



Chartered property,
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RESIDENTIAL PROPERTY

Market Review and Outlook 2022

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ACKNOWLEDGEMENTS

MESSAGE FROM THE PRESIDENT

I am delighted to present to you the 39th SCSI Annual Residential Property Review and Outlook Report. This report is informed by the expert insights of Chartered Surveyors operating in the residential property sector across the country, who utilised their comprehensive market expertise and knowledge to provide an overview of the residential market through 2021 and an outlook for 2022.

2021 proved to be another challenging year for many involved in the property sector, not least prospective purchasers, as the country faced a further lockdown at the beginning of the year followed by a staggered reopening of the economy. While time has allowed for the sector and, indeed, society, to adapt to the presence of Covid-19, in many ways a continued impact can be seen on the market. This is evidenced not least through the imbalance of the supply/availability of and demand for property. Periods of lockdown over the course of 2020 and 2021 led to a halting of construction activity, impacting on the supply of new housing, and there was significant demand from purchasers in both the new sales and second-hand markets. As a result, the bidding process became highly competitive with some very strong sales prices being achieved. Second-hand houses in need of considerable renovations appear to be suffering somewhat by comparison, and are proving less appealing to some buyers. The increased costs of building materials and labour shortages is clearly having an effect here.

For 2022, SCSI agents anticipate a national median increase of 5% in property values. This forecast is predicated mainly on the number of new units being delivered to the market in 2022. Fortunately, an increase in new dwelling commencements has been identified in the past six months, which is a positive signal for increased supply of homes to the market. It is hoped that new supply will alleviate pressure placed on prices.

The ambitious targets set out in the Government's 'Housing for All' plan include several measures aimed at increasing housing supply, including: the Croí Cónaithe Cities Scheme, which is an initiative to part fund new apartments for sale; the introduction of a Shared Equity Scheme; increased use of compulsory purchase order (CPO) powers to acquire vacant properties; and, the long-awaited review of the planning process. Achieving these targets to deliver the range and scale of high-quality, affordable and sustainable housing that our citizens require is an important next step for the sector.

The SCSI will continue to represent members across numerous stakeholder groups organised by Government to positively impact our built-environment.

Finally, I would like to thank all members who have engaged in the development of this report. Your expertise and knowledge are invaluable in informing this research.

TJ Cronin
SCSI President



RESIDENTIAL SALES MARKET – SCSI MEMBER RESPONSES

NATIONAL RESIDENTIAL PRICE EXPECTATIONS – NEXT 12 MONTHS



PROVINCIAL RESIDENTIAL EXPECTATIONS – NEXT 12 MONTHS



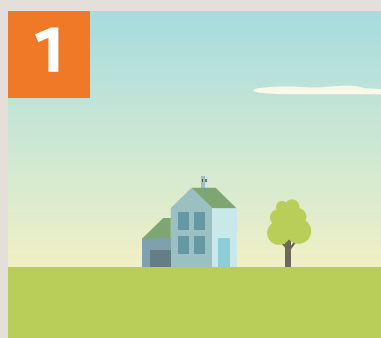
AVAILABILITY OF PROPERTY FOR SALE

85%

of agents report lower levels of stock than were reported in Q2 2021 and previously in Q4 2020



TOP THREE FACTORS AFFECTING HOUSE PRICES IN 2021



1

LOW LEVELS OF
NEW HOUSING SUPPLY



2

PENT-UP DEMAND DUE
TO COVID-19



3

PANDEMIC
SAVINGS

50%

OF AGENTS ANTICIPATE AN INCREASE IN THE NUMBER OF BUY-TO-LET PROPERTIES COMING ON THE MARKET FOR SALE



COMPLEXITY OF RENTAL LEGISLATION CITED AS THE NUMBER ONE REASON FOR LANDLORDS PLACING THEIR PROPERTIES ON THE MARKET.

MARKET ACTIVITY



Agents report robust activity levels for Q4 2021, with

89%

noting similar or increased activity levels for sales completions than in Q3, and 84% noting similar or increased sales enquiries over this period

RESIDENTIAL RENTAL MARKET – SCSI MEMBER RESPONSES



79%

of agents expect to see rental prices increase nationally over the next 12 months – of those that expect an increase (79%), 74% expect prices to increase by between 0% and 5%

CONTINUING IMPACT OF COVID-19

National property prices rose by 14%¹ in the period January to October 2021 compared to just 0.3% in the same period in 2020. According to SCSl agents, the most significant factor affecting house price increases is the lack of supply of new housing to the market to meet growing demand.

