



RESEARCH

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AMI Questions Equity Release

Feb 2006

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A market discussion of equity release

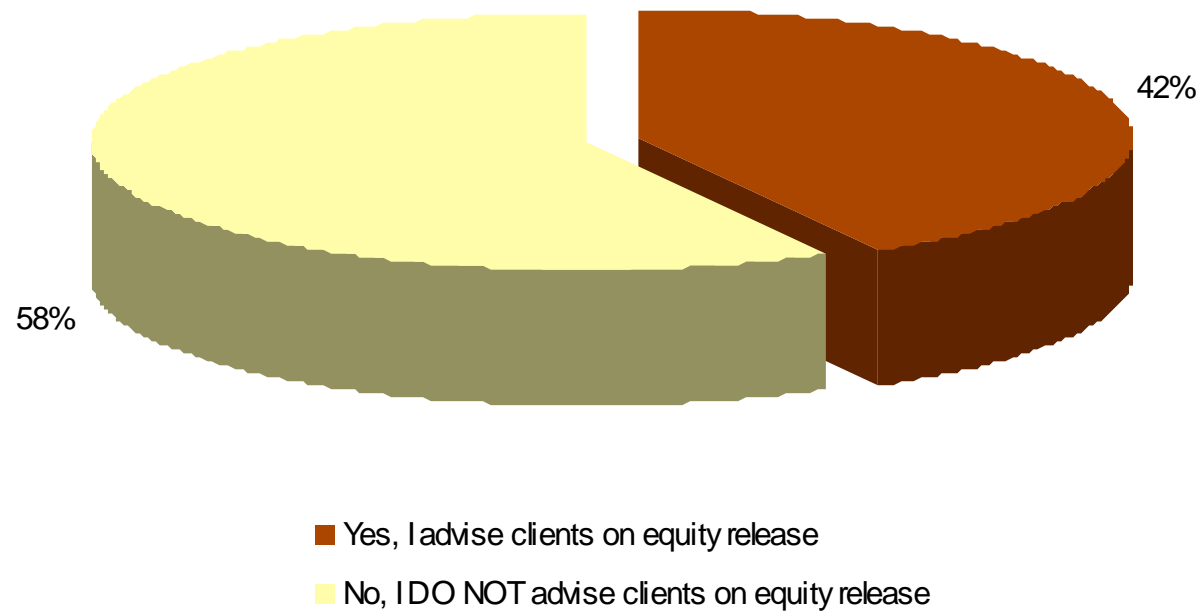
- This month's AMI questions focused on industry views of equity release
- Questions were placed on the February Mortgage Intermediary Census and fieldwork was conducted during 14th – 24th February 2006
- **184** Intermediaries responded to the survey

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Proportion of Advisers advising on equity release



Base: February 2006 – All Respondents (184)
Do you advise your clients on equity release products (either lifetime mortgages or home reversion)?

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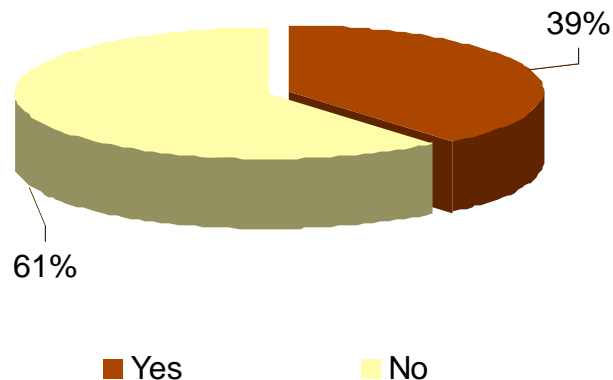
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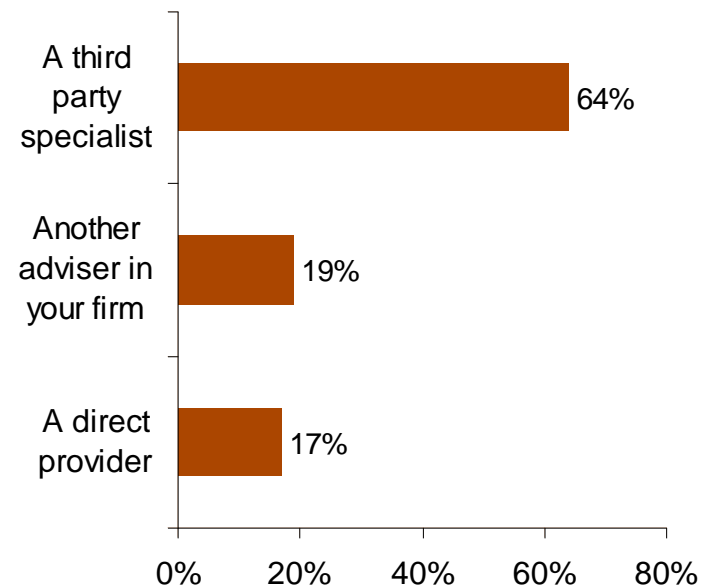
Means of discussing equity release

While 60% of respondents discuss equity release and then refer their clients; nearly three two thirds refer these clients to a third party specialist. The remaining quarter refer to another adviser in the firm or to a direct provider.

