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## IBF/PwC Mortgage Market Profile New Lending – Quarterly Report

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	Number	Value
<b>New Mortgage Lending Quarter 2, 2007:</b>	<b>41,151</b>	<b>€8,733m</b>
<b>Total, 2007 (Q1-Q2, 2007)</b>	<b>79,387</b>	<b>€16,542m</b>
Quarter 1, 2007	38,236	€7,809m
Quarter 4, 2006	48,637	€10,343m
Quarter 3, 2006	54,623	€10,962m
Quarter 2, 2006	53,449	€10,130m
% change, Q2 2007 Vs. Q1 2007	+7.6%	+11.8%
% change, Q2 2007 Vs. Q2 2006	-23.0%	-13.8%

The total value of mortgage loans issued in the second quarter of 2007 was €8,733m bringing total new lending for the first half of 2007 to €16,542m.

New lending for the second quarter of 2007 was 13.8% less in value terms when compared with the same period in 2006 but was up 11.8% on the first quarter.

» The full data series for the IBF/PwC Mortgage Market Profile is available on the IBF website at <http://www.ibf.ie/researchset.html>.

Market size:

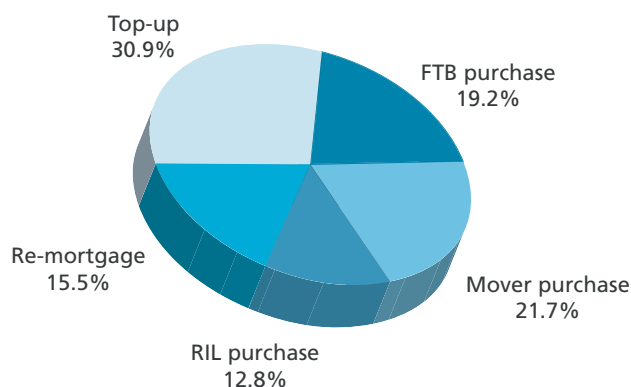
- These figures relate to all lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank and Financial Services Authority of Ireland.

# Loan Volumes

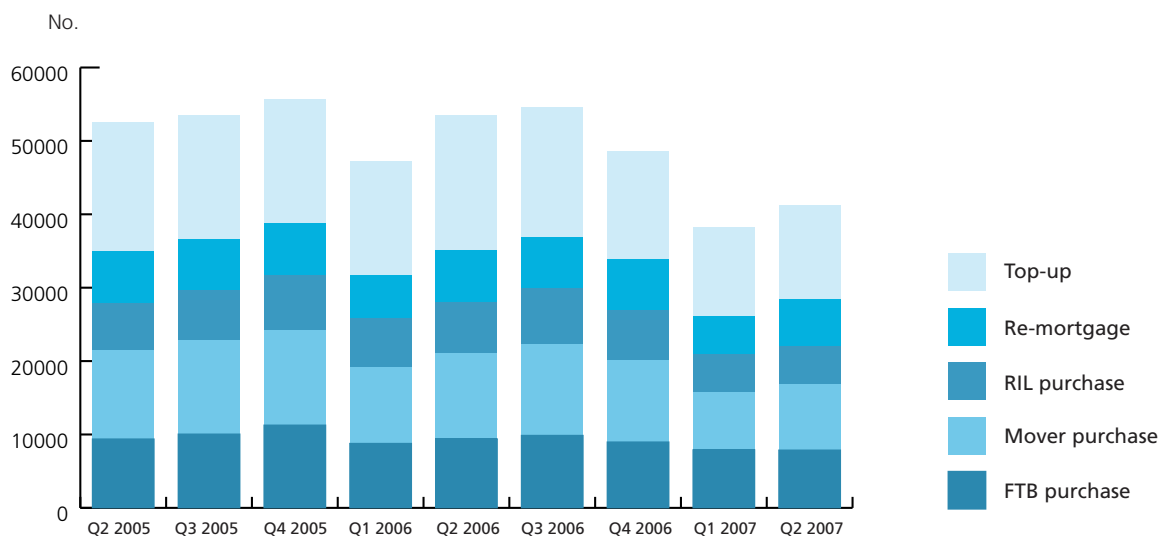
A total of 41,151 mortgages were issued in Q2 2007. In line with seasonal patterns, this is higher than the first quarter of 2007.

- While the share between market segments remains relatively stable from quarter to quarter, the share of the re-mortgage (switching) category increased to 15.5% of the market in the second quarter.
- Some 19% of mortgages (7,883) were issued to first-time buyers (FTBs) in the second quarter of 2007.
- The number of loans granted in each segment is lower than for the same period (Q2) last year.

