

Vancouver Real Estate Forum 2018

Presented by David Franklin,
President, CMLS Financial

CMLS FINANCIAL

Vancouver Convention Centre / April 25, 2018

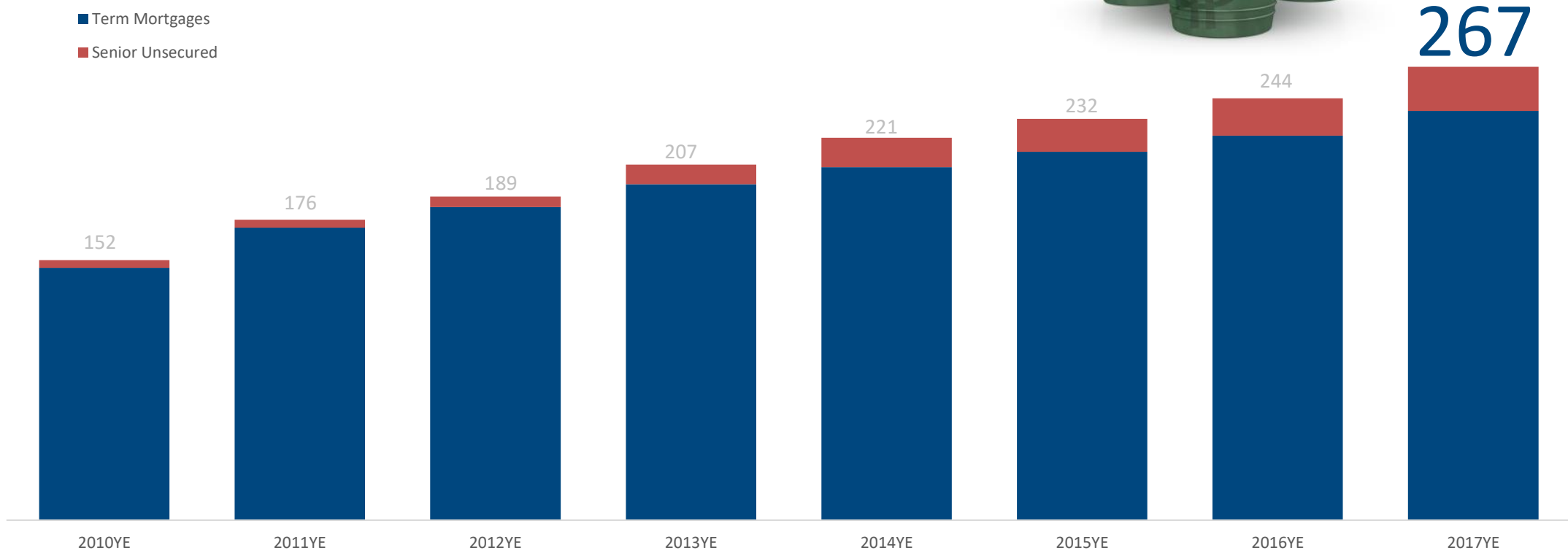


Market Size

(\$billions)

