



Update – Mortgage Store Rate Announcement

Please see below update, effective today 24th January 2023

Bank of Ireland to raise fixed interest rates by 0.75% for new business mortgages and 0.50% for existing mortgages

Key Messages

- The **new fixed rates will apply** to all new Private Dwelling Home and Buy to Let mortgages and will come into effect on **24th January 2023**
- **No changes are being made to variable rate mortgages**
- **New Business Fixed Rates: increase of 0.75%**
 - All new applications will be subject to the new fixed rates from 24th January 2023 onwards
 - New mortgages that are already approved and are drawn down by 21st February 2023 can still avail of the previous rates.
 - We have provided suggested wording for you detailing these changes and ask that you make contact with your pipeline customers as soon as possible to ensure your customers are fully aware of the changes announced.
- **Existing Mortgage Fixed Rates: increase of 0.50%**
 - All new fixed rate offers issued to existing mortgage customers will reflect new pricing from 24th January 2023
 - Existing mortgage customers with valid outstanding fixed rate offers issued before today, can still avail of the previous rates if their offer (Mortgage Form of Authorisation) is returned before expiry.
- As is the case with all rate matters, this approach will continue to be kept under review. Any change in the future will be clearly communicated at that time.

New Business Fixed Rates: increase of 0.75%

Customers who have already been approved for a new mortgage with Bank of Ireland, with a valid letter of offer or credit approval letter, and who **draw down on or before 21st February 2023**, will be able to avail of the rate that is on their letter of offer or credit approval letter.

- **Any drawdown that occurs after 21st February 2023 will draw down on the new rates.** In order to draw down by 21st February 2023, **all required documents must be submitted and received by 14th February 2023** and deemed valid by Bank of Ireland.
- **The rate applied to staged drawdowns is determined when the first drawdown happens;** all subsequent drawdowns on the same account will be at the same rate as the initial drawdown (~ if the first drawdown is on or before 21st February the previous rates will apply)

Rome applications – Pipeline cases awaiting further assessment

Once the rate change is announced on 24th January, all existing Rome cases keyed and not submitted to us will receive errors relating to the product codes, you must select from the new rates available.

For applications submitted to us but not submitted to credit for further assessment, please contact your Relationship Manager if you believe that these applications will close prior to the 21st of February.



Existing Mortgage Fixed Rates: increase of 0.50%

The new rates will apply to all new Private Dwelling Home and Buy to Let existing customers and will come into effect immediately on **24th January 2023**.

All new Mortgage Form of Authorisation (MFAs) issued from 24th January will reflect the new rates.

- However, anyone **rolling or moving with valid 'in flight' Mortgage Form of Authorisation (MFAs)**, issued before 24th January 2023, can still **avail of the previous rates if the MFA is returned to BOI before it expires.**
- **Expired MFAs returned on previous rates will not be processed** - if the form is received after the expiry date, then a new MFA for the new rate will have to be issued

All existing mortgages can opt into a fixed rate (from either a fixed, variable or tracker rate), however customers that chose to break out of fixed rate early may have to reimburse the bank for any funding loss the bank may face.

Any new lending to existing mortgage customers (Movers / Equity Release) is deemed new business and new business rates will be applied.

Please refer existing customers to Bank of Ireland directly should they have specific queries relating to their existing mortgage and how these changes might impact them.

FAQ's - New Business Fixed Rates: increase of 0.75%

- 1. Am I eligible to drawdown on the (lower) existing fixed rate if I have not drawn down my new mortgage?**

If a customer has already been approved for a new mortgage and if they draw down on or before the 21st February 2023, they will be able to avail of the rate that is on their letter of offer or credit approval letter. For clarity, customers with a valid offer letter or credit approved House Hunter AIP or Property Specific AIP qualify for this cutover period - a customer who only has a first step AIP does not qualify.

In order to draw down by the 21st February 2023, all required documents must be submitted and received by 14th February 2023 and deemed valid by Bank of Ireland.

Any customer that draws down after 21st February will draw down on the new rates.

