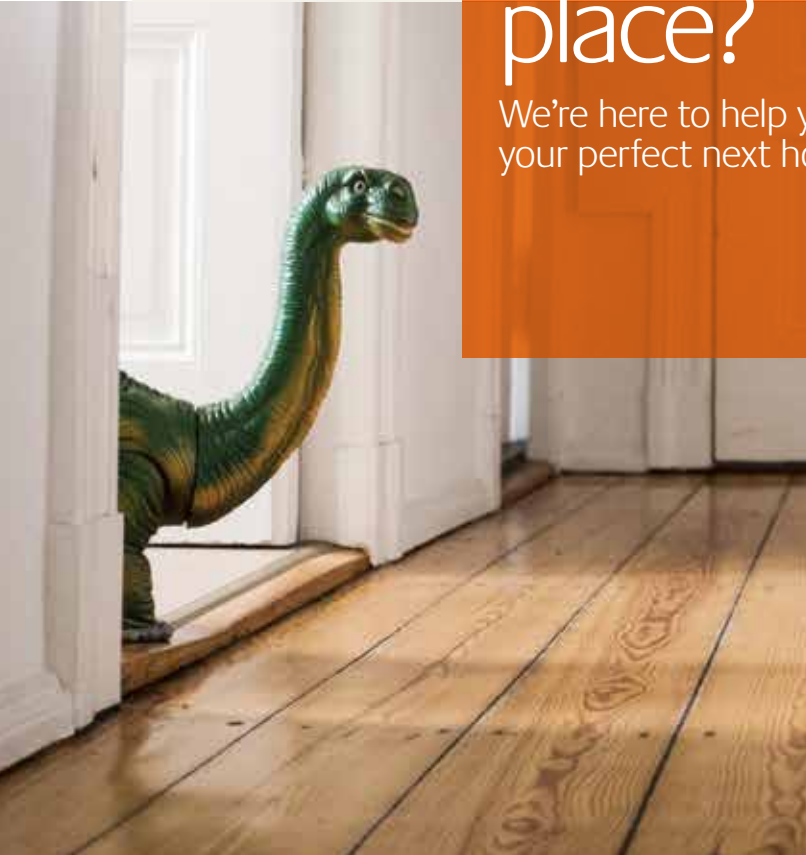


Your pocket guide to
buying your next home

Looking for a new place?

We're here to help you find
your perfect next home



home [hohm] noun]

1. a house, apartment, or other shelter that is the usual residence of a person, family, or household.
2. the place where a person's **domestic** affections are centered.

Buying a home is one of the biggest purchases you will ever make. But, you've already been there, and done that and now you're thinking of moving on to your next home purchase.

As Irish houses become more affordable, many home owners are looking to trade up or down, or are planning a move to a home better suited to their lifestyle. Even if your current house is in negative equity, you may still be able to move on.

EBS has been helping people in Ireland buy their next home for over 78 years, so we've put together this *Pocket Guide To Buying Your Next Home* to help you in the process.

In this Guide we look at buying your next home, from tips on selling your current house to stress-free moving. We also meet EBS customers who have recently bought their second home and hear how they did it.

Good luck with finding and financing your next home purchase and if you'd like to discuss it with us at any stage, do get in touch.



For information on how to finance your next home, drop into your local EBS, log on to www.ebs.ie or call 1850 654 321.

EBS

On the move

All around Ireland EBS is helping people to get their next home. Some are trading up, some are trading down but all are in search of a new place to call their own



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MEET THE
BUYERS
*throughout
this Guide*

**Nicola Ní Riada, Finbarr Moore,
Siún and Aoibhinn, Co Cork**

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**Melanie and Neil
Murtagh with baby
Connor, Glasnevin**



Make it happen with an EBS Home Mortgage

- ✓ Competitive interest rates including Variable relative to your Loan to Value and Fixed
- ✓ Dedicated mortgage advisors to help you every step of the way
- ✓ - Up to 80% Loan to Value is available for the next time buyer
 - Up to 75% loan to value is available for one-bedroom properties
- ✓ Repayment terms up to 35 years, subject to the age of borrowers
- ✓ You will need to be over 18 and security will be required before you can obtain a mortgage
- ✓ What you can borrow will also depend on what you can comfortably afford to repay monthly, this typically should not exceed 35% of your disposable income, however this may vary according to individual circumstances
- ✓ You will require Mortgage Protection and House Insurance which can be arranged via EBS or you may purchase this through another Insurance company.

