



BPFI/PwC Mortgage Market Profile Quarterly Report – New Lending

	Number	Value
New Mortgage Lending Quarter 3, 2014	6,308	€1,126m
Quarter 2, 2014	4,803	€820m
Quarter 1, 2014	3,425	€568m
Quarter 4, 2013	5,206	€896m
Quarter 3, 2013	4,482	€750m
% change, Q3 2014 vs. Q2 2014	+31.3%	+37.3%
% change, Q3 2014 vs. Q3 2013	+40.7%	+50.1%

- The total value of new mortgage lending in the third quarter of 2014 was €1.1 billion.
- The full data series for the BPFI/PwC Mortgage Market Profile is available on the BPFI website at www.bpfi.ie

Market size:

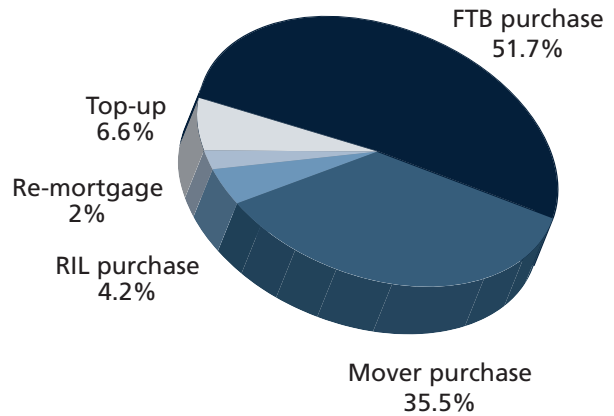
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank of Ireland.

Loan Volumes

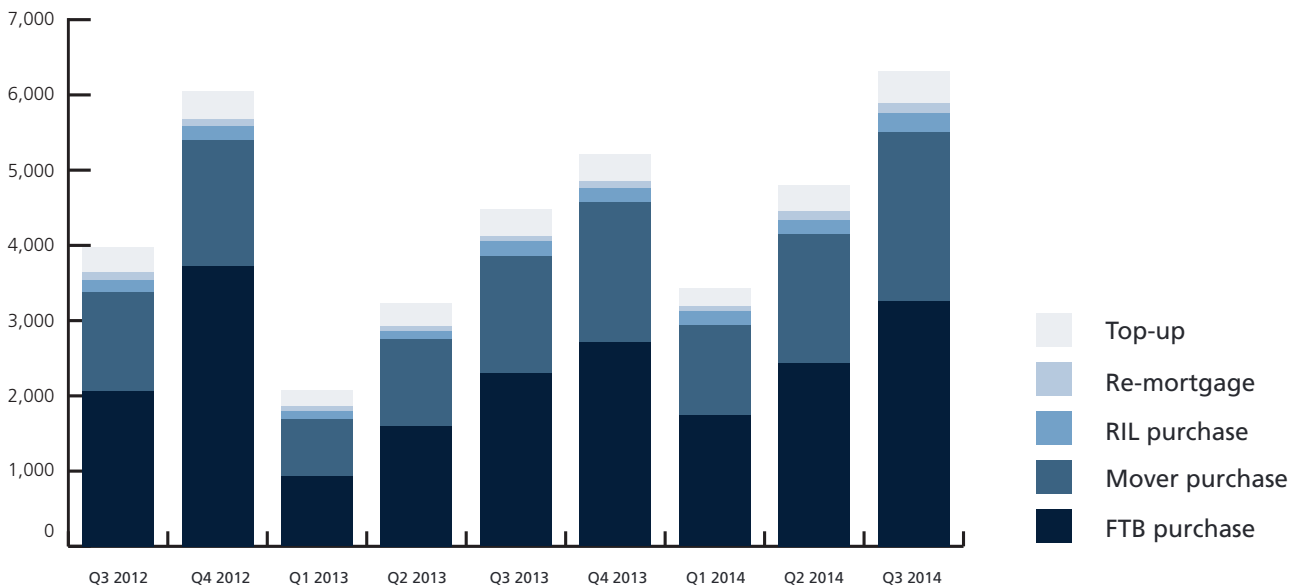
In Q3 2014, 6,308 mortgage loans were drawn down. This represents an increase in lending of 40.7% compared with Q3 2013 and 31.3% compared with Q2 2014.

- The number of mortgages drawn down rose to its highest level since Q3 2010.
- All segments grew on a year-on-year and a quarter-on-quarter basis. This is the first time that this has happened since the series began in 2005.
- The mover-purchase and residential investment letting (RIL) segments grew on a year-on-year for the sixth and fifth consecutive quarter, respectively.
- First-time buyers (FTBs) remained the largest segment, at 51.7% of new mortgage loans in Q3 2014. The FTB and mover-purchase segments combined accounted for 87.2% of mortgages drawn down.

