



IBF/PwC Mortgage Market Profile Quarterly Report – New Lending

	Number	Value
New Mortgage Lending Quarter 1, 2011:	3,259	€577m
Quarter 4, 2010	5,624	€982m
Quarter 3, 2010	7,261	€1,239m
Quarter 2, 2010	7,827	€1,305m
Quarter 1, 2010	6,954	€1,220m
% change, Q1 2011 vs. Q4 2010	-42.1%	-41.2%
% change, Q1 2011 vs. Q1 2010	-53.1%	-52.7%

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- The total value of new mortgage lending in the first quarter of 2011 was €577 million.
 - The full data series for the IBF/PwC Mortgage Market Profile is available on the IBF website at www.ibf.ie.

Market size:

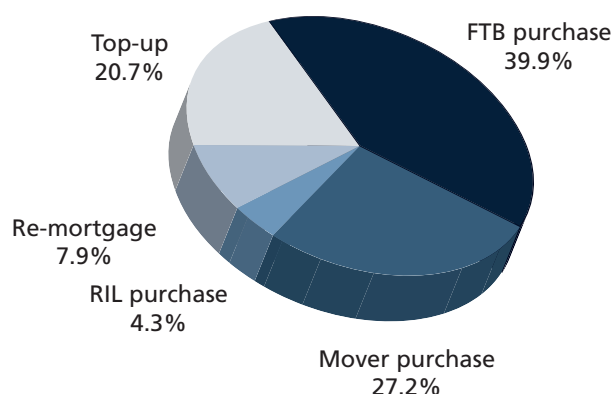
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank and Financial Services Authority of Ireland.

Loan Volumes

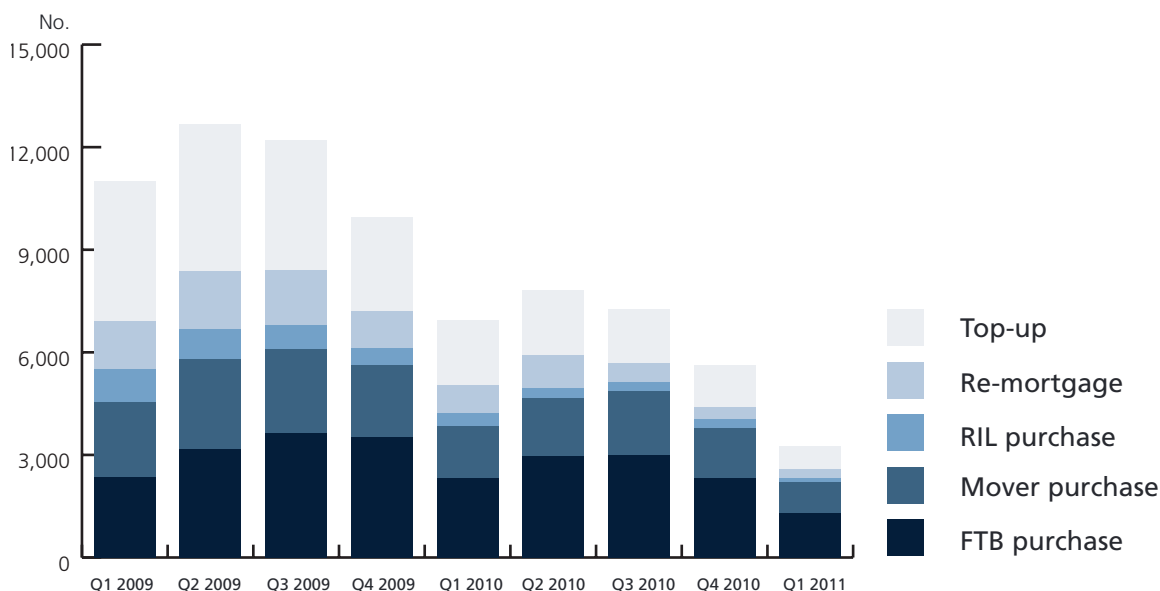
In Q1 2011, 3,259 mortgage loans were issued. This represents a decrease in lending of 53.1% compared to Q1 2010, and 42.1% compared to the previous quarter. The seasonal pattern of mortgage lending typically results in lower levels of drawdowns in the first three months of the year.