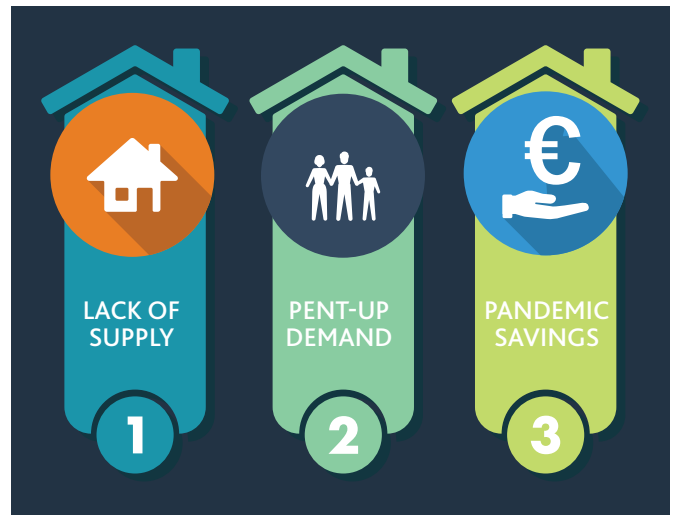


FIGURE 1: Main reasons why house prices have increased significantly in the past 12 months.

When asked about the top three factors impacting on prices, agents reported that low availability of stock, pent-up demand, and pandemic savings are the main reasons for increasing prices over the last 12 months (Figure 1).

The Covid-19 pandemic caused a slowdown in the number of new home completions, mainly due to the restrictions placed on the construction sector, which closed construction sites. Although the number of completions in 2020 compared with 2019 amounts to a reduction of circa 500 units,² the stop-start nature of new completions in 2020 impacted the house-buying market. The property sales market also effectively shut down for a period in 2020 and in the initial months of 2021, and pent-up demand meant that pressure on house prices inflated the market. Indeed, mortgage approval levels were strong into the beginning of 2021, with first-time buyers making up the majority of approval numbers.³ In addition to the new build market, agents also report low supply across the existing homes market.

Looking at future market supply, new dwelling commencements were up almost 60% year on year, with nearly 27,000 units commenced in the first 10 months of the year up to October 2021.⁴ This can give an indication of forthcoming supply to the property market. Analysis from the Central Bank

of Ireland indicates that growth in annual housing output is expected to resume in 2022, having been relatively stagnant in 2020 and 2021 at approximately 21,000 completions per year (Figure 2). It should be noted that forecasts do not project that the estimated output of 34,000 new dwellings required each year to meet projected population demand⁵ will be reached over the coming two years. Other factors that can impact on housing output have been discussed by the SCSl in our 2022 pre-Budget submission and Tender Price Index Report, including delays to the planning procedure, material prices, labour shortages and site servicing delays.

Construction inflation

The rising price of materials and labour has had an impact on those seeking to renovate homes, and although interest in the second-hand market remains brisk, some prices on derelict properties or those requiring substantial investment have not risen as much as expected by some agents. Construction tender rates for the commercial sector have increased by as much as 7%⁶ in the past 12 months. Similar price hikes are also affecting the residential development market, and this is impacting affordability.