Quarter 3 2014: 6,308 Mortgage Loans Drawn Down



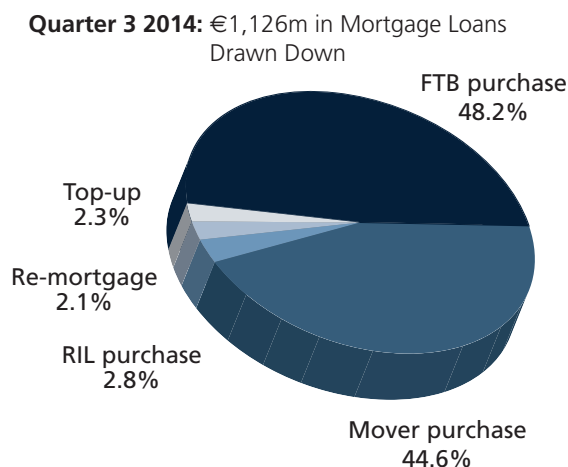
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	
2014	Q3	3,260	51.7%	2,239	35.5%	264	4.2%	126	2.0%	419	6.6%	6,308
	Q2	2,440	50.8%	1,709	35.6%	188	3.9%	108	2.2%	358	7.5%	4,803
	Q1	1,737	50.7%	1,206	35.2%	183	5.3%	68	2.0%	231	6.8%	3,425
2013	Q4	2,708	52.0%	1,862	35.8%	191	3.7%	86	1.6%	359	6.9%	5,206
	Q3	2,299	51.3%	1,556	34.7%	196	4.4%	75	1.7%	356	7.9%	4,482
	Q2	1,600	49.5%	1,152	35.7%	105	3.2%	70	2.2%	302	9.4%	3,229
2012	Q1	928	44.9%	770	37.2%	105	5.1%	61	2.9%	204	9.9%	2,068
	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



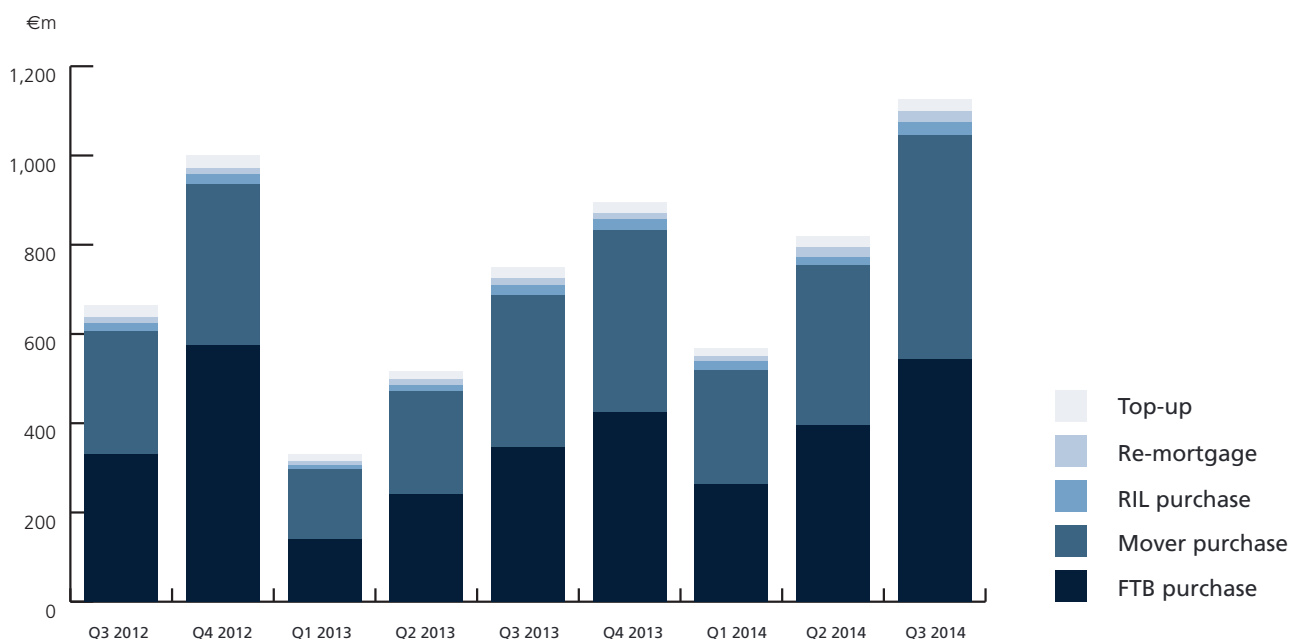
Loan Values

Some €1,126 million in mortgages was drawn down. This was 50.1% more than in Q3 2013 and 37.3% more than in Q2 2014.