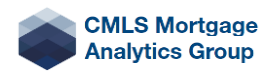
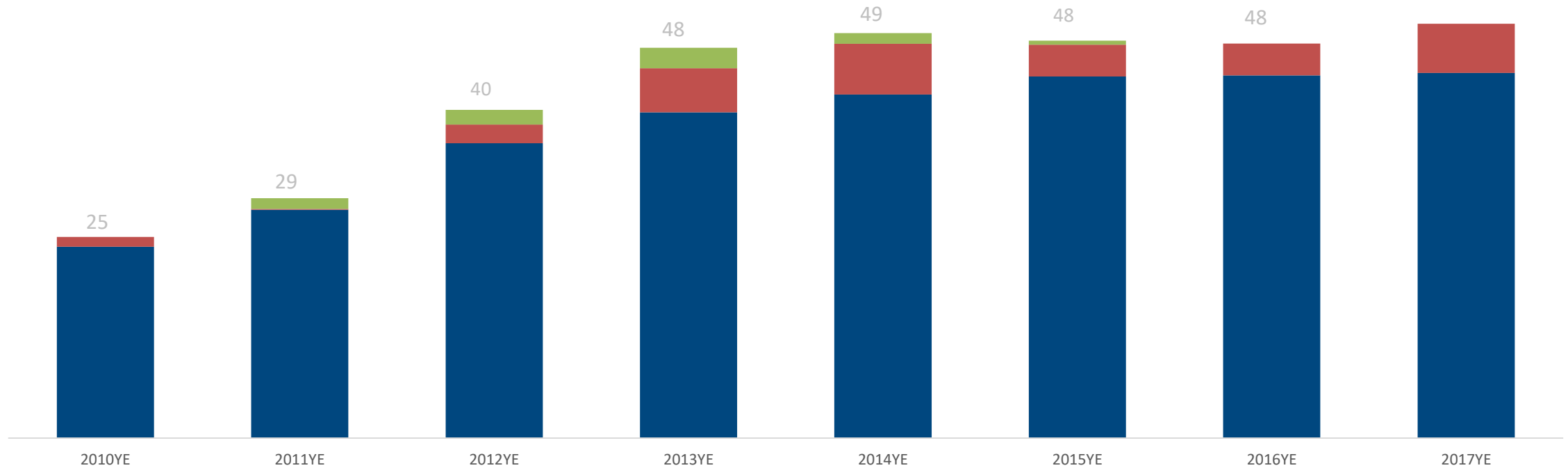


- Term Mortgages
- Senior Unsecured

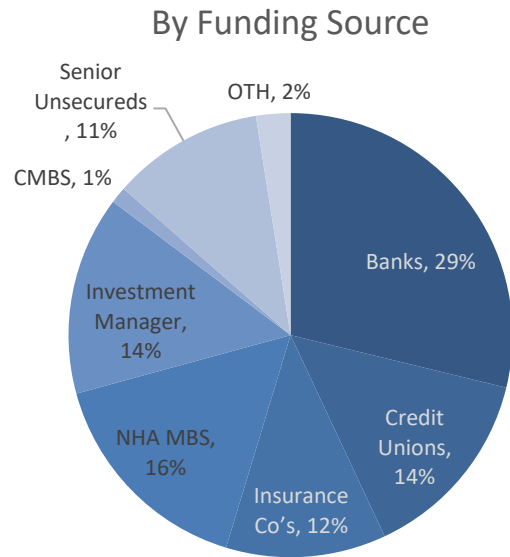
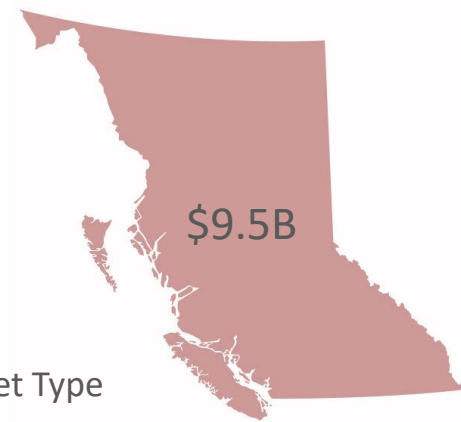


Annual Volume (\$billions)

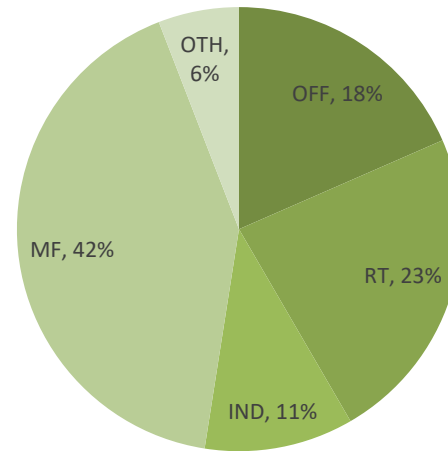
- Term Mortgages
- Senior Unsecureds
- First Mortgage Bonds



