

Survey of Non-Bank Mortgage Lenders

Fourth Calendar Quarter 2018

CONFIDENTIAL once completed.

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-877-992-3999.

Please verify the information for this business's contact person and correct where needed.

Legal name

Operating name

First name

Last name

Title

Address (number and street)

City

Province, territory

Postal code

Country

Business and contact information

Email address _____	Telephone number (including area code) _____	Extension number _____
Preferred language of communication <input type="radio"/> English <input type="radio"/> French	Fax number (including area code) _____	

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19. COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.

Introduction

The purpose of this survey

The purpose of this survey is to collect detailed information from non-bank mortgage lenders on residential mortgages. In recent years, the number of non-bank mortgage lenders and their share of issued mortgages have grown. The survey will collect information on the non-bank portion of the residential mortgage market. The data will be used by the Canada Mortgage and Housing Corporation to better assess the risk in the Canadian housing market.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Information on data sharing agreements can be found on the last page of this questionnaire.

Record linkages

To enhance the data from this survey, Statistics Canada may combine them with information from other surveys or from administrative sources.

Fax or email transmission disclosure

Statistics Canada advises you that there could be a risk of disclosure during the transmission of information by fax or email. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded to all information collected under the authority of the *Statistics Act*.

Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada. Statistics Canada is prohibited by law from releasing any information it collects that could identify any person, business or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical and research purposes.

Return the completed questionnaire in the enclosed envelope by February 28, 2019.
If you prefer to return your completed questionnaire by fax,
please send it to: 1-888-883-7999.

Who should complete this questionnaire?

This questionnaire should be completed by a financial manager with a thorough knowledge of your organization's residential mortgage data.

Reporting instructions

- Report dollar amounts in **Canadian dollars (CAN\$)**.
- Report dollar amount rounded to the nearest dollar.
- When precise figures are not available, please provide your best estimates.
- Enter "0" if there is no value to report.
- Use parentheses to report negative values.
- Report for Canadian operations only—please **exclude** foreign affiliates.
- Report for the calendar quarter.
- **Include** traditional mortgage loans and amortized home equity lines of credit (HELOCs).
- **Exclude** lines of credit (LOCs) and HELOCs (non-amortized).
- **Exclude** mortgages secured by properties located outside Canada.
- **Exclude** mortgages for non-residential property.

Definitions

Affiliate: The term "affiliate" used in this questionnaire covers unconsolidated:

- parent, subsidiary and related corporations
- related joint ventures and partnerships
- head offices, branches and divisions
- directors, officers and individual shareholders

Affiliates are entities within a common family of corporations controlled or significantly influenced by the reporting company or another company within the corporate family.

Arrears: Mortgage loans are in arrears at the end of a quarter if payments are overdue.

Credit-impaired loans: Mortgage loans are deemed credit-impaired when they become uncollectable and identified for sale.

Insured residential mortgages: These include all residential mortgage loans insured either under the *National Housing Act* or by other private insurance companies or agencies.

Non-residential property: Non-residential property is all property not classified as residential, including such structures as office buildings, shopping centres, land banking and development, industrial buildings, hotels and motels, automobiles, franchises, resorts or recreational properties (commercial resorts), time share units, mixed assets, hospitals, nursing homes, institutional retirement homes, day care centres, churches, and farms.

Residential mortgage loan: A residential mortgage loan is a primary market exchange between an original mortgage lender (e.g., bank, mortgage broker, local credit union) and an individual to complete a mortgage transaction extended to individuals or to corporations for a residential property.

Residential property: Residential properties are non-institutional facilities for the long-term lodging of individuals. Residential properties with one to four units include detached homes, semi-detached homes, town house units, condominium units, other small residential structures with one to four units, cottages and similar recreational properties, one- to four-unit residential properties with commercial components, and construction sites for one- to four-unit residential properties. Residential properties with more than four units include small or large apartment buildings with more than four units, apartment building complexes with commercial components, office/residential condos, all other residential properties with more than four units, and construction sites for residential properties with more than four units.

Uninsured residential mortgages: These include all residential mortgage loans not classified as insured.

Residential mortgages

Please report for the fourth calendar quarter (October 1 to December 31) in 2018.

Report for Canadian operations only.

1. Please specify the **total dollar value** and the **total number** of residential mortgages **outstanding** on the last business day of the calendar quarter.

Include mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

- a. **Total outstanding insured residential mortgages at the end of the quarter** \$

Value (CAN\$)	Number of mortgages
---------------	---------------------

C010101	C010102

- b. **Total outstanding uninsured residential mortgages at the end of the quarter** \$

C010201	C010202

2. Please specify the **total dollar value** and the **total number** of residential mortgages that were **extended** during the calendar quarter.

