



2023 Mortgage brokerages and administrators

Annual Information Return report

November 2024

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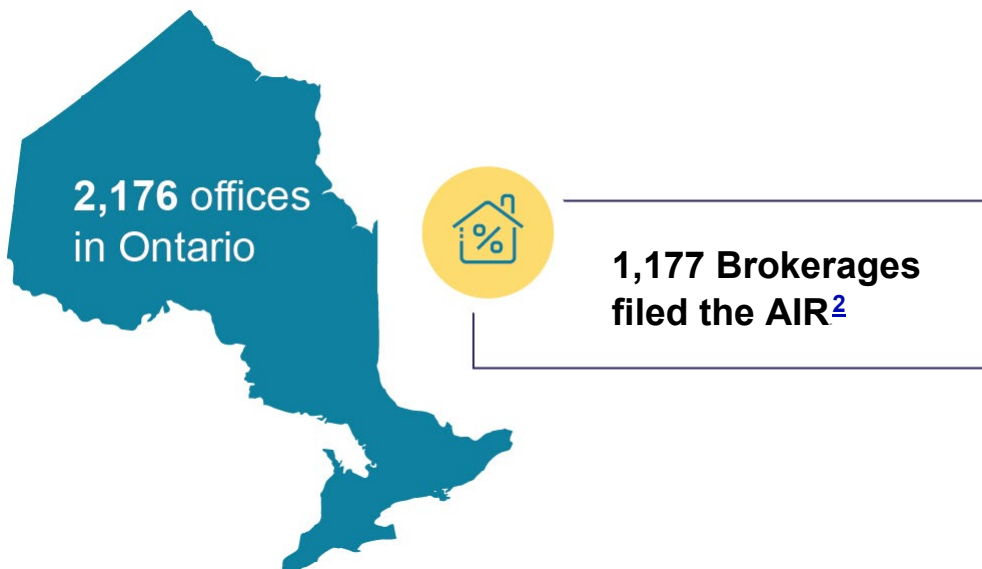
Introduction

The Annual Information Return (AIR) Report (Report) provides an overview of mortgage brokering and administration business in Ontario based on data collected from brokerages and administrators through the AIR.

Below are some highlights from the 2023 AIR. A comprehensive summary of the aggregate responses to the AIR over the past three years is provided in the 2023 Appendix to this document.

FSRA uses the AIR data to assist in its risk assessment, oversight of mortgage brokerages and administrators and determine the focus areas for the Mortgage Brokering Sector Supervision Plan.¹ The AIR Report also provides the industry with an overview of the mortgage brokering sector.

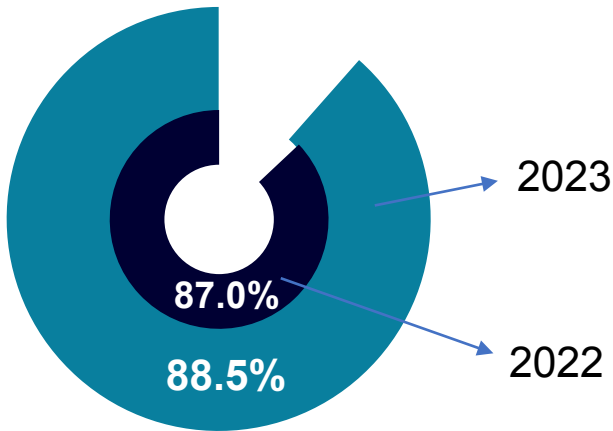
Mortgage Brokerages Overview



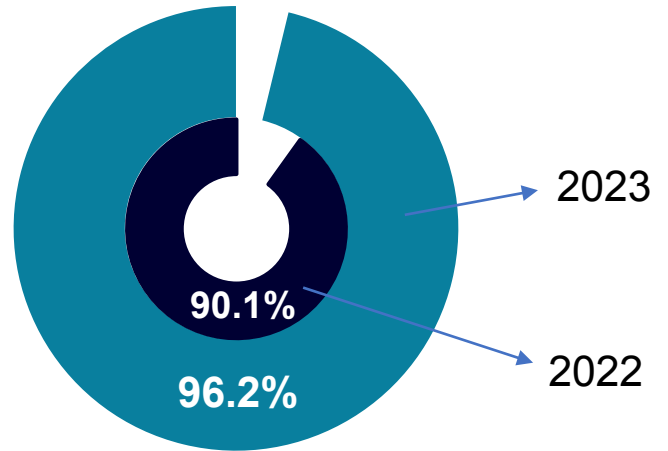
¹ [Mortgage brokering sector Supervision Plan 2024-25 | Financial Services Regulatory Authority of Ontario](#)

² Brokerages who are late or fail to file are subject to escalated regulatory actions as deemed necessary.

**Compliance Filing Rate
(as at March 31, 2024)**

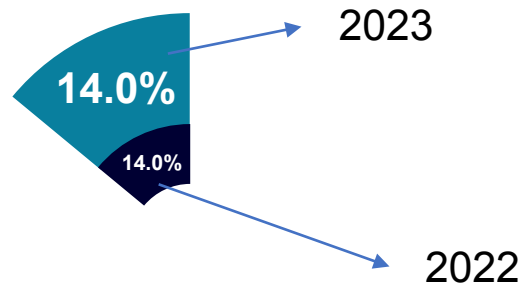


**Total Filing Rate
(as at September 10, 2024)**



(174) of Brokerages also held a mortgage administrator licence in 2023:

(vs 158 of brokerages also held a mortgage administrator licence in 2022)



