Mortgage Market

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10 June 2017

Classification: Red

Bank of Ireland

Ireland: Economic environment & outlook

6.4%

Monthly
Unemployment rate
May 2017

▼0.6%

Retail Sales Index
April 2017

▲10.5%

Residential Property
Price Index
April 2017

▲0.2%

Consumer Price
Index
May 2017

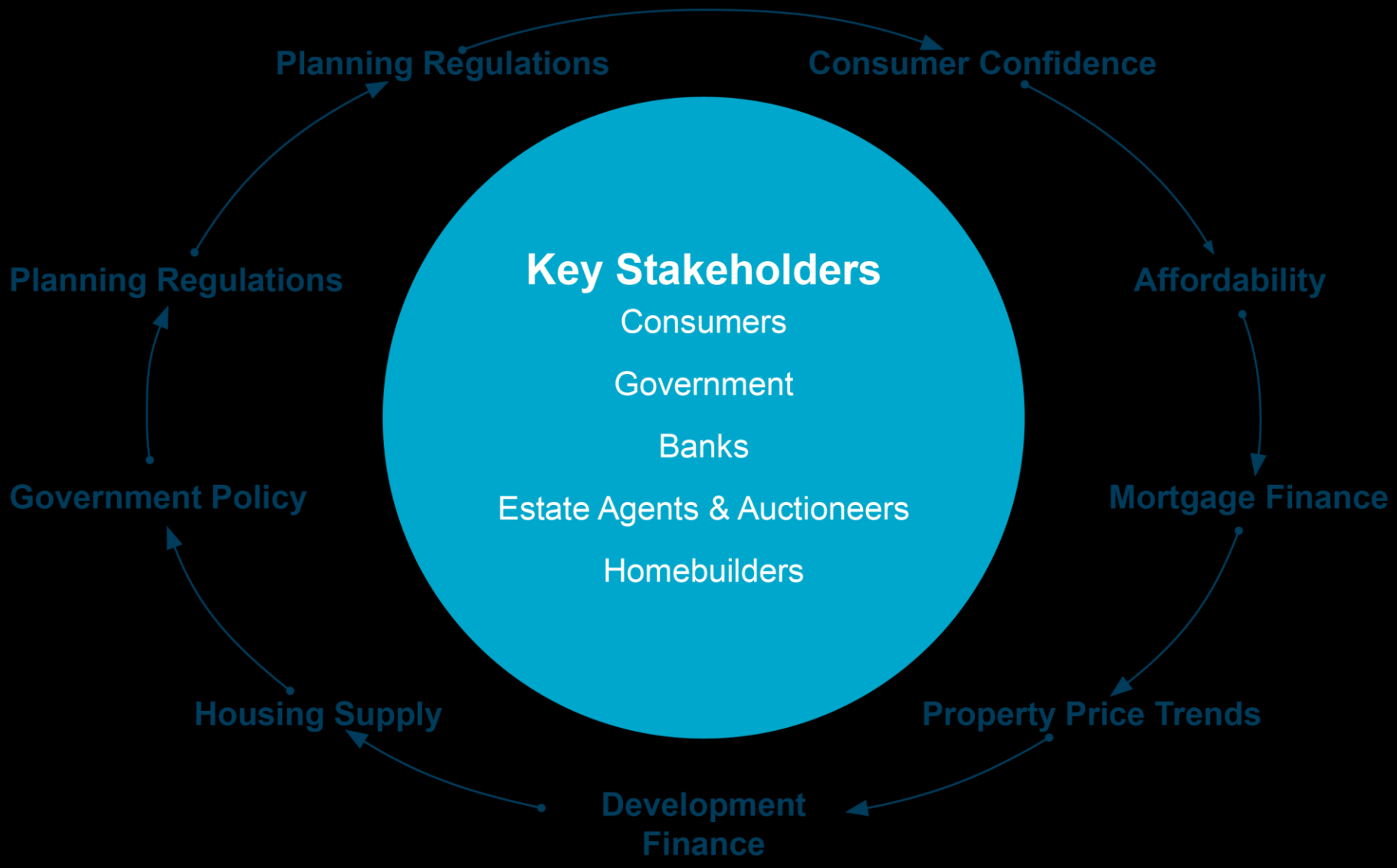
4.76 million

Population
Census 2016

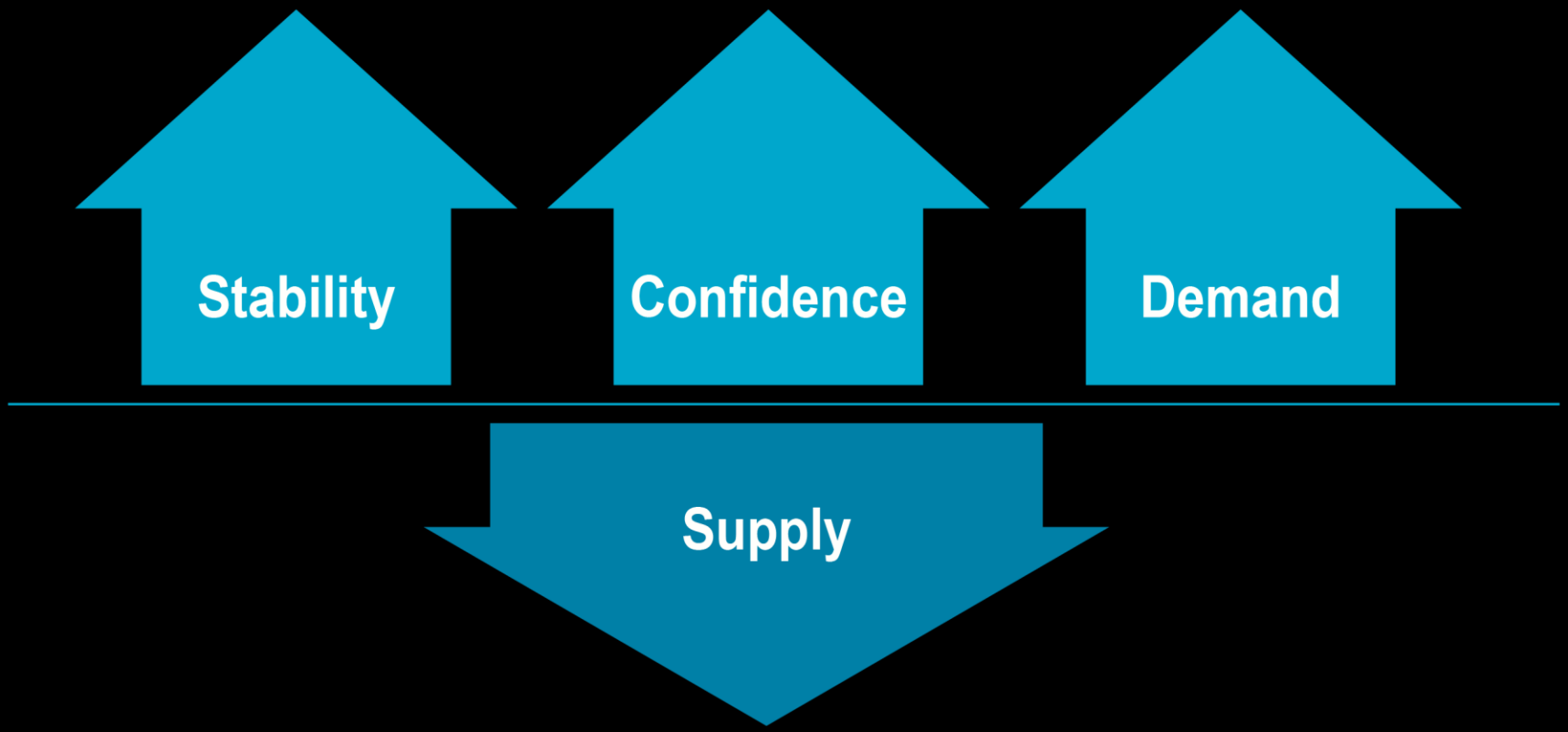
Sources: Central Statistics Office

The Residential Property Market

Outlook and performance is influenced by a range of factors

