

IRELAND

Development Land Q2 2022

€387.7m

Turnover Recorded, H1 2022

YOY %
Change



57

Assets Sold, H1 2022



€6.8m

Average Deal Size, H1 2022



Annual % Change	Central Bank (QB3 – July '22)		
	2021	2022F	2023F
GDP	13.5	9.1	4.8
Personal Consumption	5.7	5.9	4.4
Modified Domestic Demand	6.5	4.3	4.2
Unemployment Rate	6.2	5.2	4.8
HICP	2.4	7.8	4.2

Source: Central Bank of Ireland, Quarterly Bulletin No. 3 2022

*Includes the Greater Dublin Area of Dublin, Kildare, Meath and Wicklow, and the regional centres of Cork, Galway & Limerick

IRISH DEVELOPMENT LAND MARKET RECORDS JUST SHY OF €388M AT HALF POINT OF THE YEAR:

Quarter two recorded healthy levels of turnover with just over €204m worth of development land trading hands across 29 sites.

Combining this with the developer and investor momentum recorded in the first quarter, development land activity in the first six months of the year now stands at €387.7m. This level of turnover represents positive improvements from that of the identical period in 2021 and 2020, but importantly also marks a level of activity second only to that seen at the half point of the year in 2018 and 2019.

The largest sale of the quarter and indeed the year to date was Eagle Street Partners, a pan-European real estate investment and asset management firm, acquisition of a 5.2-acre site in Dublin's north docklands from Irish homebuilder Glenveagh Properties. The site comes with full planning permission for approximately 550 apartments alongside commercial/enterprise space and three retail units.

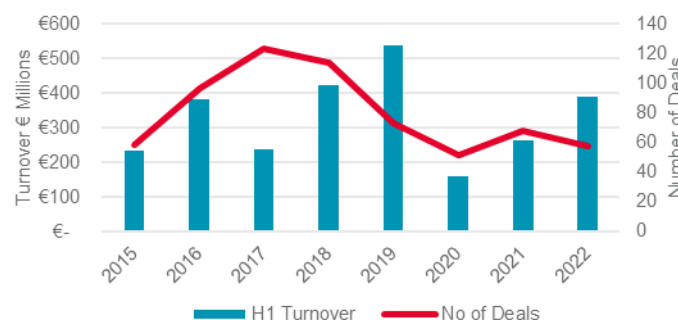
Residential development sites continue to absorb the largest share of activity with €140.6m worth of sites closing in the second quarter, combining this with quarter one activity, sites to be used for residential development purposes account for the majority share of developer and investor interest in H1 2022, €265m or 68%. Over the same six-month period, commercial development sites accounted for €115m or 30% of turnover. Of note, H1 2022 witnessed the largest proportion of commercial development sites transact on a six-month basis since Cushman & Wakefield's detailed series began. Market sentiment suggests there is a strong appetite for commercial sites of scale, particularly those zoned for industrial and logistics development purposes.

Robust demand prevails for 'shovel ready', 'ready to go' sites as the development viability of speculative land purchases on long term land or land without planning permission is being questioned. Development sites which include planning permission at the point of sale eliminate this particular uncertainty. Approximately 56% of land transactions sold with some form of live planning permission included in H1 2022, while 44% of sites sold without any planning permission attached.

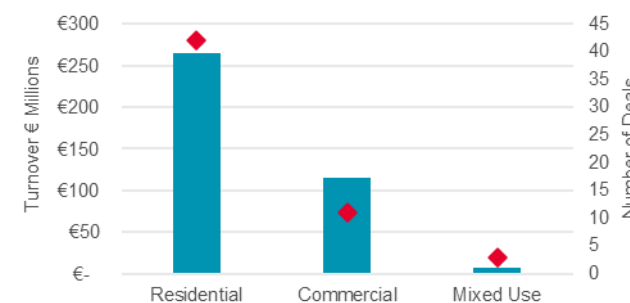
Turnover in H1 2022 was largely driven by the Greater Dublin Area (GDA), comprising of Dublin and its neighbouring counties of Kildare, Meath and Wicklow, which accounted for 97% of total spend. Dublin absorbs the vast majority of this turnover, totalling €314m of the €387.7m recorded.

Looking ahead to the remaining six months of the year, key themes remain in place such as keen demand for sites which include planning permission and access to debt and development financing. **Paul Nalty, Associate Director, Development Land at Cushman and Wakefield notes: "There continues to be strong demand for consented residential sites, along with land suitable for logistics as developers look to capitalise on the weight of investment chasing the sector. We are also starting to see a cooling-off in construction cost inflation, which should assist with further development transactions before year end."**

DEVELOPMENT LAND MARKET H1 ACTIVITY*, 2015 – 2022



SECTOR BREAKDOWN BY TURNOVER, H1 2022



Development Land Q2 2022

TOP TRANSACTIONS, H1 2022

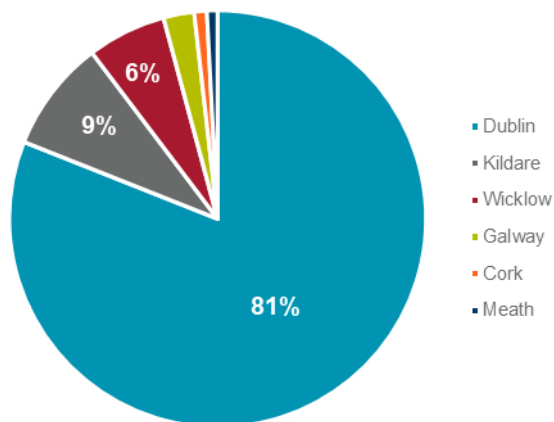
PROPERTY LOCATION	ASSET TYPE	PLANNING PERMISSION	PURCHASER	PRICE (APPROX. €)
East Road, Docklands, Dublin	Residential	Yes	Eagle Street	€60m
McAleer & Rushe Portfolio, Dublin, Kildare & Meath	Residential	Yes	Cairn Homes	Confidential
Killamonan Business Park, Cherryhound, Co. Dublin	Commercial	No	IPUT	€50m
Dalguise House, Monkstown, Dublin	Residential	Yes	Greystar	€31.5m**
Molyneux House, Bride Street, Dublin 8	Commercial	No	CitizenM	€20.4m

**Reported Price

ACTIVITY BY LOT SIZE, VALUE v VOLUME, H1 2022



TURNOVER BY LOCATION, H1 2022



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