3,068 Mortgage Brokers

▲ 5.5% Compared to 2022

16,213 Mortgage Agents

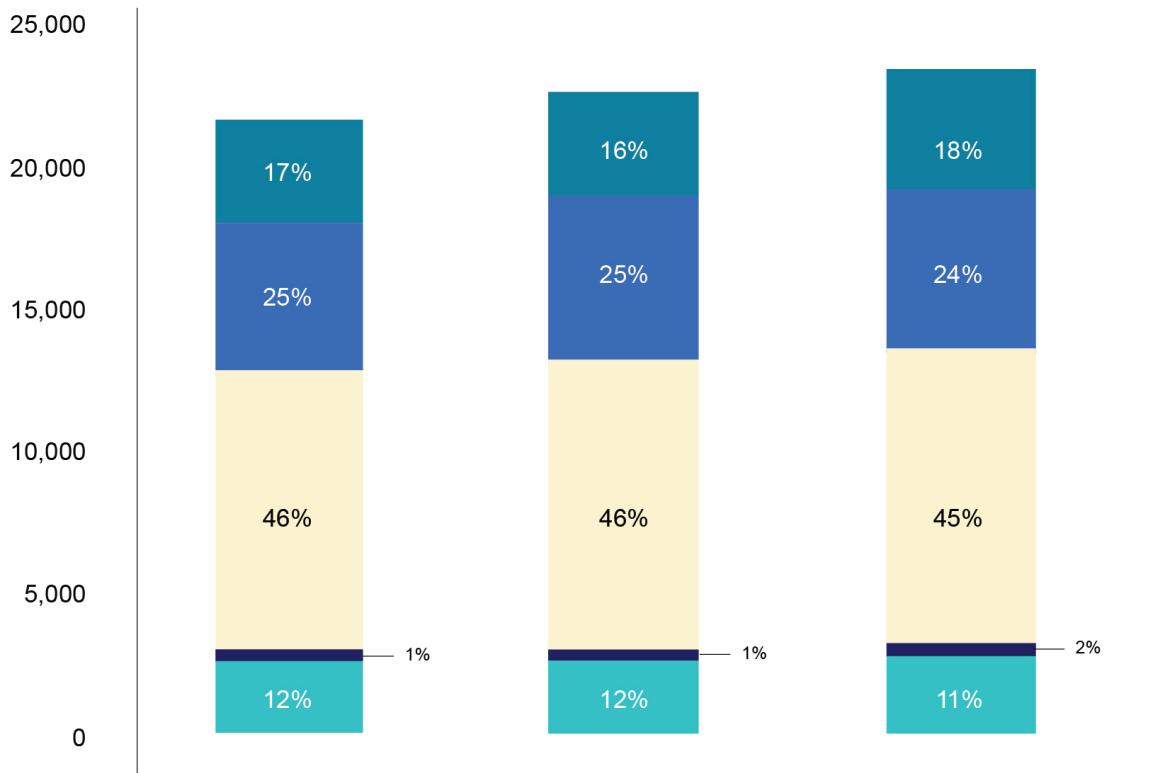
▲ 0.9% Compared to 2022



19,281 Broker & Agents

- 87.4% of brokers work full-time in the industry
- 65.3% of agents work full-time in the industry

Licensed brokers, Licensed Agents, and Other Staff

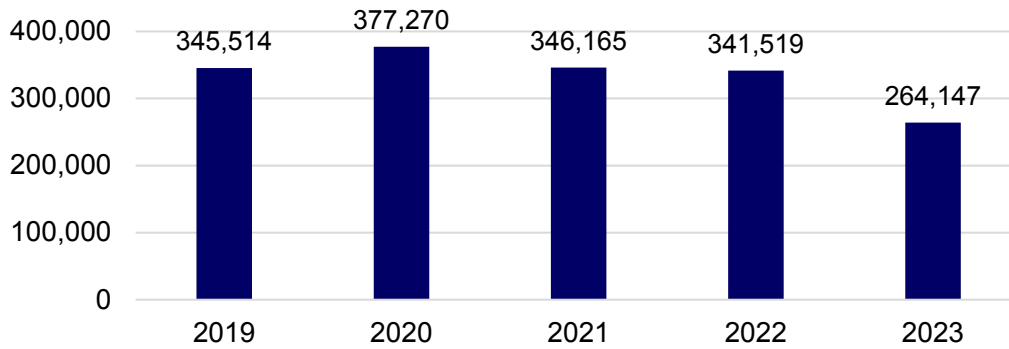


	2021	2022	2023
● # Unlicensed staff	3,650	3,650	4,174
● # PT Agents	5,314	5,753	5,634
● # FT Agents	9,865	10,319	10,579
● # Part-time Brokers	289	295	388
● # Full-time Brokers	2,551	2,613	2,680

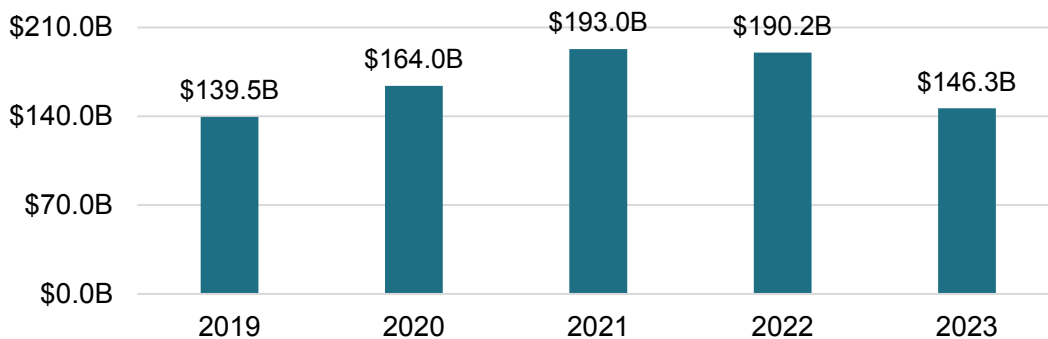
● # Unlicensed staff
 ● # PT Agents
 ● # FT Agents
 ● # Part-time Brokers
 ● # Full-time Brokers

