



IBF/PwC Mortgage Market Profile Quarterly Report – New Lending

	Number	Value
New Mortgage Lending Quarter 4, 2012	6,043	€999m
Quarter 3, 2012	3,983	€663m
Quarter 2, 2012	3,225	€524m
Quarter 1, 2012	2,630	€450m
Quarter 4, 2011	3,856	€639m
% change, Q4 2012 vs. Q3 2012	+51.7%	+50.7%
% change, Q4 2012 vs. Q4 2011	+56.7%	+56.3%
Annual Total, 2012	15,881	€2,636m
Annual Total, 2011	14,273	€2,463m

- The total value of new mortgage lending in 2012 was €2,636 million, with €999 million in new lending in the fourth quarter of 2012.
- The full data series for the IBF/PwC Mortgage Market Profile is available on the IBF website at www.ibf.ie.

Market size:

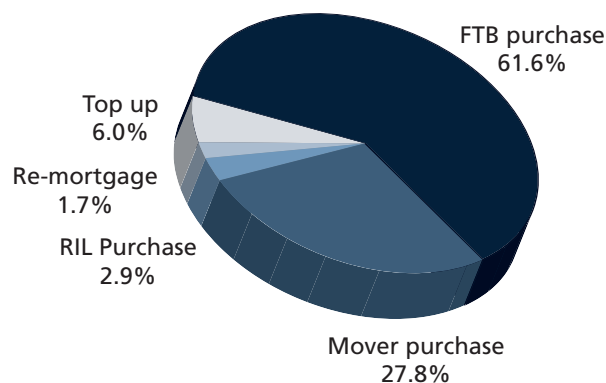
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank of Ireland.

Loan Volumes

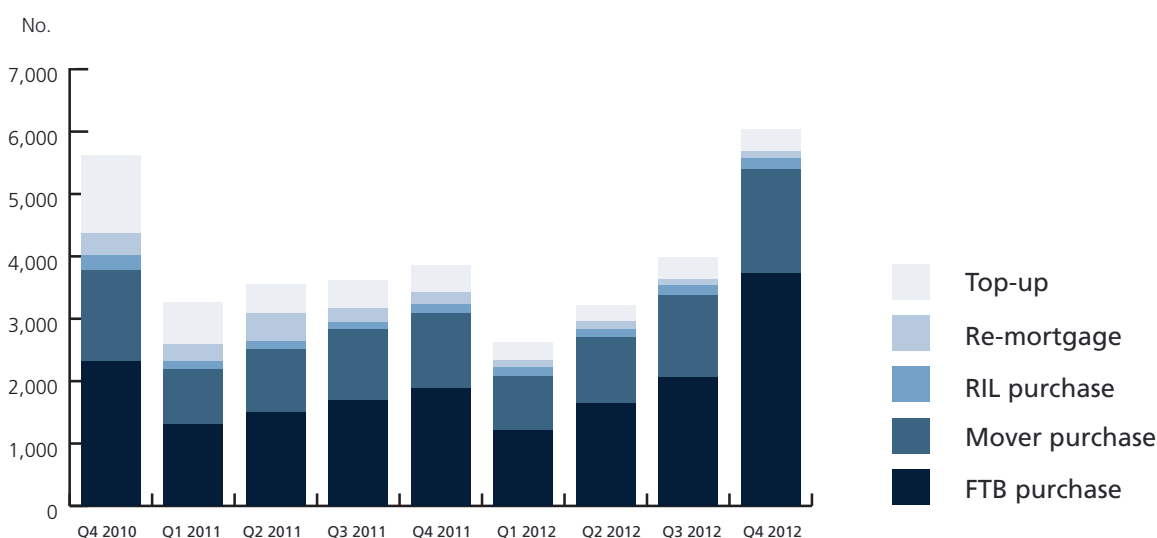
In Q4 2012, 6,043 mortgage loans were issued, the largest volume of loans since Q3 2010. This represents an increase in lending of 51.7% compared with the previous quarter and 56.7% compared with Q4 2011.