EBS has a choice of mortgage products for next time buyers, even those who are in negative equity. So how do you make your next move? Here are 6 steps to consider.

01 The first thing to do is to find out if trading up makes financial sense. Your new home may be financed with a combination of:

- The proceeds from the sale of your current home
- Savings
- A new mortgage

02 Have your property valued by up to three recommended estate agents so you can see if you have funds left over after you pay off your loan. If your home is in negative equity where the value of the property is less than the balance left on the loan, you can talk to an EBS Mortgage advisor about your options. (See page 9 for more details).

03 It makes sense to save as much as you can for a deposit on your new home. EBS offers a regular savings account. Log onto www.ebs.ie for more information.

04 Do a household budget to work out how much you have coming

in versus what you spend every month. There are lots of on-line budget calculators to help you do this just like the one on www.ebs.ie.

05 To find out how much you can comfortably afford to repay each month, check out some of the affordability calculators online, which will give you an idea of how much you could realistically borrow.

06 Remember when you buy a new home, you may also need cash to fund additional costs such as:

- Valuation fees for a report on your house, which is given to your lender.
- Legal fees to your solicitor.
- Surveyor fees to look over the house before you buy.
- Stamp Duty- Log onto www.revenue.ie for the latest rates for stamp duty.
- Repairs, decoration and furnishings.
- Storage and moving fees.

Once you get an overview of your finances, you'll be in a better position to decide if trading up is right for you



For information on how to finance your next home, drop into your local EBS, log on to www.ebs.ie or call 1850 654 321.

House hunting

If you've decided trading up is right for you, it's a good idea to get Approval in Principle before you start house hunting so you have an idea of how much you can borrow towards buying your new home. This agreement may last only a few months, so it's a good idea to keep in touch regularly with your lender.

Finding the right house takes time so check out the tips on page 8.

When you find the house and your offer is accepted, contact your lender to move from 'Approval in Principle' to 'Full Loan Approval'. To do this, your property will need to be valued by a valuer.



This is also a good time to look into house insurance and life cover to avoid delays later on. EBS is offering 4 months* free home insurance when you take out a policy with us.

Offer terms*

- The 4 months free offer is 36% off the annual premium in year 1 and is subject to paying by direct debit or along with an EBS mortgage. (For customers who wish to pay by cash/cheque/credit or debit card/postal order we offer 28% off the annual premium in year 1).

- Cover will commence from the time you take out the policy. Available to new policy holders who take out 12 months building and content cover. Offer is applied after all other premium reductions have been made and is subject to minimum premiums payable of Buildings €126, Contents of €105 and All Risks €12.60.

EBS Home Insurance is solely underwritten by Allianz p.l.c. Standard acceptance criteria, terms and conditions apply.



Applying for a Mortgage at EBS

When applying for a mortgage at EBS, there are a number of factors which we consider to ensure the loan is suitable for you.

- Your income - EBS will consider your annual income. We will ask you to provide evidence of a sustainable income pattern.
- Your age and number of years left to retirement.
- Outstanding loan repayments - these may include car loan, personal loan or credit card.
- Other monthly outgoings - these may include household costs, childcare costs, travel cost, etc.
- Credit history - this shows your repayment history on existing or previous loans.
- Savings - this shows you have the ability to save on a regular basis and that you have built up a sufficient deposit.
- The value of your new home - this is the market value or purchase price of your property.
- The amount you need to borrow - this is the difference between the amount you have yourself to put towards the purchase and the purchase price of the property. EBS will assess whether you can sustain the monthly mortgage repayment based on your current income and financial commitments, even in a period of higher interest rates. EBS will also assess whether you have sufficient remaining income after the mortgage repayment is made every month.



GETTING READY

If you plan to apply for a mortgage to trade up, you can help to speed things up by having all the documents you'll need in one place

FOR PAYE EMPLOYEES

- Current photo ID (passport or driving licence)
- Proof of address (gas/ESB bill) – last 3 months
- P60 – or 3 months consecutive pay slips
- Certificate of income from your employer
- Bank statements going back 6 months covering any savings, investments or loan accounts you may have

FOR SELF-EMPLOYED

- Current photo ID (passport or driving licence)
- Proof of address (gas/ESB bill) – last 3 months
- 3 years audited/trading accounts (certified by your accountant)
- Confirmation of your tax position from your accountant
- 3 years Revenue Notice of Assessment
- 12 months business current account statements.