- The value of mortgages drawn down increased to their highest level since Q3 2010. That was also the last time that quarterly drawdowns exceeded €1 billion.
- All segments grew on a year-on-year basis for the second consecutive quarter in Q3 2014.
- Some €502 million in mover-purchase loans was drawn down in Q3 2012, the highest level since Q4 2009.
- FTB remains the largest segment with 48.2% of the market in value terms. FTBs and mover-purchasers together accounted for 92.8% of the market.



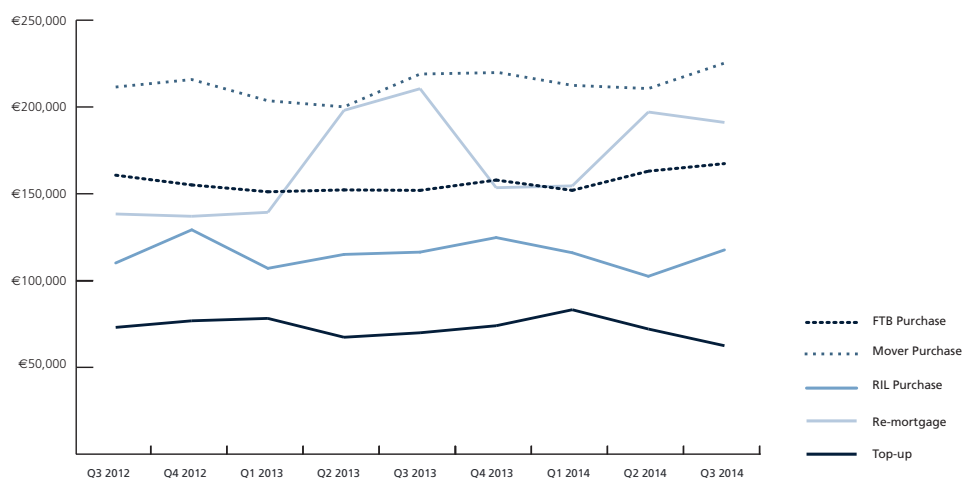
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns €m
		€m	%	€m	%	€m	%	€m	%	€m	%	
2014	Q3	543	48.2%	502	44.6%	31	2.8%	24	2.1%	26	2.3%	1,126
	Q2	396	48.3%	358	43.7%	19	2.3%	21	2.6%	26	3.1%	820
	Q1	263	46.3%	255	44.9%	21	3.7%	10	1.8%	19	3.3%	568
2013	Q4	425	47.5%	408	45.5%	24	2.6%	13	1.5%	26	2.9%	896
	Q3	347	46.3%	339	45.3%	23	3.0%	16	2.1%	25	3.3%	750
	Q2	242	46.7%	230	44.4%	12	2.3%	14	2.7%	20	3.9%	518
2012	Q1	140	42.3%	156	47.2%	11	3.3%	8	2.4%	16	4.8%	331
	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



Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2014	Q3	166,516	224,431	116,806	190,246	61,615
	Q2	162,171	209,756	101,606	196,235	71,229
	Q1	151,123	211,602	115,172	153,688	82,338
2013	Q4	157,035	218,982	123,918	152,648	73,127
	Q3	151,097	218,124	115,530	209,677	69,065
	Q2	151,370	199,219	114,210	197,188	66,493
	Q1	150,292	202,737	106,186	138,465	77,351
2012	Q4	154,227	214,954	128,383	136,174	75,967
	Q3	159,848	210,647	109,272	137,504	72,178

- The average loan size increased to €178,498 in Q3 2014, up 6.7% on Q3 2013. The average mortgage drawn down for property purchase (FTB, mover-purchase or RIL) again increased on a year-on-year basis, up 6.6% to €186,740.
- The average loan drawn down rose on a year-on-year basis in the FTB and mover-purchase segments for the fourth and fifth consecutive quarters, respectively.
- The average top-up mortgage fell to €61,615, the lowest level since the series began in 2005. Despite a 17.7% year-on-year increase in top-up volumes, top-up loan values grew by only 4% to €26 million. The top-up segment's share of loan values fell to 2.3%, the lowest since the series began.



Banking & Payments Federation Ireland (BPFI) is the voice of banking and payments in Ireland representing over 70 domestic and international members and associates.

Data:

This data relates to loans granted by BPFI 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
Bank of Ireland Mortgage Bank
Bank of Scotland (Ireland)/Halifax*
EBS
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 BPFI data.

- First-time buyer (FTB) Purchase - a loan drawn down 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 drawn down 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 drawn down 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 drawn down to finance expenditure other than house purchase.

Disclaimer:

This report is based on statistical information supplied to BPFI by the mortgage lending institutions listed herein. PwC has reviewed the collation of this report by BPFI. While every effort has been made to ensure the accuracy of information included in this report, BPFI and PwC 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 BPFI website (www.bpfi.ie).

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