

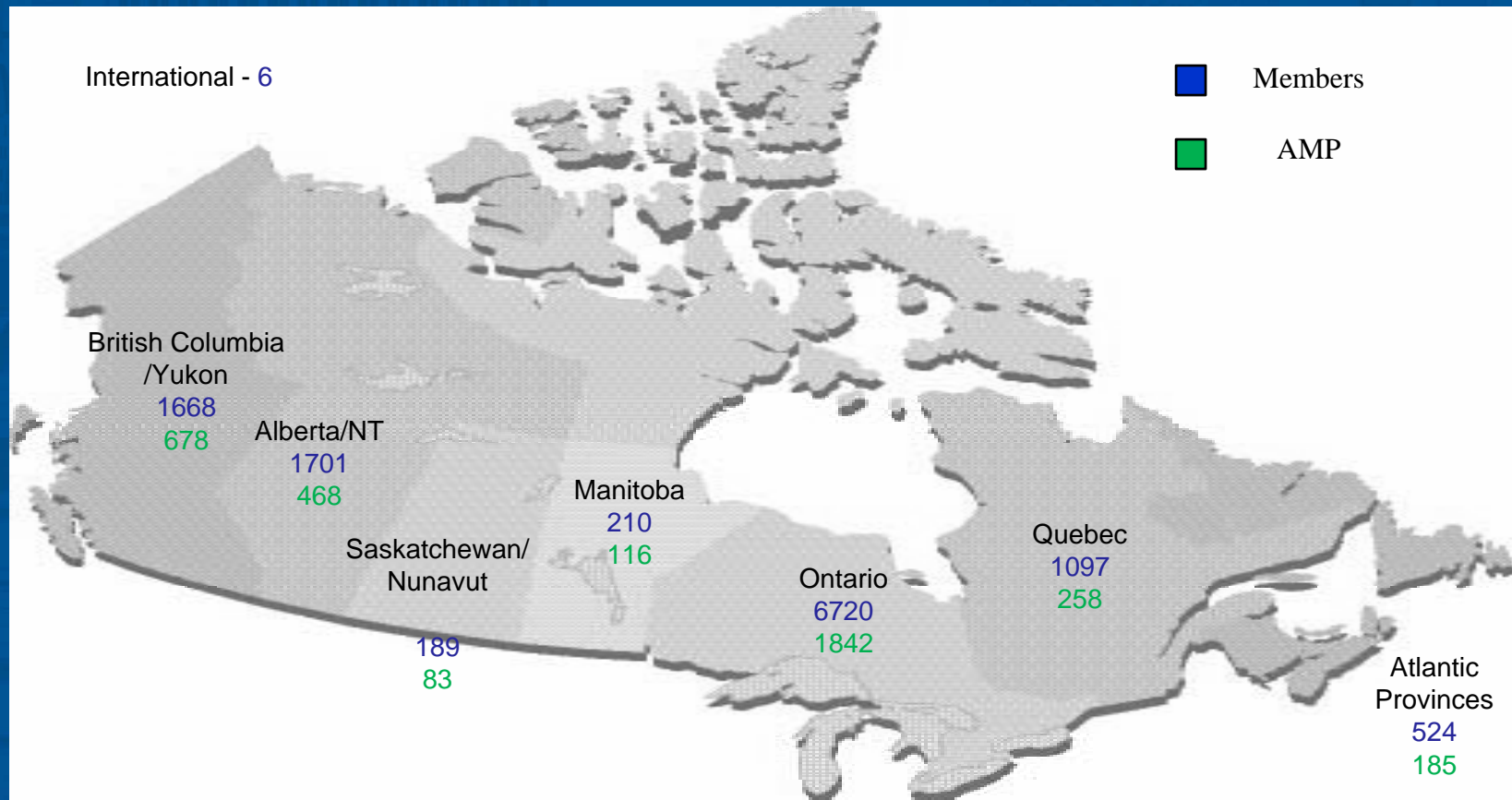
# Presentación a la Asociación Hipotecaria Mexicana

Ciudad México, DF  
18 Junio 2009

# CAAMP/ACCHA

- Canadian mortgage association
- Mortgage brokers, mortgage agents, mortgage lenders and mortgage insurers
- 12,000 members; 1,550 companies
- Members in all ten provinces
- AMP/CHA designation
- National conference. Symposiums. Advocacy