- The number of mortgage loans issued declined across all segments in Q1 compared with both the previous quarter and the same period in 2010.
- First-time buyers (FTBs) remained the largest segment, accounting for almost 40% of the market despite decreasing by 1.3 percentage points quarter-on-quarter.
- Mover-purchasers increased their market share by 1.1 percentage points quarter-on-quarter. Combined with FTBs, they accounted for over two-thirds of the market by volume.
- The market share of the residential investment letting (RIL) and re-mortgage segments increased while that of top-ups declined by 1.5 percentage points in the quarter.

Quarter 1 2011: 3,259 Mortgage Loans issued



		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	No.
2011	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
	Q3	3,001	41.3%	1,863	25.7%	254	3.5%	581	8.0%	1,562	21.5%	7,261
	Q2	2,973	38.0%	1,690	21.6%	284	3.6%	984	12.6%	1,896	24.2%	7,827
	Q1	2,327	33.5%	1,512	21.7%	385	5.5%	806	11.6%	1,924	27.7%	6,954
2009	Q4	3,511	35.3%	2,116	21.3%	480	4.8%	1,099	11.1%	2,740	27.5%	9,946
	Q3	3,633	29.8%	2,472	20.3%	699	5.7%	1,602	13.2%	3,783	31.0%	12,189
	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

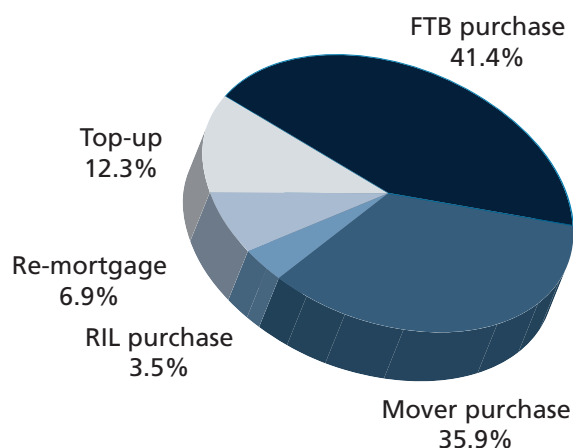


Loan Values

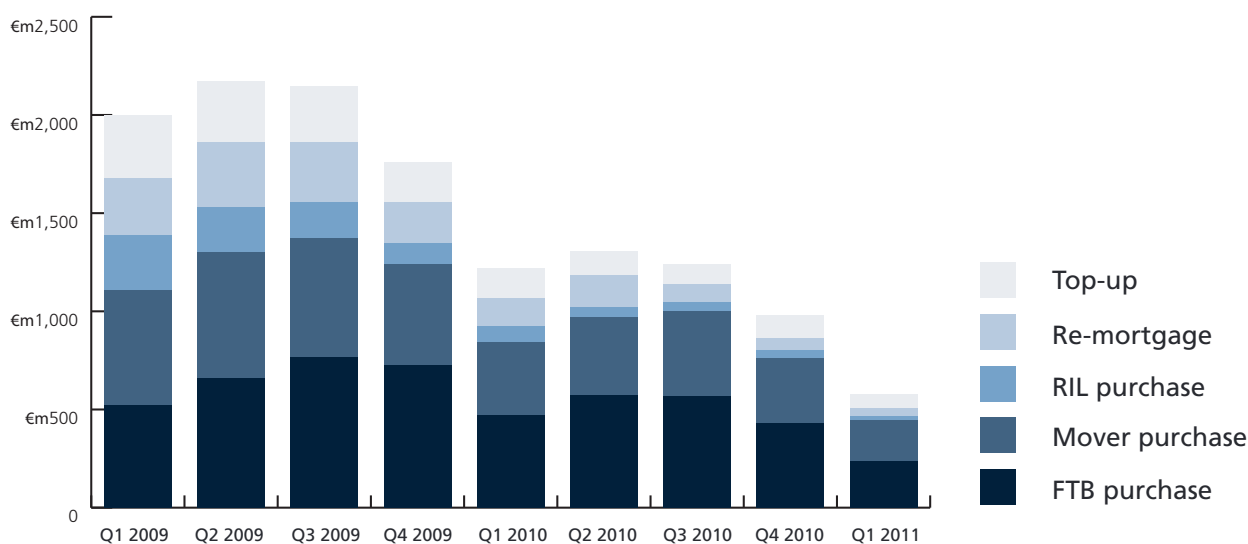
In the first quarter of 2011, a total of €577 million in mortgages was drawn down. This was 52.7% less than in the same period in 2010, and 41.2% less than in Q4 2010.