Proportion of respondents referring clients following generic brief on equity release



Points of client reference (n=100)



Base: February 2006 – All respondents not advising clients on equity release (107/42)
Do you discuss equity release generically and then refer your client? / If yes, who do you refer to?

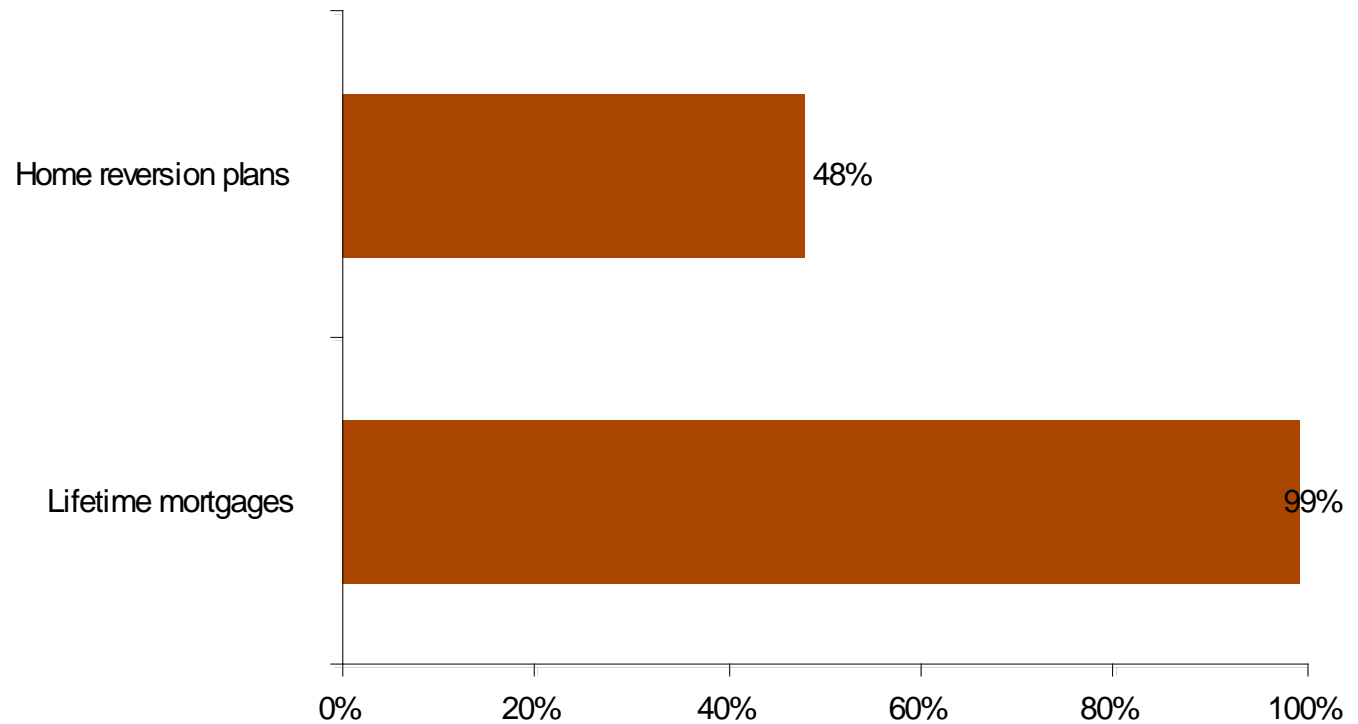
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Types of products advised upon

Nearly all respondents advising on Equity Release advise on Lifetime Mortgages and half on Home Reversion plans



