

Mortgages - Intermediary Focus - UK - November 2014

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“Although non-advised sales will now be uncommon, the threat that lenders will try to cut intermediaries out of the sales process remains. This is naturally something that the mortgage advisor community will need to keep an eye on and continue to seek ways in which they can offer added value that cannot be replicated by lender-based advisors.”
 – George Zaborowski, Senior Analyst – Financial Services

This report looks at the following areas:

- The MMR is a short-term headache not a long-term problem
- Non-advised sales fading, but lenders will still seek ways to sell direct
- Buy-to-let provides a hedge against a potential slowdown in FTB activity

The operating environment for mortgage intermediaries continues to improve. The recent resurgence in the housing market has increased demand for mortgage advice and more products are being introduced for intermediated distribution. What’s more, intermediaries have managed to regain the upper hand when it comes to the overall distribution of mortgage sales, and there has been a significant slowdown in the decline in the number of UK authorised mortgage business firms.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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