# Membership



# Canada

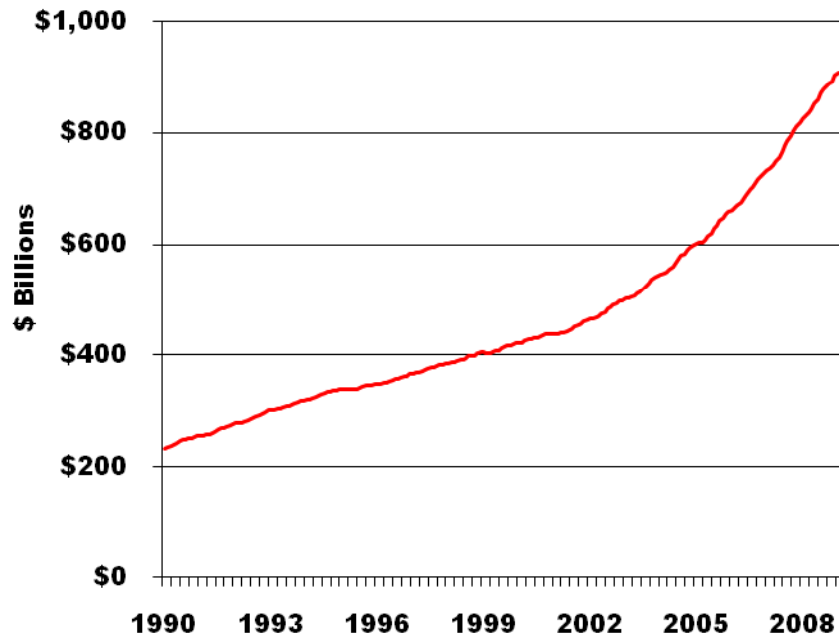
- 2006 Census- 32 million people
- GDP est. 2008 at \$1.30 trillion
- Per capita \$39,000
- G8 member and OECD member

# Canadian Mortgage Overview

- \$904 billion (CAD) in outstanding mortgage credit end of 2008
- Market beginning to slow to 7.6% growth in 2009 and 7.0% in 2010
- Mortgage brokers 30% of Canadian market
- Roughly half of mortgages insured. Federal law requires MI if down payment less than 20%

