



RESEARCH

in association with

Association of



Mortgage Intermediaries

AFB

Secured Loans
and Societies

Wave 23

March 2007

mortgage
intermediary
census

**The comprehensive
track of Mortgage
Adviser insights**

The logo for the Mortgage Intermediary Census, featuring the words "mortgage intermediary" in a smaller font above the word "census" in a larger, bold font, all contained within a dark brown circle.

mortgage
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Background

This document contains the detailed findings on secured loans and mortgage societies in NMG's Mortgage Intermediary Census

- This special report focuses on the proportion of mortgage intermediary business that is derived from secured loans and intermediary knowledge of Associations
- Fieldwork was conducted from 16 March to 27 March 2007, through NMG's Mortgage Intermediary Census survey
- NMG's Mortgage Intermediary Census comprises a regularly refreshed database of mortgage intermediary opinions, with a minimum of 200 respondents per month

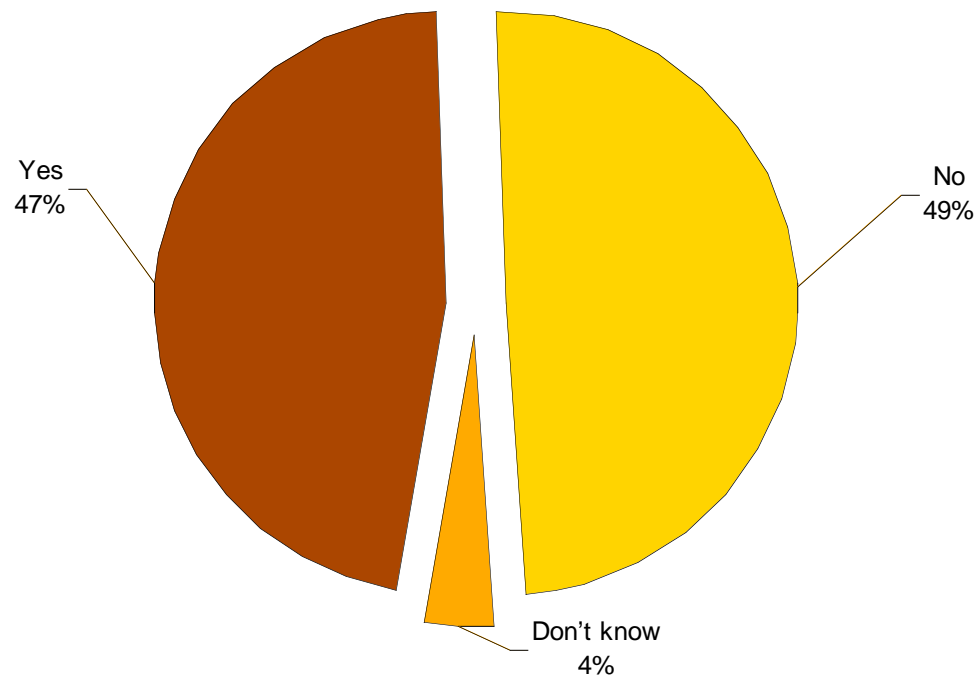
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Advise On Secured Loans

Only 47% mentioned giving advise on secured loans



Base [208] – All Completers March 2007 Wave 23
Do you / your company advise on secured loans?

