



# Equitable Bank Reverse Mortgage

## The Obvious Solution for Clients—And Brokers!

Reverse mortgage interest is growing. In fact, it's estimated that the reverse mortgage market grew 18% in 2021<sup>1</sup> alone, and there's no indication that this trajectory will slow down.

Demographics play a role in the success of reverse mortgages, as Canadians 55+ are not only Canada's largest demographic (33%)<sup>2</sup>, but they have over \$1 trillion locked in their home<sup>3</sup>. Reverse mortgage clients are exploring options for all kinds of situations—paying off traditional mortgages or other debt to boost cashflow, gifting as early inheritance, or purchasing a right-sized home or vacation property.

With the market booming and clients finding more reasons to choose a reverse mortgage, understanding the product and your client's needs will ensure you're ready to take advantage of this growing opportunity.

**Contact your Regional Sales Manager or speak with a Reverse Mortgage Specialist at:**

1-800-931-2840

[reversemortgage@eqbank.ca](mailto:reversemortgage@eqbank.ca)  
[equitablebank.ca/reversemortgage](https://equitablebank.ca/reversemortgage)

<sup>1</sup> Based on total reverse mortgage debt outstanding on HomeEquity Bank and Equitable Bank's portfolio balances at the end of 2021 compared to 2020. (Total portfolio balance reported in the December 2021 consolidated monthly balance sheets for HomeEquity Bank and Equitable Bank)

<sup>2</sup> <https://www150.statcan.gc.ca/t1/tbl1/en/tv.action?pid=9810002001> Age (in single years), average age and median age and gender: Canada, provinces and territories, census metropolitan areas and census agglomerations with parts

<sup>3</sup> <https://www12.statcan.gc.ca/census-recensement/2021/dp-pd/index-eng.cfm> Assets and debts held by economic family type, by age group, Canada, provinces and selected census metropolitan areas, Survey of Financial Security 2019 (x 1,000,000) (Canadians 65+ own \$1,306,452 in real estate assets (principal residence only) and have \$62,527 in mortgage debt on their principal residence (home equity remaining ~ \$1.2 trillion)

# The Equitable Bank Difference

As Canada's Challenger Bank™, we've been innovating Canadian banking for 50 years – and that goes for our reverse mortgage solutions.

Our suite of reverse mortgage solutions can help your clients access the amount of home equity that's right for them, at our best rates. Whether your clients prefer funds as an upfront lump sum, an undrawn reserve for later, automatic recurring advances, or a combination of each, our reverse mortgage solutions provide the flexibility and value they need.

	Flex	Flex PLUS	Flex Lite
<b>Minimum age</b>	55	70	55
<b>How much of your home's value can you borrow?*</b>	15-55%	40-59%	15-40%
<b>Advance options</b> (advance types can be combined)	<ul style="list-style-type: none"> <li>Initial advance</li> <li>Single/ad-hoc advances</li> <li>Recurring/Scheduled advances</li> </ul>	<ul style="list-style-type: none"> <li>Initial advance</li> <li>Single/ad-hoc advances</li> <li>Recurring/Scheduled advances</li> </ul>	<ul style="list-style-type: none"> <li>Initial advance</li> </ul>
<b>Minimum appraised home value</b>	\$250,000		
<b>No negative equity guarantee</b> (never owe more than the fair market value of your home**)	Yes		
<b>Independent Legal Advice (ILA) required?</b>	Yes		
<b>Rates</b>	See Equitable Bank's rates at <a href="http://www.equitablebank.ca">www.equitablebank.ca</a>		
<b>Lending areas</b>	Cities and most large towns across ON, AB, BC, QC		
<b>Prepayment charge***</b>	<ul style="list-style-type: none"> <li>5/4/3 months' interest in years 1/2/3, respectively</li> <li>3 months' interest in years 4-10</li> <li>No charge in year 11 onwards</li> </ul> <p>Note: years 6 onwards, prepay entire balance with no charge with 3 months' written notice</p>		
<b>Set-up fee</b>	\$995 (plus appraisal, ILA, and legal/closing costs)		

\* Subject to Equitable Bank's discretion, including any applicable lending guidelines

\*\* Subject to borrowers meeting their mortgage obligations. Must keep property taxes and home insurance paid and current, maintain property, and keep current all mortgage obligations. Excludes any fees and interest accrued after mortgage due date.

\*\*\* Other prepayment options may be available