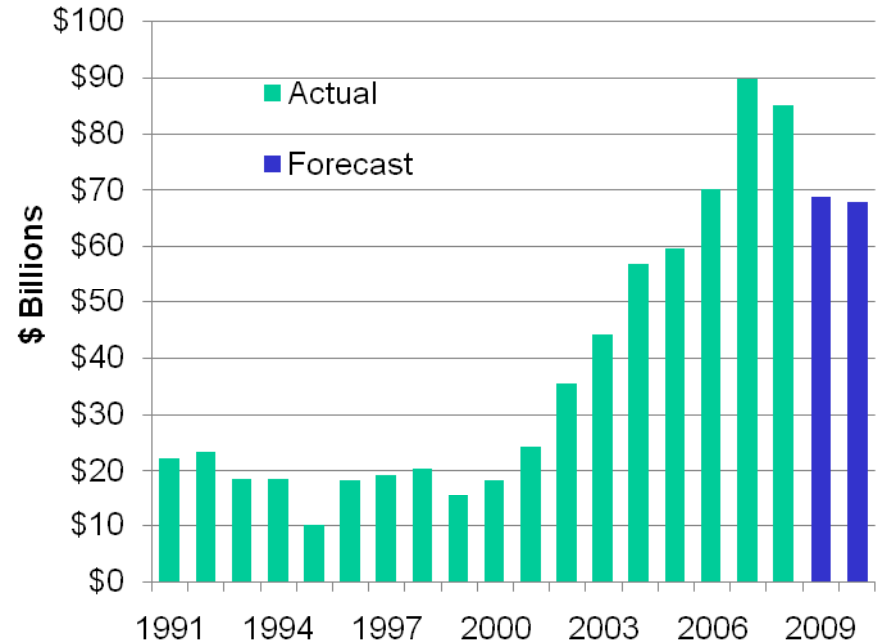
# Mortgage Credit Growth

## Rapid Growth of Residential Mortgage Credit in Canada



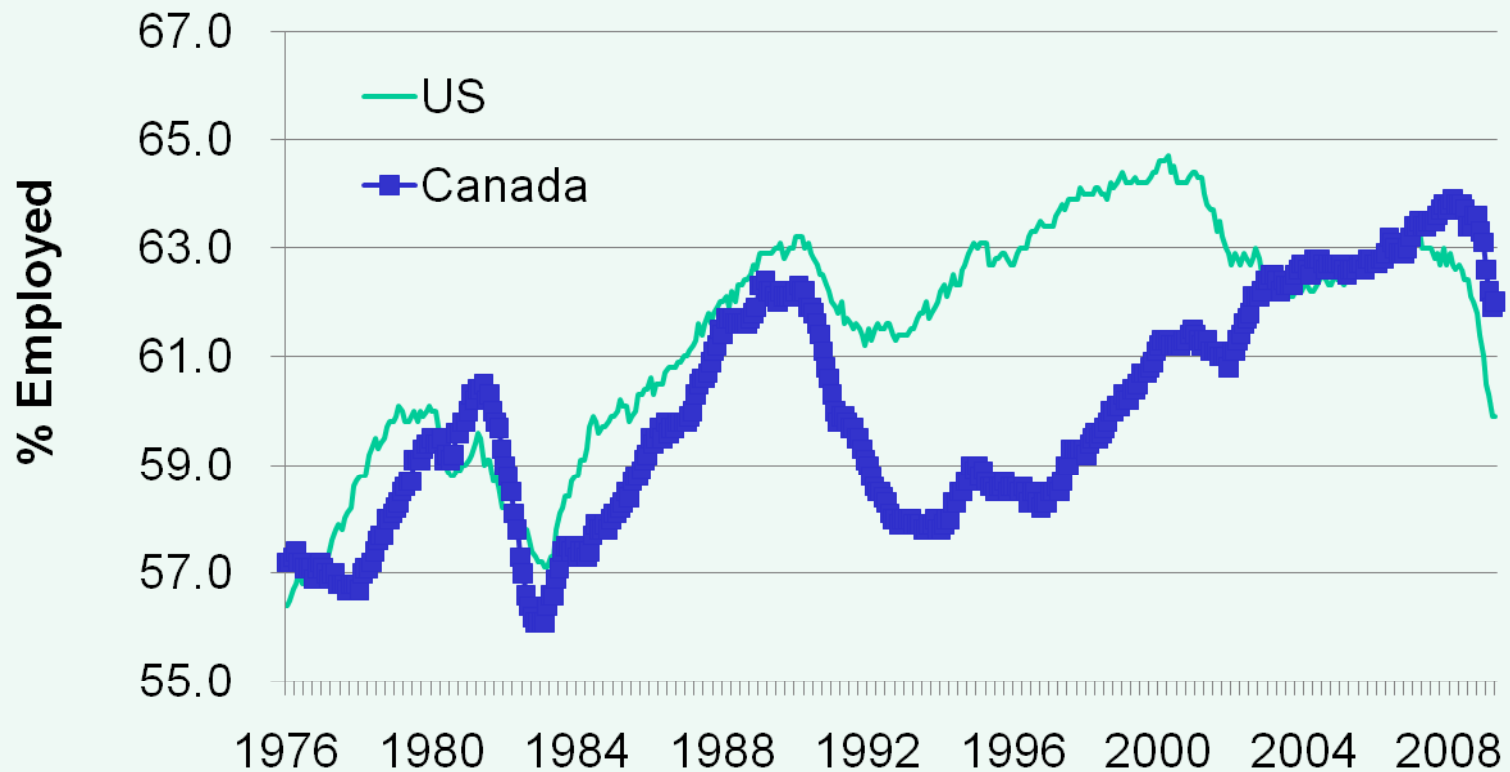
Sources: Bank of Canada / Will Dunning