- 2. Will we be communicating with your pipeline customers?**

No, all pipeline customers must be contacted by you with all the relevant information. We have provided suggested wording for you to send to your pipeline customers.

- 3. My loan can be drawn down in stages, is it enough if I make the first drawdown on or before 21st February 2023?**

The (lower) existing fixed rate will apply if the first drawdown is made on or before 21st February— all subsequent drawdowns on the same account will be at the same rate as the initial drawdown.



New Business Fixed Rates: increase of 0.75% - Continued

4. Can I avail of the (lower) existing rates if I draw down after 21st February 2023?

No, to avail of the existing fixed rates you already have an approval and hold a valid letter of offer or credit approval **and** must draw down on or before 21st February 2023, even if you have an offer letter or AIP that quotes a previous (lower) fixed rate.

5. Can I complete a change in proposal (CIP)?

Customers can complete CIPs. However, asking for such a change will delay drawdown as BOI may need to send the customer a new offer letter and new documents may need to be provided. That means the customer will risk missing the 21st February cut-off date for the drawdown, resulting in the mortgage being on the (higher) new fixed rate.

CIP process change versus Q4-22 price change

Customers who request a CIP after 24th January, and who qualify for the cutover period, will be issued a new offer letter setting out the previous (lower) fixed rates. However, if the mortgage is not drawdown by 21st February, the new (higher) fixed rates will apply.

6. My offer letter sets out the lower fixed rate, how can BOI charge me a higher fixed rate if I draw down my mortgage later than 21st February 2023?

The customer's offer letter sets out the fixed rate that would apply if they drew down their mortgage on the date set out on page 1 of the offer letter. However, Clause 2.4 of this offer letter makes clear that we do not guarantee that this rate will be available on the actual date the customer draws down their mortgage. That rate may differ from the fixed interest rate shown on page 1 of the offer letter if BOI change the fixed rates before the customer draws down.

Why Bank of Ireland?

Bank of Ireland continues to provide a clear and competitive offering to our mortgage customers:

- ✓ **3% Cashback:** Customers can still avail of our Cashback offer up until 31 December 2023
- ✓ **Mortgage Saver:** The Mortgage Saver bonus is available for First Time Buyers
- ✓ **Flexibility:** Customers can overpay up to 10% of their usual fixed monthly repayment
- ✓ **Flexi-Fix:** A number of Mortgage Flexi options (Payment Breaks, etc) are available to customers choosing fixed-rate products
- ✓ **Twin option:** Customers can choose part variable, part fixed - to balance certainty with flexibility
- ✓ **Portability:** Customers can carry their fixed rate to their new mortgage when they move home
- ✓ **Certainty and stability:** Fixed-rate mortgage products provide repayment certainty to customers as well as to the Bank by mitigating exposure to interest rate fluctuations.

***Terms and conditions will apply**



Update – Mortgage Store rate announcement

The Mortgage Store

Powered by  Bank of Ireland

New business					Existing mortgages*	
Previous rates			New Rates		Previous rates	New Rates
BOI Fixed Rates	Standard Rates	Green Rates	Standard Rates	Green Rates	Standard Rates	Standard Rates
Private Dwelling Home						
Standard Rates (with cashback for new business)						
1 year	3.15%	2.85%	3.90%	3.60%	2.90%	3.40%
2 years	3.15%	2.85%	3.90%	3.60%	2.90%	3.40%
3 years	3.25%	2.95%	4.00%	3.70%	3.00%	3.50%
5 years	3.25%	2.95%	4.00%	3.70%	3.00%	3.50%
10 year LTV <80%	3.55%	3.25%	4.30%	4.00%	3.30%	3.80%
10 year LTV >80%	3.75%	3.45%	4.50%	4.20%	3.50%	4.00%
High Value Rates (no cashback)						
4 years	2.45%	2.15%	3.20%	2.90%	n/a	n/a
5 years	2.75%	2.45%	3.50%	3.20%	n/a	n/a
7 years	2.80%	2.50%	3.55%	3.25%	n/a	n/a

*Note: rates available on existing mortgages excludes any new lending to existing mortgage customers (i.e. Movers / Equity Releases)