

Owen Reilly Report H1 2023



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As estate agents we have learnt to accept that there is always going to be some level of uncertainty, when there was none! In January, in our outlook for 2023, we stated that Dublin property values could go one way or the other. Our transactional data confirms trends we saw in the prime Dublin residential market last year continued into the first six months of 2023. Property values in our core markets are up over 2% in the first six months though the rate of price inflation has cooled compared to the same period last year. The supply of properties for sale is not meeting demand, especially on houses ready to move into. The number of landlords leaving the market has again accelerated, further deepening the crisis in the rental market. Our total number of transactions are up 43% compared to H2 2022 as we continue to grow market share.

From a seller's point of view, the market has performed remarkably well despite the rise in interest rates underpinned by a lack of supply. 41% of our buyers so far this year required no mortgage funding, so interest rate rises are not impacting many of our buyers. As always, different price tiers, properties and locations have performed very differently. Houses in turn-key condition and close to amenities continued to be in high demand and sold well, once priced accurately. Rent controlled apartments and houses requiring significant refurbishment were much more challenging to sell.

Our average selling price was €551,478 or €639 per sq. ft. Average selling prices were 4.1% over asking prices, and in the second half of last year they were 4.6% higher. On houses over €1 million our average selling prices were 9.8% over asking. 63% of our listings were agreed above asking, similar to the 62% we recorded in H2 2022. Demand was strongest up to €500,000 where first-time buyers were most active, and they accounted for 70% of our owner occupier buyers.

Investor demand has remained steady at 22% of our buyers. Worryingly, the number of landlords selling has accelerated, and they accounted for 73% of our sellers, which is the highest figure we have ever recorded. There are many reasons landlords are selling. The most common reason is the rent many landlords can charge is well below market, in some cases as much as 50% below market rent. The government needs to act now with measures that will both encourage landlords to stay in the market and for others to invest. Measures need to be meaningful, and in our opinion only a significant reduction in the tax rate will have any clear impact.

Our average selling times were fast at 7.3 weeks. Some houses in Dublin 4, 6 and 8 in turn-key condition were selling in a couple of weeks and as much as 20% above asking. Our typical buyer is 39 years of age and Irish. However, 42% of our buyers were not born in Ireland, an amazing example of how much Ireland has changed in recent years.

In the rental sector our average monthly rent was €2,521. Our typical tenant is 35 years of age, non-Irish and on a salary of approximately €70,000. In H1, 57% of our tenants were working in the technology sector, lower than the 65% we recorded in H2 2022. Job losses and a freeze on recruitment has alleviated the pressure a little on the rental market. We are seeing an increase in demand from tenants for rentals with on-site amenities like gyms and cinema rooms. Our recent and successful launch of new apartments at One Lime Street by DubLiv is evidence of this.

Market Highlights

Average Selling Price	% of properties that sold above asking	% of Sellers who are Landlords	Average Monthly Rent
€551,478	63%	73%	€2,521
Asking Price v Selling Price Variance	Sales Fall Through Rate	Weeks On Market	Average Tenant Age
+4.1%	22%	7.3	35
Average Selling Price per sq. ft	Average Buyer Age	Average Tenant Household Salary	% of Tenants working in technology
€639	39	€140,491	57%
% of Cash Buyers	% of First-time Buyers	% of Irish Tenants	% of Indian Tenants
41%	70%	17%	26%

Dublin Residential Sales Market

H1 2023 Transactional Data (compared to H2 2022)

% Percentage difference with H2 2022

€529,567 (€598,836) -12%

€551,478 (€626,562) -13%

+4.1% (4.6%)

Average Asking Price:

Average Selling Price:

Asking Price V Selling Price Variance:

7.3 (6.1)

22% (18%)

€6,880 / €639 (€6,891 / €640) -0.2%

Weeks On Market:

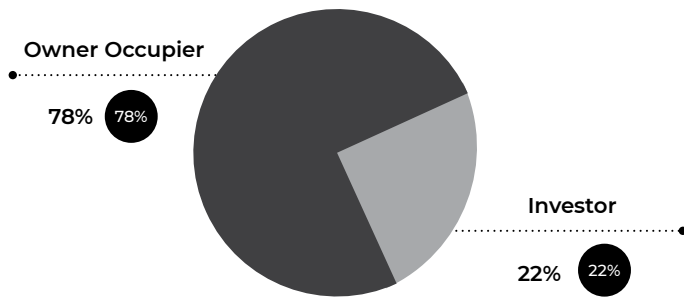
Fall Through Rate:

Average Selling Price per sq. m. / sq. ft.