## Forecast Slower Growth of Outstanding Mortgage Credit



Source: Bank of Canada / Will Dunning

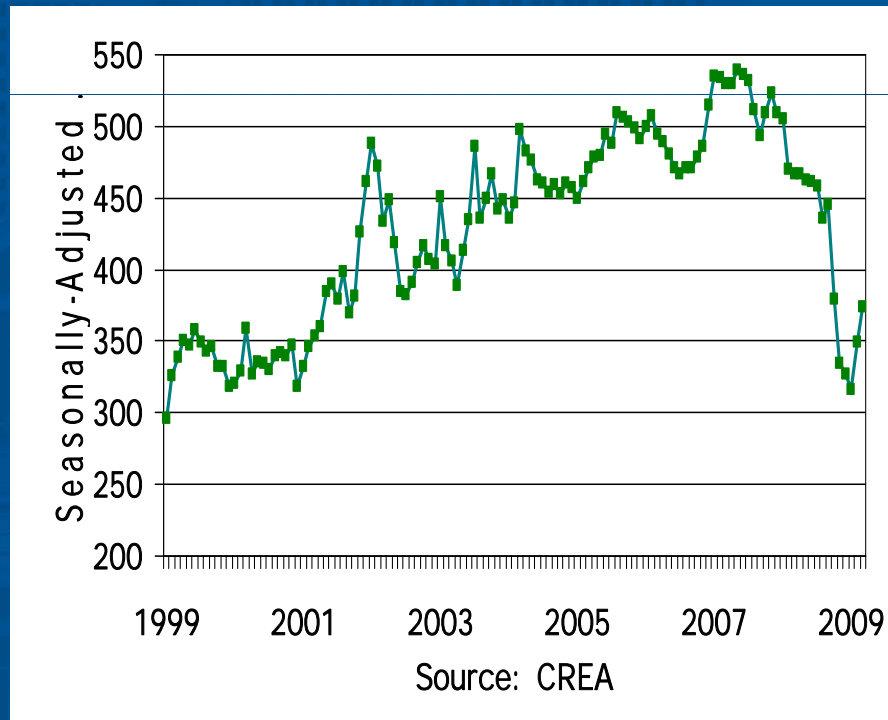
# The Outlook



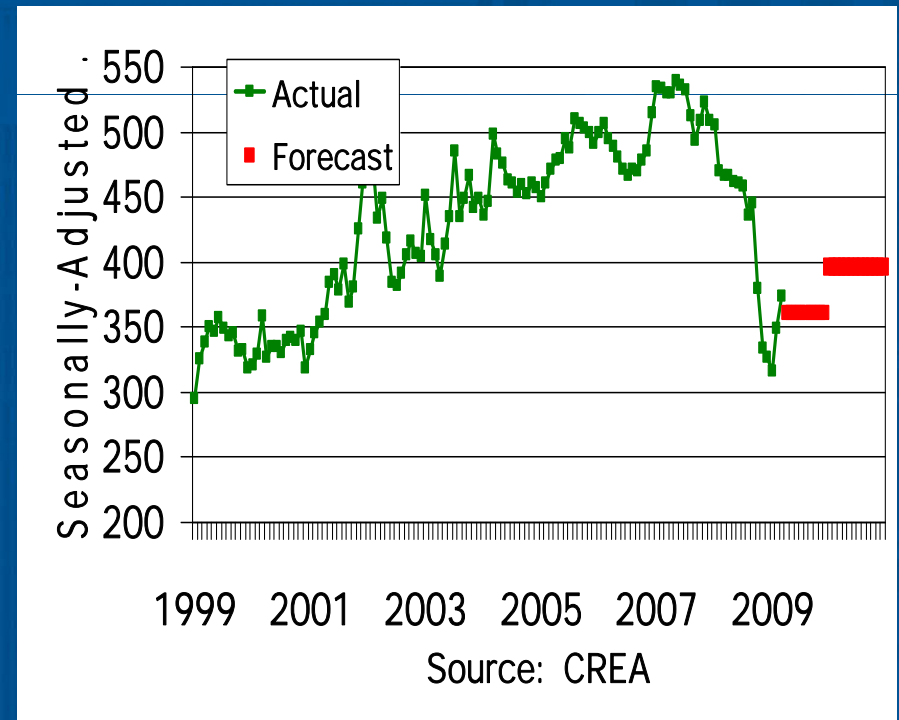
Source: US BLS / Statistics Canada