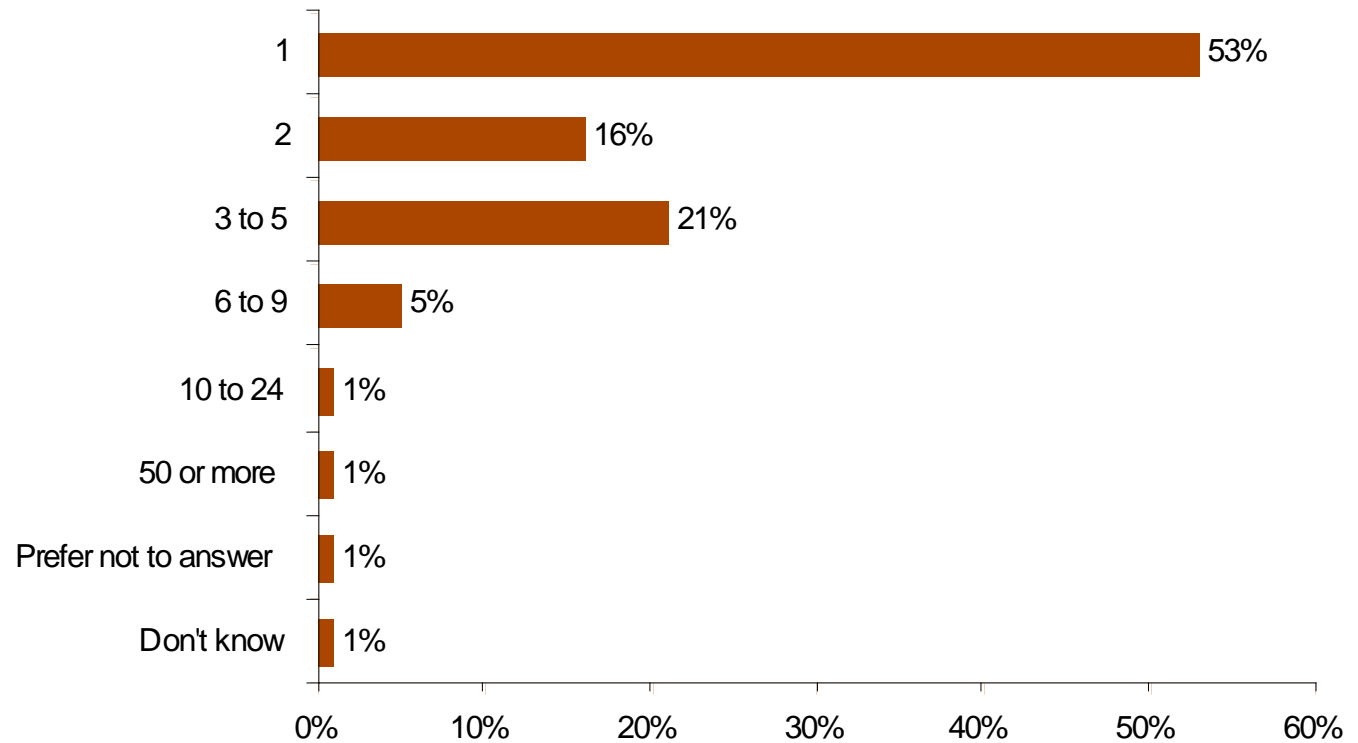
Base: February 2006 – All respondents advising clients on equity release (81)
Which of the following do you advise on?

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Number of advisers providing advice



Base: February 2006 – All respondents advising clients on equity release (81)
How many advisers in your firm provide advice?