<p>264,147 Total # of mortgages brokered including NQSMIs³ in 2023</p> <p>▼ 22.7% from 341,519 in 2022</p>	<p>\$146.3 billion Total \$ of mortgages brokered including NQSMIs in 2023</p> <p>▼ 23.1% from \$190 billion in 2022</p>
<p>263,163 Total # of mortgages brokered excluding NQSMIs in 2023</p> <p>▼ 22.7% from 340,414 in 2022</p>	<p>\$138.6 billion Total \$ of mortgages brokered excluding NQSMIs in 2023</p> <p>▼ 22.6% from \$179 billion in 2022</p>

Total number of all mortgages (2019-2023)



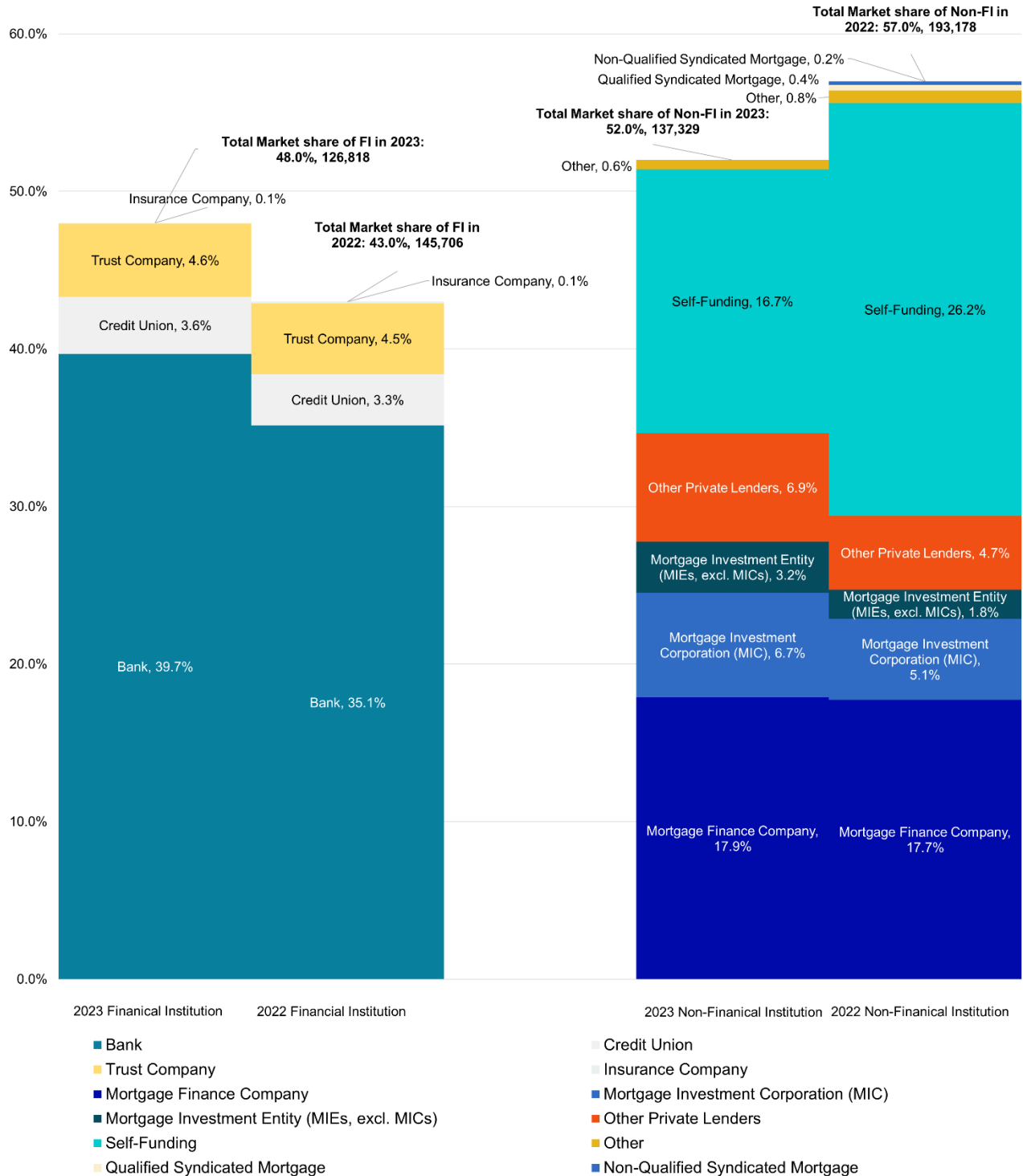
Total dollar value of all mortgages (2019-2023)



