

Mortgage brokers: [www.trinityfinancialgroup.co.uk](http://www.trinityfinancialgroup.co.uk) - 020 7520 9427

# Industry slams MEP's proposal to give FTBs a brochure on buying

10 October 2011

The mortgage industry has dismissed an MEP's call for advisers to provide first-time buyers with explanatory brochures as unnecessary.

Sharon Bowles, MEP for south-east England and chair of the European Parliament's Economic and Monetary Affairs Committee, wants a clause to be included in the European mortgage directive which requires lenders and advisers to give first-time buyers a brochure explaining the buying process.

She says: "Speaking to my constituents, I know how confusing it can be when you are buying a house for the first time. All lenders and intermediaries should be obliged to put a brochure for first-time buyers in their hands, which would give definitions of the key elements of lending, as well as pointing to where to go for more help."

A spokeswoman for the Council of Mortgage Lenders says that while the trade body supports the idea that this information should be available to all borrowers, it does not believe it should be regulated.

Brokers gave a similarly lukewarm response to the proposal, which will be considered by the EMAC in the coming months, along with numerous other suggestions from MEPs.

Aaron Strutt, head of communications at Trinity Financial Group, says: "A brochure would be costly to produce and could end up containing out-of-date information, as lenders change their criteria on a regular basis."

One broker commenting on *Mortgage Strategy Online* says: "Most intermediaries spend a long time explaining the mortgage process to first-time buyers and I believe my time is better spent talking to borrowers rather than producing brochures."