



Brokers prove essential for non-traditional mortgage applicants

96% of non-PAYE applicants said mortgage brokers understood their needs when it came to buying a property, with one in three (65%) applicants saying brokers understood their needs completely, according to the latest research from The Mortgage Lender (TML).

Overwhelmingly, 94% said brokers knew what lenders to approach for their application and 93% said their knowledge of the specialist market was helpful in the home buying process. Similarly, a majority said a broker was helpful in finding the best deals and rates available for the applicant (93%).

Brokers were also helpful in streamlining the process as a whole, with majority of applicants agreeing brokers helped with the deposit amount to put down (92%), knowing what paperwork was required for the application (96%), explaining mortgage terminology (92%) and even sorting the mortgage application on behalf of the applicants (95%).

To read more about how the role of brokers are vital for non-traditional applicants, [read the full article here.](#)