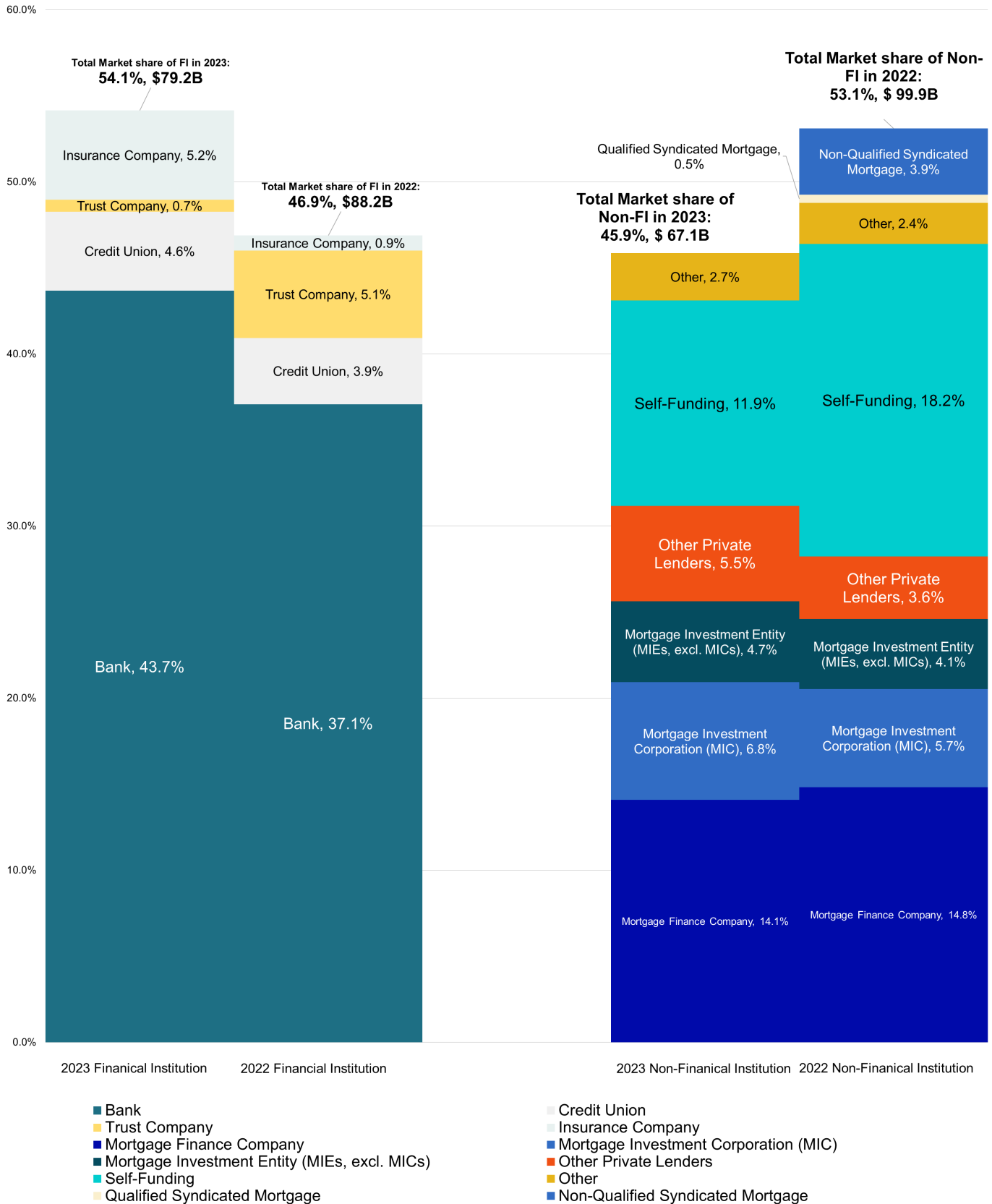
³ Non-Qualified Syndicated Mortgage Investments (NQSMIs)

Market Share of Brokered Mortgages by Lender Type

Market Share by # of Mortgages (2023 vs 2022)

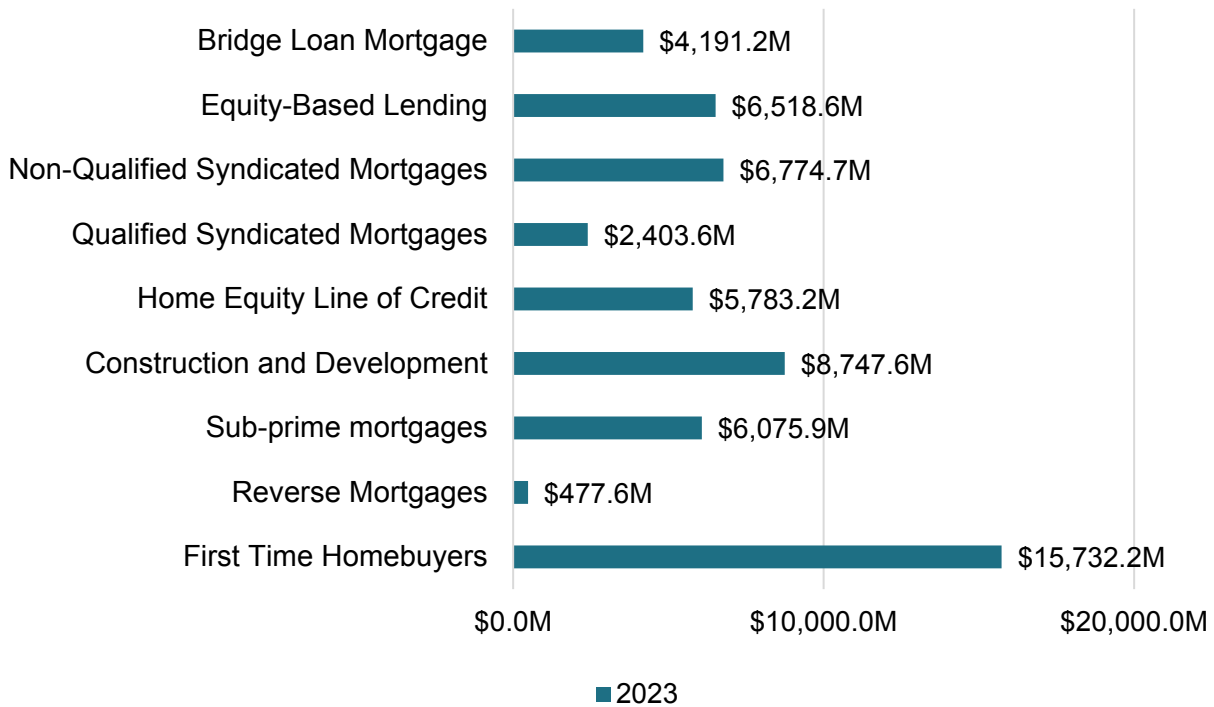


Market Share by \$ of Mortgages (2023 vs 2022)



