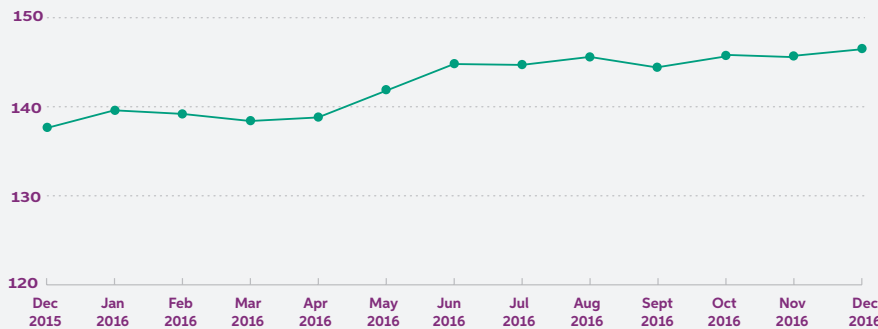


AIB-ESRI Housing Sentiment Indicator

The index is based on a telephone survey of over 800 consumers each month across the country. The survey has been conducted by the ESRI on behalf of AIB since July 2013. It consists of a series of questions which ask about consumers' perception of the housing market and their house price expectations.



Some key findings (as at December 2016)



Overall the Housing Sentiment Indicator (3 month rolling average) was 147 at the end of December.



Buying/Selling Sentiment

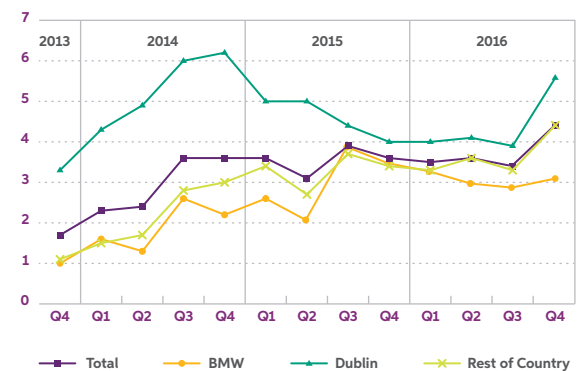
Consumers surveyed who believe that it is a good time to buy:



Consumers surveyed who believe it is a good time to sell:

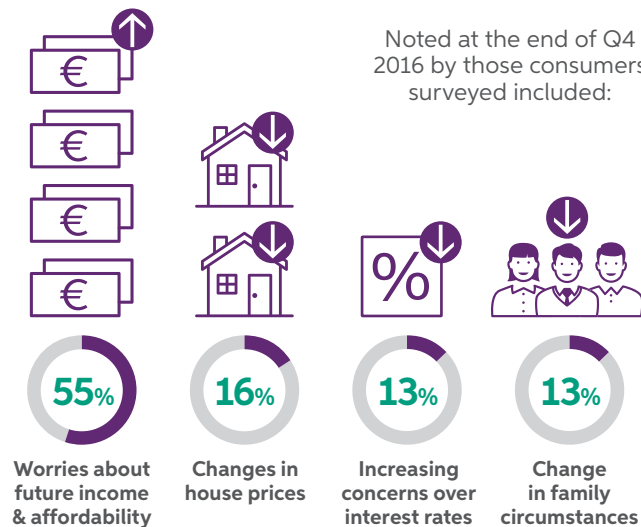


Average expected % price change in one year.

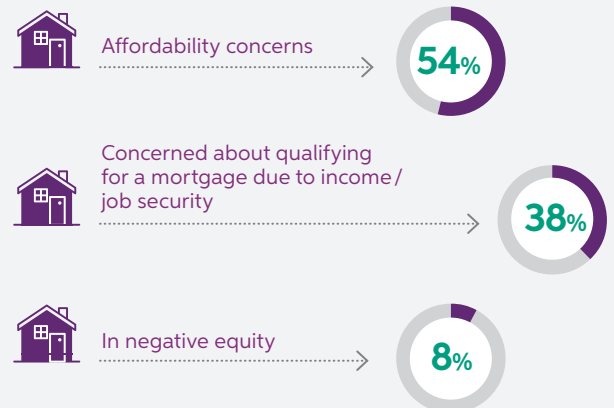


Main risks – customer concerns

Noted at the end of Q4 2016 by those consumers surveyed included:



Main reasons for not buying (Customer perception)



eMortgages Calculator
Find out what you could borrow.

Calculate

Register

Apply

<https://mortgage.aib.ie>

**WARNING: YOUR HOME IS AT RISK IF YOU DO NOT KEEP UP PAYMENTS
ON A MORTGAGE OR ANY OTHER LOAN SECURED ON IT.**

**THE PAYMENT RATES ON THIS HOUSING LOAN MAY BE ADJUSTED
BY THE LENDER FROM TIME TO TIME.
(Applies to variable rates only.)**

The amount you can borrow depends on how much you can afford to repay, typically no more than 35% of your disposable income but will depend on your individual circumstances. Factors considered include your income, financial status and evidence of your ability to repay (including capacity to repay at higher interest rates). For owner occupier the maximum loan amount is 90% of the property value. For buy-to-lets the maximum loan amount is 70% of the property value. Minimum loan amount is €25,000. Loans not available to people under 18. You must provide proof of income. Mortgage loans must be secured on the property. Mortgage protection and home insurance are required. You must pay for a valuation of your property. You must use a valuer from the list of AIB approved valuers and the valuation must be dated within 4 months of drawdown. Legal fees will apply, these fees will be determined by negotiation with your solicitor.

A typical €100,000, 20 year home mortgage for an owner occupier with a loan between >50% <= 80% of the value of the property will have a variable interest rate of 3.30%. This is an Annual Percentage Rate Charge of 3.37% based on 240 monthly repayments of € 569.28. If the interest rate does not vary during the term of the mortgage, the total cost of credit i.e. the total amount repayable less than the amount of the loan would be €36,901.24 (inclusive of €150.00 and €65.00 valuation report fees and security release fee of €60.00). The total amount repayable would be € 136,901.24. The effect of a 1% increase in interest rates for such a mortgage will add €51.81 to the monthly repayments.

A typical €100,000, 20 year mortgage for a Buy-To-Let/Investment Property will have a Standard Variable interest rate of 4.85%. This is an APRC of 4.97% based on 240 monthly repayments of €650.63. If the APR does not vary during the term of the mortgage, the total cost of credit i.e. the total amount repayable less than the amount of the loan would be €56,426.20 (inclusive of €150.00 and €65.00 valuation report fees and security release fee of €60). The total amount repayable would be €156,426.20. The effect of a 1% increase in interest rates for such a mortgage will add €55.15 to the monthly repayments.

The cost of your monthly repayments may increase – if you do not keep up your repayments you may lose your home.

Lending criteria, terms and conditions will apply. Allied Irish Banks, p.l.c. is an authorised agent and servicer of AIB Mortgage Bank in relation to the origination and servicing of mortgage loans and mortgages. Allied Irish Banks, p.l.c. and AIB Mortgage Bank are regulated by the Central Bank of Ireland. Allied Irish Banks, p.l.c. Registered Office: Bankcentre, Ballsbridge, Dublin 4. Registered in Ireland, No. 24173.