Include mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

Insured residential mortgages

- a. Insured residential mortgages extended for new purchases \$

Value (CAN\$)	Number of mortgages
---------------	---------------------

C020101	C020102

- b. Insured residential mortgages extended for other reasons (refinance, renewal, etc.) \$

C020201	C020202

- Total insured residential mortgages extended during the quarter** \$

C020301	C020302

Uninsured residential mortgages

- c. Uninsured residential mortgages extended for new purchases \$

C020401	C020402

- d. Uninsured residential mortgages extended for other reasons (refinance, renewal, etc.) \$

C020501	C020502

- Total uninsured residential mortgages extended during the quarter** \$

C020601	C020602

3. Please specify the **total dollar value** and the **total number** of residential mortgages in **arrears** as of the last business day of the calendar quarter.

Residential mortgages in **arrears** are those mortgages where payments are overdue.

Include mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

Insured residential mortgages

- a. Stage 1: 1 to 30 days in arrears \$

Value (CAN\$)	Number of mortgages
---------------	---------------------

C030101	C030102

- b. Stage 2: 31 to 60 days in arrears \$

C030201	C030202

	Value (CAN\$)	Number of mortgages
c. Stage 3: 61 to 90 days in arrears	\$.00	
d. Stage 4: over 90 days in arrears	\$.00	
Total insured residential mortgages in arrears at the end of the quarter	\$.00	

Uninsured residential mortgages

e. Stage 1: 1 to 30 days in arrears	\$.00	
f. Stage 2: 31 to 60 days in arrears	\$.00	
g. Stage 3: 61 to 90 days in arrears	\$.00	
h. Stage 4: over 90 days in arrears	\$.00	
Total uninsured residential mortgages in arrears at the end of the quarter	\$.00	

4. Please specify the **total dollar value** and the **total number** of residential mortgages for the **amortization period** categories provided below as of the last business day of the calendar quarter.

Please report based on time remaining on amortization.

Include:

- residential mortgages outstanding at the end of the quarter.
- mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

Residential mortgages by amortization period

Insured residential mortgages

	Value (CAN\$)	Number of mortgages
a. 5 years or less	\$.00	
b. More than 5 years and up to 10 years	\$.00	
c. More than 10 years and up to 15 years	\$.00	
d. More than 15 years and up to 20 years	\$.00	
e. More than 20 years	\$.00	
Total insured residential mortgages at the end of the quarter	\$.00	

Uninsured residential mortgages

f. 5 years or less	\$.00	
g. More than 5 years and up to 10 years	\$.00	

	Value (CAN\$)	Number of mortgages
h. More than 10 years and up to 15 years	\$ <input type="text"/> .00	<input type="text"/>
i. More than 15 years and up to 20 years	\$ <input type="text"/> .00	<input type="text"/>
j. More than 20 years	\$ <input type="text"/> .00	<input type="text"/>
Total uninsured residential mortgages at the end of the quarter	\$ <input type="text"/> .00	<input type="text"/>

5. Please specify the **total dollar value** and the **total number** of residential mortgages for the following **total debt service (TDS) ratio** categories as of the last business day of the calendar quarter.

Include:

- residential mortgages outstanding at the end of the quarter.
- mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

Residential mortgages by total debt service (TDS) ratio

Insured residential mortgages

	Value (CAN\$)	Number of mortgages
a. 30% or less	\$ <input type="text"/> .00	<input type="text"/>
b. More than 30% and up to 35%	\$ <input type="text"/> .00	<input type="text"/>
c. More than 35% and up to 40%	\$ <input type="text"/> .00	<input type="text"/>
d. More than 40% and up to 45%	\$ <input type="text"/> .00	<input type="text"/>
e. More than 45% and up to 50%	\$ <input type="text"/> .00	<input type="text"/>
f. More than 50% and up to 55%	\$ <input type="text"/> .00	<input type="text"/>
g. More than 55% and up to 60%	\$ <input type="text"/> .00	<input type="text"/>
h. More than 60%	\$ <input type="text"/> .00	<input type="text"/>
Total insured residential mortgages at the end of the quarter	\$ <input type="text"/> .00	<input type="text"/>

Uninsured residential mortgages

i. 30% or less	\$ <input type="text"/> .00	<input type="text"/>
j. More than 30% and up to 35%	\$ <input type="text"/> .00	<input type="text"/>
k. More than 35% and up to 40%	\$ <input type="text"/> .00	<input type="text"/>
l. More than 40% and up to 45%	\$ <input type="text"/> .00	<input type="text"/>

	Value (CAN\$)	Number of mortgages
m. More than 45% and up to 50%	\$.00	
n. More than 50% and up to 55%	\$.00	
o. More than 55% and up to 60%	\$.00	
p. More than 60%	\$.00	
Total uninsured residential mortgages at the end of the quarter	\$.00	

6. Please specify the **total dollar value** and the **total number** of residential mortgages for the following **loan-to-value (LTV) ratio** categories as of the last business day of the calendar quarter.