Types of Mortgages⁴

Total Dollar Value of Mortgages by Secondary Mortgage Classification in 2023

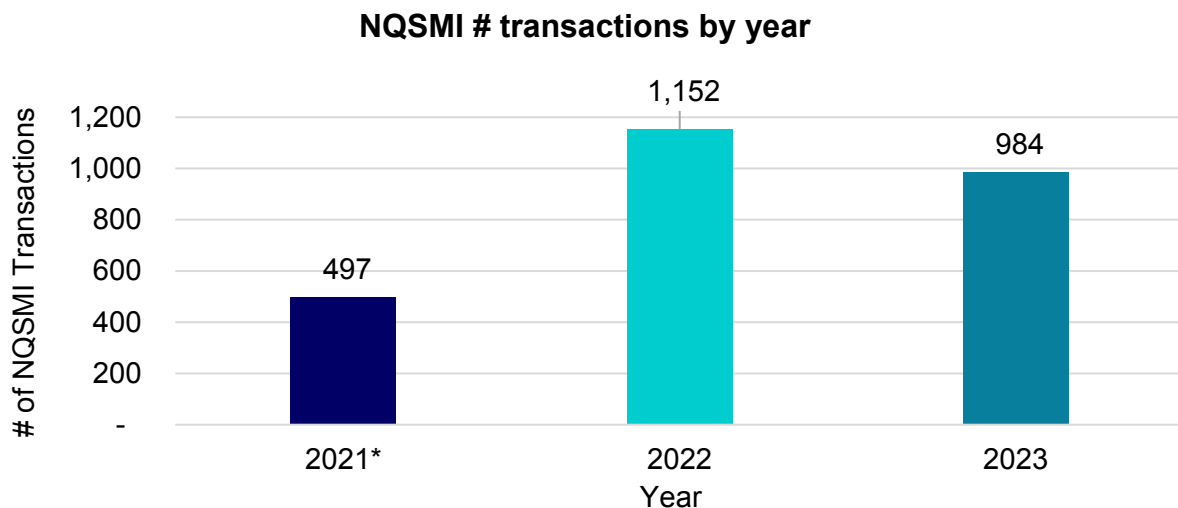


Secondary Mortgage Classification	2021	2022	2023
First Time Homebuyers	\$28,392.7M	\$23,858.8M	\$15,732.2M
Reverse Mortgages	\$268.2M	\$701.1M	\$477.6M
Sub-prime mortgages	\$8,068.4M	\$9,087.4M	\$6,075.9M
Construction and Development	\$10,106.5M	\$11,704.8M	\$8,747.6M

⁴ For the classification of secondary mortgages, please note that the amounts listed are non-cumulative. There may be overlaps between different types of mortgages included in this classification.

Home Equity Line of Credit	\$3,502.7M	\$6,691.0M	\$5,783.2M
Qualified Syndicated Mortgages	\$3,691.8M	\$1,474.7M	\$2,403.6M
Non-Qualified Syndicated Mortgages	New in 2022	\$5,615.8M	\$6,774.7M
Equity-Based Lending ⁵	New in 2022	\$8,255.2M	\$6,518.6M
Bridge Loan Mortgage ⁶	New in 2023	New in 2023	\$4,191.2M

Non-Qualified Syndicated Mortgage Investments (NQSMIs)