1 Central Statistics Office, Property Price Index, January to October 2020 v 2021.

2 Central Statistics Office, New Dwelling Completions Q4 2020.

3 Banking and Payments Federation Ireland, Housing Market Monitor Q3 2021.

4 Banking and Payments Federation Ireland, Housing Market Monitor, Q3 2021.

5 Central Bank of Ireland: Population Change and Housing Demand in Ireland (Conefrey and Staunton, 2019).

6 SCSl Tender Price Index 2021.

THE 2021 PROPERTY MARKET IN CONTEXT

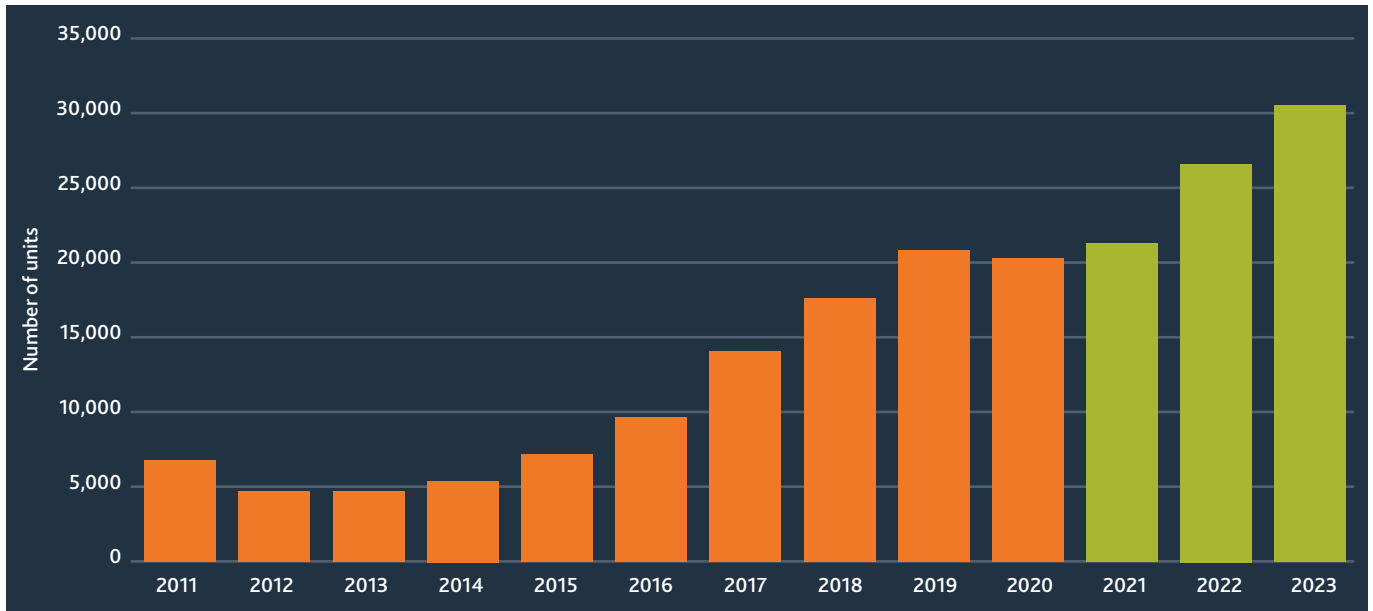


FIGURE 2: Annual residential property completions: ACTUAL and FORECAST.

Source: Central Bank of Ireland, Financial Stability Review 2021 II.

Rental rules tighten further

Changes to the Residential Tenancies Act (as amended) are placing further strain on landlords trying to grapple with an already complex set of rental regulations. According to SCSi agents, there is a growing concern that an increasing number of landlords will consider selling their investment in 2022. Half of the agents surveyed expect to see an increase in rental properties coming on the market for sale, and the top reason for landlords leaving the market, according to our data, is that rental legislation is becoming far too complex.

Macroprudential lending

The Central Bank of Ireland confirmed in November that the lending rules governing loan-to-income and loan-to-value ratios are to remain the same for first-time buyers and for other purchasers such as second-time buyers and investors. There will be some operational changes to the rules around lending exceptions that the individual banks manage, but otherwise the rules remain largely intact. Following the most recent mortgage measures review, banks can carry forward above-limit loans approved from one calendar year to the next. This will allow additional purchasers to avail of the exceptions. The Central Bank is currently conducting a wider review of the Macroprudential Mortgage Measures Framework. The public consultation was launched in December 2021 and will run until March 2022. As seen in **Figure 3**, supply and demand for housing generally is the biggest influencing factor impacting on house price developments.

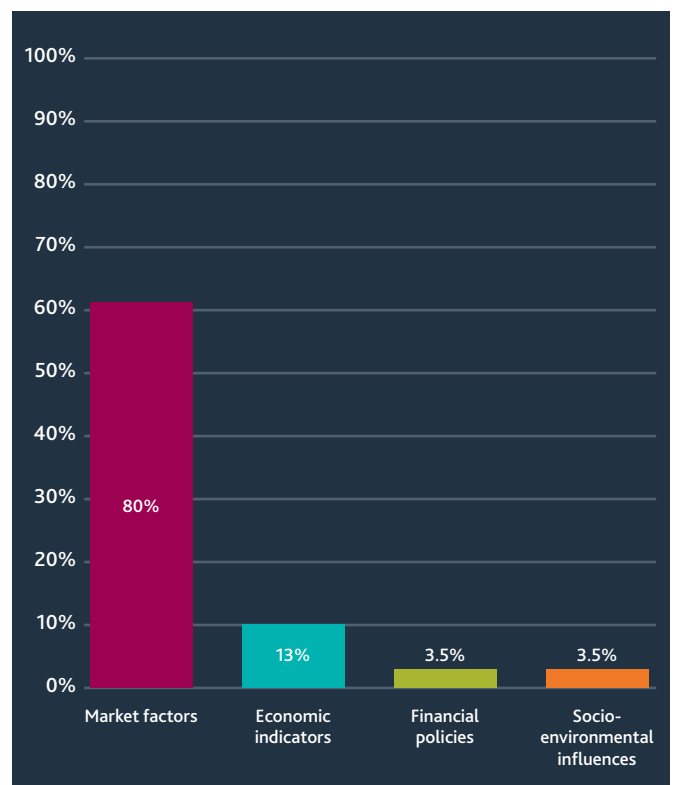


FIGURE 3: Top overarching factors influencing agents' expectation of house price developments. (Figures may not add up to 100 due to rounding.)

SELLER AND BUYER ACTIVITY – 2021

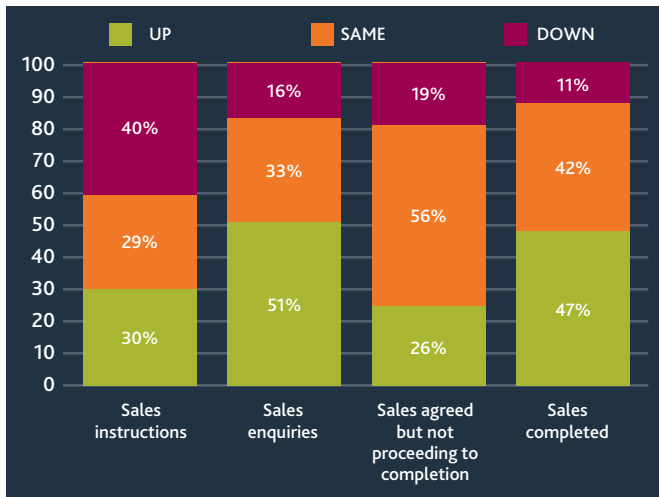


FIGURE 4: National property transactions activity – agent responses for Q4 2021 when compared to activity in Q3 2021. (Figures may not add up to 100 due to rounding.)