# Resale Market

## Canadian Resale Activity Dove Late in 2008



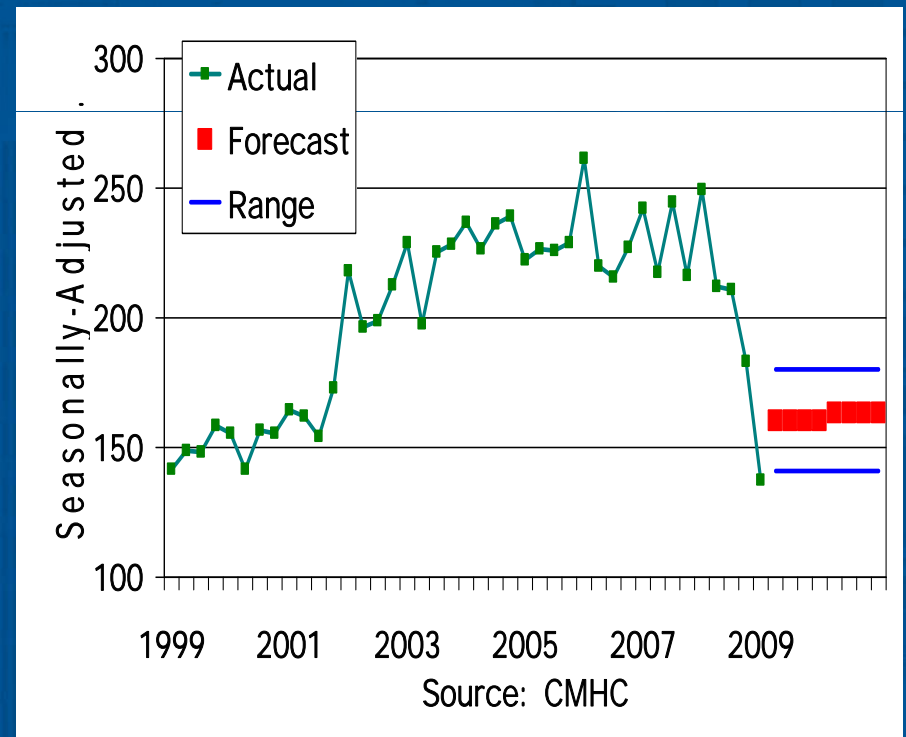
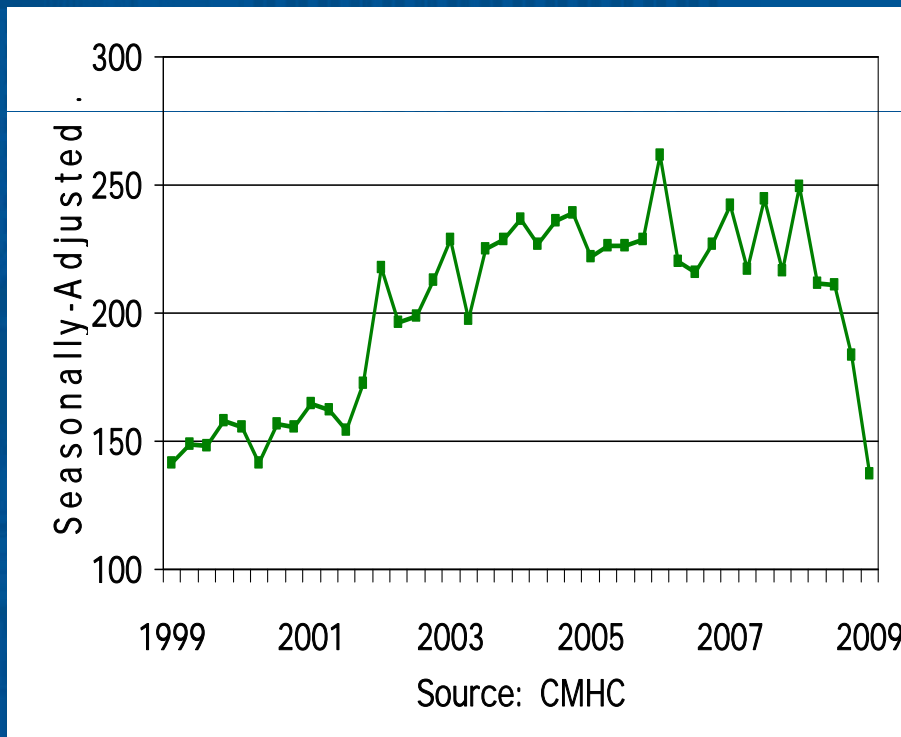
## CREA Forecasts Partial Recovery for 2010



