



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

	Number	Value
<b>New Mortgage Lending Quarter 2, 2009:</b>	<b>12,686</b>	<b>€2,173m</b>
Quarter 1, 2009	10,997	€1,998m
Quarter 4, 2008	18,706	€3,539m
Quarter 3, 2008	27,937	€5,678m
Quarter 2, 2008	35,154	€7,566m
Quarter 1, 2008	28,508	€6,266m
% change, Q2 2009 vs. Q1 2009	+15.4%	+8.8%
% change, Q2 2009 vs. Q2 2008	-63.9%	-71.3%

- » The total value of mortgage loans issued in the second quarter of 2009 was €2,173 million.
- » Lending grew by 15.4% in volume terms and 8.8% in the value of loans drawn down compared with the previous quarter.
- » The number of loans issued was 63.9% less compared with the same period in 2008, and 71.3% less in value terms.

The full data series for the IBF/PwC Mortgage Market Profile is available on the IBF website at [www.ibf.ie/researchset.html](http://www.ibf.ie/researchset.html)

### Market size:

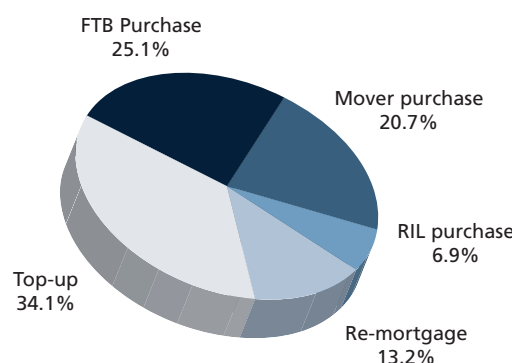
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank and Financial Services Authority of Ireland.

# Loan Volumes

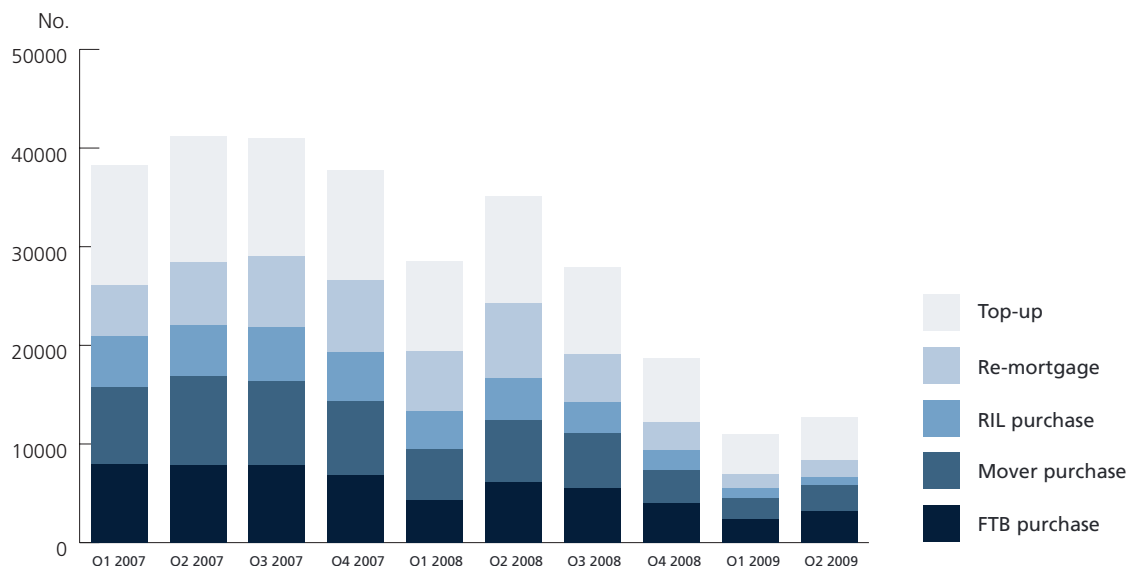
A total of 12,686 loans were drawn down in the second quarter of 2009, representing an increase of 15.4% compared to the first quarter, and 63.9% fewer loans than in the same period in 2008.

- All segments apart from residential investment letting (RIL) experienced growth in the number of loans issued compared to the previous quarter.
- Mover-purchasers and first-time buyers (FTBs) also increased their market share with the latter exceeding 25% of the volume of loans issued - an historic high.
- The RIL segment and top-ups declined in terms of their respective market shares but the latter remains the largest segment in volume terms.