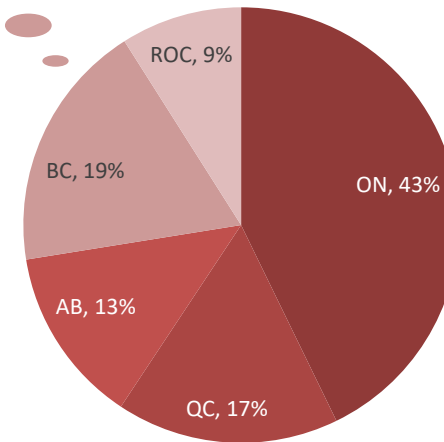
Origination



By Asset Type

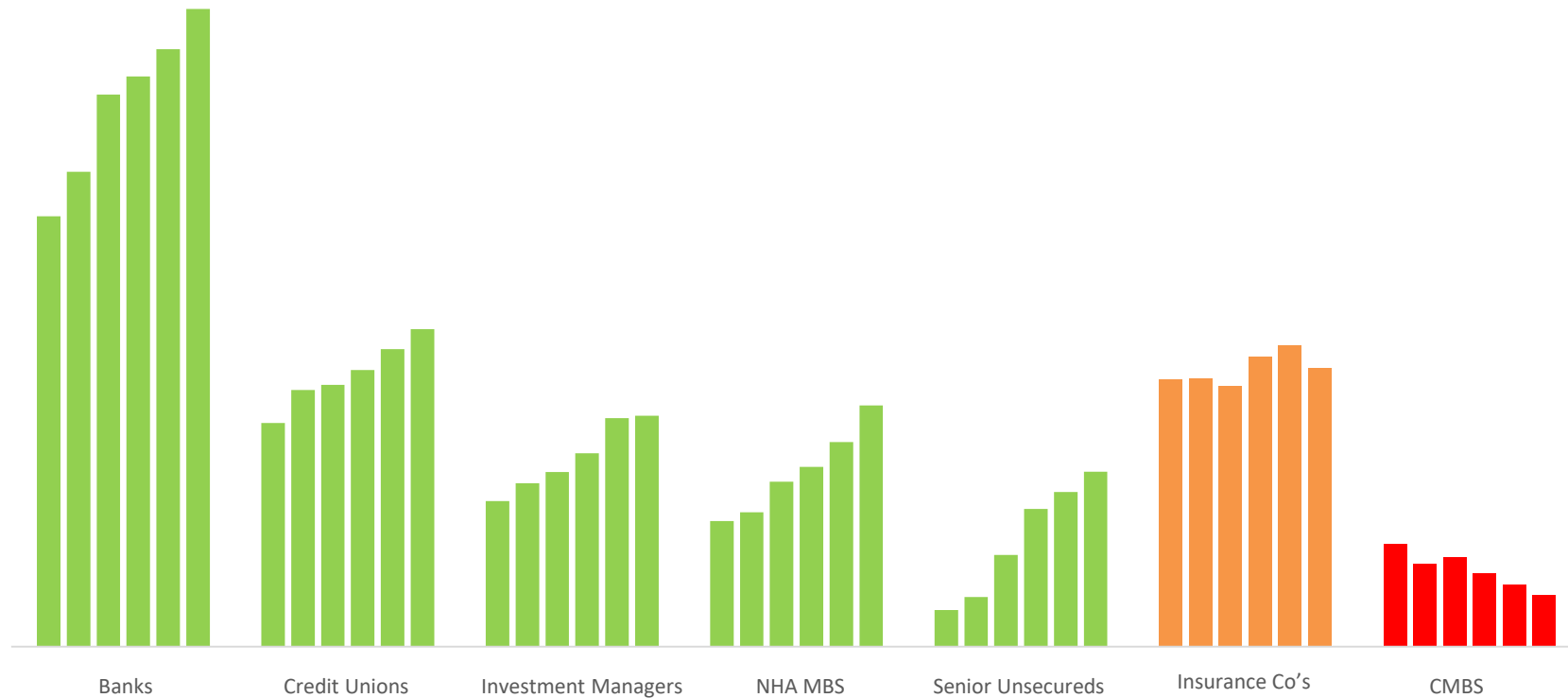


By Region

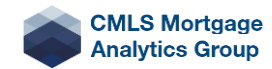


Who has been supplying the market?