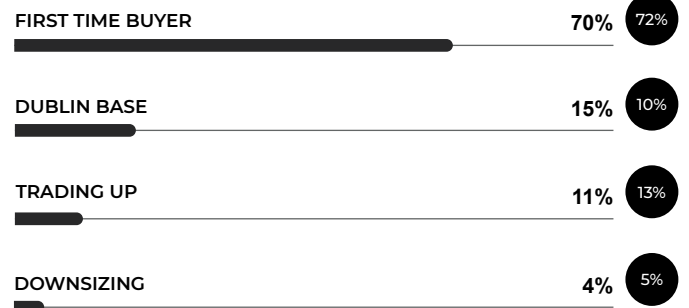
Buyer profile

% H2 2022

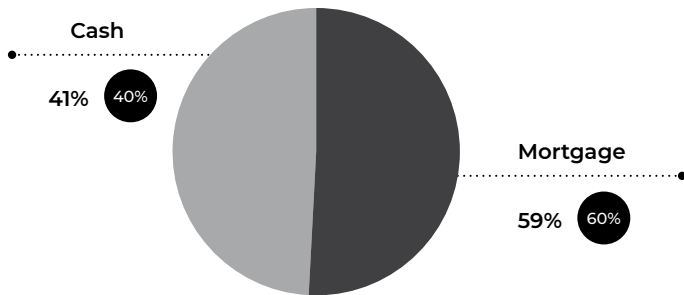
Type



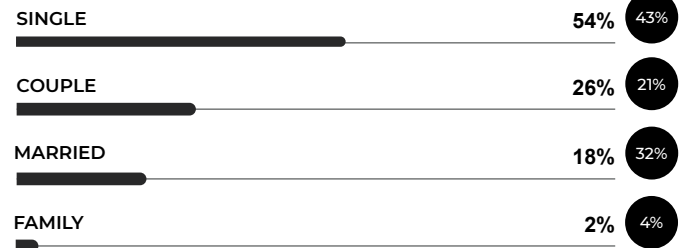
Owner occupier breakdown



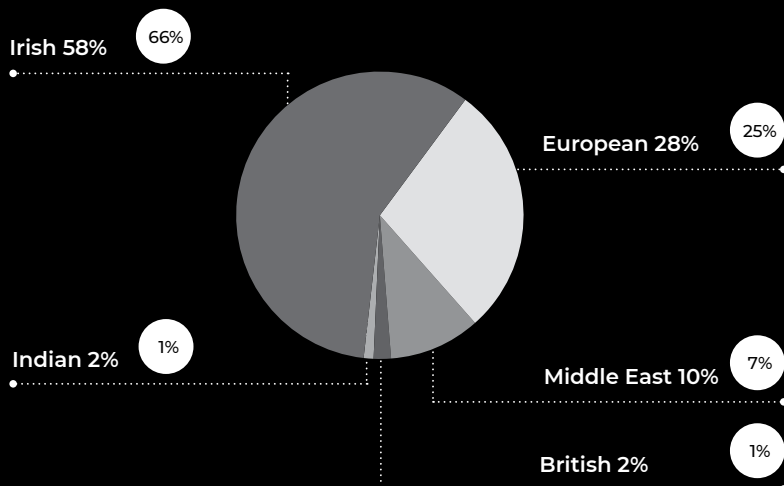
Funding



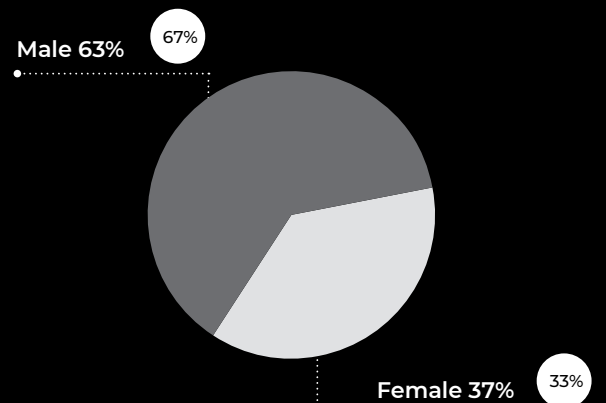
Status of Buyers



Nationality

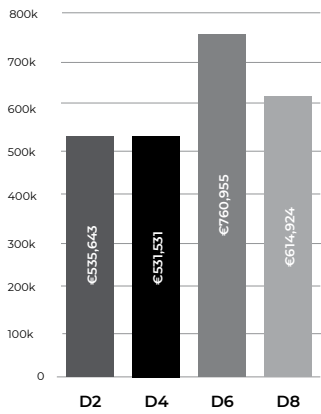


Gender of Single Buyers

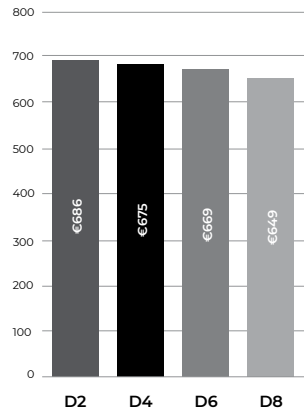