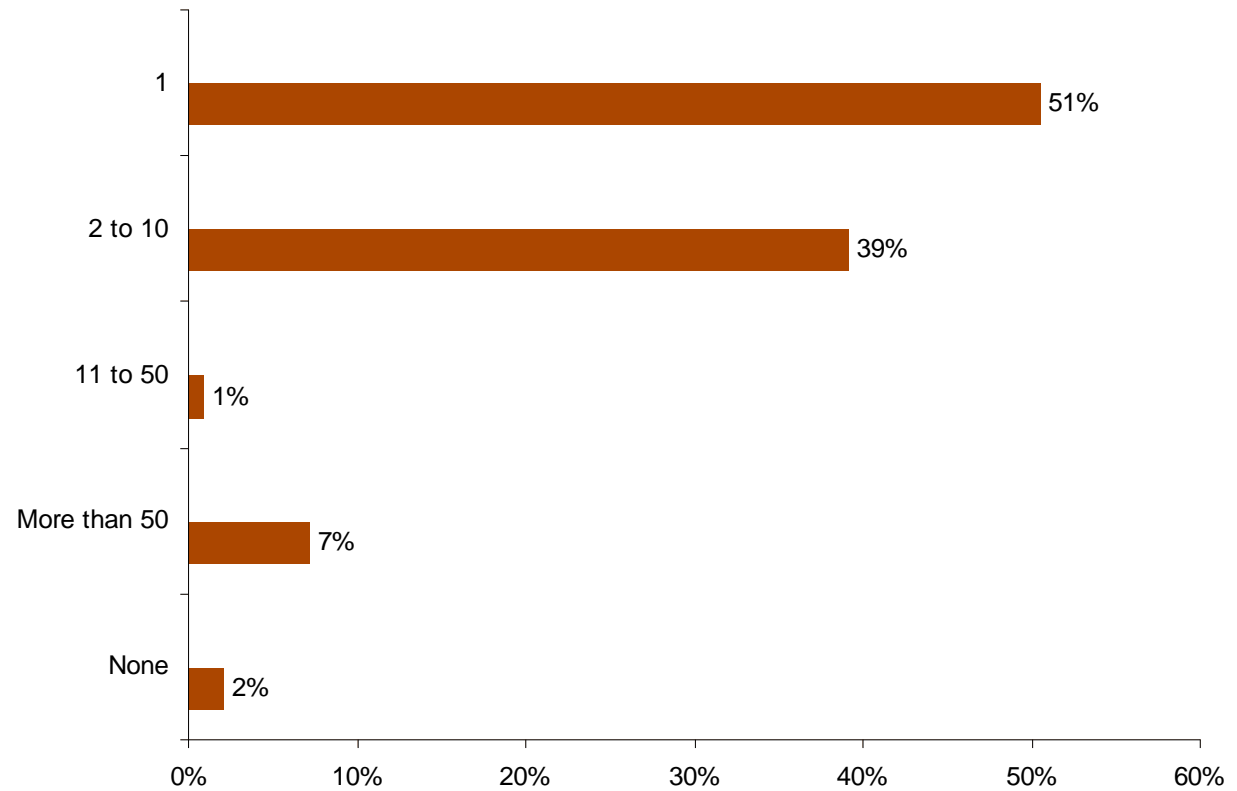
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Number of Secure Loans Advisers

Over half of advisers say that only one person is in-charge of advising on secured loans



Base: [97] – March 2007 Wave 23 (Those who give advise to secured loans)
How many people in your company advise on secured loans?

