



Press release: 5 January 2009

**'ACCESS TO LIVE DATA' IS THE MOST IMPORTANT THING IN A SOURCING TOOL ACCORDING TO 76% OF BROKERS**

Mortgages for Business, leading independent mortgage broker and packager has conducted a survey with 400 brokers and has found that 76% of mortgage brokers perceive 'access to live data' to be the most important component of a sourcing tool. When asked to list the following criteria in order of importance more than three quarters of the respondents stated that 'access to live data' was the most important element:

- Access to live data
- Capability to produce KFIs
- The ability to submit applications online
- Integration with lenders
- The ability to manage landlords portfolio information
- Direct IT support contact

Nick Blunt, Head of Business Partner Development at Mortgages for Business commented, 'The findings of this survey are very important for Mortgages for Business. As we develop our existing sourcing tool into a portfolio management tool we want to ensure that we are providing brokers with what they want.'

The second most popular option in the preceding list was 'the ability to submit applications online'. Nick Blunt further commented, 'We are launching our new sourcing portfolio management tool to the open market in January 2009, we are delighted that the elements we have included in our tool match exactly what brokers want.'