



BPFI/PwC Mortgage Market Profile Quarterly Report – New Lending

	Number	Value
New Mortgage Lending Quarter 4, 2014	7,583	€1,341m
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
% change, Q4 2014 vs. Q3 2014	+20.2%	+19.1%
% change, Q4 2014 vs. Q4 2013	+45.7%	+49.7%
Annual Total, 2014	22,119	€3,855m
Annual Total, 2013	14,985	€2,495m
% change, 2014 vs. 2013	+47.6%	+54.5%

- The total value of new mortgage lending in 2014 was €3.9 billion, of which €1.3 billion was drawn down in the fourth quarter.
- The full data series for the BPFI/PwC Mortgage Market Profile is available on the BPFI website at www.bpfi.ie

Market size:

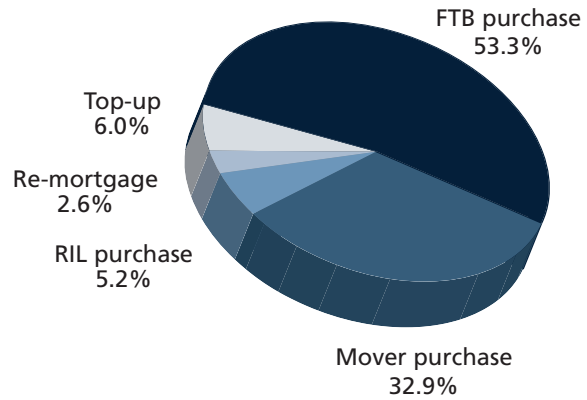
- These figures relate to all new lending secured by residential property (for further details regarding the basis for this data, see page 4).
- The total of outstanding residential mortgage debt is published on a monthly basis by the Central Bank of Ireland.

Loan Volumes

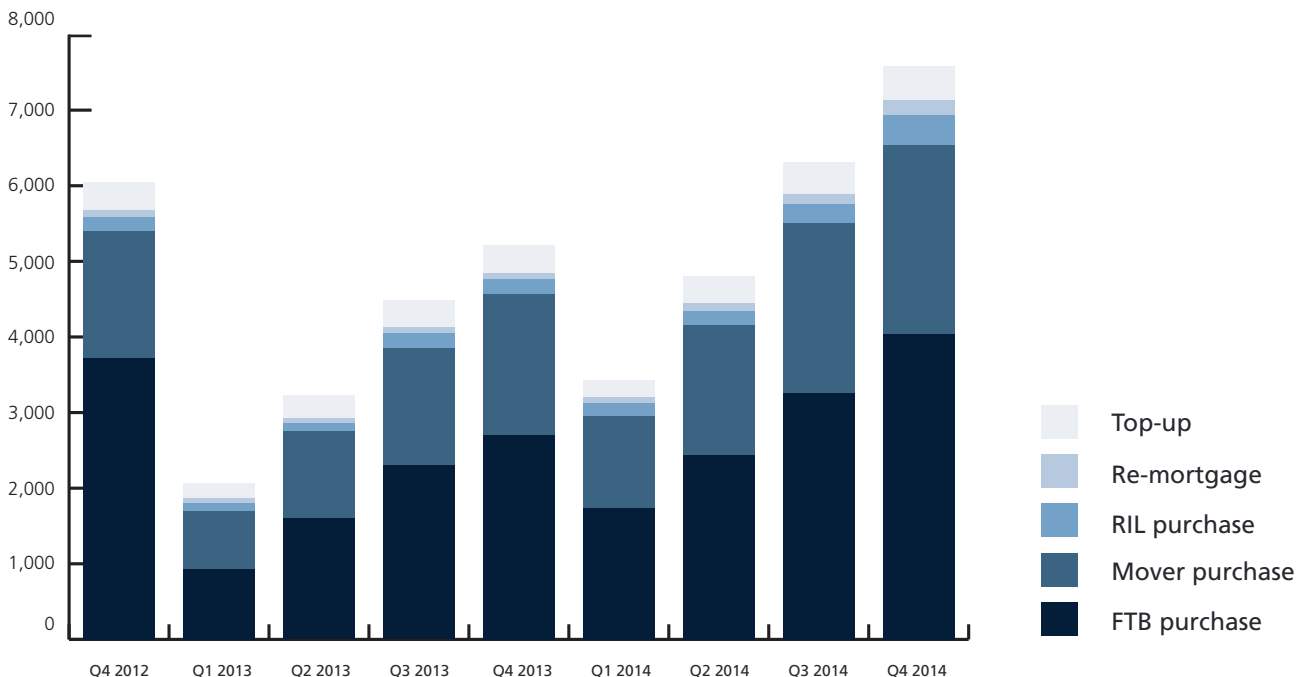
In Q4 2014, 7,583 mortgage loans were drawn down. This represents an increase in lending of 45.7% compared with Q4 2013 and 20.2% compared with Q3 2014.