Financial policies such as the macroprudential rules were considered to be the top influencing factor by just 3.5% of respondents in Q4 2021.

Figure 4 outlines agents’ views on changes to activity in Q4 2021 when compared to Q3 2021. Some 51% of agents noted an increase in sales enquiries over this period, while 47% noted an increase in sales completed. These figures remain broadly consistent with activity levels reported over the same period in Q4 2020, and reflect levels of market activity that can be expected for the end of year.

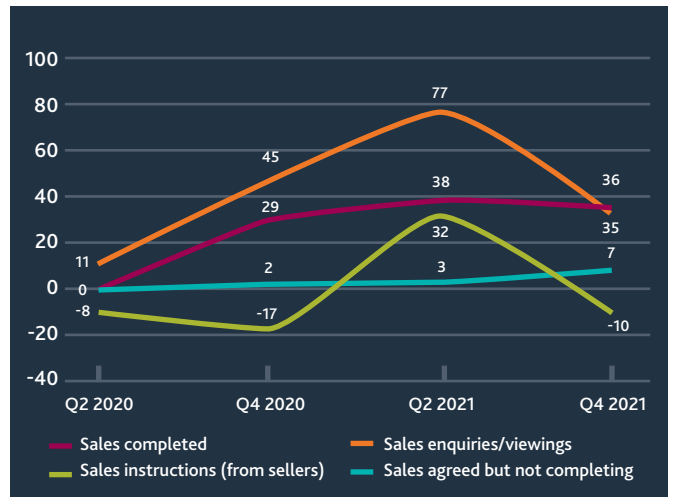


FIGURE 5: National sales activity (net balance) – Q2 2020 to Q4 2021. Note: net balance = Proportion of respondents reporting a rise in a variable (e.g., viewings) minus those reporting a fall (if 30% reported a rise and 5% reported a fall, the net balance will be 25%). Net balance data can range from -100 to +100.

Figure 5 provides a net balance of activity levels from Q2 2020 to Q4 2021. This allows for an overview of trends in buyer and seller activity during this period. While overall the net balance of sales enquiries and sales instructions from sellers lessened in Q4 compared to Q3, this largely reflects the cycle of market activity in the sector. Anecdotally, some agents noted that sellers delayed putting their homes on the market because of market uncertainty. However, this appears to have alleviated to a degree over the course of the year as the net balance of sales instructions from sellers in 2021 remains higher than what was reported in 2020. Most agents continue to report that overall stocks of property available remain low. Sentiment for sales completions has seen an overall increase in Q4 2021 when compared to Q4 2020.

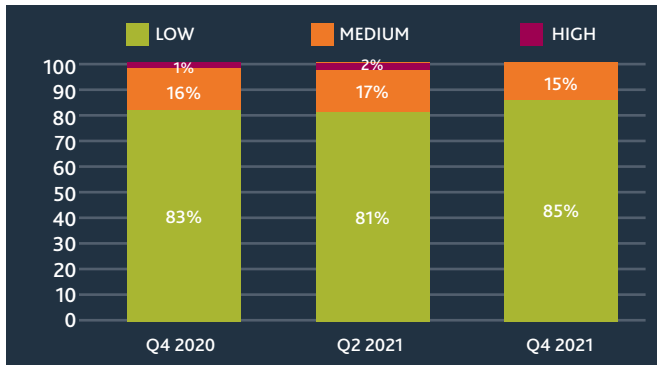


FIGURE 6: Levels of stock on agents' portfolios available for sale Q4 2020-Q4 2021. (Figures may not add up to 100 due to rounding.)

Low levels of stock available for sale

In Q4 2021, 85% of agents reported having low levels of stock available for sale (Figure 6). While there is a cyclical nature to the property market and generally agents would expect to have lower levels of stock on their portfolio at year end, what is notable is that 81% of agents also reported having low levels of stock in the middle of the year. Overall, levels of stock continue to remain relatively flat for agents, which reflects the overall low market supply that is being reported by agents, commentators, and buyers alike.

Shift in buyer location continued throughout 2021

Buyers' desired buying locations have also changed as a result of Covid-19, with an increased demand for properties outside of large urban locations where house prices are higher, to more rural-based locations where larger properties can be purchased at more affordable prices. Our agent members across the country provided our survey with anecdotal evidence that demand is increasing for one-off properties. This growing trend is supported by the way many professionals now work, with remote working becoming more of a norm. Access to reliable fibre broadband connections is a key consideration for purchasers who are considering such properties.

Sales completions and agents adapting to technology

Sales activity increased in the past 12 months, with the number of property transactions in 2021 at 53,980,⁷ compared with 46,730 in 2020.⁸ Agents have had to adapt and provide a more efficient service to clients as a result of Covid-19 and the impact of its restrictions.

