

Mortgage Intermediary Focus - UK - May 2012

Report Price: £1750 / \$2758 / €2087

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Mortgage intermediaries are set to face yet more challenges over the next few years. The current mortgage market environment is lacklustre although there is positivity to be found in its increasing stability. The threat from direct sales is set to adversely affect the intermediary business in the short-term. Moreover, the need to be compliant with regulatory changes will only serve to further test many intermediary businesses to their limit. In order to survive this difficult period, intermediaries must show that they offer an invaluable service to the mortgage market and focus on areas such as buy-to-let in the near-term."

– Stephanie Seenan – Financial Services Analyst

In this report we answer the key questions:

- Will the increase in direct sales pose a serious threat to intermediaries?
- Increasing regulation – friend or foe?
- What can intermediaries do to secure their position in the market?
- Will Buy-to-Let be the saviour of mortgage intermediaries?
- How can the relationship between lenders and intermediaries be improved?

In the pre-crash years the number of intermediaries operating in the mortgage market grew rapidly, enjoying the spoils of growing property prices and a blossoming mortgage market. Unfortunately the impact of the 2008 credit crunch on the mortgage market meant that many intermediaries saw their businesses crumble. Since then intermediaries have faced very challenging times, with low lending volumes and consumer confidence.

Intermediaries' problems have been compounded by the fact that the challenging mortgage market has meant that many lenders have focused on direct selling at the expense of their intermediary offerings. The number of mortgage advice firms has fallen by more than 50% over a four-year period. However, the mortgage market is now starting to stabilise. Unfortunately the new mortgage market is set to look quite different from the old one.

This report looks at the evolving mortgage market and the intermediary's place in it. It considers the wider mortgage market and the key issues affecting intermediaries. It looks at the new regulations impacting the market and the key players as well as the general relationship between lenders and intermediaries. Furthermore, the report contains Mintel's mortgage adviser research which gives an insight into how advisers are feeling about the main issues impacting their business.

Your business guide towards growth and profitability

A Mintel report is your one, best resource for information and analysis on consumer markets and categories.

Each report contains:

- Primary consumer research
- Market size and five year forecast
- Market share and segmentation
- Brand and communications analysis
- Product and service innovation

To see what we cover in this report click on the report's "contents" section.

If you have any questions or require further information, send an email to oxygen@mintel.com or call one of our regional offices:

EMEA: +44 (0)20 7778 7151
Americas: +1 (312) 932 0600
APAC: +61 (0)2 8284 8100