- The value of mortgage loans issued decreased for all market segments in Q1 2011 in quarter-on-quarter and year-on-year terms.
- FTBs continued to be the largest segment by value also, accounting for 41.4% of the market.
- Mover-purchasers increased their market share to almost 36% of new mortgage loans drawn down. FTBs and mover-purchasers together made up over three-quarters of the market in value terms.
- The re-mortgage and top-up segments both grew their shares of the market while the RIL segment declined by 1.1 percentage points quarter-on-quarter.

Quarter 1 2011: €577 m issued in Mortgage Loans



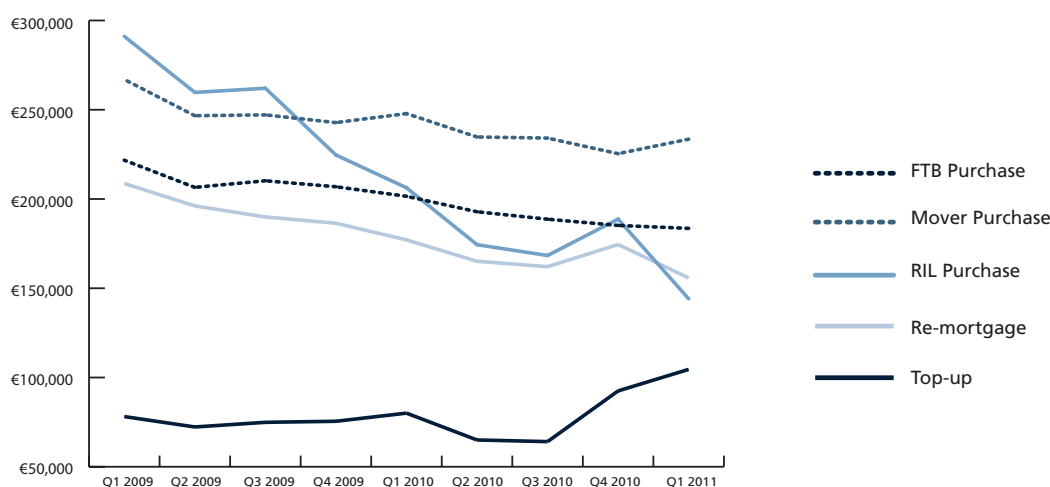
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns €m
		€m	%	€m	%	€m	%	€m	%	€m	%	
2011	Q1	239	41.4%	207	35.9%	20	3.5%	40	6.9%	71	12.3%	577
2010	Q4	429	43.7%	331	33.7%	45	4.6%	61	6.2%	116	11.8%	982
	Q3	566	45.7%	436	35.2%	43	3.4%	94	7.6%	100	8.1%	1,239
	Q2	573	43.9%	397	30.4%	49	3.8%	163	12.5%	123	9.4%	1,305
	Q1	469	38.5%	375	30.7%	79	6.5%	143	11.7%	154	12.6%	1,220
2009	Q4	726	41.3%	514	29.2%	108	6.1%	205	11.6%	207	11.8%	1,760
	Q3	764	35.6%	611	28.5%	183	8.5%	304	14.2%	283	13.2%	2,145
	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



Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2011	Q1	183,543	233,519	144,093	155,796	104,544
2010	Q4	185,193	225,384	188,743	174,510	92,498
	Q3	188,680	234,122	168,346	162,083	64,085
	Q2	192,848	234,735	174,418	165,119	65,009
	Q1	201,516	247,844	206,294	177,101	80,036
2009	Q4	206,865	242,793	224,649	186,414	75,480
	Q3	210,210	247,127	262,037	189,936	74,895
	Q2	206,517	246,644	259,714	196,119	72,288
	Q1	221,734	266,958	291,110	208,687	78,118

- The average loan size increased to €176,899 (up 1.3%) in Q1 2011 - this was due to the strong market share of the FTB and mover-purchaser segments which have higher than average loan values.
- The average loan drawn down by mover-purchasers increased by 3.6% to €233,519 following three consecutive periods of decline. The average top-up increased by 13% compared to the previous quarter.
- The average size of loans drawn down by the FTB, RIL and re-mortgage segments fell to the lowest levels since the research began in 2005.



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 Homeloans
Irish Nationwide Building Society
Permanent TSB
Ulster Bank

*Not included in data series after Q1 2010.

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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