Quarter 2 2007: 41,151 Mortgage Loans



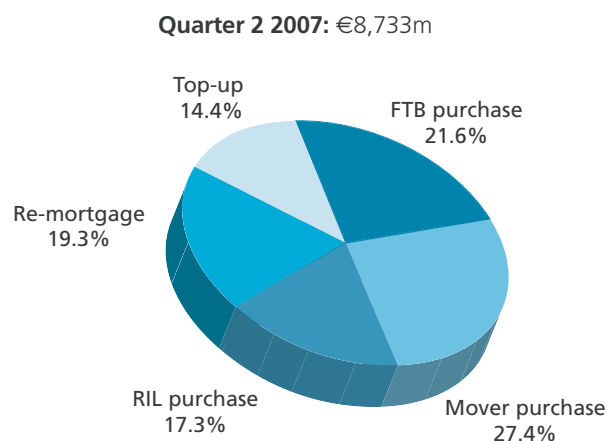
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	
2007	Q2	7,883	19.2%	8,947	21.7%	5,256	12.8%	6,369	15.5%	12,696	30.9%	41,151
	Q1	7,919	20.7%	7,819	20.4%	5,228	13.7%	5,086	13.3%	12,184	31.9%	38,236
2006	Q4	8,984	18.5%	11,065	22.7%	6,881	14.1%	6,883	14.2%	14,824	30.5%	48,637
	Q3	9,884	18.1%	12,470	22.8%	7,530	13.8%	6,981	12.8%	17,758	32.5%	54,623
	Q2	9,407	17.6%	11,598	21.7%	7,083	13.3%	6,949	13.0%	18,412	34.4%	53,449
	Q1	8,789	18.6%	10,452	22.1%	6,647	14.1%	5,752	12.2%	15,604	33.0%	47,244
2005	Q4	11,284	20.3%	12,941	23.3%	7,474	13.4%	7,108	12.8%	16,811	30.2%	55,618
	Q3	10,062	18.8%	12,688	23.7%	6,842	12.8%	7,004	13.1%	16,947	31.7%	53,543
	Q2	9,394	17.9%	12,071	23.0%	6,368	12.1%	7,202	13.7%	17,469	33.3%	52,504



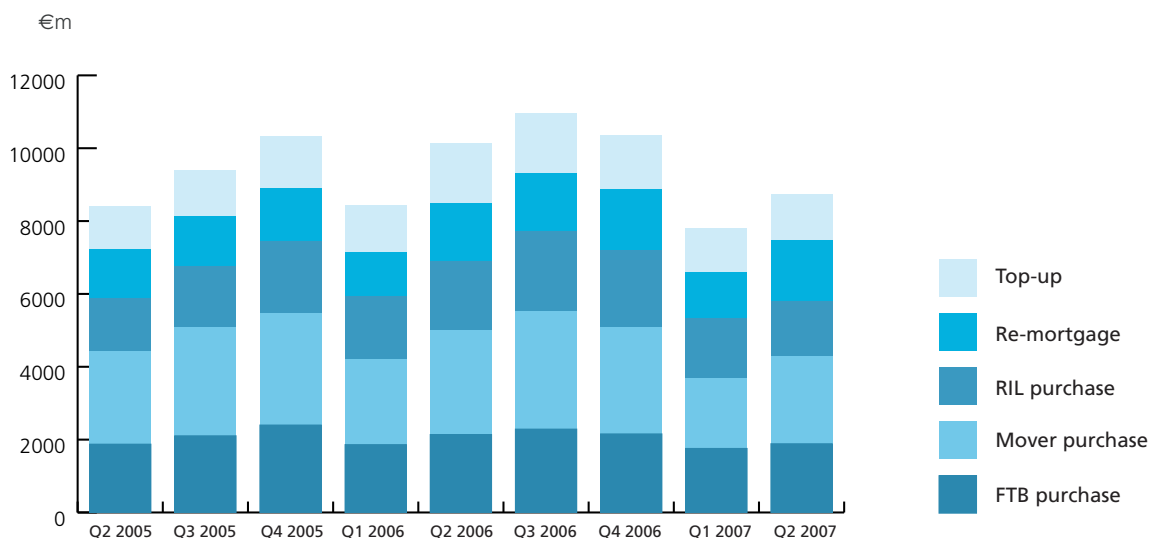
# Loan Values

The total value of mortgage lending in Q2 2007 amounted to €8,733m.

- In contrast to the general trend of lower year-on-year lending levels, the re-mortgage (switching) category showed an increase of 6.7% on the same period last year (Q2 2006).
- In the second quarter of 2007, the re-mortgage (switching) segment increased notably to 19.3% of the total market. The share of the mover-purchaser segment also expanded (to 27.4% of the market) following a dip in the first quarter of the year.