Quarter 2 2009: 12,686 Mortgage Loans



		FTB Purchaser		Mover Purchaser		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	No.
2009	Q2	3,184	25.1%	2,621	20.7%	873	6.9%	1,681	13.2%	4,327	34.1%	12,686
	Q1	2,356	21.4%	2,186	19.9%	966	8.8%	1,392	12.6%	4,097	37.3%	10,997
2008	Q4	3,958	21.2%	3,437	18.4%	2,020	10.8%	2,823	15.1%	6,468	34.5%	18,706
	Q3	5,553	19.9%	5,485	19.6%	3,170	11.4%	4,887	17.5%	8,842	31.6%	27,937
	Q2	6,106	17.4%	6,353	18.1%	4,235	12.0%	7,531	21.4%	10,929	31.1%	35,154
	Q1	4,329	15.2%	5,169	18.1%	3,801	13.3%	6,133	21.5%	9,076	31.9%	28,508
2007	Q4	6,850	18.2%	7,489	19.9%	4,925	13.0%	7,330	19.4%	11,125	29.5%	37,719
	Q3	7,817	19.1%	8,609	21.0%	5,452	13.3%	7,152	17.4%	11,962	29.2%	40,992
	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

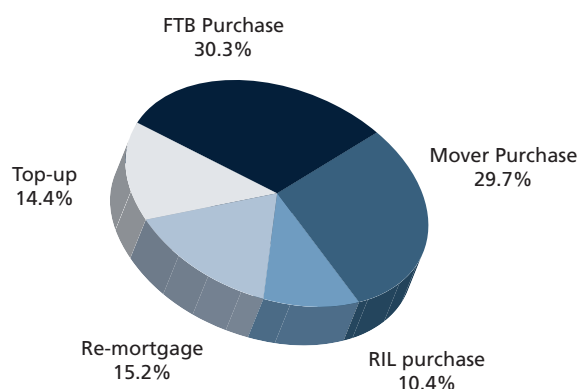


# Loan Values

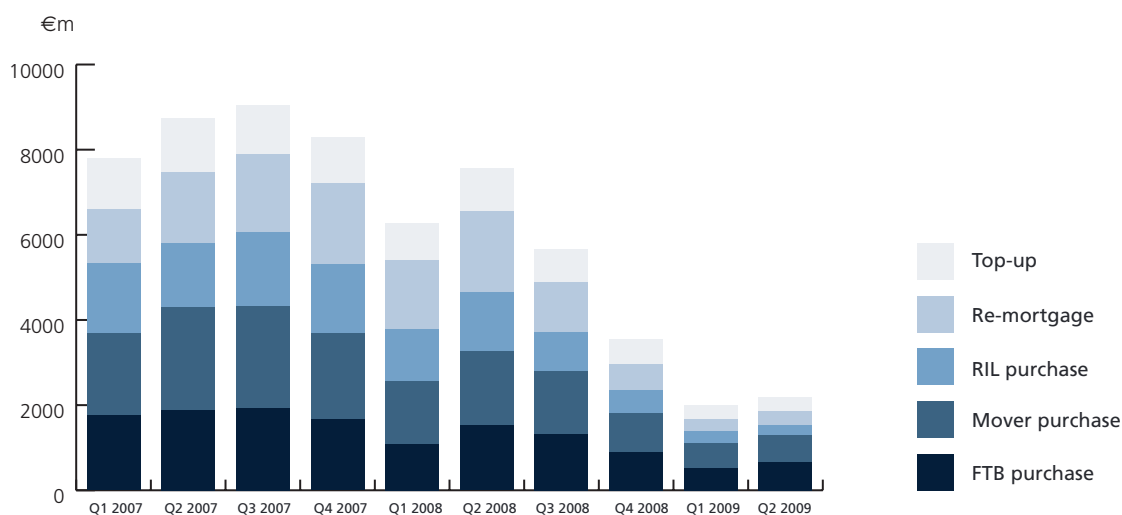
The value of loans drawn down was €2,173m in Q2 2009 - this was 71.3% less in year-on-year terms but 8.8% more than in Q1 2009.

- Compared with the previous quarter, the FTB, mover-purchaser and re-mortgage (switching) segments all experienced growth.
- Mover-purchasers and FTBs now account for 60% of the value of mortgages drawn down, with FTBs reaching a high of 30.3% market share.
- The value of loans for RILs and top-ups declined compared with the previous quarter, as did the market share of these segments.