Make sure that you have original copies of all documents and not photocopies!

10 tips for selling your home

It's a buyers' market out there so make sure to give your home the best chance of a speedy sale by paying close attention to detail

01 Choose your estate agent carefully. You may want to get the opinion of up to three agents on the market value and also ask for their honest assessment of your home's condition and whether small repairs or decoration could increase its worth. Don't necessarily choose the agent offering the highest valuation as this may not be achievable. Instead compare agent's fees, check the contract and get testimonials from sellers who have used them.



02 Overestimating the value of your home, particularly in the current market, will discourage many people from enquiring further. Remember, properties that stay unsold for extended periods become less desirable so get an average price of property in your area from property websites and follow the advice of your estate agent before agreeing on the sale price of your home.

03 Does your estate agent know where your boiler is, where you keep the key to the back garden and the location of the best local primary school? Make sure your agent is up to speed on all the key selling points of your home or, better yet, make them a list of all the benefits of your house and the neighbourhood to use in their sales pitch.



04 Overflowing bin bags, dusty carpets and rusting bicycles in the back garden don't scream aspirational living. If you want people to buy, you have to put the effort in. Do a complete tidy up and get rid of as much personal paraphernalia from your home as possible. Consider renting a storage unit, if necessary, and make sure your house is always super clean before viewings.

07 Take an honest look at your décor. People are surprisingly swayed by it and if they don't like your taste in design, they may decide your home is not for them. Consider investing in a lick of neutral colour paint, but do it well in advance of viewings. As with vanilla essence in the oven, the smell of new paint may make your viewers suspicious.

09 You may love them but other people may be phobic, allergic, or just all-round pet intolerant. So before you open your door to Peter Potential-Buyer, temporarily re-house your adorable pets with family or neighbours.



05 Don't forget to improve your home's kerb appeal by sorting out your garden, or repainting the front of your home, if necessary.



06 Make sure that rooms are furnished for their purpose. If your house is on the market as a three-bedroom home, make sure to convert the 'junk room' back into a bedroom before you try to sell it.

08 Unless you are selling your home yourself, you really have to leave the premises. No buyer feels entirely comfortable talking about the pokiness of a room or unpleasant aspect of garden while the owner is within earshot. Prospective purchasers want to look in your cupboards and really scrutinise your house and that's hard to do if you are two feet away from them.

10 Make sure you have your solicitor lined-up in advance of the sale and agree the fee involved so there is no delay in closing. You may be part of a chain so you want to keep the process running smoothly.

House-hunting tips

Anna Shelswell-White, Editor of Ireland's favourite interior magazine, *House and Home*, shares her top tips on finding the ideal home



Always know what you want - and don't want. Write a checklist of what you expect from your next home and bring it with you every time you view a property

PLAN YOUR TRIPS

- Make the most of your time by viewing properties close to each other.
- Confirm the appointment and get the name and phone number of the person showing you the property.

If you're seeing a lot of places, it's easy to get confused - so take notes, measurements and pictures/video to help you with your decisions later.

BEFORE YOU GO IN

- Check maps before you go to make sure the area is served by public transport and good roads.
- Take a look at the area. Is it well maintained? What's the traffic like?

Always get a survey on a property before purchasing

WHEN YOU'RE INSIDE

- Check for musty smells, creaky floorboards, cracked, stained, bumpy or flaky walls and ceilings. Beware of smells used to cover this up or fresh paint.
- Open and close windows and doors to make sure they are not damaged or warped.
- Ask about heating and whether the property is alarmed.
- Test the taps and shower and flush the toilets.
- Make a list of what may need to be repaired.
- View the property in the morning and afternoon to see the level of natural light.
- Remember, empty rooms appear bigger than they are, so try to imagine them with your style of furniture.
- Don't be put off by dodgy decor. A lick of paint and some imagination can make all the difference.
- Check to see you understand how the heating and boiler works, if possible ask for a demonstration.
- Most of all don't be afraid to ask plenty of questions, take your time and don't be rushed.