Include:

- residential mortgages outstanding at the end of the quarter.
- mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

Residential mortgages by loan-to-value (LTV) ratio

Insured residential mortgages

	Value (CAN\$)	Number of mortgages
a. 65% or less	\$.00	
b. More than 65% and up to 75%	\$.00	
c. More than 75% and up to 80%	\$.00	
d. More than 80% and up to 85%	\$.00	
e. More than 85% and up to 90%	\$.00	
f. More than 90% and up to 95%	\$.00	
g. More than 95%	\$.00	
Total insured residential mortgages at the end of the quarter	\$.00	

Uninsured residential mortgages

h. 25% or less	\$.00	
i. More than 25% and up to 45%	\$.00	
j. More than 45% and up to 65%	\$.00	
k. More than 65% and up to 75%	\$.00	

	Value (CAN\$)	Number of mortgages
l. More than 75% and up to 80%	\$ <input type="text"/> .00	<input type="text"/>
m. More than 80%	\$ <input type="text"/> .00	<input type="text"/>
Total uninsured residential mortgages at the end of the quarter	\$ <input type="text"/> .00	<input type="text"/>

7. Please specify the **total dollar value**, the **total number of mortgages** and the **weighted average interest rate charged on new funds advanced** for residential mortgages during the calendar quarter.

Example of calculation of weighted average interest rate:

Resident 1: Mortgage on August 5, 2018—\$500,000.00 @ 4.75%
 Resident 2: Mortgage on August 28, 2018—\$51,000.00 @ 5.85%
 Amount to be reported: $((\$500,000.00 \times 4.75\%) + (\$51,000.00 \times 5.85\%)) / \$551,000.00 = 4.85\%$

Note: When precise figures are not available, please provide your best estimates.

Include:

- residential mortgages extended during the quarter.
- mortgage loans deemed credit-impaired during the quarter.

Exclude:

- LOCs and HELOCs (non-amortized).
- mortgages for non-residential property.
- mortgages secured by properties located outside Canada.

New funds advanced for residential mortgages	Value (CAN\$)	Number of mortgages	Weighted average interest rate charged on mortgages
Insured residential mortgages: fixed rate			
a. Less than 2 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
b. 2 to less than 3 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
c. 3 to less than 5 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
d. 5 years and over	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Total of all new insured fixed rate residential mortgages during the quarter	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Insured residential mortgages: variable rate			
e. Less than 2 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
f. 2 to less than 3 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
g. 3 to less than 5 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
h. 5 years and over	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Total of all new insured variable rate residential mortgages during the quarter	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %

	Value (CAN\$)	Number of mortgages	Weighted average interest rate charged on mortgages
Uninsured residential mortgages: fixed rate			
i. Less than 2 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
j. 2 to less than 3 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
k. 3 to less than 5 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
l. 5 years and over	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Total of all new uninsured fixed rate residential mortgages during the quarter	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Uninsured residential mortgages: variable rate			
m. Less than 2 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
n. 2 to less than 3 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
o. 3 to less than 5 years	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
p. 5 years and over	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %
Total of all new uninsured variable rate residential mortgages during the quarter	\$ <input type="text"/> .00	<input type="text"/>	<input type="text"/> %

Please return the completed questionnaire by February 28, 2019.

THANK YOU FOR YOUR CO-OPERATION

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Contact Information

First name of person to contact about this questionnaire

Last name of person to contact about this questionnaire

Title

Telephone number

Extension number

Fax number

Email address

Date

YYYY

MM

DD

Website Address

Survey Completion Time

Hours

Minutes

How long did you spend collecting the data and completing the questionnaire?

Comments

B00002

General information

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Statistics Canada will share data from this survey only with those organizations that have demonstrated a requirement to use the data.

Section 11 of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia, and Yukon. The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective provincial or territorial government organizations.

Section 12 of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For this survey, there are **Section 12** agreements with the statistical agencies of Prince Edward Island, the Northwest Territories and Nunavut, as well as with the Canada Mortgage and Housing Corporation.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

THANK YOU FOR PARTICIPATING IN THIS SURVEY
For further information, please visit our website at
www.statcan.gc.ca/survey.

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