

THE VALUE OF MORTGAGE BROKING

A Mortgage Broking Industry Group report
by Deloitte Access Economics



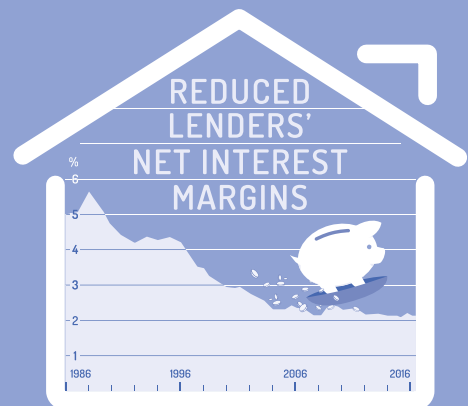
More than 90 per cent of mortgage broker customers are happy with their mortgage broker's performance



Mortgage brokers, on average, have 13.8 years of industry experience helping Australians finance their homes



Three in 10 mortgages arranged by mortgage brokers are for customers in regional and rural areas, improving access to home lending for regional Australians



The mortgage broker channel has contributed to a fall in lenders' net interest margins of more than three percentage points over the past 30 years, making home financing cheaper for all Australians



The mortgage broker industry supports more than 27,100 full-time equivalent jobs



The mortgage broking industry contributes \$2.9 billion to the Australian economy each year