On the move Checklist



There's so much to think about when you're moving house, so we've compiled a handy check-list to help you on your way.

1 MONTH *before move*

- Decide if you will move yourself with help from friends and family or if you will hire professional movers. If you are doing it yourself, check your insurance cover and increase the cover if necessary.
Tip: Don't underestimate the cost of buying boxes, renting a van and the hassle of moving yourself. If you use professional movers make sure they are insured and agree on the full terms and conditions with them in advance.
- Declutter your house, setting aside anything you don't want to bring with you for recycling, gifting or donation to charity shops. Arrange temporary storage if necessary. Professional movers can sometimes provide this as an add-on service.
- Put insurance in place for your new home.
- Buy packing materials and enlist friends if you are moving yourself.
- Gather all your utility bills so you have the information handy.
- Start to use up all the food in your freezer.
- Check if you have broadband in your new home and arrange a connection as it

can take a little longer if there is no service already at the address.

- Arrange for any pets to be temporarily housed during the move.
- Arrange babysitting for any small children on the day of the move.
- Clear out your garage, attic and under the stairs etc.
- Clear out your kitchen cupboards and dispose of all those out of date foods hidden in the back.
- Make sure any children's school records have been transferred to a new school.
- Start packing non essentials like winter clothes and seldom used equipment.
- Make sure a removal van will be able to pull up outside both properties and agree with neighbours if necessary.

***The legal stuff:* Make sure you have the seller's solicitor's details and provide the purchaser of your house with your solicitor's details.**



2 WEEKS

before move

- Get all the family together and agree a moving plan and who will do what. Get children involved if possible.
- Your utilities will need to be either closed or transferred to the new owner of your house. Notify all utilities of your move and ensure you will have electricity and gas connected at your new address. If you already have accounts with these providers it should save you a connection fee in your new home. This is also a good opportunity to shop around for better deals with an alternate provider.
- Notify An Post of your forwarding address and arrange forwarding of your mail. There is a charge for this service.
- Notify telecom, broadband and TV providers of your move and set up an account for your new home.
- Notify waste collection services of your move and set up an account for your new home.
- If you have an alarm, notify your alarm monitoring company of your move.
- Ensure you have any alarm codes for your new house and arrange for the service provider to change the codes for you once you move in.

Top tip

A good idea is to make a floor plan of the new house and mark the name of each room on it. This should correspond to the names you put on the top and sides of your boxes in thick marker. You can then use this as a guide for delivering clearly marked boxes to the right location in your new home.



Other contacts to notify of your move

- (If you arrange for An Post to forward your mail for up to 12 months make sure to notify anyone mailing the old address of your new contact details.
- Your bank or financial institution
- Car insurance company
- Life assurance company
- Pension provider
- Health insurance provider
- Schools
- Gyms and Sports Associations/ Clubs
- Dentist, Doctor, Optician
- Mobile provider
- TV Licence
- Car tax and driving licence authority
- Your employer/ HR department
- Revenue Commissioners
- Electoral register



1 WEEK

before move

Check the weather forecast for the day of the move to ensure you have rain gear/ grit for icy paths and warm clothes as appropriate.

Pack an emergency box with lightbulbs, candles, fuses, torches, first aid equipment.

Keep this box in your car for moving.

Start packing as much of your house contents as you can, marking boxes on the top and sides with the name of the room they will go to in your new house.

Buy cold storage bags for moving the contents of your freezer.

Pack any valuables carefully and consider storing them off-site during the move. Make sure you have insurance cover in place.

Clean your house so it will be as welcoming as possible for its next owners.

Do any laundry necessary

Arrange for a plumber to disconnect any appliance you can't disconnect yourself.

2 DAYS

before move

Defrost your freezer.

Pack a cleaning box to take to your new house including, cleaning products, refuse bags, vacuum cleaner, washing up liquid etc.

Put passports, licences and valuable documents in a safe place.

DAY

before move

Prepare a box of picnic foods and flasks for the day of your move. And don't forget chocolate, a must-have for busy movers!

Pack a box for your laptops, tablets etc and bring this box in your car with you.

Disconnect your washing machine and dishwasher if you are bringing them with you.

Dismantle furniture and take down curtains.

DAY

of move

Pack a box of essentials to include, kettle, teabags, coffee, milk, bread, clothes you will need day one, baby foods and supplies, any medication you need, toiletries, toilet paper and pet food.