Quarter 2 2009: €2,173m



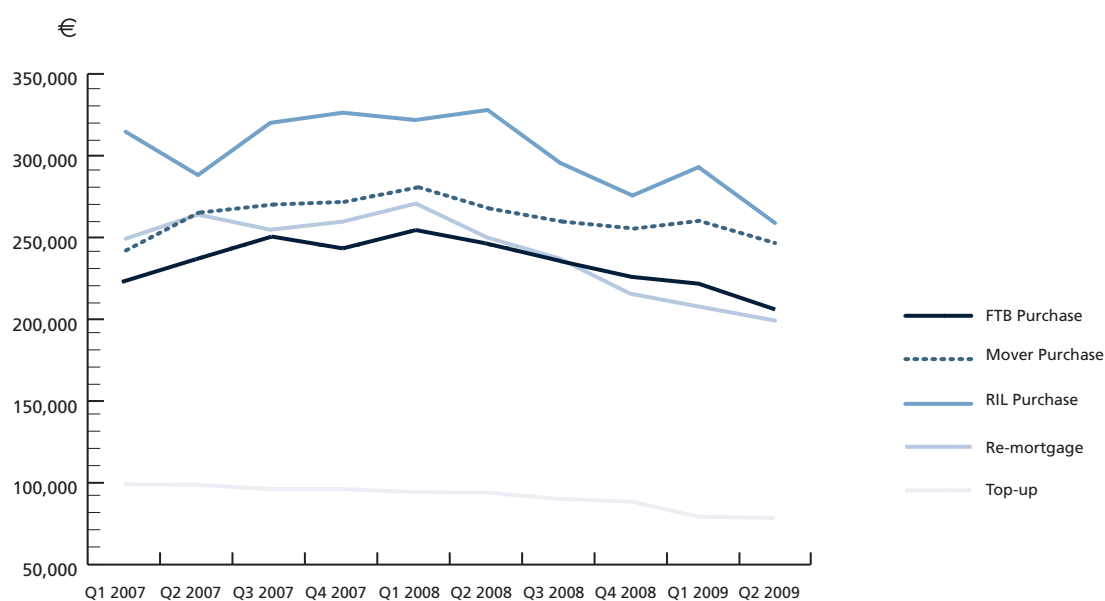
		FTB Purchaser		Mover Purchaser		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		€m	%	€m	%	€m	%	€m	%	€m	%	€m
2009	Q2	658	30.3%	646	29.7%	226	10.4%	330	15.2%	313	14.4%	2,173
	Q1	523	26.2%	584	29.2%	281	14.1%	290	14.5%	320	16.0%	1,998
2008	Q4	895	25.3%	910	25.7%	547	15.4%	615	17.4%	572	16.2%	3,539
	Q3	1,322	23.3%	1,464	25.8%	937	16.5%	1,158	20.4%	797	14.0%	5,678
	Q2	1,526	20.2%	1,741	23.0%	1,389	18.3%	1,882	24.9%	1,028	13.6%	7,566
2007	Q1	1,090	17.4%	1,457	23.2%	1,223	19.5%	1,640	26.2%	856	13.7%	6,266
	Q4	1,666	20.1%	2,035	24.6%	1,607	19.4%	1,904	23.0%	1,070	12.9%	8,282
	Q3	1,939	21.6%	2,327	25.9%	1,745	19.4%	1,822	20.3%	1,151	12.8%	8,984
	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



# Average Loan

		FTB Purchaser	Mover Purchaser	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2009	Q2	206,517	246,644	259,714	196,119	72,288
	Q1	221,734	266,958	291,110	208,687	78,118
2008	Q4	226,041	264,796	270,662	217,847	88,498
	Q3	238,064	266,840	295,621	237,010	90,173
	Q2	249,844	274,104	327,927	249,870	94,102
	Q1	251,831	281,944	321,822	267,327	94,317
2007	Q4	243,232	271,751	326,300	259,700	96,210
	Q3	248,068	270,355	320,092	254,735	96,194
	Q2	239,416	267,762	288,141	263,995	98,789
	Q1	222,023	246,730	314,675	249,228	99,177

- The overall average loan size decreased 5.7% since the first quarter and stands at €171,304.
- The size of the average loan issued to FTBs decreased by €15,217 (6.9%) over the quarter and by €43,327 (17.3%) since Q2 2008.



**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:

AIB group  
 Bank of Ireland Mortgage Bank  
 Bank of Scotland (Ireland)/Halifax  
 EBS Building Society  
 First Active  
 Haven Mortgages  
 ICS Building Society  
 KBC Homeloans  
 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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