- The number of mortgages drawn down rose to its highest level since Q2 2010.
- All segments grew on a year-on-year and a quarter-on-quarter basis for the third consecutive quarter.
- First-time buyer (FTB), mover-purchase and residential investment letting (RIL) volumes rose to their highest levels since Q3 2008, Q2 2009 and Q4 2009, respectively.
- FTBs remained the largest segment, at 53.3% of new mortgage loans in Q4 2014. The FTB and mover-purchase segments combined accounted for 86.2% of mortgages drawn down.

Quarter 4 2014: 7,583 Mortgage Loans Drawn Down



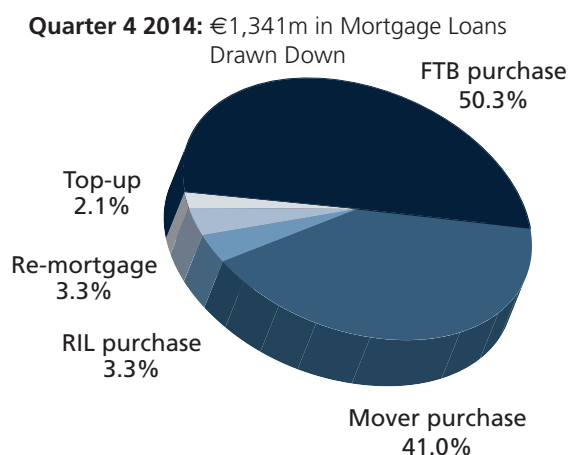
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		No.	%	No.	%	No.	%	No.	%	No.	%	No.
2014	Q4	4,039	53.3%	2,495	32.9%	395	5.2%	201	2.6%	453	6.0%	7,583
	Q3	3,260	51.7%	2,239	35.5%	264	4.2%	126	2.0%	419	6.6%	6,308
	Q2	2,440	50.8%	1,709	35.6%	188	3.9%	108	2.2%	358	7.5%	4,803
	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
	Q1	928	44.9%	770	37.2%	105	5.1%	61	2.9%	204	9.9%	2,068
2012	Q4	3,724	61.6%	1,678	27.8%	176	2.9%	103	1.7%	362	6.0%	6,043