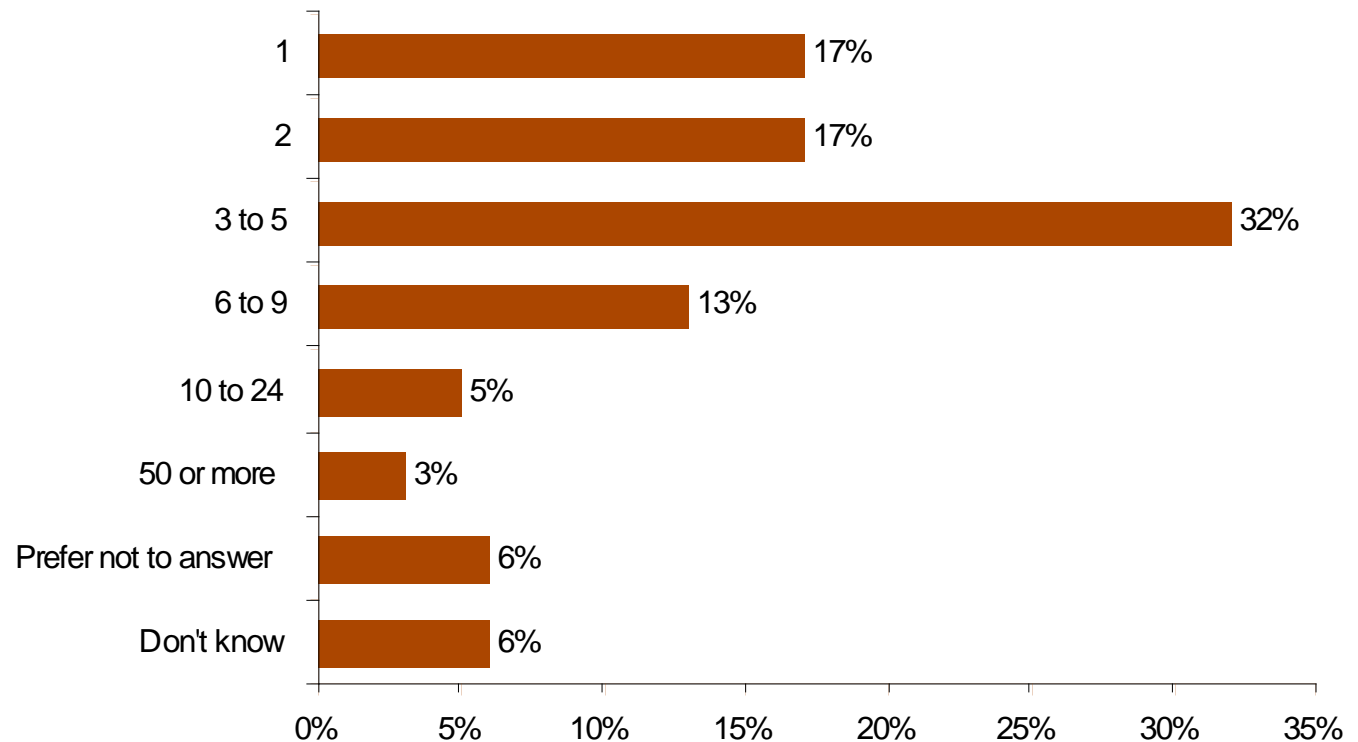
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Approximate number of cases completed in last 12 months

Over 50% of respondents have completed less than 6 cases in the last 12 months



Base: February 2006 – All respondents advising clients on equity release (77)
Approximately how many cases have you completed in the last 12 months?

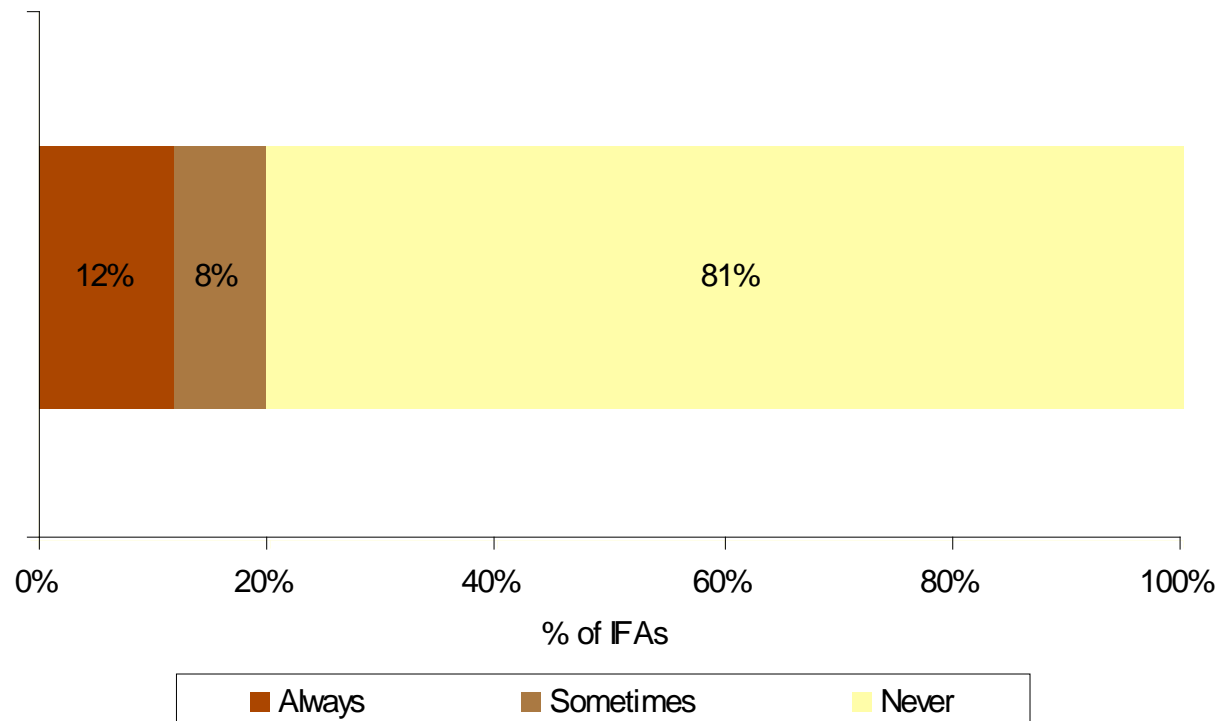
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Use of FINTAL system (or equivalent) to assess the impact equity release