Analysis per postcode

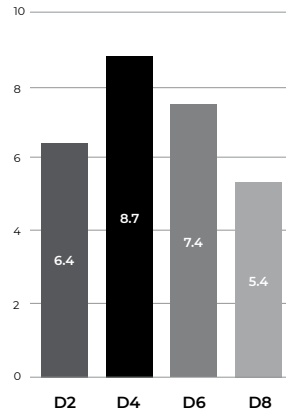
Average selling price



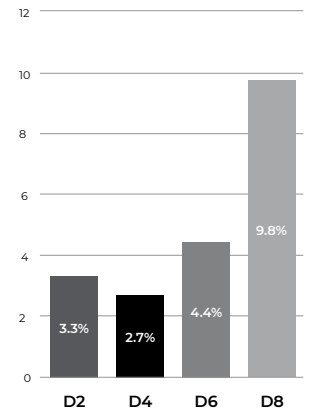
Average selling price per sq. ft.



Average weeks on market

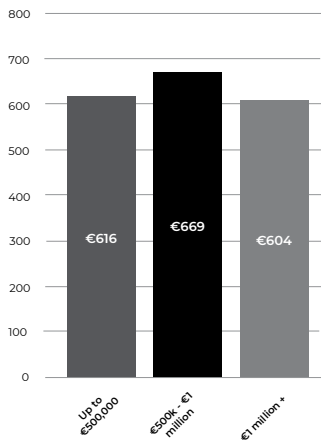


Average asking v. selling price

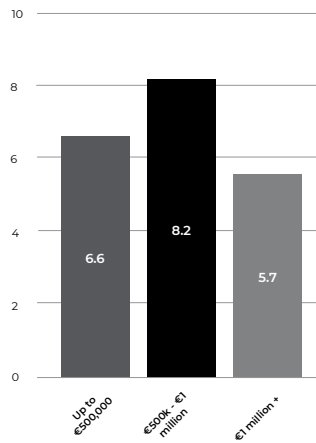


Price variation performance

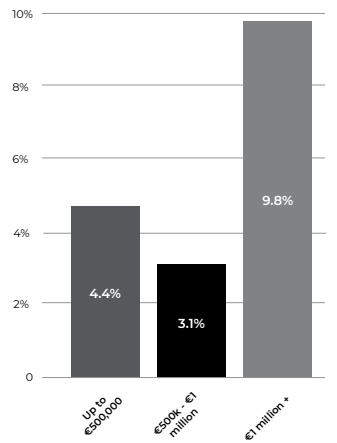
Average selling price per sq. ft.