# New Housing Starts

## Housing Starts Also Sharply Lower

## Housing Starts – Little Change Expected for 2010



# Positives

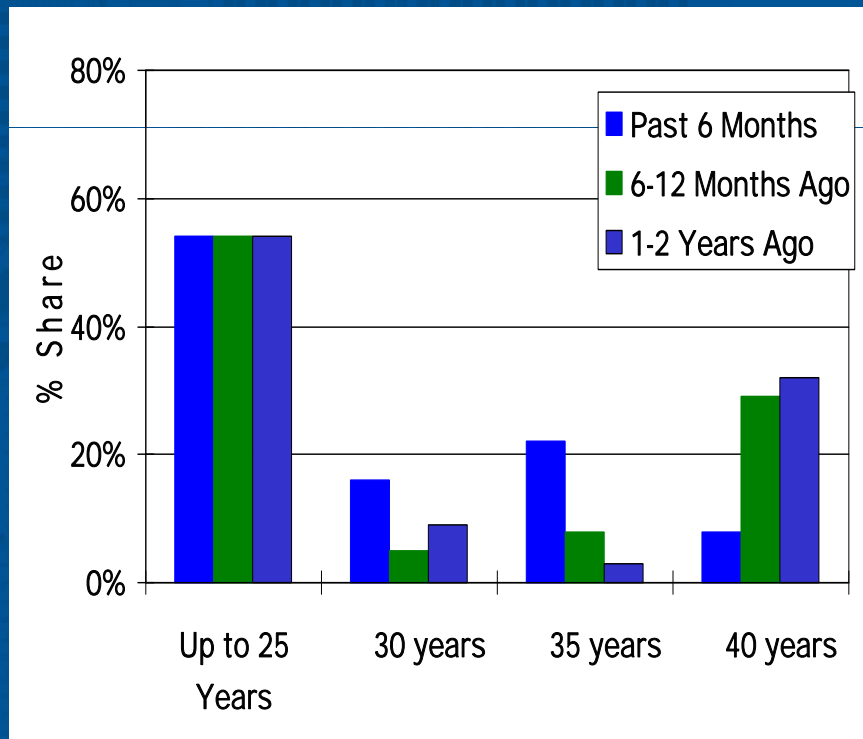
- Regulations, Broker channel, MI Rules
- Large banks account for majority of mortgages. Balance sheet lenders
- Ratios for banks 7% minimum by OSFI
- Home Equity position much stronger
- Arrears rate at .4% to .5%

# Home Equity

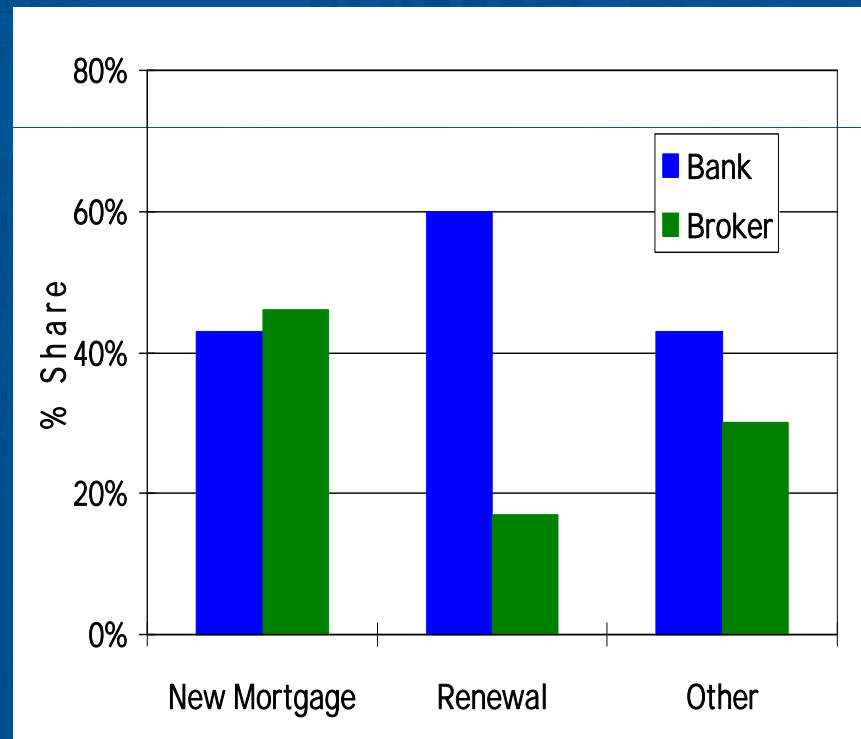
- 59% of owners have mortgages:
  - Average 51% equity (\$145,500)
  - 90% have 10% or more equity
  - 74% have 25% or more
  - Just 2% have negative equity
- Out of all 9.1 million owners:
  - Average 72% equity
  - Total equity = \$1.93 trillion - 4.51% for new mortgages

# Mortgage Trends

## Considerable Preference for Extended Amortization



## Mortgage Activity by Channel



# Mortgage/Housing Trends

- Lower interest rates
- Decline in housing prices, but still healthy
- Home ownership rate of 68% (same as US)
- Different housing tax policies

# Canadian Market

Positives	Negatives
Regulations/Rules	Securitization Market
Interest Rates	Employment
Commodities	Stock Market (Turning)
National Debt	Housing Wealth
Canadian Dollar	

# Contact Info

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- [www.caamp.org](http://www.caamp.org)
- [www.mortgageconsumer.ca](http://www.mortgageconsumer.ca)