

Français
About CMHC
Careers
FAQ
Library
Newsroom
Contact Us
Home

CANADA MORTGAGE AND HOUSING CORPORATION

CMHC for Housing Finance Clients and International Clients

Text Size
A
A
A

[Housing Finance Clients & International Clients](#) >
 [Mortgage Loan Insurance](#) >
 [2009 Mortgage Consumer Survey Results](#) >
 [First-time Buyers Increase Their Use of Mortgage Brokers](#)

Search

Browse by Topic

- ▶ Mortgage Loan Insurance
- ▶ Mortgage-Backed Securities
- ▶ Investments
- ▶ Housing Market Information
- ▶ CMHC International

Order Desk

Events Calendar

Quick Links

- Client e-Update
E-Newsletter
- Multi-Unit e-Update
E-Newsletter
- Mortgage Loan Insurance
Product Selector
- CMHC — Gold Partner
with Habitat for Humanity
- 2009 Mortgage
Consumer Survey
- Canadian Housing
Observer 2008

Switch to Homepage for:

- Consumers
- Housing Industry
Professionals and Community
Groups

First-time Buyers Increase Their Use of Mortgage Brokers

Survey results show that during the past twelve months about one-quarter of all mortgage transactions were arranged through the mortgage broker channel. Most notably, broker share among first-time buyers has increased to 44%, up from 35% in 2007. Among other market segments broker share has remained stable. In particular, broker share among those renewing their mortgage continues to be relatively stable at 12%.

Customer Segment	2005	2007	2009
First-time Purchasers	28%	35%	44%
All Purchasers	27%	32%	38%
Repeat Purchasers	24%	28%	31%
Refinancers	16%	25%	25%
Renewers	8%	14%	12%

Demographically, brokers tend to do better among younger purchasers aged 25 to 34 years (42% share), and female purchasers (43% share).

Broker Origination Share
By Customer Segment

[Previous](#) | [Next](#)

Broker Origination Share by Customer Segment - Internet Explorer provi...

http://www.cmhc.ca/popup/mcs2009/broker.html

Broker Origination Share by Customer Segment

Customer Segment	2005	2007	2009
First-time Purchasers	28%	35%	44%
All Purchasers	27%	32%	38%
Repeat Purchasers	24%	28%	31%
Refinancers	16%	25%	25%
Renewers	8%	14%	12%

Broker Origination Share
By Customer Segment

[Previous](#) | [Next](#)

[Top of Page](#)

Internet | Protected Mode: Off
100%