- The total number of mortgage loans issued during 2012 was 15,881, up 11.3% on 2011. This was the first year-on-year increase since 2006.
- First-time buyers (FTBs) remained the largest segment, at 61.6% of new mortgage loans. FTB loan volumes reached their highest level since Q4 2008.
- While the residential investment letting (RIL) segment grew compared with Q4 2011, lending to both the re-mortgage and the top-up segments decreased year-on-year. The RIL segment also grew for the third quarter in succession.

Quarter 4 2012: 6,043 Mortgage Loans Issued



		First Time Buyer Purchaser		Mover Purchaser		Residential Investment Letting Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	No.
2012	Q4	3,724	61.6%	1,678	27.8%	176	2.9%	103	1.7%	362	6.0%	6,043
	Q3	2,066	51.9%	1,315	33.0%	151	3.8%	109	2.7%	342	8.6%	3,983
	Q2	1,647	51.1%	1,055	32.7%	135	4.2%	120	3.7%	268	8.3%	3,225
	Q1	1,211	46.0%	873	33.2%	129	4.9%	123	4.7%	294	11.2%	2,630
2011	Q4	1,887	48.9%	1,206	31.3%	131	3.4%	204	5.3%	428	11.1%	3,856
	Q3	1,690	46.8%	1,151	31.9%	98	2.7%	233	6.5%	435	12.1%	3,607
	Q2	1,503	42.3%	999	28.1%	141	4.0%	441	12.4%	467	13.2%	3,551
	Q1	1,301	39.9%	885	27.2%	139	4.3%	259	7.9%	675	20.7%	3,259
2010	Q4	2,318	41.2%	1,468	26.1%	238	4.2%	351	6.3%	1,249	22.2%	5,624

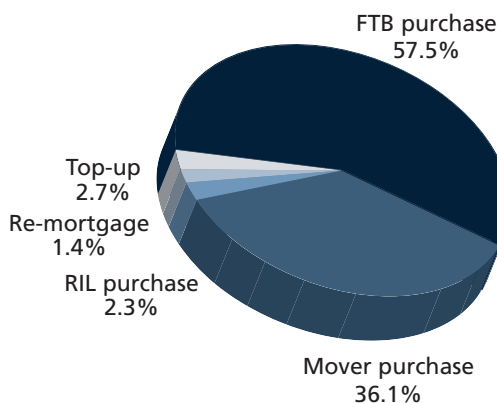


Loan Values

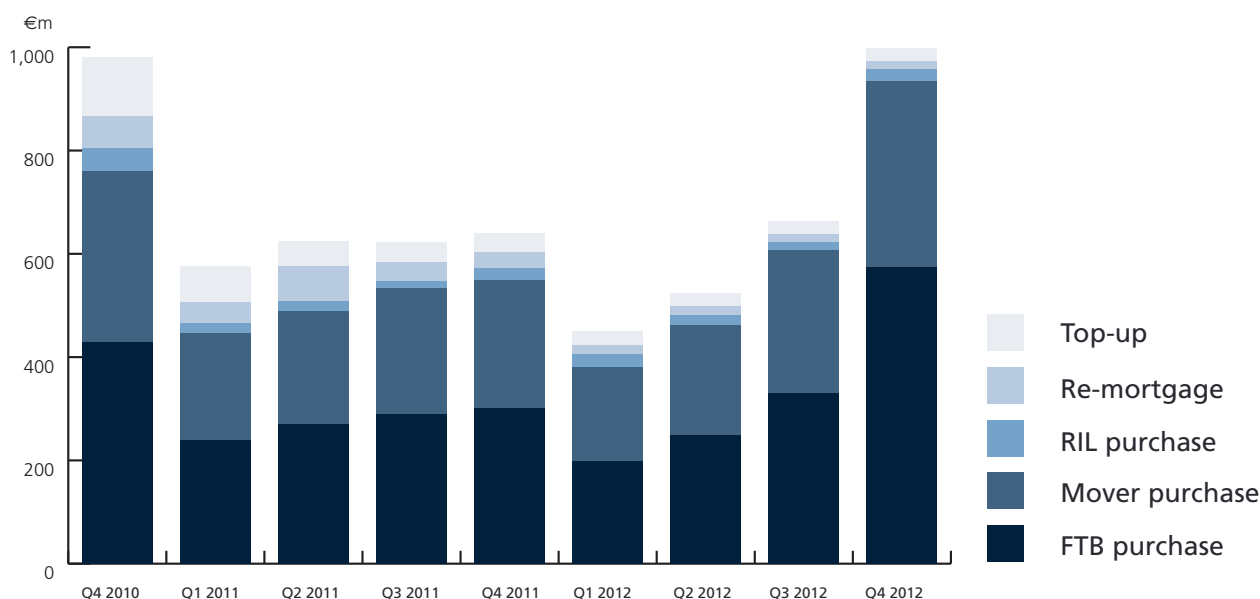
In the fourth quarter of 2012, a total of €999m in mortgages was drawn down, the most since Q3 2010. This was 56.3% more than in the same period in 2011 and 50.7% more than in Q3 2012.