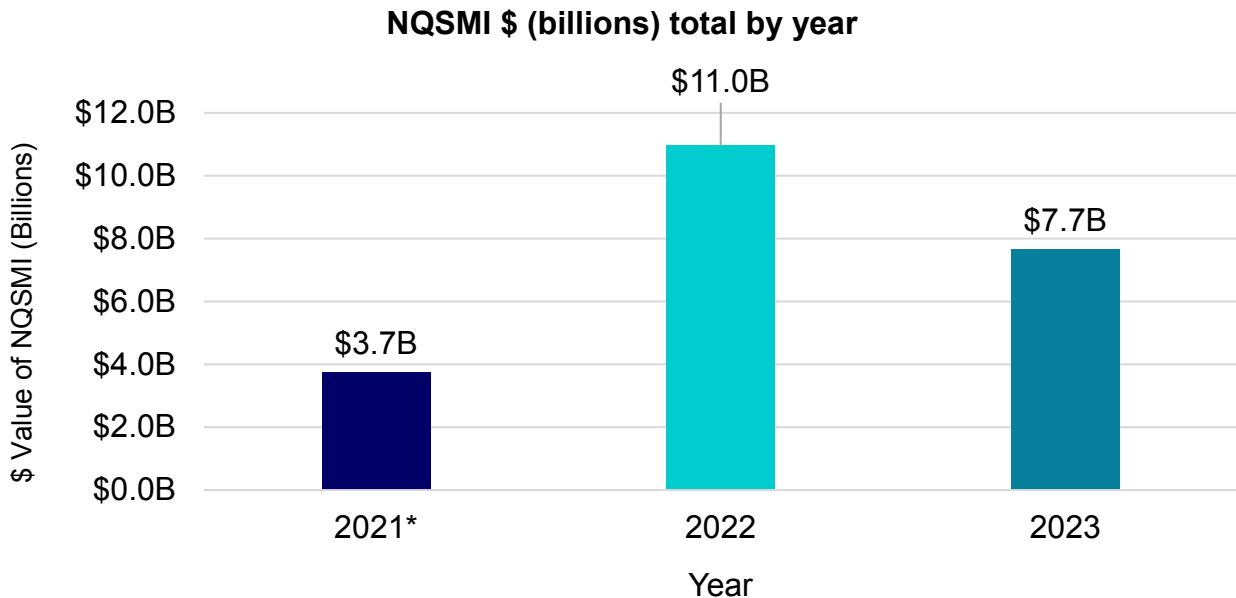


* 2021 covers January 1, 2021 to June 30, 2021 only

⁵ Equity-Based Lending (or Asset-based Lending): the generic term for mortgage lending based primarily on the value and marketability of the real estate property collateral and other additional securities. Some examples of equity-based lending solutions offered by 'Alternative Lenders' are stated Income. No Income Qualifier (NIQ), No Documentation, or Self-Employed Mortgages and require little or no income documents, relying on risk mitigation strategies by knowledgeable brokerages.

⁶ Bridge Loan Mortgage: A short-term loan usually backed by some form of collateral, used until a borrower secures permanent financing or pays an existing obligation. These would not include bridge loans provided by the lender offering the permanent financing.

63 Brokerages reported transacting in NQSMIs in 2023⁷



* 2021 covers January 1, 2021 to June 30, 2021 only

In 2023 AIR

- | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • 90% of these NQSMI were first mortgages • 9% of these NQSMI were second rank mortgages • 1% of these NQSMI were third or higher rank mortgages | <ul style="list-style-type: none"> • 27% of these NQSMI were Securing development properties • 24% of these NQSMI were securing income producing properties • 11% of these NQSMI were securing vacant land |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

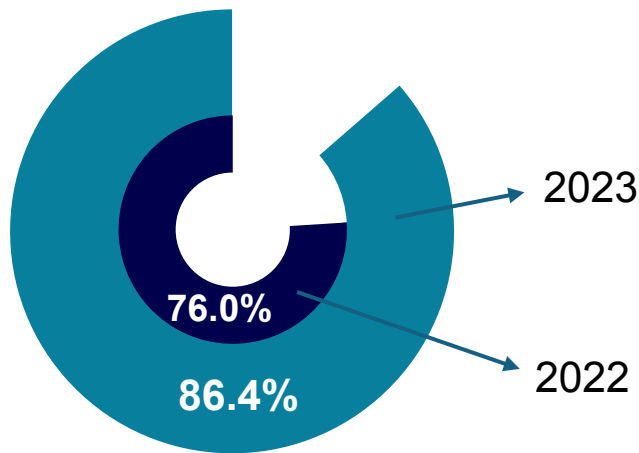
⁷ 46 brokerages reported transacting in NQSMIs in 2022, and 50 brokerages reported transacting in NQSMIs in calendar 2021.

