



MEDIA RELEASE

BC Mortgage Brokers expect first time home buyers to drive 2010 mortgage market

December 10, 2009 (Vancouver) – In a recent membership survey, [The Mortgage Brokers Association of BC](#) (MBABC) reports that 75% of its survey respondents feel that first time home buyers will continue to drive the 2010 mortgage market. This figure could even be higher when factoring in that an additional 15% of respondents felt that the demographic fueling the market would be a combination of first time buyers and refinancers.

“First time home buyers are crucial to the real estate market as new entrants contribute greatly to allowing current owners to sell and move up”, says Joe Santos, President of MBABC. “This segment of the market was hampered by high real estate values and higher interest rates, and although prices have rebounded, our current continued low interest rates greatly sustain affordability and create a wonderful opportunity for first time home buyers to get into the market.”

Santos confirmed MBABC views that real estate in BC will remain strong and will hold its value as evidenced by the quick recovery in prices which, in turn, continues to motivate first time home buyers to move forward with a home purchase.

Santos stresses the importance, however, that first time buyers be cautioned against over-extending themselves. "Given that our current interest rates are exceptionally low, especially the variable rate mortgage, it is important that mortgage brokers council their clients to use caution when selecting a product and term," says Santos. “Economists have clearly stated that the current bank rate is an “emergency” rate. Once we are no longer in economic recovery mode, these emergency rates will trend higher. Home buyers need to be certain that, upon renewal at the end of their mortgage term, they will be able to afford payments which potentially could be significantly higher”.

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Joe Santos is available for interviews and can be contacted through:

Madelaine
Fusion Communications Group
604 913-8810
604 720-5185 (cell)
madelaine@fusioncommunicationsgroup.com

[About MBABC](#)



MBABC represents member brokers in BC and supports enhanced professionalism, ethical and professional standards and co-operation in the mortgage industry, while elevating consumer awareness. The MBABC supports government policy that encourages small business and home ownership. MBABC broker members provide consumers with home financing expertise and mortgage options.