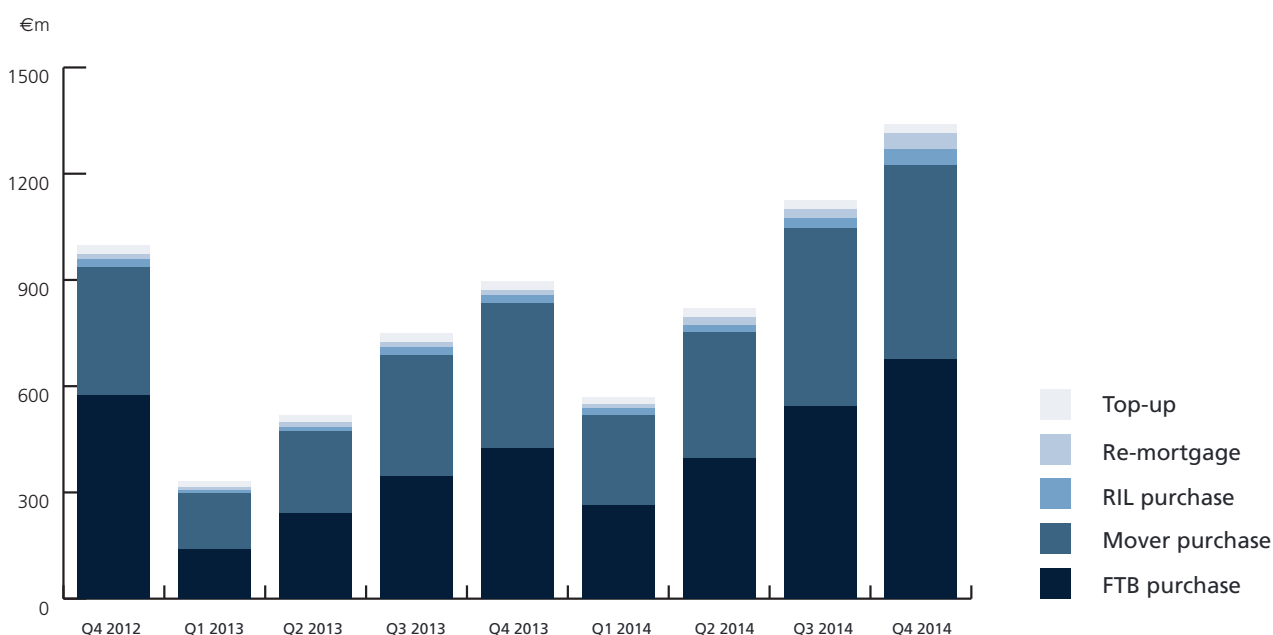
Loan Values

Some €1,341 million in mortgages was drawn down. This was 49.7% more than in Q4 2013 and 19.1% more than in Q3 2014.

- The value of mortgages drawn down increased to their highest level since Q4 2009.
- In annual terms, mover-purchase volumes and values reached their highest levels since 2009.
- FTB remains the largest segment with 50.3% of the market in value terms. FTBs and mover-purchasers together accounted for 91.3% of the market.



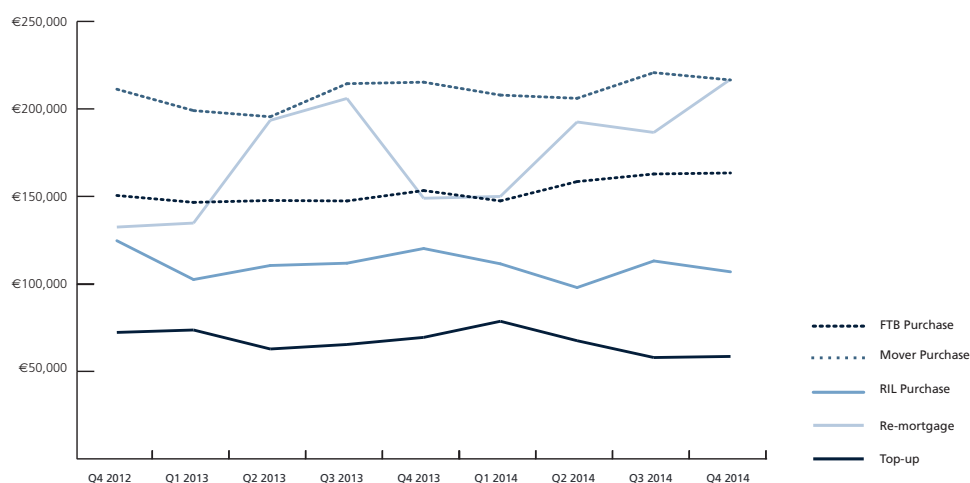
		FTB Purchase		Mover Purchase		RIL Purchase		Re-mortgage		Top-up		Total Drawdowns
		€m	%	€m	%	€m	%	€m	%	€m	%	
2014	Q4	675	50.3%	550	41.0%	44	3.3%	44	3.3%	28	2.1%	1,341
	Q3	543	48.2%	502	44.6%	31	2.8%	24	2.1%	26	2.3%	1,126
	Q2	396	48.3%	358	43.7%	19	2.3%	21	2.6%	26	3.1%	820
	Q1	263	46.3%	255	44.9%	21	3.7%	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
	Q1	140	42.3%	156	47.2%	11	3.3%	8	2.4%	16	4.8%	331
2012	Q4	574	57.5%	361	36.1%	23	2.3%	14	1.4%	27	2.7%	999



Average Loan

		FTB Purchase	Mover Purchase	RIL Purchase	Re-mortgage	Top-up
		€	€	€	€	€
2014	Q4	167,097	220,240	110,598	220,650	62,238
	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

- The average loan size increased to €176,795 in Q4 2014, up 2.7% on Q4 2013. The average mortgage drawn down for property purchase (FTB, mover-purchase or RIL) again increased on a year-on-year basis, up 1.7% to €183,012. The average property purchase mortgage rose on a year-on-year basis for the sixth successive quarter.
- The average loan drawn down rose on a year-on-year basis in the FTB and mover-purchase segments for the fifth and sixth consecutive quarters, respectively.
- The average FTB loan rose to its highest level since Q3 2011, while the average re-mortgage drawdown rose sharply to €220,650, the highest level since Q3 2008.



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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