Average weeks on market



Average asking v. selling price



Successfully sold in 2023



SOLD

79 Beechwood Avenue Lower, Ranelagh, Dublin 6.



SOLD

134 Pearse Street, Dublin 2.



SOLD

8 Dolphin Avenue, South Circular Road, Dublin 8.

Dublin Residential Rental Market

H1 2023 Transactional Data (compared to H2 2022)

% Percentage difference with H2 2022

€1,710 (€1,886) **-10%**

Average One Bed Monthly Rent:

€2,844 (€2,431) **+16%**

Average Two Bed Monthly Rent:

€3,750 (€3,355) **+11%**

Average Three Bed Monthly Rent:

€2,521 (€2,428) **+4%**

Average Monthly Rent:

€140,491 (€170,620) **-19%**

Average Household Salary:

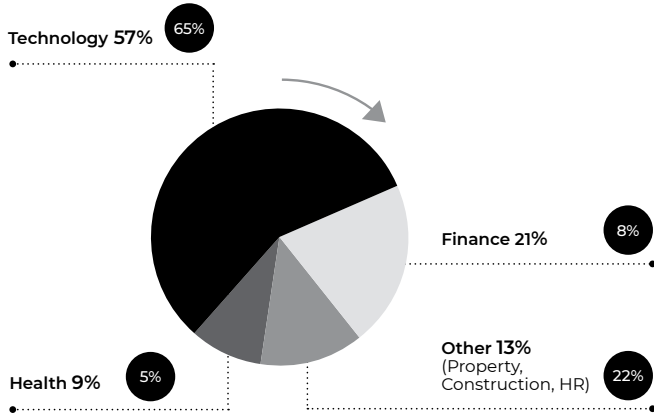
+2% (3%)

Rent Inflation:

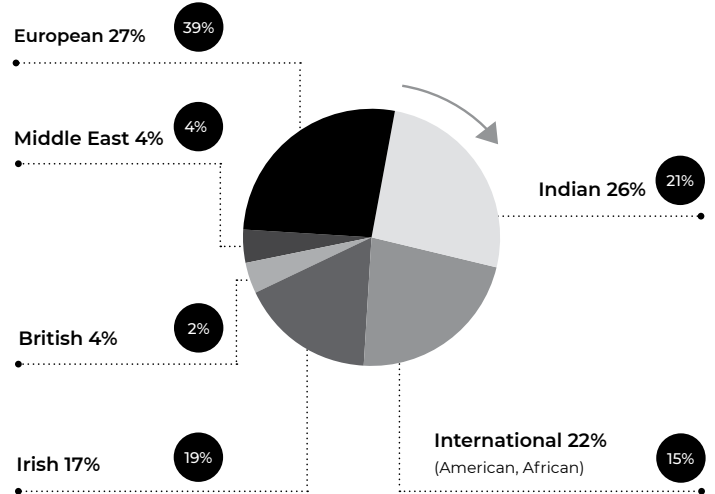
Tenant profile

% H2 2022

Work Sectors



Nationality



Successfully let in 2023



LET

Raglan Court, Ballsbridge, Dublin 4.



LET

Forbes Quay, Grand Canal Dock, Dublin 2.



LET

Percy Place, Ballsbridge, Dublin 4.

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Contact us for a complimentary valuation.

Docklands Branch

**41 Forbes Quay,
Grand Canal Dock,
Dublin 2.**

📞 01-6777100

Southside Branch

**8 Merrion Road,
Ballsbridge,
Dublin 4.**

📞 01-6777101

City Centre Branch

**4 Camden Street,
Grantham Street,
Portobello, Dublin 8.**

📞 01-4751275

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The information in this document is based on transactions only and our observations of the market. However, Dublin comprises unique and diverse neighbourhoods and features many very different developments. We will be pleased to provide more detailed breakdowns or background information to particular areas or developments.

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