- As in Q3 2012, the three property purchase segments (FTB, mover-purchaser and RIL) grew on a year-on-year basis, while the other segments contracted.
- The re-mortgage segment was the only segment that did not grow on a quarterly basis.
- The value of FTB loans was the highest since Q4 2009. FTBs and mover-purchasers together accounted for almost 94% of the market in value terms.

Quarter 4 2012: €999m Issued in Mortgage Loans



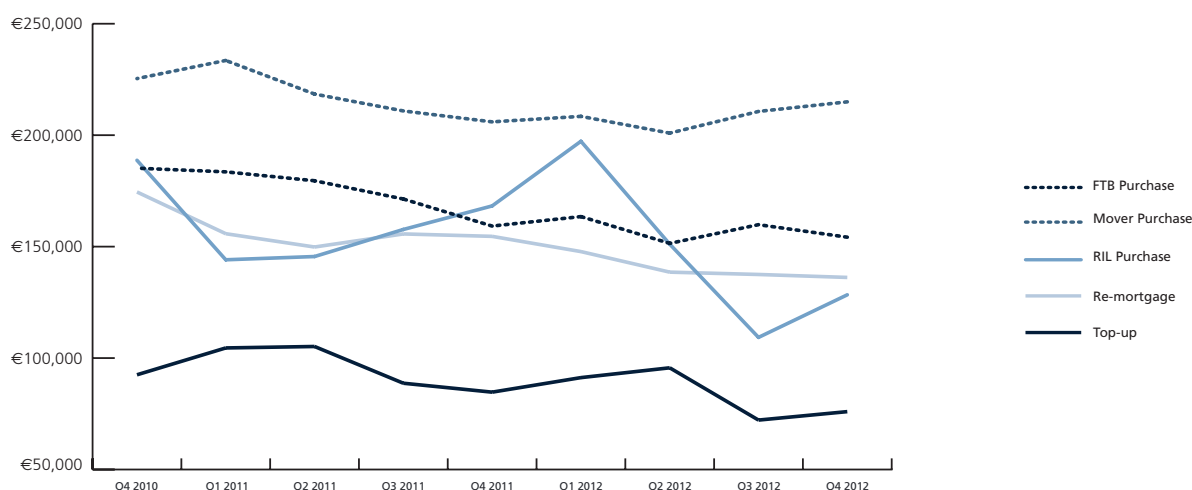
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		€m	%	€m	%	€m	%	€m	%	€m	%	
2012	Q4	574	57.5%	361	36.1%	23	2.3%	14	1.4%	27	2.7%	999
	Q3	330	49.8%	277	41.8%	16	2.4%	15	2.2%	25	3.8%	663
	Q2	249	47.5%	212	40.5%	20	3.8%	17	3.2%	26	5.0%	524
	Q1	198	44.0%	182	40.4%	25	5.6%	18	4.0%	27	6.0%	450
2011	Q4	301	47.1%	248	38.8%	22	3.5%	32	5.0%	36	5.6%	639
	Q3	290	46.5%	243	39.0%	15	2.4%	36	5.8%	39	6.3%	623
	Q2	270	43.3%	218	34.9%	21	3.3%	66	10.6%	49	7.9%	624
	Q1	239	41.4%	207	35.9%	20	3.5%	40	6.9%	71	12.3%	577
2010	Q4	429	43.7%	331	33.7%	45	4.6%	61	6.2%	116	11.8%	982



Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2012	Q4	154,227	214,954	128,383	136,174	75,967
	Q3	159,848	210,647	109,272	137,504	72,178
	Q2	151,451	200,920	151,109	138,551	95,626
	Q1	163,470	208,439	197,262	147,772	91,227
2011	Q4	159,220	205,971	168,252	154,603	84,708
	Q3	171,357	210,876	157,695	155,693	88,711
	Q2	179,552	218,447	145,555	149,823	105,193
	Q1	183,543	233,519	144,093	155,796	104,544
2010	Q4	185,193	225,384	188,743	174,510	92,498

- The average loan size decreased to €165,341 in Q4 2012, down 0.7% on Q3 2012.
- The average FTB loan drawn down fell on a quarterly basis by 3.5% and on an annual basis by 3.1%.
- The average size of loans drawn down increased on a quarterly basis in the mover-purchaser, RIL and top-up segments. However, the average re-mortgage loan size decreased for the fifth consecutive quarter.



The Irish Banking Federation (IBF) is the leading representative body for banking and financial services in Ireland. Irish Mortgage Council (IMC) is an affiliate of IBF and represents mortgage lending institutions.

Data

This data relates to loans granted by IBF/IMC member institutions listed which are secured by a mortgage on residential Irish property. We estimate that the data covers well in excess of 95% of the mortgage market and includes residential mortgage lending data from the following institutions:

AlB group
Bank of Ireland Mortgage Bank
Bank of Scotland (Ireland)/Halifax*
EBS Building Society
Haven Mortgages
ICS Building Society
KBC Bank Ireland
Irish Nationwide Building Society**
Permanent TSB
Ulster Bank

*Not included in data series after Q1 2010.

**Not included in data series after Q1 2011.

Whilst every effort is made to ensure accurate classification of loans, some exceptions will always arise. The following are the market segment definitions in use in IMC data.

- First Time Buyer (FTB) Purchase - a loan issued for the purchase of residential property which is to be owner-occupied, where none of the borrowers have ever been an owner occupier (or part owner occupier) of a residential property in Ireland or elsewhere.
- Mover purchase - a loan issued for the purchase of residential property which is to be owner-occupied, where at least one of the borrowers has been an owner occupier (or part owner occupier) of a residential property in Ireland or elsewhere.
- Residential Investment Letting (RIL) purchase - a loan issued for the purchase of residential investment property or a holiday home
- Re-mortgage - a loan which is issued by one lender to refinance an existing mortgage with another lender. This may or may not include further equity release.
- Top-up - a further mortgage advance to an existing borrower which is issued to finance expenditure other than house purchase.

Disclaimer:

This report is based on statistical information supplied to IBF/IMC by the mortgage lending institutions listed herein. PricewaterhouseCoopers has reviewed the collation of this report by IBF/IMC. While every effort has been made to ensure the accuracy of information included in this report, IBF and PricewaterhouseCoopers can accept no responsibility for errors contained herein. This report is not to be reproduced in whole or in part without prior permission.

The full data series will be maintained on the IBF website (www.ibf.ie).

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