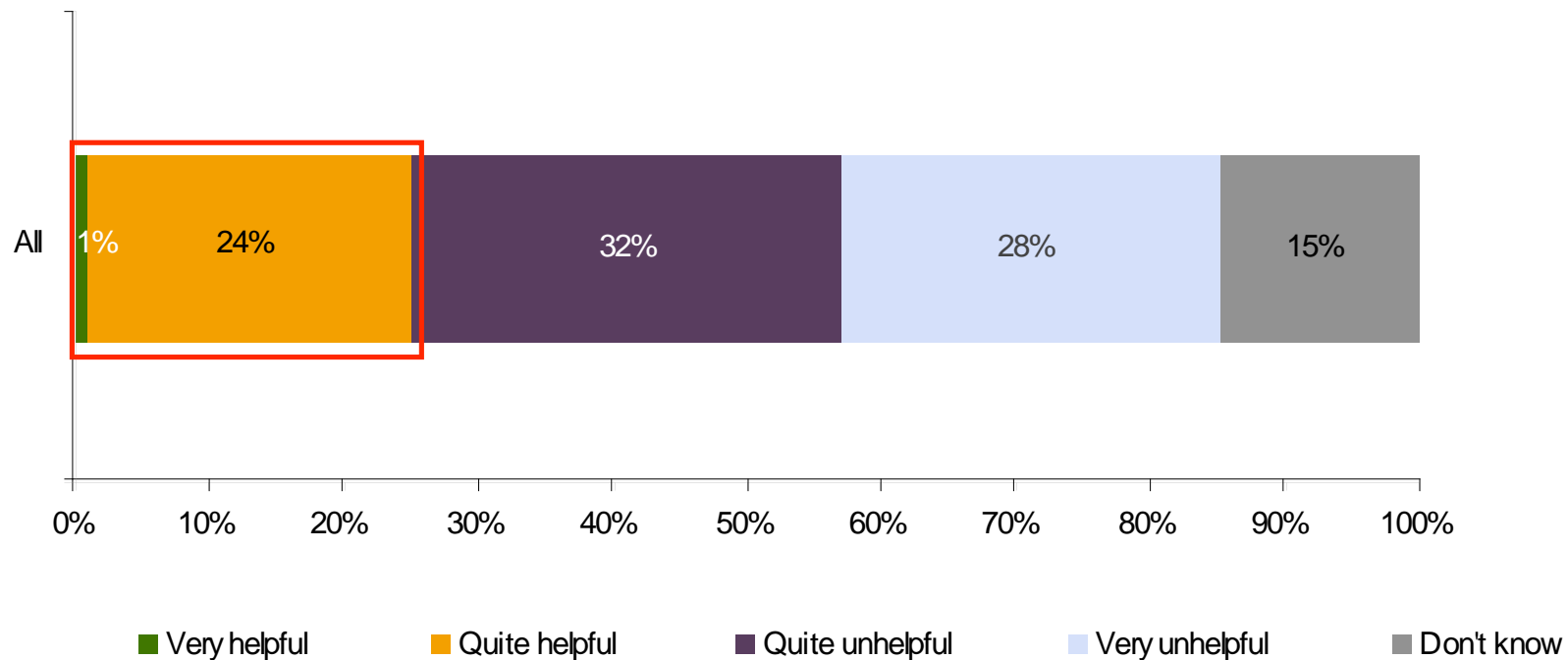
Base: Those that have had clients come to see them as facing arrears/repossession problems (98)
Q9: On average, how long have these clients been facing problems?





How helpful banks have been

Among those brokers who have clients needing advice on arrears /repossession, only 1 in 4 feel that banks have been helpful in dealing with these customers, while the majority think banks have been unhelpful



Base: Those that have had clients come to see them as facing arrears/repossession problems (98)
Q10: Over the past 6 months, how helpful have the banks been in dealing with customers facing problems with arrears and repossession?



Contacts

For more information on Mortgage Intermediary Census please contact:

David Burns

07771 893 939

David.Burns@NMG-Group.com

Georgina Clarke

07795 011 909

Georgina.Clarke@NMG-Group.com



FINANCIAL
SERVICES
CONSULTING