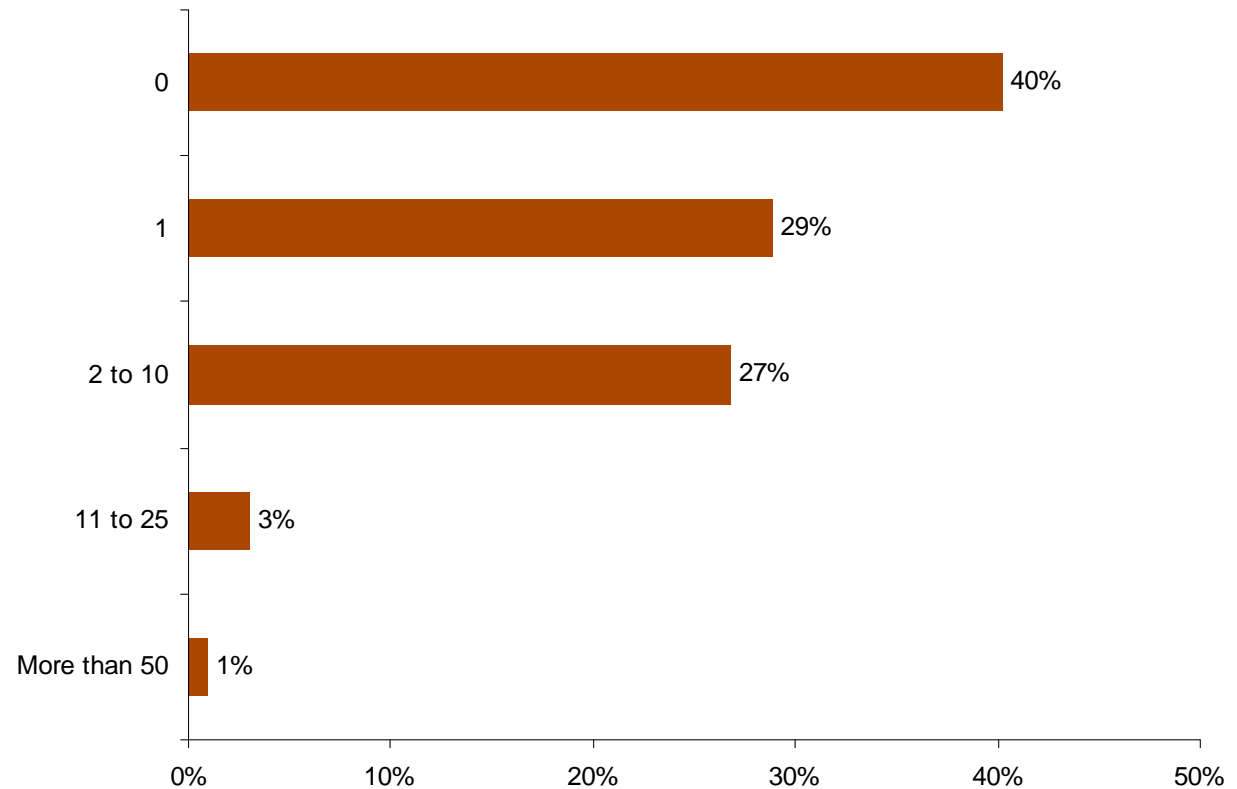
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Volume Of Secured Loans For Last Month

About one third of advisers mentioned writing one secured loan in the past month



Base: [97] – March 2007 Wave 23 (Those who give advise to secured loans)
What volume of secured loans did you write last month?

