



IBF/PwC Mortgage Market Profile New Lending – Quarterly Report

	Number	Value
New Mortgage Lending Quarter 4, 2007:	37,719	€8,282m
Total, 2007	158,098	€33,808m
Quarter 3, 2007	40,992	€8,984m
Quarter 2, 2007	41,151	€8,733m
Quarter 1, 2007	38,236	€7,809m
Quarter 4, 2006	48,637	€10,343m
% change, Q4 2007 Vs. Q3 2007	-8.0%	-7.8%
% change, Q4 2007 Vs. Q4 2006	-22.4%	-19.9%

The total value of mortgage loans issued in the fourth quarter of 2007 was €8,282 million, bringing total new lending for the year to €33,808 million.

The total value of new lending for 2007 was 15% less compared to the total for 2006 and down slightly on total new lending for 2005 (-1%).

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

Market size:

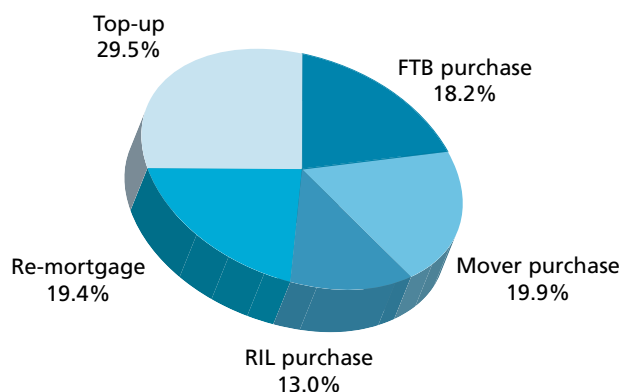
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank and Financial Services Authority of Ireland.

Loan Volumes

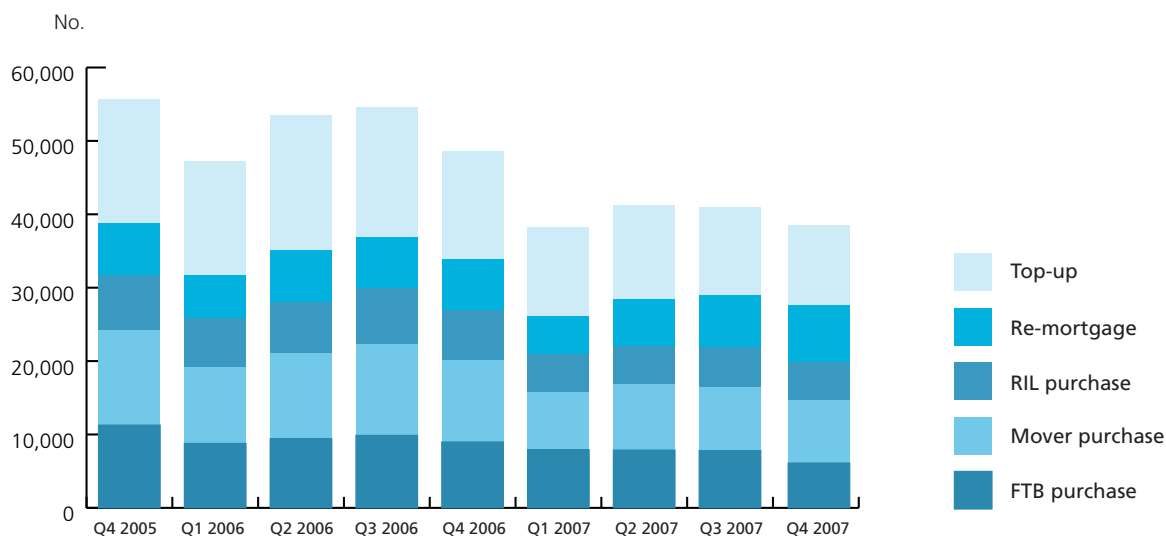
A total of 37,719 mortgages were issued in the fourth quarter of 2007, taking the total for the year to 158,098. This reflects an ongoing moderation in mortgage market activity.

- First time buyers (FTBs) increased their share of new mortgage loans from 18.2% in 2006 to 19.3% in 2007.
- Switching activity (re-mortgage) in the market also strengthened with 25,937 new mortgages issued in 2007, increasing its market share of new loans to 16.4% from 13.0% in 2006.
- Top-ups remain the largest segment with 11,125 top-up loans issued in the fourth quarter of 2007.

Quarter 4 2007: 37,719 Mortgage Loans



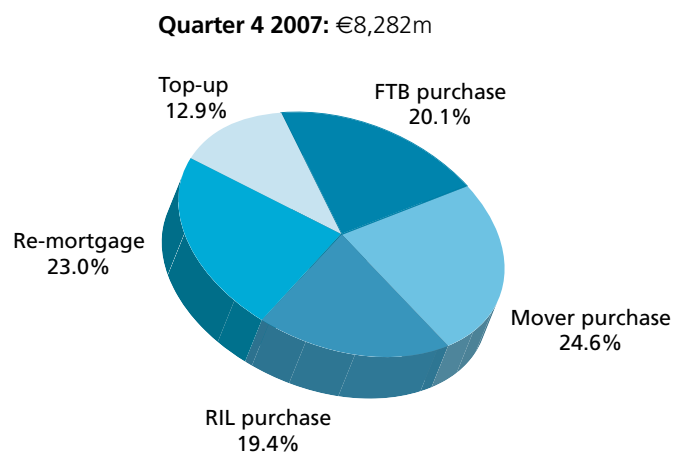
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	
2007	Q4	6,850	18.2%	7,489	19.9%	4,925	13.0%	7,330	19.4%	11,125	29.5%	37,719
	Q3	7,817	19.1%	8,609	21.0%	5,452	13.3%	7,152	17.4%	11,962	29.2%	40,992
	Q2	7,883	19.2%	8,947	21.7%	5,256	12.8%	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
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