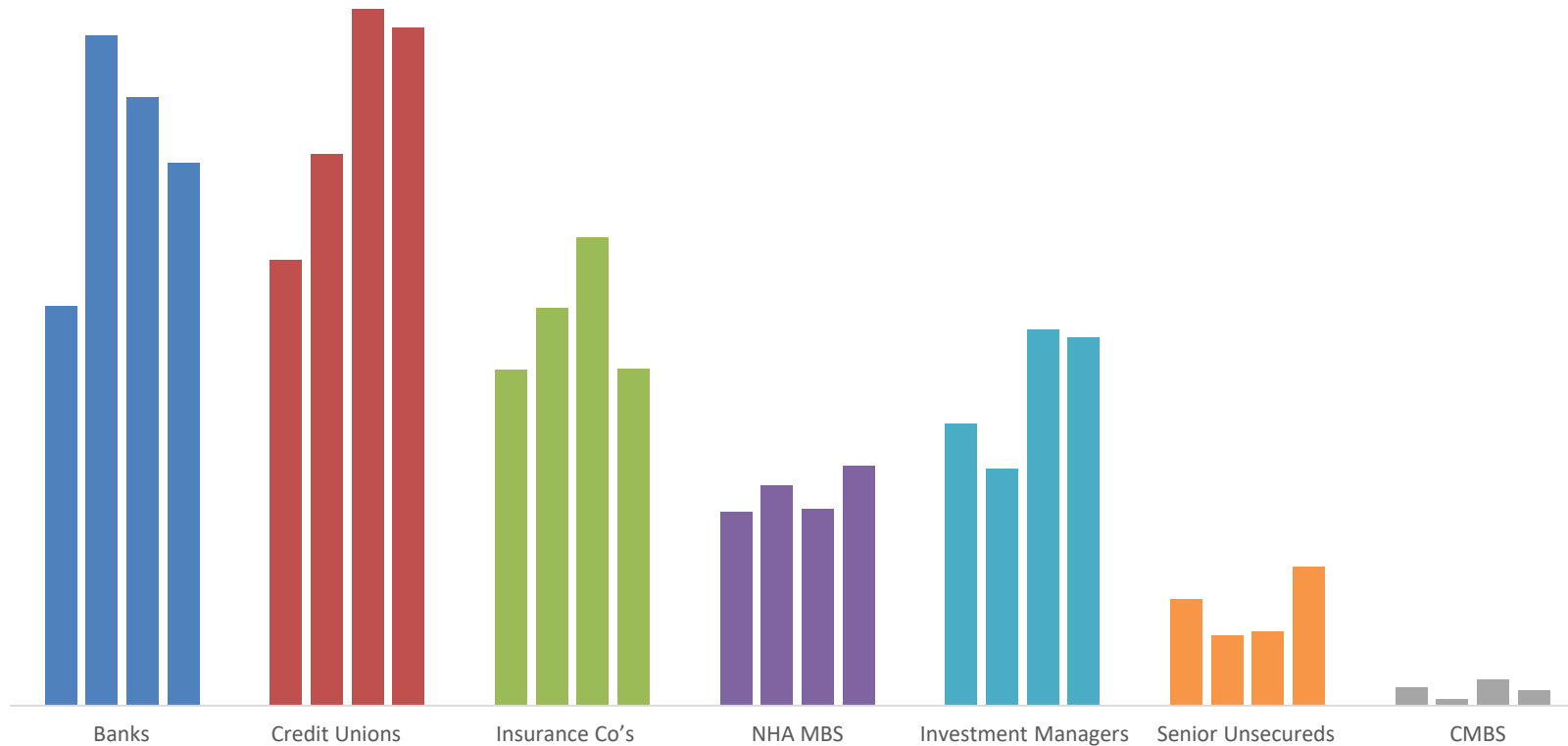
2011-2016*