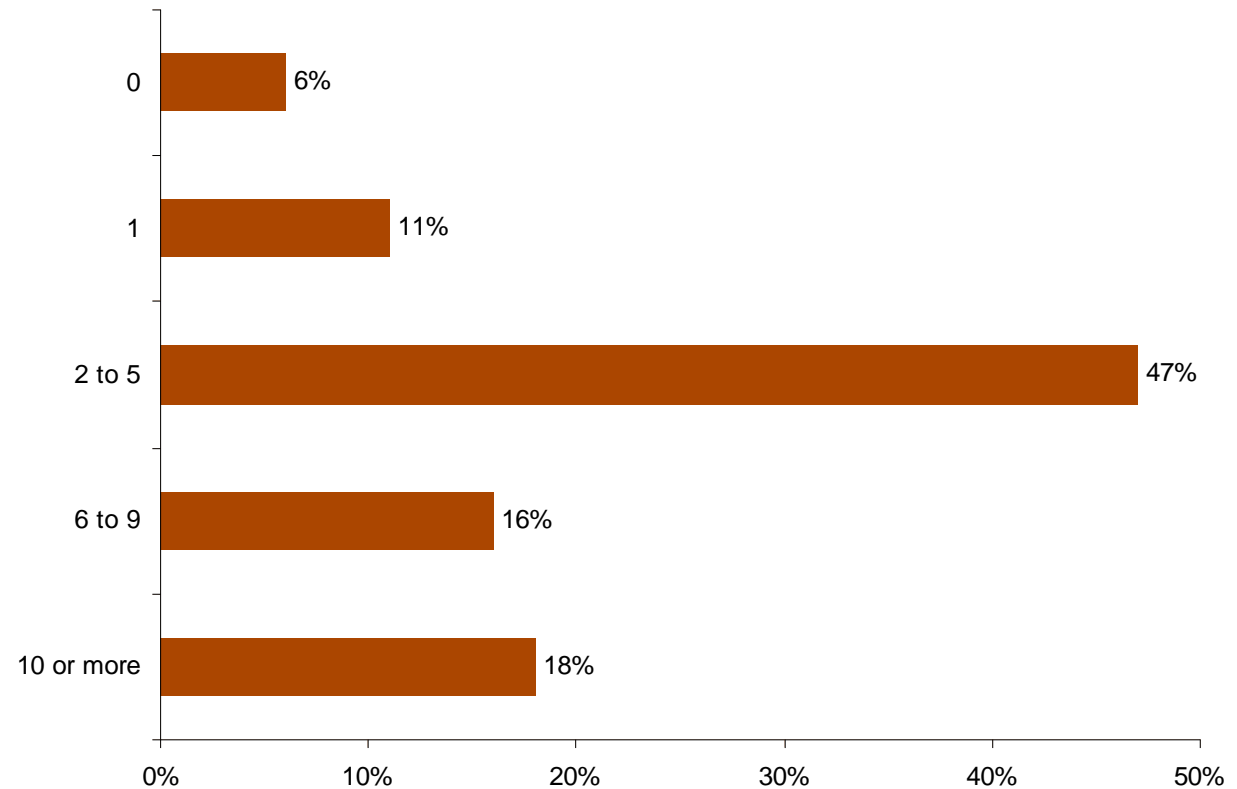
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Number of lenders business placed with

Almost half of advisers place business with between 2 and 5 lenders



Base: [97] – March 2007 Wave 23 (Those who give advise to secured loans)
How many lenders do you place business with?

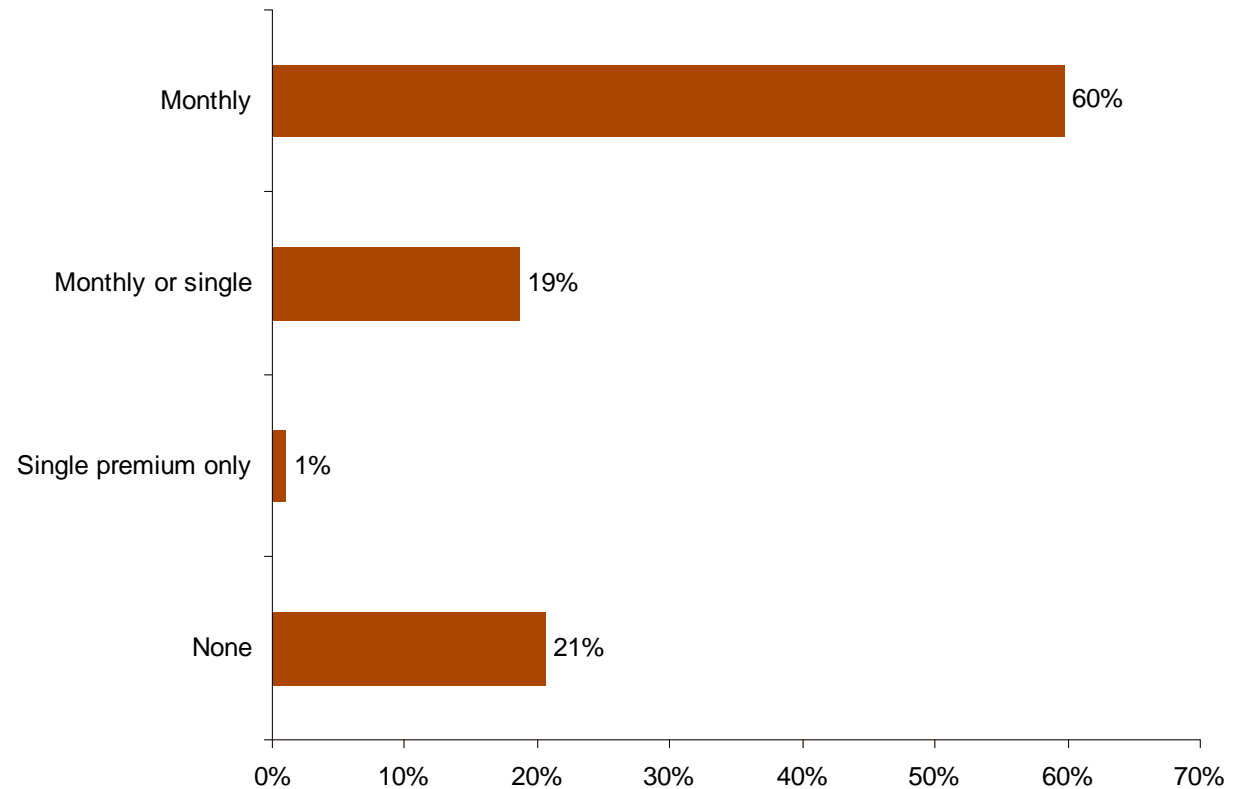
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Types of PPI Offered