The three biggest factors that agents noted in terms of how Covid-19 has impacted on their business are:

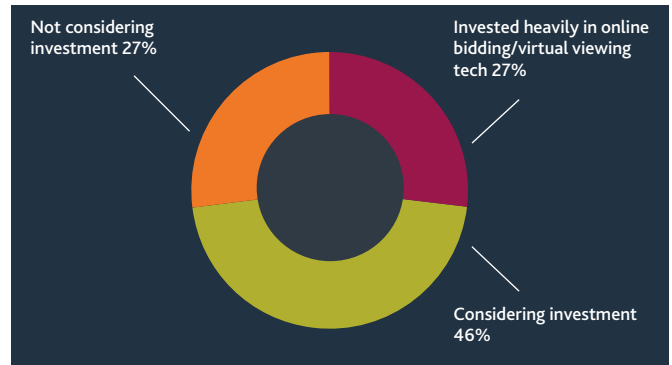


FIGURE 7: Agents who have undertaken significant investment in digital bidding/virtual tours to aid the sales process.

1. Changes to the viewings process.
2. The use of increased technology.
3. Remote working.

Unfortunately, agents continue to report that conveyancing delays are a continued frustration among buyers and sellers. The Department of Justice is currently reviewing proposals to introduce a new professional title, 'professional conveyancer', with the aim of reducing legal fees and improving efficiency within the sales process. The SCSi presented a submission to the Legal Services Regulatory Authority on this matter to highlight the growing tension and delays on conveyancing, and the urgent need for e-conveyancing to be introduced.

Consumer demand for transparency

Covid-19 has increased the use of technology by agents in the viewing and sale of property, which increases transparency and makes for more efficient transactions. Some 73% of agents have made significant investment or are considering such investment in digital technologies to aid the property sales process (Figure 7).

AGENT INSIGHTS...

"Buyers are happy to bid online and prefer it as they can see immediately when another bid has been placed. This shows increased transparency and reduces agent chasing for updates. Buyers always want to physically view, and while online viewing was helpful during Covid-19, it was a means to an end rather than a preference. This was evident in the large numbers of buyers at physical viewings once restrictions eased."

Anne Carroll MSCSI, Chair, SCSi Residential Agency Committee, Dublin.

⁷ Property Services Regulatory Authority, Property Price Register, December 17, 2021.

⁸ Property Services Regulatory Authority, Property Price Register, December 17, 2020.

RENT INCREASES EXPECTED

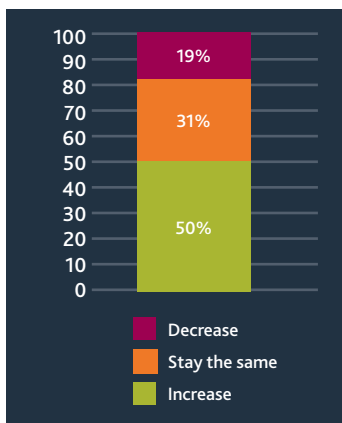


FIGURE 8: Expectations for the number of buy-to-let properties being put back onto the market by Q4 2021. (Figures may not add up to 100 due to rounding.)

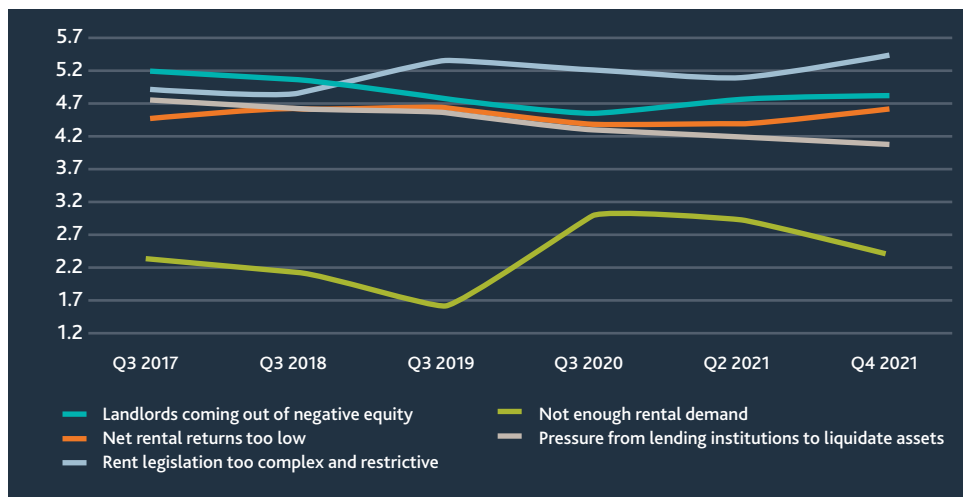


FIGURE 9: Reasons why buy-to-let properties are being placed back on the market 2017-2021 (ranked score).

Some 50% of agents anticipated an increase in buy-to-let properties being placed on the sales market by the end of Q4 2021, and a further 31% expect numbers to remain similar to the previous quarter (Figure 8). When surveyed in Q2 2021, 46% expected to see an increase, and 41% expected this to remain the same as the previous quarter. SCSi surveys over the last number of years have shown agents witnessing more landlords placing their properties onto the market rather than continuing to rent them. Some 26% of small landlords (one to two properties) are likely to sell their investment within the next five years.⁹ This figure increases to 38% for medium-sized landlords (3-20 properties) who are likely to sell a property in the next five years.¹⁰

As per Figure 9, the top three reasons that have consistently been cited by agents for this are:

1. Rental legislation is too complex and restrictive
2. Landlords coming out of negative equity.
3. Net rental returns are too low.