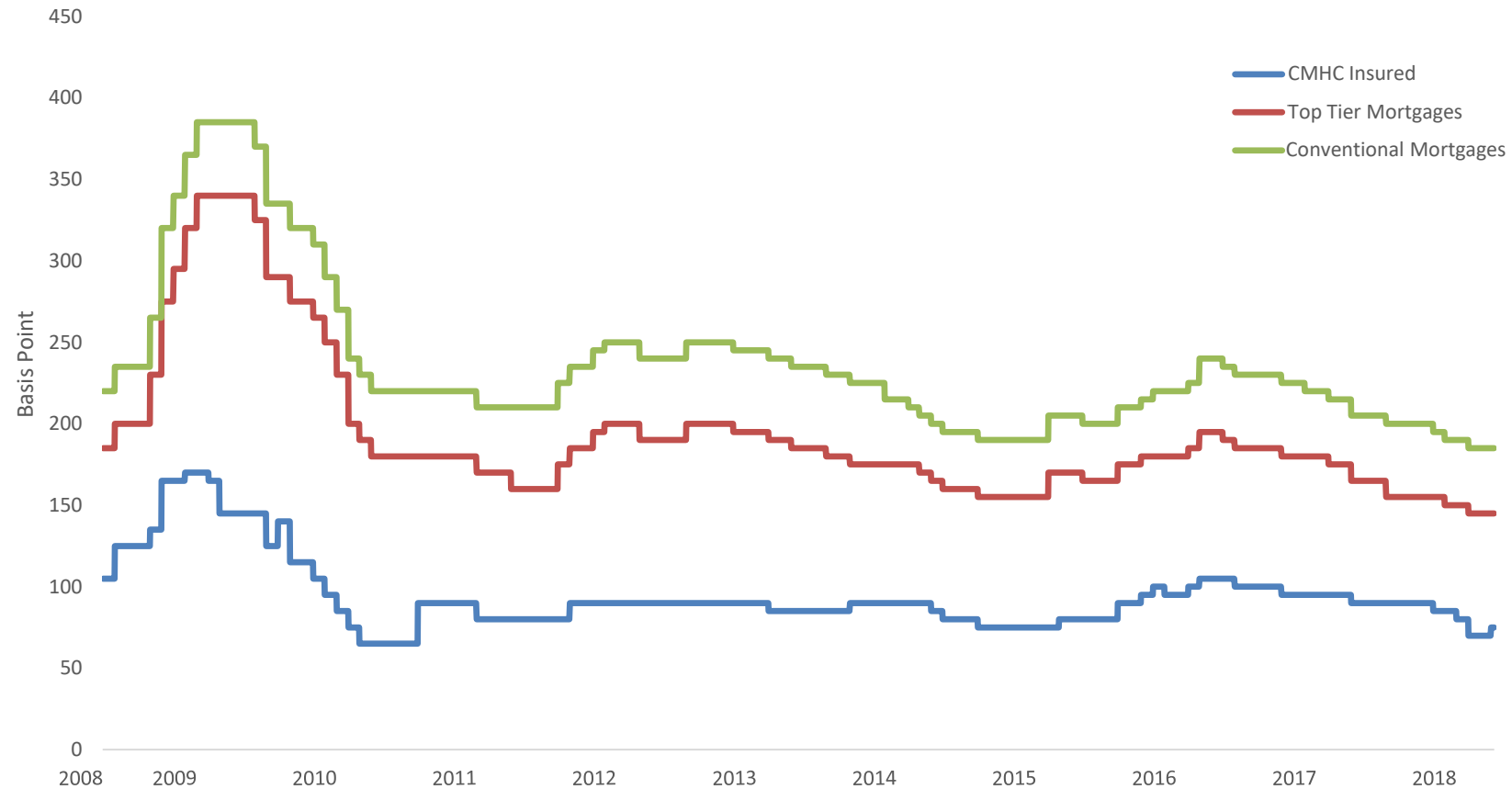
*2017 data available to survey participants only