60% of the respondents mentioned offering monthly PPIs, while 21% don't offer any PPIs at all



Base: [97] – March 2007 Wave 23 (Those who give advise to secured loans)
What types of PPI do you offer?

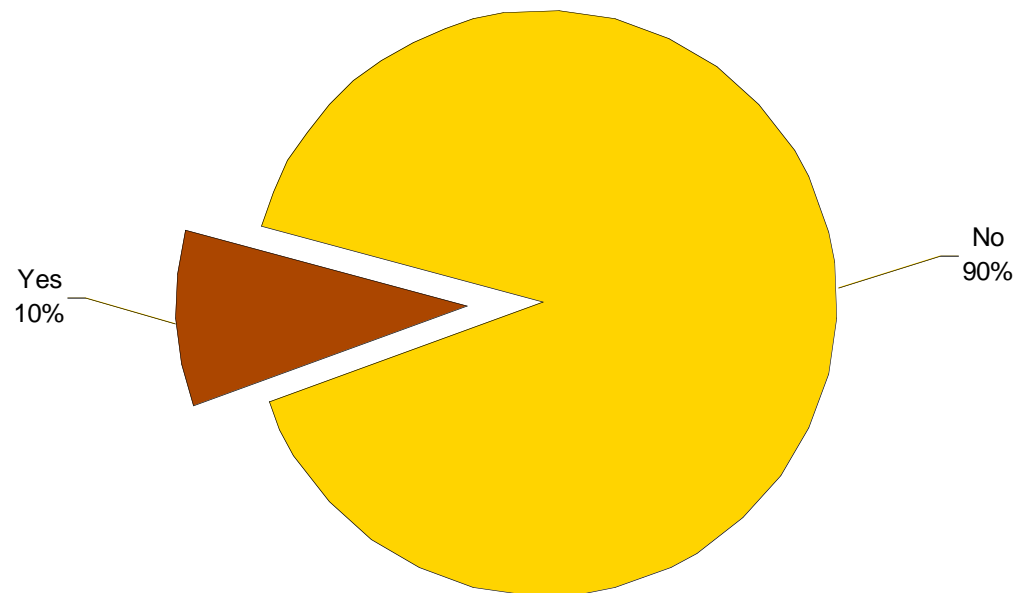
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Members Of FISA

Only 1 out of 10 respondents are a member of The Finance Industry Standards Association (FISA)



Base [208] – All Completers March 2007 Wave 23
Are you members of FISA?