Bring this box with you in your car.

Finish packing toiletries.

Strip the beds and put all bedding in clearly marked bags.

Start packing the van and once you have finished, check everywhere for anything overlooked.

Before you close the door on your old home, take final meter readings of your gas and electricity accounts and note the readings in your new house.

Check all doors and windows are locked before you leave and all spare keys are left in a prominent location and clearly marked for the new owners.

Wave goodbye!



Cleared for landing



Nicola Ní Riada, Finbarr Moore, Siún and Aoibhínn at home in Co. Cork

With four house moves in 15 years, Nicola Ní Riada, and her husband, Finbarr Moore, who both work in air traffic control at Shannon Airport, could be described as serial house buyers. However, they won't be in any rush to sell up on their latest home – a detached two-storey house, set on

seven acres and built in 1950.

The couple who have two daughters, Siún, 4, and Aoibhínn, 2, moved into the house in Co. Cork, in June. Prior to that, they lived in homes in Granagh and Castletown Conyers in Co. Limerick. Their first home was a “two up, two down” in Dooradoyle, which Nicola bought when she moved down from

her native Dublin. All the houses were bought with EBS mortgages.

It's not that the couple enjoy the process of buying and selling houses so much as their lifestyle and priorities have changed over the years. “Our new home suits our lifestyle better as we both work shifts. We are now on the edge of a village. It is a very settled community – as your

“With work and having two small kids, I found the paperwork particularly challenging this time around, but the team looked after it”



lifestyle changes, your needs alter,” Nicola says.

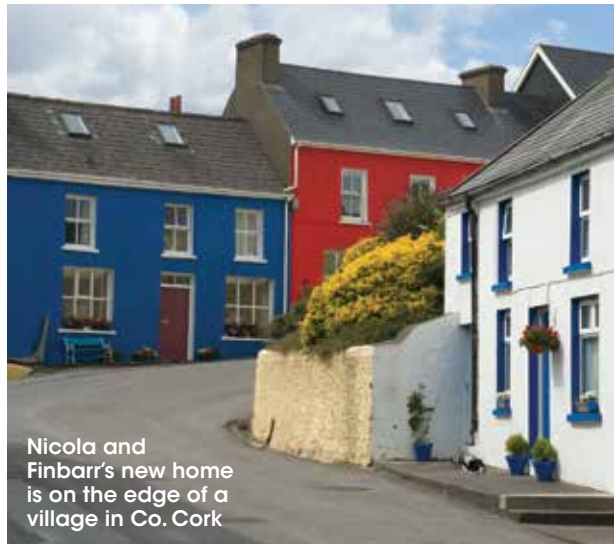
After years of admiring their new house from afar, the family is thrilled to call it home. “Finbarr had been watching it for years and we were fortunate to get a good deal through a really good auctioneer, Derry Walsh in Charleville, who, like EBS in Dooradoyle, went above and beyond the call of duty,” says Nicola.

Although Nicola is a native of Dublin city and Finbarr is originally from Kanturk, they find that rural living suits them. “I’m not sure quite how we ended up living in the countryside but we enjoy village life,” Nicola says.

Having seven acres of land to accommodate the family’s menagerie of pets was another draw. With dogs, including an Irish wolfhound; a cat; donkeys and chickens to accommodate, space on site was always going to be a key consideration. “Even before we had children, we had baggage,” laughs Nicola.

As loyal EBS customers, Nicola and Finbarr, have a joint account with EBS as well as savings accounts for the children. “What is important to us is the personal relationship with the team at the Dooradoyle branch of EBS. The way they run the branch works so well and they are extremely helpful.

“With work and having two small kids, I found the paperwork particularly challenging this time around, but the team looked after it and got us quotes for house insurance and life assurance,” says Nicola. After all the moves, the family is settled, she remarks. “This is definitely our family home.”



Nicola and Finbarr’s new home is on the edge of a village in Co. Cork

For more information about financing your next home, drop into your local EBS, log on to www.ebs.ie or call 1850 654 321.

Rahin Financial Services Limited trading as EBS Dooradoyle is a tied mortgage agent acting solely on behalf of EBS d.a.c. EBS d.a.c. is a tied insurance agent of Irish Life plc for life insurance products.