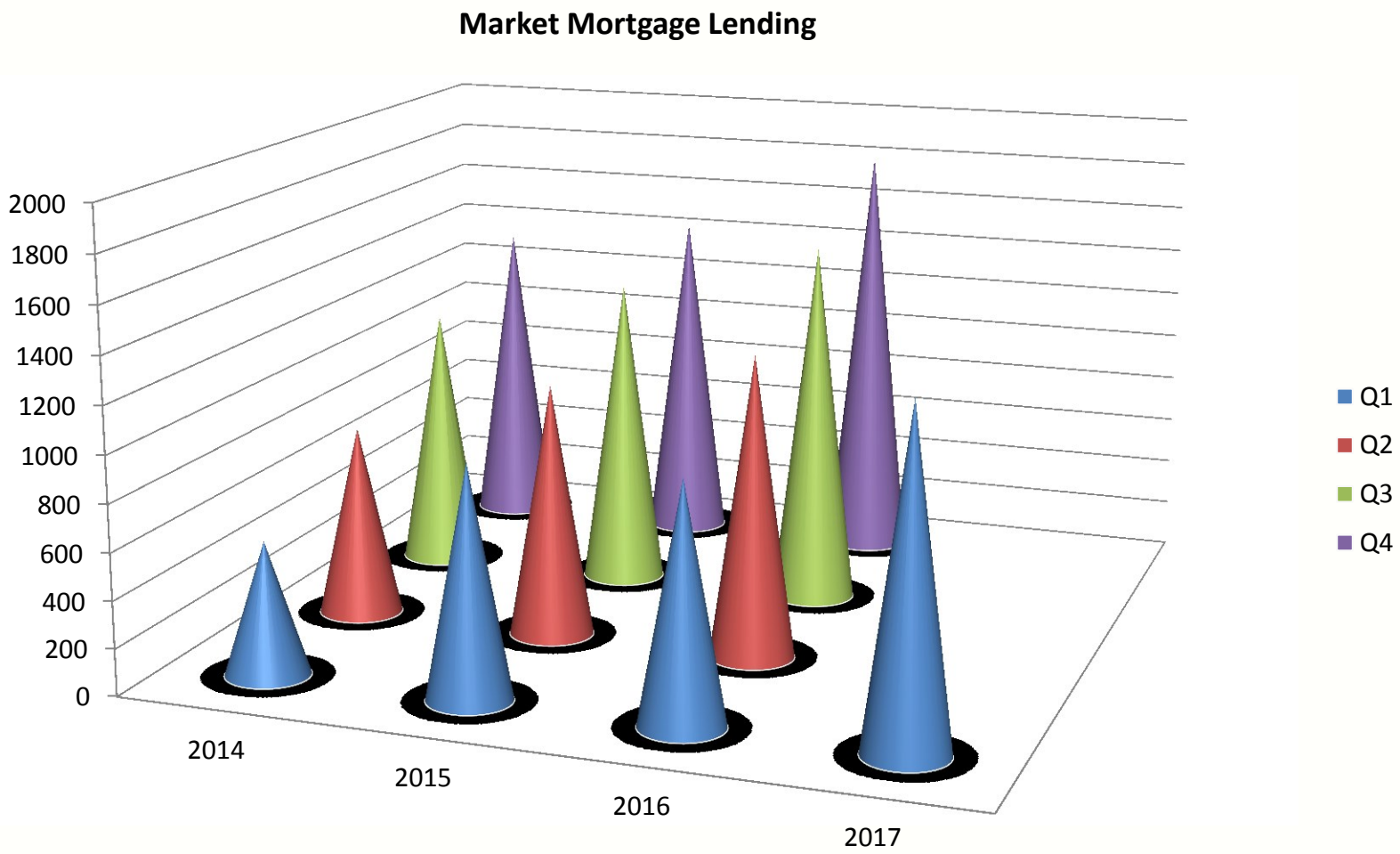


Ireland: Economic environment & outlook



Mortgage lending is growing

2017 Q1 national new mortgage lending up 43% year-on-year



Cash buyers continue to reduce c. 33% of transaction in Q1 2017 (BPFI)

Source: BPFI

Bank of Ireland

The role of mortgage financing in a customer's path to purchase

Insight	Key Feature
Competition from Cash Purchasers	Fast Fully Underwritten Mortgage Approval
Competitive Bidding in certain areas resulting in extended house search	12-months Mortgage Approval
Convenience / Accessibility	Flexible channels e.g. Mobile Mortgage Managers & Quick Online Form
Expertise & Guidance	250 professionally qualified mortgage advisers
Flexible Mortgage Options	Twin rate option – part fixed; part variable Payment Holidays Choose your repayment date
Strong appetite for market information	Customer 'Open House' Events Dermot Bannon Events Bank@Work Events

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Working together

Bank of Ireland Mortgage Bank trading as Bank of Ireland Mortgages is regulated by the Central Bank of Ireland.

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