

**HEADLINE:** Non-bank lenders tap loan demand

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Non-bank lenders that survived the credit crunch have reported increased demand for home loans. According to Firstfolio, owner of Australia's biggest online mortgage broker eChoice, since December, when the Reserve Bank of Australia cut rates by a full percentage point, daily hits on eChoice's website lifted from 6000 to about 15,000. Mark Forsyth, CEO of the listed broker and originator Firstfolio, said the mortgage market was going north, and that another rate cut would spark interest even further. Mortgage brokers such as Australian Finance Group and Mortgage Choice have reported heavy demand for loans, especially among first-home buyers wishing to take advantage of lower interest rates and federal government grants. In three years, Firstfolio built its mortgage book from under \$2 billion to more than \$11.5 billion. Last year it acquired eChoice and Domain financial services. Bendigo and Adelaide Bank said last month it would issue \$550 million of residential mortgage-backed securities.

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**MENTIONS:** Firstfolio, eChoice, Reserve Bank of Australia, Mark Forsyth, Australian Finance Group, Mortgage Choice, Domain, Bendigo, Adelaide Bank.