

Dublin Residential Market Quarter 1 Analysis



The first three months were surprisingly positive with strong enquiries and good selling prices across all of our core markets when compared with QTR 4 2018. This is directly related to buyers qualifying for exemptions on the Central Bank mortgage caps from January 1. With an average price of €593 per sq. ft., our selling prices were 2.1% above asking on sales up to €350,000 and just 0.6% above asking on sales over €350,000. This is further evidence of a two tier market in the city centre and South Dublin. Increasingly we are dealing with owner occupiers with first time buyers accounting for 38% of all sales. Despite this 58% of our buyers require no mortgage at all. Investor activity is

strongest in the <€400,000 market and we have seen an increase in activity from Chinese and UK investors. Affordability is the big issue for owner occupiers who are anxious to avail of Central Bank exemptions before they run out. Average selling time was 12.2 weeks, nearly double for the same period last year. However properties in the <€350,000 are selling twice as fast. The cessation of Central Bank lending exemptions and the Brexit result will have a huge impact on activity for the rest of the year.

In the rental market strikingly only 13% of our tenants were Irish and the average household salary was €163,681. In the Dublin Docklands only 5% of our tenants with an average household salary of €225,118, a further indication of the Irish attitudes to high rents. Increasingly we are dealing with higher earning executives relocating to Dublin but we are seeing a reluctance from some to pay high rents. Most have liabilities like mortgages, private school fees etc in the countries they are leaving. In our opinion Dublin has hit a rental affordability ceiling and the luxury rentals market was certainly more challenging in the first quarter. Our transactions show further evidence of small landlords leaving the market which is bad news for tenants and employers. The government need to look at measures to encourage small landlords to stay in the market and encourage more to enter.

Sales Market

Average Prices

Average Asking:	Average Selling:	Average Price Per sq.m. / Per sq.ft.
€498,158	€501,595	€6,386 / €593

Asking Prices v Selling Prices

Average Variance:
+0.6%

Buyer Profile

OWNER OCCUPIERS	58%	FUNDING	CASH	58%	NATIONALITY	IRISH	69%	UK	8%	EUROPEAN	13%
INVESTORS	42%	MORGAGE	42%	CHINESE	5%	OTHER	5%				

Weeks on Market

12.2 weeks

Rental Market

Average Prices

One Bedroom Apartments:	Two Bedroom Apartments:	Three Bedroom Apartments:
€1,878	€2,399	€3,075

Tenant Nationality

Irish	European	Non EU	Corporate
13%	41%	41%	5%

Average Tenant Household Salary

€163,681

Rentals required Parking

15%