Mortgage Administrators Overview

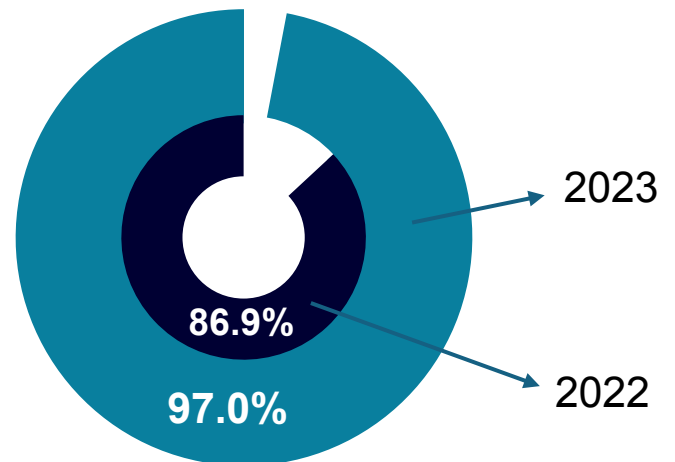


**234 Administrators
filed the AIR⁸**

**Compliance Filing Rate
(as at March 31, 2024)**

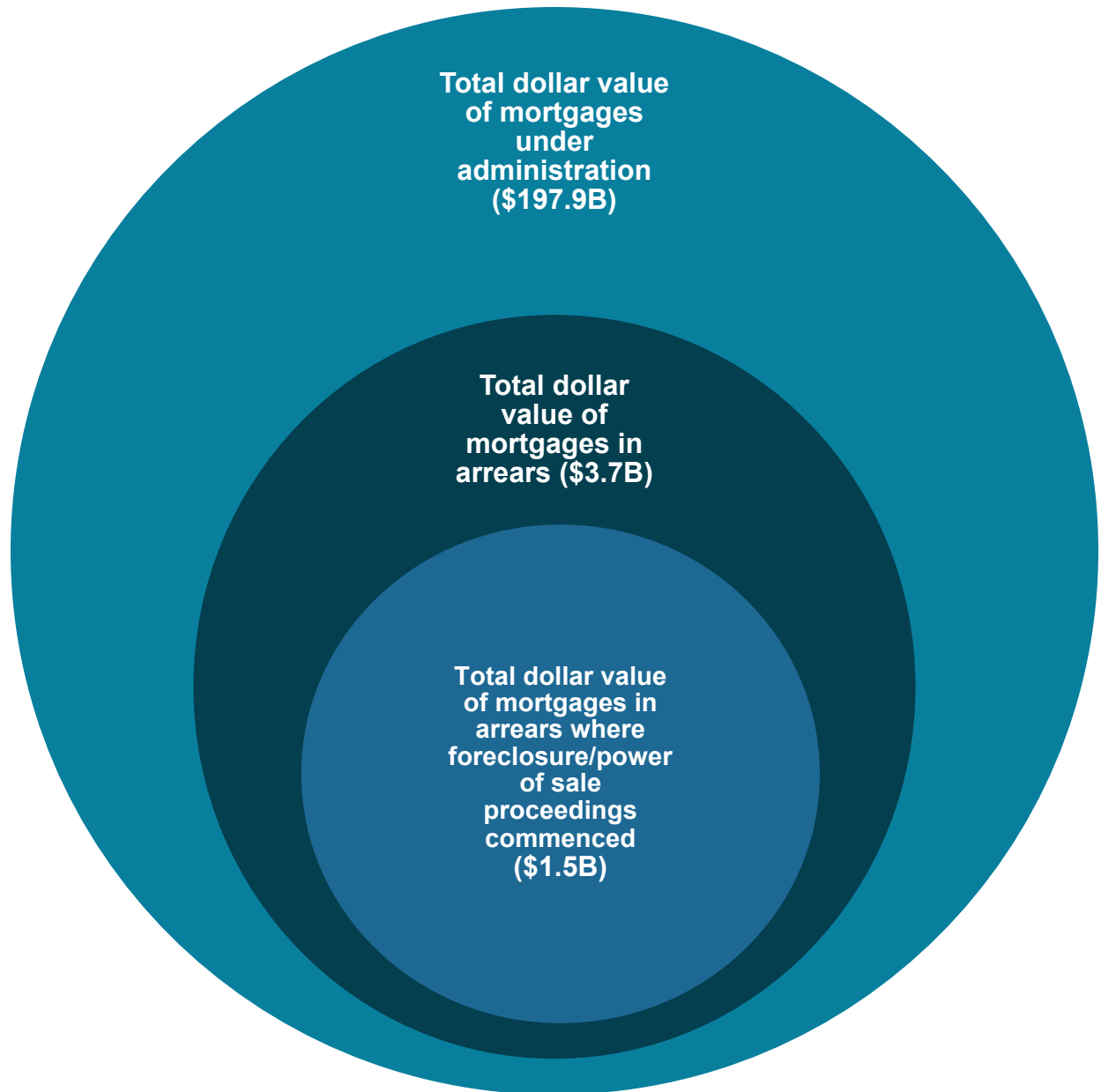


**Total Filing Rate
(as at September 10, 2024)**

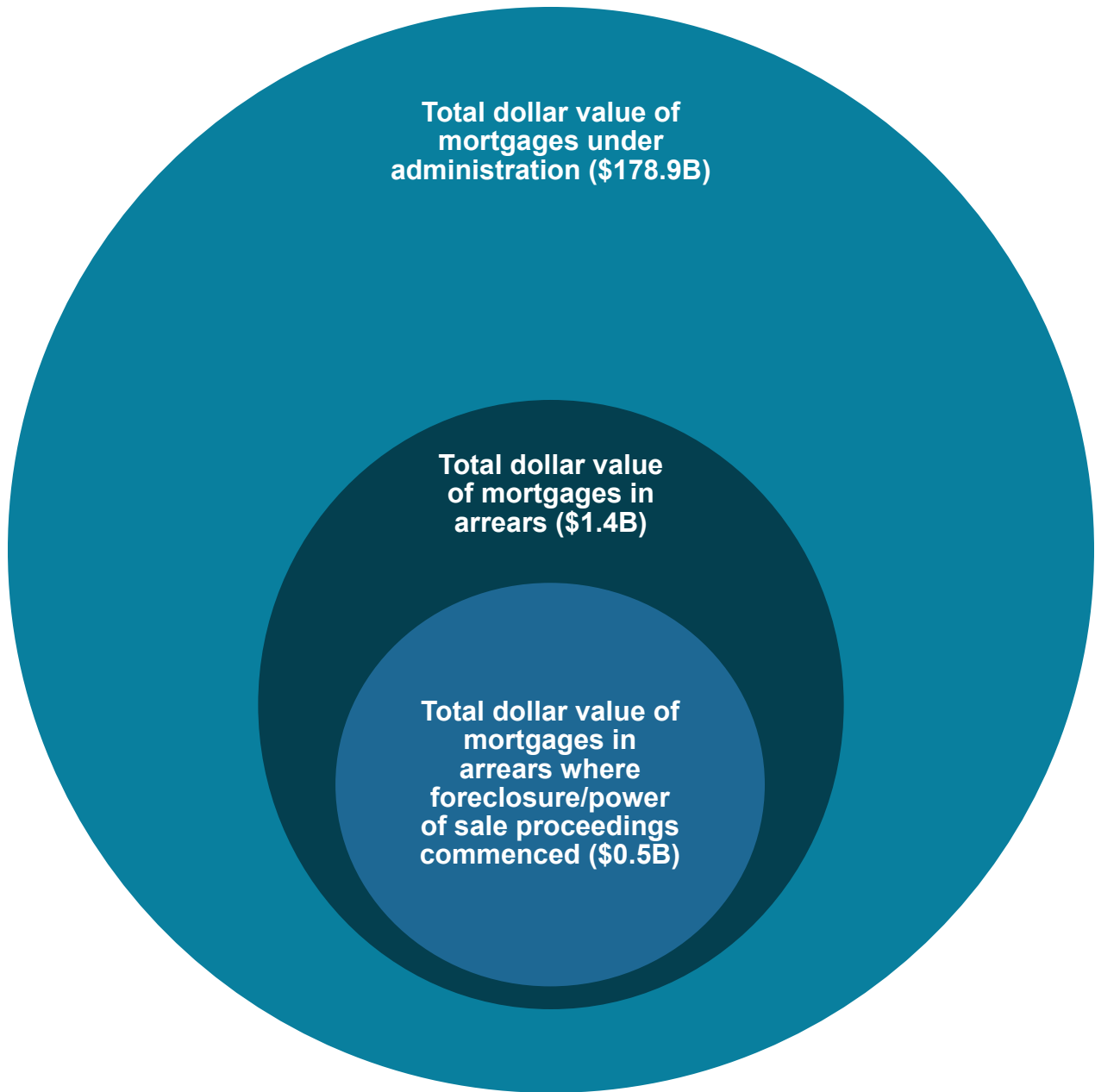


⁸ Administrators who are late or fail to file are subject to escalated regulatory actions as deemed necessary.

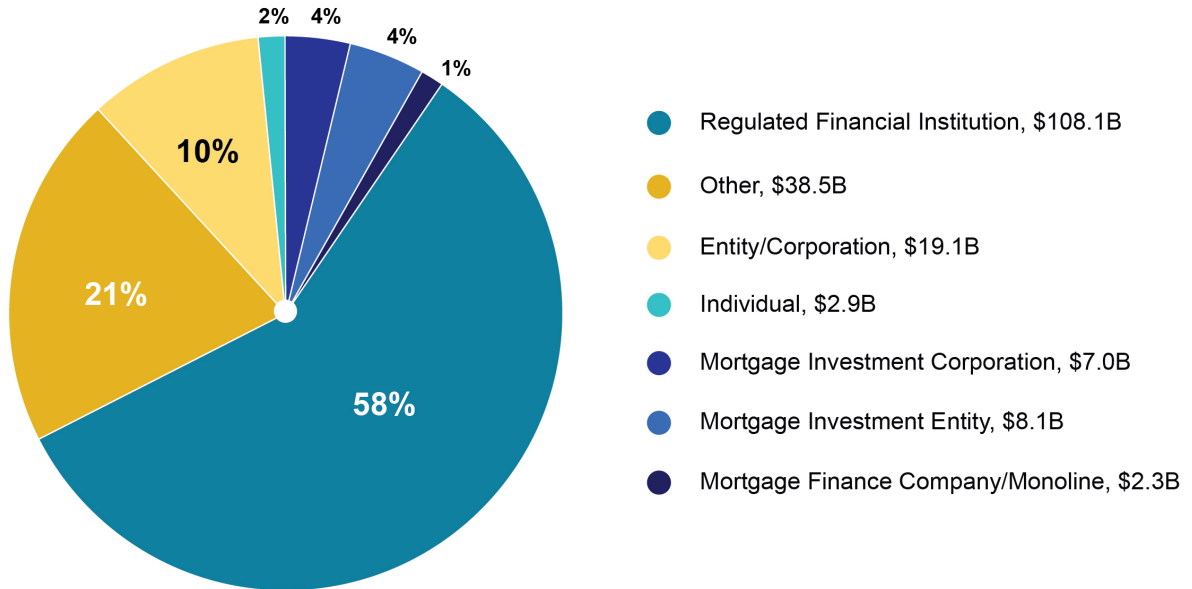
Mortgage Under Administration on Properties within Ontario in 2023



Mortgage Under Administration on Properties within Ontario in 2022



Demographic Distribution of Mortgage Investors in the mortgages under administration in Ontario as of December 31, 2023



About the Annual Information Return

The Annual Information Return (AIR) collects information about mortgage brokering and administration business (e.g., volumes, business practices and internal controls).

Under the *Mortgage Brokerages, Lenders and Administrators Act, 2006* (MBLAA), licensed mortgage brokerages and administrators are required to file the AIR by **March 31** of each year, with data for the previous calendar year, even if they did not do any business during that calendar year.

Mortgage brokerages and administrators that fail to file the AIR by the March 31 deadline have been subject to summary administrative monetary penalties and/or other enforcement action. FSRA has previously taken enforcement action against non-compliance, as detailed in an [article⁹](#) from [Volume 6 of FSRA's Mortgage Brokering newsletter](#).

