

IRELAND

Development Land Q4 2022



YOY %
Change

€851.6m

Turnover Recorded, 2022



133

Assets Sold, 2022



€6.4m

Average Deal Size, 2022



Annual % Change	CSO, Department of Finance		
	2022	2023F	2024F
GDP	12.0	4.7	3.3
Personal Consumption	6.6	1.8	4.6
Modified Domestic Demand	8.2	1.2	3.3
Unemployment Rate	4.4	5.1	5.0
HICP	8.2	4.4	2.1

Source: Central Statistics Office, Irish Department of Finance Forecasts for 2023 and 2024

IRISH DEVELOPMENT LAND MARKET TRANSACTS OVER €850M FOR THE YEAR:

Quarter four recorded healthy levels of turnover with just over €368m worth of development land trading hands across 35 sites. This brings total development land activity for the year to €851.6m, representing a 19% increase from that seen in 2021, although the overall number of transactions decreased year on year.

The fourth quarter of 2022 was significant in terms of deal size, whereby interestingly the top two transactions of the year took place involving the same vendor and purchaser, RGRE and Citigroup. RGRE acquired Citigroup’s European Headquarters at North Wall Quay, Dublin 1 for a reported €140m, while Citigroup purchased Waterfront, City Block 9 from RGRE for a reported €120m. These two deals combined make up over 30% of overall transaction activity for the year.

Given the sizeable transactions in the quarter, **commercial development sites understandably accounted for the majority of turnover in the quarter**, approximately €290m or just shy of 80% of turnover.

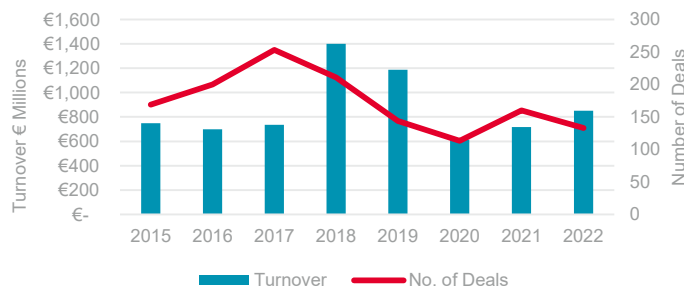
Residential development sites continue to absorb a significant share of activity with €69.5m worth of sites closing in the fourth quarter and combined with activity from the opening nine months of the year, sites to be used for residential development purposes account for €403m, or 47% of developer and investor interest in 2022.

Strong demand continues for ‘ready to go’ sites as the development viability of speculative land purchases on long term land or land without planning permission has become more challenging. Approximately 40% of land transactions sold with some form of live planning permission during 2022, while the remaining share of sites sold without any planning permission attached.

Turnover in 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 95% of total spend. Dublin accounts for the vast majority of turnover, totalling €696.4m, or 82% of the overall total recorded for the year.

Paul Nalty, Associate Director, Development Land at Cushman and Wakefield notes: “The Irish Development Land market finished with an exceptionally strong quarter in terms of overall value transacted, which should assist with fuelling further volumes of land trades into 2023. Despite challenges within the sector, end use demand for residential product and well-located commercial sites will continue to underpin demand within the market.”

DEVELOPMENT LAND MARKET ACTIVITY*, 2015 – 2022



SECTOR BREAKDOWN BY TURNOVER, 2022



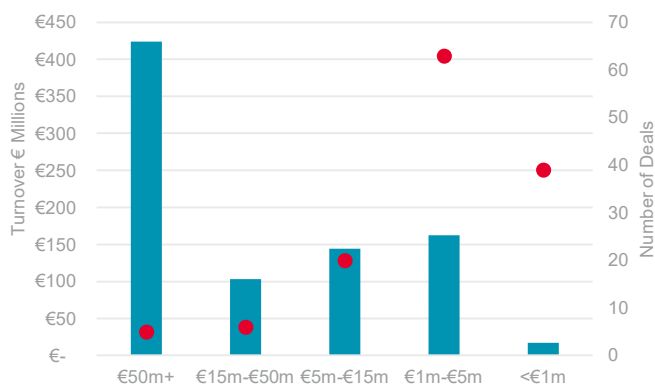
*Includes the Greater Dublin Area of Dublin, Kildare, Meath and Wicklow, and the regional centres of Cork, Galway & Limerick

Development Land Q4 2022

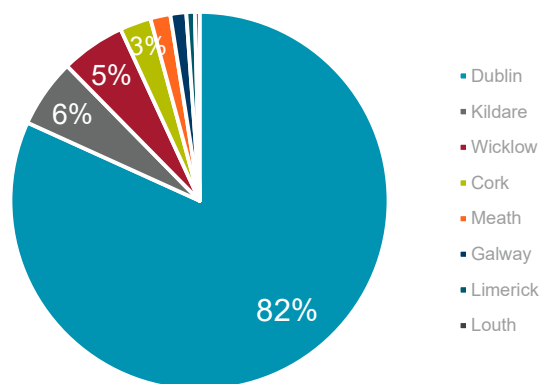
TOP TRANSACTIONS, 2022

PROPERTY LOCATION	ASSET TYPE	PLANNING PERMISSION	PURCHASER	PRICE (APPROX. €)
Citi HQ, No.1 Northwall Quay, Dublin 1	Commercial	No	RGRE	€140m
Waterfront, City Block 9, Dublin 1	Commercial	Yes	Citigroup	€120m
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

ACTIVITY BY LOT SIZE, VALUE v VOLUME, 2022



TURNOVER BY LOCATION, 2022



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