Positive moves



Like many people, Melanie and Neil Murtagh were in negative equity with their apartment, which they bought in 2005, at the height of the boom. With one child and another on the way, they felt the time had come to move to a more suitable property. They availed of a Negative Equity Trade-Up mortgage

from EBS to buy a 1950s three-bed terraced house in Dublin, with an all-important garden.

Getting the keys of their home in Glasnevin at the beginning of August 2013 was the culmination of an exciting and busy time for the young married couple. Pregnancy and house moving may be considered two of life's most stressful

events but Melanie managed to combine the two, thanks to enormous family support.

Melanie and her husband, Neil, had been living in an apartment in Finglas. With the family expanding, the couple hankered after a more spacious home.

"We bought the two-bed apartment as a starter

“We saved as much as we could and our families also helped us”



home before we got married. Then Aoife, who is now three, came along and I got pregnant again. We never intended to stay there longterm but with the crash, we found ourselves there longer than we planned,” Melanie says.

“We decided to bite the bullet, even though we knew we were going to lose money on the apartment. We just had to take the loss on the basis of getting the home we wanted. We saved as much as we could and our families also helped us.”

When it came to financing their new home, the Murtagh’s turned to the EBS. “We had gotten our original mortgage with EBS, and approached Linda Weldon and the team at the Whitehall branch about the new mortgage. Linda couldn’t do enough,” Melanie says.

Once they had approval

they put their apartment up for sale and set about finding the perfect house.

“We were lucky that our apartment sold and we found the house we wanted” Melanie says.

Now that the Murtagh’s have moved into their new home, they are delighted with the sense of space. “It is very exciting and really fantastic to have a beautiful 80ft garden for the children. A lot of people might take this for granted but we really appreciate it. We’re planning on getting swings and slides. I also had to wait two weeks for a kitchen, as the original kitchen was taken out, but I put up with the situation because we have a home,” Melanie says.

While an extension is on the cards for the future, for now, the Murtaghs plan to relax and enjoy family time together.

“All our dreams have come true,” says Melanie.

Negative Equity Home Movers Mortgage

Introduced in response to customer feedback, the EBS Negative Equity Home Movers mortgage facilitates existing EBS mortgage customers who are in negative equity to move home.

Negative equity occurs when the market value of a house is less than the outstanding balance of the mortgage taken out to purchase it. This means should the house be sold, the proceeds from the sale of the house would be less than what is needed to clear the mortgage in full.

When taking out this type of loan you will transfer whatever residual debt is left over after the sale of your current property onto a new loan for a new property. The new property will also be in negative equity. Please note that the sale of your current property cannot proceed without reference to EBS. Current new business rates will apply to any new mortgage. Please note that tracker rates cannot be carried over to the new loan. Standard loan to value criteria will be applied to additional funds borrowed. You will be required to fund a portion of the purchase price. The maximum total loan, including any residual debt, is €700,000. Your new loan cannot exceed 175% of the value of the new property. You must not be in arrears or having difficulty with your existing mortgage repayments. We strongly recommend that you seek independent legal, tax and financial advice before proceeding with this mortgage. For full product details please see our Negative Equity Home Movers Mortgage brochure available at www.ebs.ie.

E&L Financial Services Limited trading as EBS Whitehall is a tied mortgage agent acting solely on behalf of EBS d.a.c.

HOME MORTGAGE GENERAL AND REGULATORY INFORMATION

Warning: If you do not keep up your repayments you may lose your home.

Warning: You may have to pay charges if you pay off a fixed-rate loan early.

Warning: If you do not meet the repayments on your loan, your account will go into arrears. This may affect your credit rating, which may limit your ability to access credit in the future.

Warning: This new loan may take longer to pay off than your previous loans. This means you may pay more than if you paid over a shorter term.

Warning: The cost of your monthly repayments may increase.

Warning: The entire amount that you have borrowed will still be outstanding at the end of the interest-only period.

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. (Note: Applies to variable rate loans only)

About Us

We are EBS d.a.c. We provide mortgage loans. If you engage with us through one of our network offices you are dealing with a Tied Mortgage Agent of EBS. EBS d.a.c. is an authorised agent and servicer of EBS Mortgage Finance (a wholly-owned subsidiary of EBS d.a.c.).

Our address is The EBS Building, 2 Burlington Road, Dublin 4, D04 WV00.