The AIR filings help FSRA better understand the mortgage brokering sector as a whole and assess the overall compliance of mortgage brokerages and administrators with the MBLAA and FSRA's Guidance. FSRA uses its understanding of the sector's business activities, compliance culture and market trends to inform its consumer protection measures, policy direction, the need for guidance to clarify regulatory requirements and regulatory action where there is evidence of non-compliance.

Methodology

Filing Period: This 2023 AIR report covers data relating to calendar year 2023. The 2023 AIR filing period ran from January 24, 2024 to March 31, 2024. Submissions received after September 10, 2024 are excluded from this report.

⁹ [No time to waste, file your Annual Information Return now! | Financial Services Regulatory Authority of Ontario](#)

Data Accuracy: Quality checks are conducted to detect errors in brokerage and administrator filings (e.g., checks for information that appears to be significantly different from prior year's filings). For the 2023 AIR, FSRA contacted 67 mortgage brokerages and 30 mortgage administrators that had material year-over-year discrepancies to verify the accuracy of their data filing. Of these, 35.8% of the brokerages and 6.7% of the administrators confirmed errors in their AIR entries.

To validate aggregate trends in the AIR data, comparative analysis is performed against external data from sources such as Canadian Real Estate Association (CREA), Teranet, Canada Mortgage and Housing Corporation (CMHC), and Statistics Canada.

Appendix

[Appendix data](#)