

Association of Expert Mortgage Advisors adopts MTE

UK, July 25, 2016: The Association of Expert Mortgage Advisors (AEMA), which accounts for almost 50 per cent of all mortgage broker business in Ireland, is going digital with the adoption of Mortgage Trading Exchange (MTE).

The move is part of AEMA's initiative to target some of the €12 million in cost savings over the next four years that the Irish broker and lender industry could achieve if all adopted an industrywide online mortgage submission platform.

Developed by Mortgage Brain, the Mortgage Trading Exchange allows brokers and lenders to efficiently complete, submit, track and administer AIPs and Full Applications online. Compliant, efficient, free and simple to use, MTE offers brokers immediate decisions direct from multiple lenders without the need to re-key information.

Trevor Grant, Chairman of AEMA, said, "We have identified the urgent need to migrate to a digital process and in doing so, drive more efficiencies and improved levels of customer service in our business.

"We have now acted by selecting Mortgage Brain as our etrading partner to enable all of our members to use MTE to submit applications and supporting documents online to all lenders in Ireland in conjunction with their own individual CRM systems."

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Mark Lofthouse, CEO of Mortgage Brain, adds, "Irish brokers are clearly embracing the use of mortgage technology. The estimated €12 million in savings that the Irish mortgage industry can make by adopting MTE is incredibly significant.

"Mortgage Brain has already proven that an industry solution such as MTE delivers a better broker and lender service at a lower overall cost and we're looking forward to supporting the Irish market to achieve these substantial gains."

- Ends -

NOTES TO EDITORS

About Mortgage Trading Exchange (MTE)

- Mortgage Trading Exchange (**MTE**) enables mortgage Advisers to submit mortgage applications direct to 13 intermediary Lenders including NatWest, Nationwide, Virgin Money and Barclays
- MTE offers a single log-in, limited rekeying for re-submissions, is free to use and Advisers receive Lender decisions typically within a minute
- There are than 200.000 MTE transactions each year
- MTE can be accessed as a standalone version integrated with competitor sourcing systems and is also integrated with Mortgage Brain's whole of market sourcing systems, [MortgageBrain Classic](#) (desktop) and [MortgageBrain Anywhere](#) (offline) plus [the Key](#) and competitor point of sale systems

About Mortgage Brain Limited

- [Mortgage Brain](#) is an expert in technology and software solutions proactively supporting Lenders, Networks, Corporates and Intermediary Mortgage Advisers
- Its integrated product suite includes Mortgage, Secured Loan and Conveyancing sourcing - [MortgageBrain Classic](#), [MortgageBrain Anywhere](#), [LoansBrain](#) & [ConveyancingBrain](#), point-of-sale, CRM, compliance system - [the Key](#), online mortgage submission - [Mortgage Trading Exchange \(MTE\)](#), websites, calculators, plugins - [MortgageBrain B2C](#) and Data Analysis & Lending Solutions
- Mortgage Brain has over 20,000 users of its products and services and is a Microsoft Gold Certified Partner
- Industry awards include 4 times winner 'Best Technology Provider' at the Mortgage Strategy Awards, the Pink Service Award for 'Best Technology Provider', and 4 times winner of the 'Technology Advocate of the Year' at the British Mortgage Awards
- Mortgage Brain Holdings Limited, formed in 1986, is jointly owned by Barclays, Lloyds Banking Group, Nationwide, Royal Bank of Scotland, Santander & Virgin Money.

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