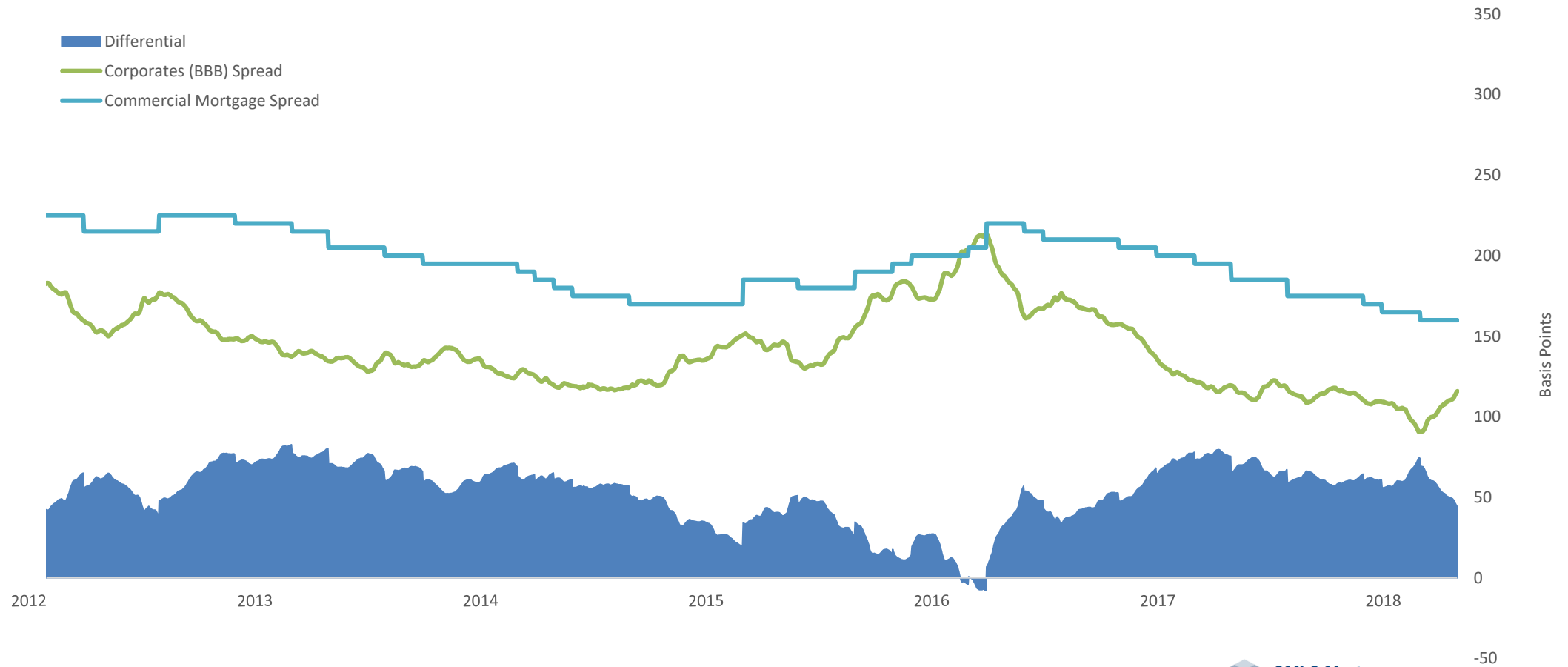
Origination in BC – *Who Loves You?*



Spreads – *Reduced Credit Spreads Across Sectors*



Mortgage vs Corporates – *Mortgages Continue to Offer Good Value*



Rise of the GOC – *End of Low Interest Rate Environment?*



GOC Convergence – A Good Time to Look to Long-term Mortgages?