EBS Mortgage Finance is regulated by the Central Bank of Ireland. EBS d.a.c. is regulated by the Central Bank of Ireland.

Purpose of the mortgage loan

A mortgage loan from us enables you to purchase a residential property or to secure your borrowing against a residential property. Our mortgage product is for owner occupiers.

How much can you borrow?

When you ask us to lend you money we will make a decision based on your ability to repay (including capacity to repay at higher interest rates). When you apply for a loan we will ask you for information such as your income, expenditure, assets and liabilities. We may ask you for evidence of this information.

- Maximum loan to value of owner occupier residential properties - 90% of the purchase price or valuation, whichever is lower, and 75% loan to value on one bed properties.

Lending levels are subject to monthly repayment burden, typically not exceeding c. 35% of borrower's disposable income and will vary according to individual circumstances.

Mortgage loan requests are considered on the basis of proof of income, financial status and demonstrated repayment capacity (including capacity to repay at higher interest rates).

Mortgage loans are not available to people under 18 years.

If you do not provide us with the requested documentation, we will not be able to assess your application and credit cannot be granted.

Repayment terms

We offer mortgage durations of up to 35 years, subject to your age at the time of application.

Security for the mortgage loan

Mortgage loans are secured by a first legal mortgage/charge over your property. The property must be within the Republic of Ireland.

Foreign currency mortgage loans

The currency of your loan and repayments will be euro. If the currency of some or all of the income or assets you intend to use to repay the mortgage loan is not euro, and/or you live in a European Economic Area (EEA) state that is not in the euro zone, the mortgage loan is a foreign currency loan.

You should be aware that fluctuations in the relevant currency exchange rates may affect the value of your outstanding mortgage balance and/or your repayment.

This could mean that you may find it difficult to afford your mortgage repayments.

Our mortgage interest rate options

Your EBS Mortgage Coordinator can tell you exactly what our current interest rates are and how they translate into monthly repayments. Here is a brief description of the types of interest rates available:

(i) Variable interest rate

- A variable interest rate can go up and/or down resulting in your monthly repayments rising and/or falling over the life of your mortgage loan.
- A variable interest rate gives you more flexibility. You can make extra mortgage repayments or clear your mortgage earlier than agreed without having to pay any penalties.
- You may have the option of switching to a fixed interest rate (if offered by us at that time).

(ii) Fixed interest rate

- While on a fixed interest rate, the interest rate and mortgage repayment remains the same for the agreed fixed interest rate period (typically 1 to 5 years). During this time the interest rate will not change. This gives you budget certainty.
- An early redemption charge is payable in the following cases where the fixed interest rate period has not expired:
 - a) if a capital payment or full repayment is made to the Loan, or
 - b) if the Loan is converted to a variable interest rate, or
 - c) if the Loan is converted to another fixed interest rate.
- The formula to calculate the early redemption charge is: amount (A) x remaining term in days divided by 365 (U) x difference in cost of funds (D%)

Definition of terms used in this formula:

(A) amount – The amount being repaid early or the amount being converted to a variable rate or another fixed rate term.

original cost of funds – The cost of funds for EBS for the fixed rate period at the time the fixed rate period commenced.

cost of funds for the fixed rate period remaining – Fixed rate period. The cost of funds used will be as of 5pm the day previous to the request to calculate the early redemption charge.

(U) remaining term in days – Remaining number of days left before the fixed rate is due to expire, divided by 365.

(D) difference in cost of funds – The difference between the original cost of funds and the cost of funds for the fixed rate period.

Worked example:

Assume a 5 year fixed rate loan. Full repayment of €100,000 after 3 years (A); remaining term 2 (U); difference in cost of funds 2% (D). The early redemption charge would be as follows: (A) 100,000 * (U) 2 * (D) 2% = €4,000.

- At the end of a fixed interest rate period, the loan will convert to the applicable variable interest rate then prevailing. If EBS is then offering fixed interest rates on home loans, the Borrower may opt to remain on a fixed interest rate for a set period of time and defer conversion to a variable interest rate.

(iii) Split interest rate

You may choose to have a portion of your mortgage loan on a fixed interest rate and the other portion on a variable interest rate. This will enable you to benefit from the advantages of each interest rate in whatever proportions you choose.