The vast majority of respondents have never used FINTAL system (or equivalent) to assess the impact of equity release on state benefits



Base: February 2006 – All respondents advising clients on equity release (77)
Do you use the FINTAL system (or equivalent) to assess the impact of equity release on state benefits?

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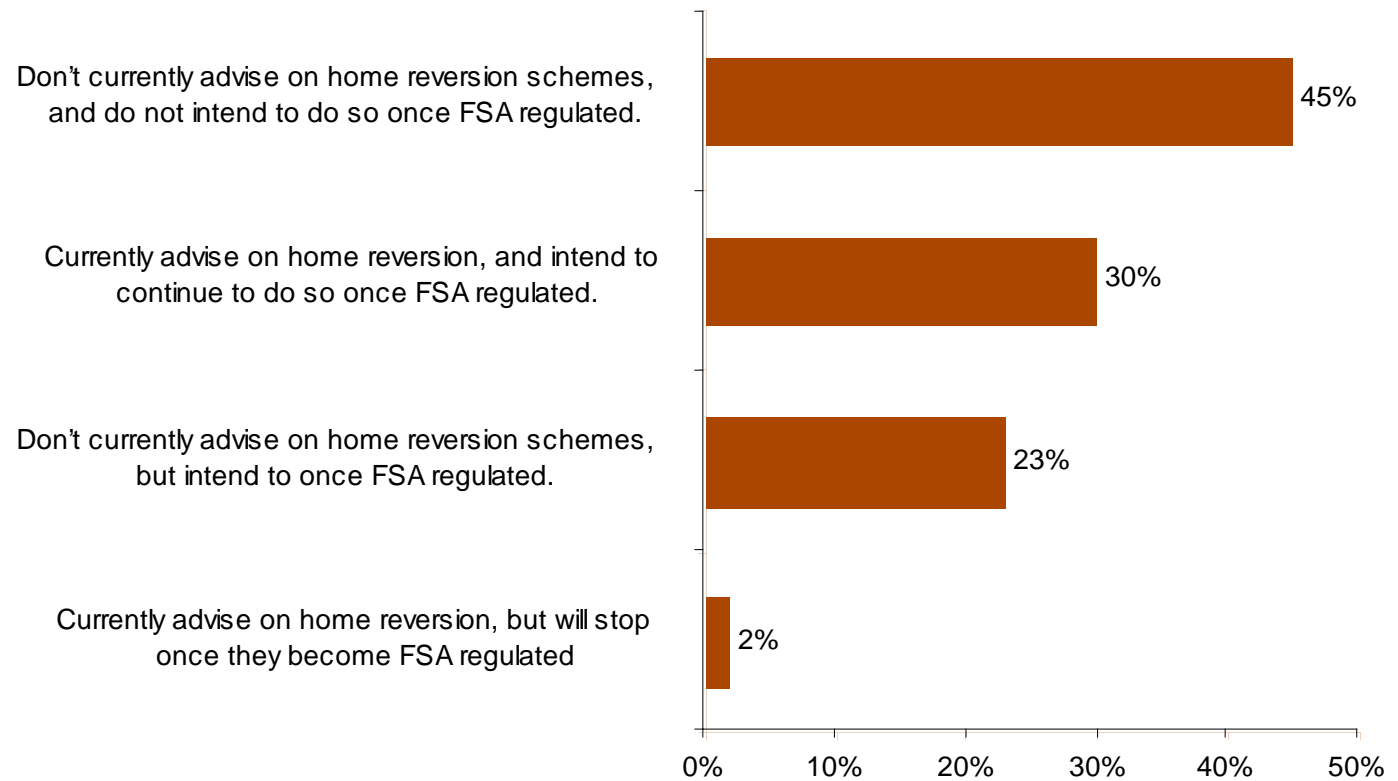
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Firm Intentions

Nearly half of respondents do not currently advise on home reversion schemes and do not intend to do so once regulated; barely any that currently advise would stop following regulation.



Base: February 2006 – All respondents (184)
Which of the following best reflects the intentions of your firm?