On an annualised basis, rents grew by 8.3% in Q3 2021, with the national standardised average rent being €1,397 per month.¹¹ Generally, agents noted an overall lack of supply of rental stock in the market coupled with strong demand, which largely underpins an overall anticipated increase in rental prices over the next 12 months by agents (see outlook section for further details).

On an annualised basis, rents grew by 8.3% in Q3 2021, with the national standardised average rent being €1,397 per month.

AGENT INSIGHTS...

"Renting was not an option for the majority of people in 2021, firstly because of the high rental costs, and secondly because of the lack of rental accommodation on the market. 2021 saw a lot of small landlords exit the market, which brought a supply of buy to lets to the market. This is a concerning trend for the rental market as the majority of landlords in Ireland are small/medium. Feedback from landlords reveals that the cost of maintaining a property, mortgage payments, strict regulations and high taxes make it unviable."

Agent, Munster region

9 Residential Tenancies Board, Small Landlord Report, July 2021.

10 Residential Tenancies Board, Medium Landlord Report, July 2021.

11 Residential Tenancies Board, Rent Index Q3 2021.

RESIDENTIAL SALES MARKET

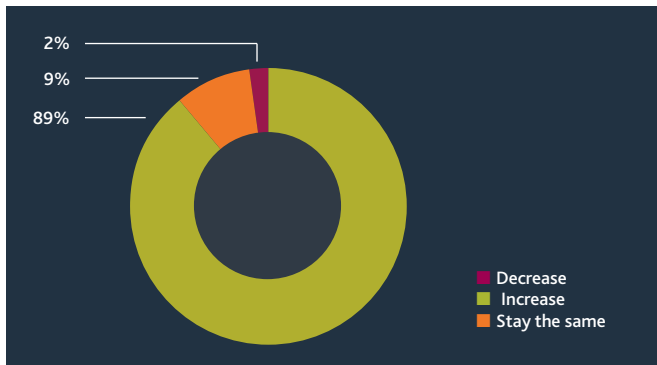


FIGURE 10: Expectations for national property prices in 12 months' time (end of 2022).

Property price expectations

SCSI agents anticipate a more muted increase in house prices over the course of the year than what was witnessed in 2021, with the Central Statistics Office reporting that residential property prices increased by 14% nationally in the year to October.¹²

It is evident from survey responses that the supply of new homes, or lack thereof, underpins many agents' expectations of what is going to happen in the market over the next 12 months.

Some 89% of agents anticipate that national property prices will increase over the next 12 months. Some 9% anticipate that prices will remain at the same level as they were at year's end, while only 2% expect to see a decrease in prices over the coming year (Figure 10).

Short-term expectations

The median national house price increase expectation for Q1 2022 is 3%. Provincially, it is anticipated that all areas except for Connacht/Ulster will each see an increase of 3%. In Connacht/Ulster, the increase is anticipated to be marginally higher at 5% (Table 1).

Table 1: Median house price increase expectations for end of Q1 2022.

Location	Anticipated increase in house prices
National	3%
Dublin	3%
Munster	3%
Leinster (excluding Dublin)	3%
Connacht/Ulster	5%

¹² Central Statistics Office, Residential Property Price Index, October 2021.

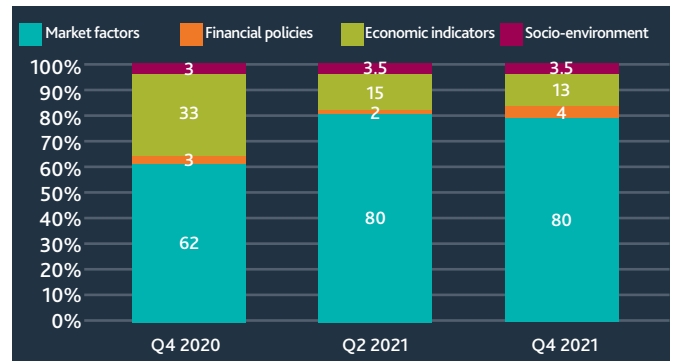


FIGURE 11: Factors influencing agents' expectations of property price changes. (Figures may not add up to 100 due to rounding.)

Medium-term expectations

While residential property prices did increase by 14% to October 2021, agents anticipate a more moderate increase over the course of 2022. The median increase expected for property prices nationally over the course of the next 12 months is 5% (Table 2).

Table 2: Median house price increase expectations for end of Q4 2022.