Flexible features

You can speak to us about the following flexible repayment options that may be available to you:

- Term extension - You may be able to increase the term of your mortgage loan once affordability criteria has been met.
- Interest Only – You may be able to apply for interest only repayments for a specified duration during the term of your mortgage loan.

These options are subject to you meeting the eligibility criteria and terms and conditions and, if granted, may affect the repayment amount and/or the term of the mortgage loan.

Fees and charges

You will have some expenses to pay in connection with the mortgage loan. Here are some examples of the expenses that may be payable:

(i) Valuation Report

A valuation of the property must be carried out by a valuer on our panel of valuers prior to loan approval. This valuation will cost you €150 which will be refunded to you if your loan application is unsuccessful.

If the valuation of the property is undertaken more than four months before the requested date of drawdown, a re-valuation will be required which will cost you €65. If the conditions of your loan require a final valuation following completion of the building of the property, renovations or repairs to it, this will cost you €65.

(ii) Your own advisors' fees

You will pay any fees, charges and expenses that you are charged by any of your own advisors in connection with the mortgage loan.

(iii) Stamp Duty

Stamp duty is payable on your new home. Your solicitor will work out how much stamp duty you owe.

(iv) Our solicitors' fees

If the security includes a new mortgage over property that is not your private dwelling place or holiday home, you will have to pay our solicitors' fees in connection with the mortgage loan.

(v) Insurance

• For your property

For your own protection as well as ours, it will be a condition in your letter of offer that your property is adequately insured, at your own cost, for the full re-instatement value (i.e. rebuilding costs) specified in your valuation report (you can seek this insurance through us or from other sources). EBS Home Insurance is brought to you by EBS d.a.c. and is solely underwritten by Allianz p.l.c.

• Life assurance

If you or your dependants intend to use the property as a principal place of residence, you must show evidence of mortgage protection insurance, unless you are exempt under the Consumer Credit Act 1995. These policies are designed to pay off your mortgage in full if you or your co-borrower die unexpectedly. The correct type of life assurance will depend on the amount, term and type of borrowing (you can seek this insurance through us or from other sources).

Life Term Cover is provided by Irish Life Assurance plc. EBS d.a.c. is a tied insurance agent of Irish Life Assurance plc for life insurance products.

Paying the mortgage loan

Your letter of loan offer will detail the number, frequency and amount of your mortgage repayments.

If you choose a variable interest rate, there is no guarantee that repaying the monthly repayments detailed in the credit agreement will be sufficient to pay the full amount (including interest) that you owe us under the credit agreement. This is because the detailed monthly repayments are only correct as of the date of the credit agreement and variable interest rates can go up resulting in your monthly repayments rising over the life of your mortgage loan. However, variable interest rates may also go down resulting in your monthly repayments falling over the life of your mortgage loan.

If you cancel or make a claim for reimbursement of a direct debit repaying your mortgage account, and fail to make alternative arrangements for payment, your account will go into arrears.

If you do not repay the mortgage loan when due then you will be in breach of the terms and conditions of your mortgage and EBS will take the appropriate steps to recover the amount due. This could mean that EBS will commence legal proceedings seeking an order for possession against you, which will put your home at risk and affect your credit rating, and limit your ability to access credit in the future. All of your obligations in connection with the mortgage loan will be detailed in your credit agreement.

Can I make additional payments and/or repay my mortgage loan early?

If your loan is on a variable rate, you may repay the mortgage loan, in part or in full, at any time without incurring any additional charges payable to EBS.

A fixed rate mortgage loan may be repaid in full, or in part, subject to an early breakage cost. The formula to calculate the early breakage cost is detailed above.

What is the total amount I will have to pay?

The following example may give you an indication of the total amount payable at the end of a typical mortgage.

Owner Occupier Property

A typical €100,000, 20 year mortgage for an Owner Occupier Residential Property with LTV greater than 80% will have a variable interest rate of 4.2% and APR 4.3%, and 240 monthly repayments of €616.57. If the APR does not vary during the term of the mortgage, the total cost of credit, i.e. the total amount repayable less the amount of the loan, would be €48,191.98 (inclusive of valuation report fees of €215). The total amount repayable would be €148,191.98. The effect of a 1% increase in interest rates for such a mortgage will add €54.48 to the monthly repayments.



Your pocket guide to
buying your next home



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