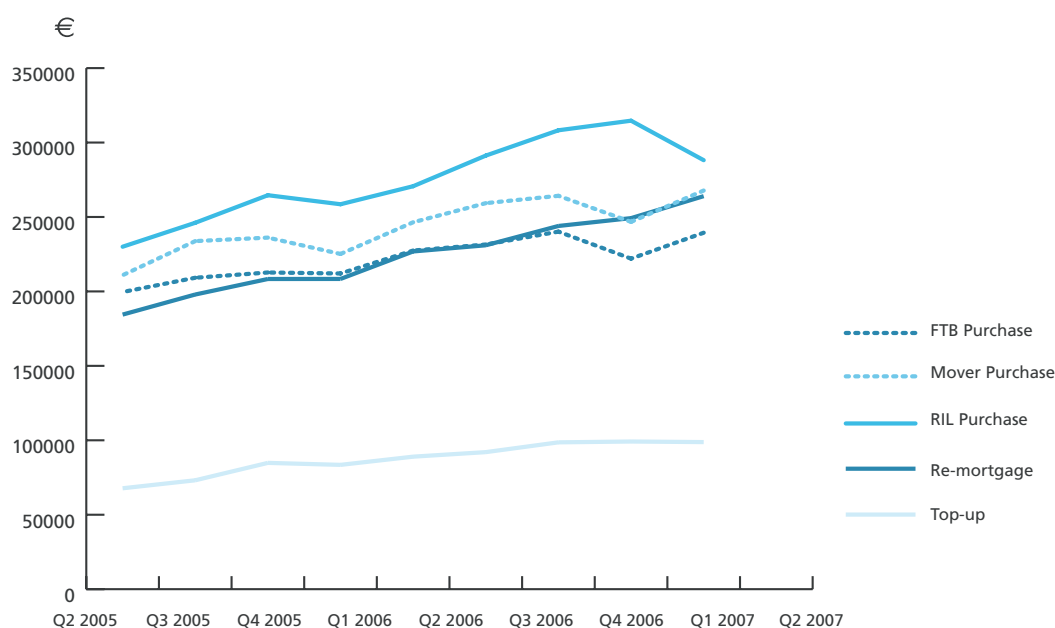
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		€m	%	€m	%	€m	%	€m	%	€m	%	€m
2007	Q2	1,887	21.6%	2,396	27.4%	1,515	17.3%	1,681	19.3%	1,254	14.4%	8,733
	Q1	1,758	22.5%	1,929	24.7%	1,645	21.1%	1,268	16.2%	1,209	15.5%	7,809
2006	Q4	2,157	20.9%	2,924	28.3%	2,121	20.5%	1,679	16.2%	1,462	14.1%	10,343
	Q3	2,288	20.9%	3,233	29.5%	2,193	20.0%	1,613	14.7%	1,635	14.9%	10,962
2005	Q2	2,140	21.1%	2,858	28.2%	1,917	18.9%	1,576	15.6%	1,639	16.2%	10,130
	Q1	1,863	22.1%	2,353	27.9%	1,719	20.4%	1,199	14.2%	1,303	15.4%	8,437
2005	Q4	2,400	23.2%	3,056	29.6%	1,978	19.1%	1,481	14.3%	1,426	13.8%	10,341
	Q3	2,105	22.4%	2,966	31.6%	1,684	17.9%	1,386	14.8%	1,239	13.2%	9,380
	Q2	1,875	22.3%	2,545	30.3%	1,465	17.4%	1,328	15.8%	1,184	14.1%	8,397



# Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2007	Q2	<b>239,416</b>	<b>267,762</b>	<b>288,141</b>	<b>263,995</b>	<b>98,789</b>
	Q1	222,023	246,730	314,675	249,228	<b>99,177</b>
2006	Q4	240,151	264,209	308,234	243,962	98,624
	Q3	231,514	259,286	291,230	230,991	92,050
	Q2	227,454	246,444	270,657	226,847	89,007
	Q1	212,053	225,158	258,549	208,382	83,498
2005	Q4	212,709	236,132	264,625	208,348	84,831
	Q3	209,174	233,794	246,102	197,917	73,137
	Q2	199,593	210,884	230,019	184,433	67,767

- While remaining the highest average loan size, the average RIL loan was lower in the second quarter of 2007 than in the previous quarter.
- The average top-up mortgage remained relatively stable with FTB, mover-purchaser and re-mortgage loans all recording modest increases over the first quarter of 2007.



**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:

AIB group  
Bank of Ireland Mortgage Bank  
Bank of Scotland (Ireland)/Halifax  
EBS Building Society  
First Active  
ICS Building Society  
IIB Homeloans Ltd  
Irish Nationwide Building Society  
Permanent TSB  
Ulster Bank

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](http://www.ibf.ie)).

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