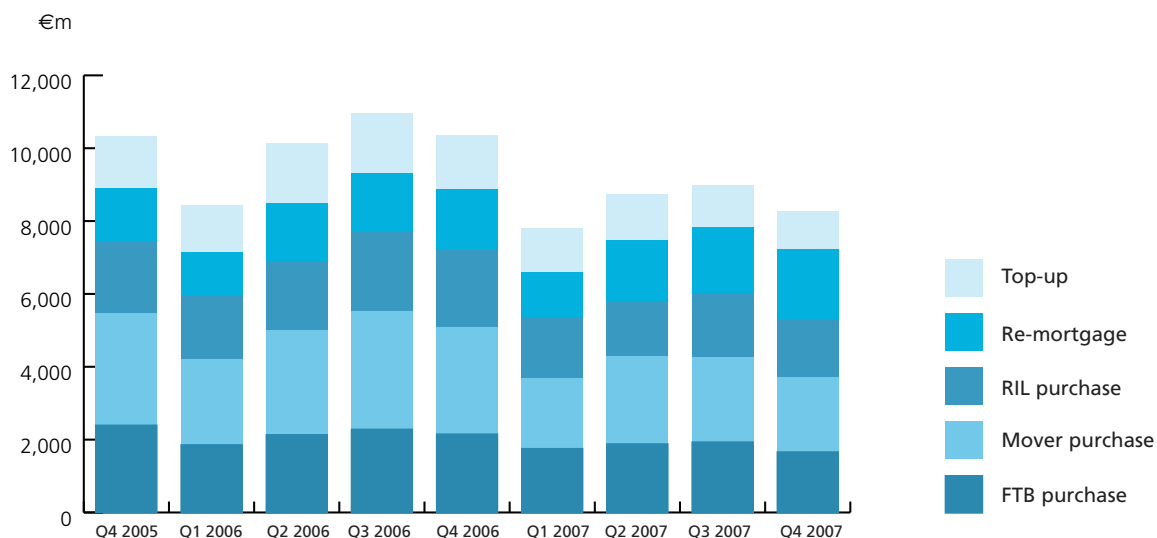
Loan Values

Some €8,282 million in mortgages was advanced in the fourth quarter of 2007.

- FTBs retain a consistent share of the value of new lending at about 21% for 2007 and 2006.
- The strong growth in the value of re-mortgage loans continued in 2007. The value of re-mortgage drawdowns increased by 10.0% over 2006 and by 32.5% over 2005.
- Re-mortgage loans accounted for 23% of the value of mortgage advances during the quarter, the highest proportion of mortgage loan values since the series began. The mover-purchaser segment remained the largest segment.



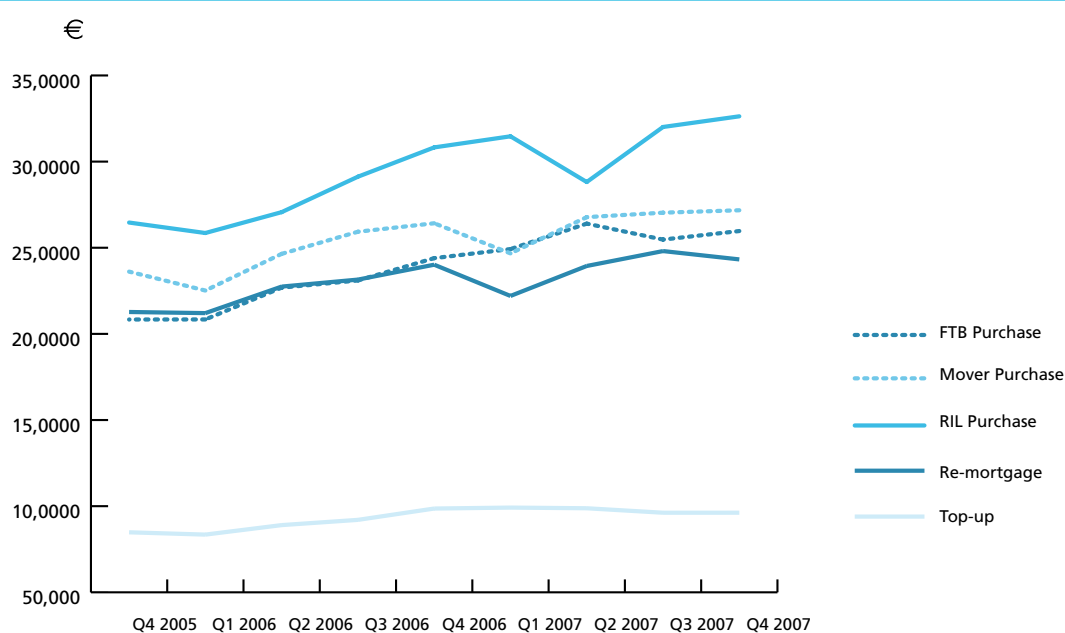
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		€m	%	€m	%	€m	%	€m	%	€m	%	
2007	Q4	1,666	20.1%	2,035	24.6%	1,607	19.4%	1,904	23.0%	1,070	12.9%	8,282
	Q3	1,939	21.6%	2,327	25.9%	1,745	19.4%	1,822	20.3%	1,151	12.8%	8,984
	Q2	1,887	21.6%	2,396	27.4%	1,515	17.3%	1,681	19.3%	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
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
	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



Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
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
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

- The average loan size increased in all segments, except the FTB segment, for the final quarter of 2007.
- The residential investment letting (RIL) segment continued to have the highest average loan size.



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
 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 a 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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