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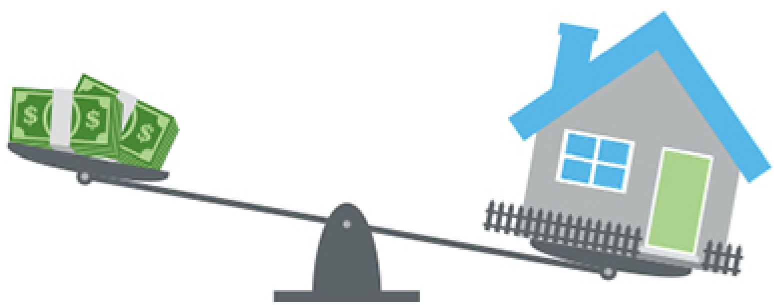
House-rich, but savings-poor. What does it mean for your clients? retirement?

Submitted by Emily on May 25, 2016 - 2:02pm



The latestManulife Bank Homeowner Debt Survey reveals many Canadians find it difficult to pay for today and plan for tomorrow.

- Only 4 in 10 are very confident they?ll save enough for retirement
- 1 in 4 expect home equity to make up more than 80% of their wealth at retirement

Faced with rising housing costs, homeowners struggle to balance saving, debt repayment and daily expenses.

Many may arrive at retirement house-rich, but savings-poor, which could require them to make difficult decisions:

- retire later than planned
- accept a lower standard of living
- downsize their home
- borrow against home equity

Helping your clients achieve the right balance of saving, spending and debt repayment can start with a simple conversation. Visit theDebt Solutions Centre on Repsource where you?ll find tips to start the conversations, debt-management worksheets, and more insights to support your advice.