Location	Anticipated increase in house prices
National	5%
Dublin	5%
Munster	5%
Leinster (excluding Dublin)	5%
Connacht/Ulster	7%

Factors influencing property price expectations

Over the last number of years, when asked what factors underpin their expectations of changes to house prices over the coming year, the majority of agents have consistently stated that market factors, including the construction of new residential units, the availability of second-hand stock, and rental market developments, primarily underpin expectations (Figure 11). Indeed, Covid-19 compounded a tightened supply of properties on the market as construction projects were delayed, and some sellers and investors delayed progressing with sales due to general uncertainty caused by the pandemic. During the same period, many potential purchasers, particularly first-time buyers, had an opportunity to lessen expenditure and increase savings to assist in building up a deposit. According to commentary from members in our survey, some buyers are looking to relocate or buy second properties in coastal/rural locations. The subsequent demand from purchasers and limited availability of property led to bidding scenarios that pushed property prices beyond asking prices.

RESIDENTIAL LETTINGS MARKET



National rental price expectations

Some 79% of agents surveyed anticipate that rental prices will increase over the next 12 months, while a further 17% expect prices to remain where they were at the end of 2021 (Figure 12). Only 3% of those surveyed anticipated seeing a decrease in rental prices (Table 3).

In terms of the level of anticipated increase, of the 79% of agents who anticipate an increase in rental prices, 74% expect to see prices increase by 0-5%, and 24% expect them to increase by 5-10%. Only 2% expect prices to increase any higher than 10% over the next 12 months.

Table 3: Rental price increase expectations (according to 79% of respondents who anticipate an increase in rental prices).

Anticipated increase	% of respondents
0-5%	74%
5-10%	24%
11-15%	2%
Higher	0%

At the end of 2020, agents reported an overall lack of supply to meet demand for rental accommodation in certain areas. This narrative continued at the end of 2021 and frames many agents' outlook on the market into 2022.

At the end of 2020, agents reported an overall lack of supply to meet demand for rental accommodation in certain areas.

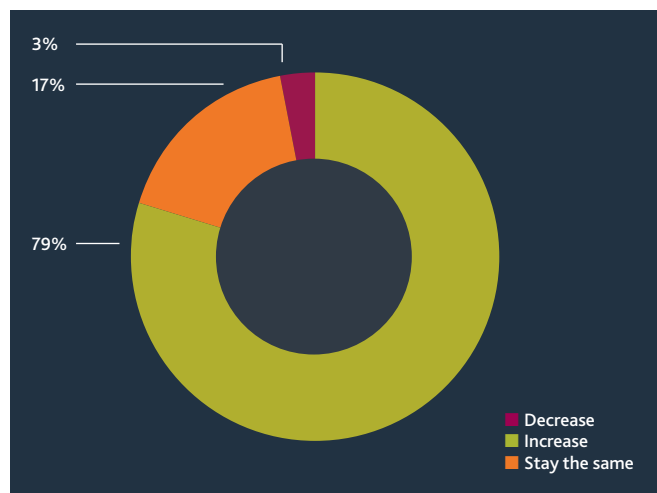


FIGURE 12: Rental price expectations by Q4 2022.

DUBLIN

Residential sales market

- 84% of agents expect property sales prices to increase in the county, while 11% expect prices to remain the same, and 5% anticipate seeing a decrease for 2022.
- Median increase for 2022 – 5%.
- Market factors such as availability of second-hand units, rental market developments, and construction of new units underpin the majority of expectations for price developments in the county.

Residential lettings market

- 76% of agents expect rental prices to increase, while 21% expect prices to remain the same.
- 84% of those that expect to see an increase in rental prices anticipate prices to increase by between 0% and 5%.
- 62% of agents expect an increase in buy-to-let properties coming onto the market for sale, while 17% expect this figure to remain the same and 21% expect to see a decrease.

Market activity

- The level of optimism among agents for sales instructions in Dublin was slightly lower than the national average. An equal percentage of agents reported a decrease in sales instructions (39%) as those reporting an increase (39%) in Q4 2021.
- Sales enquiries and property viewings remained robust in Q4 with 62% of agents reporting an increase in Q4, approximately 10% higher than the national average.
- 81% of agents in the region reported having low levels of available stock for sale on their portfolio at the end of Q4.



AGENT INSIGHTS...

“Market under-supply is the main issue, which has been compounded by the Covid-19 lockdown, labour shortages, supply chain issues, and poor availability of finance.”

Agent, Dublin

“Hopefully, with new developments completing there will be more units available and rents will stabilise. If we go into a fourth lockdown and construction has to stop again, the opposite effect.”

Agent, Dublin

“Hopefully, with new developments completing there will be more units available and rents will stabilise. If we go into a fourth lockdown and construction has to stop again, the opposite effect.”

LEINSTER (excluding Dublin)

Residential sales market

- 89% expect property prices to increase and 11% expect them to remain the same.
- Median property prices are set to increase by 5% in 2022.
- The top three reasons cited by agents as underpinning the increase in property prices in the region over the course of 2021 were: low availability of properties for sale; pent-up demand; and, pandemic savings.
- 86% of agents reported low levels of stock available for sale on their portfolio.

Residential lettings market

- 84% of agents expect rental prices to increase in 2022.
- 69% of those that expect to see an increase, expect it to be between 0% and 5%.
- A further 23% expect prices to increase by between 6% and 10%.

Market activity

- 47% report that sales instructions were down in Q4 from Q3.
- 46% reported an increase in sales enquiries over the same period, while 36% suggested that sales enquiries remained the same in Q4 as they were in Q3.
- 45% reported an increase in sales completed.



AGENT INSIGHTS...

"Various conditions over the last couple of years have led to a lot of purchasers, particularly first-time buyers, considering the question 'is now the right time to buy?' and make a move on the property market. Those buyers who were able to continue employment during the restrictions, unable to spend on high-value outlay such as holidays and weddings, found themselves with significant deposits far quicker than otherwise and ready to purchase sooner than they might have otherwise expected. While Covid-19 and restrictions did impact on the property market in 2021, demand remained very strong even through the restrictions period. Supply has been limited and while there is a cyclical element to low levels of stock at year end, overall levels of stock are down around 50%.

In regard to the marketplace, all agents have adapted to a changing work environment through adopting new technologies or otherwise working within restrictions to continue the property sales process. There is an increasing complexity in the market to reach sale close, including through the conveyancing process. Buyers are also increasingly informed, seeking more information on properties at earlier stages.

A further positive development we have seen in the market is the repurposing of vacant spaces in small town centres and villages for use. As buyers have considered moving to more rural locations facilitated by increased working from home, some larger firms have repurposed formerly vacant commercial units into remote office hubs for workers. Access to a good fibre connection remains highly important when house hunting as this is key to facilitate this increased remote working."

Edward Carey, Chartered Surveyor, Edward Carey Property, Co. Meath

MUNSTER

Residential sales market

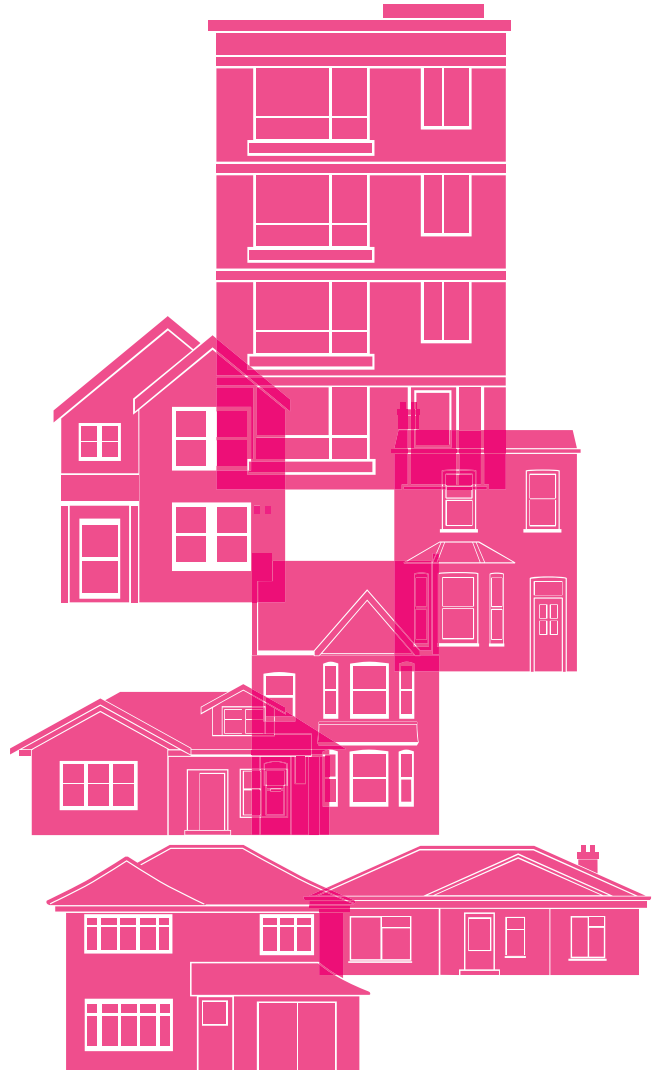
- 97% of agents expect prices to increase, while 3% expect prices to remain the same in 2022.
- Median property prices set to increase by 5% in 2022.
- The top three reasons agents have cited for seeing property prices increase are: low availability of properties for sale; pent-up demand; and, increase in rents.

Residential lettings market – next 12 months

- 78% of agents anticipate that rental values will increase, while 18% anticipate that values will remain the same.
- 74% of those that anticipate seeing an increase in rental values expect values to increase by between 0% and 5%.

Market activity

- 50% of agents reported an increase in sales enquiries/property viewings in Q4.
- 84% of agents reported having low levels of stock available for sale on their portfolio.
- Generally, agents in the region are reporting that purchasers are looking to relocate outside of urban areas, which is facilitated by increased working from home.



AGENT INSIGHTS...

"Property prices in my area rose by 14-20%, with coastal properties seeing the highest rises in 2021. The price increase was driven by pent-up demand. People have savings since Covid-19 and want to invest in a home. We also saw a lot of cash buyers from overseas, e.g., the UK, China. Low stock – Covid-19 restrictions and delays in sourcing materials, as well as an increase in the cost of labour and materials, all had a negative impact on the supply of new homes to the market. At the beginning of the year stock of second-hand homes to the market was very low. When things opened up and in-person viewings recommenced, we saw a slight increase in the number of second-hand homes to the market from the previous quarter. Anecdotal evidence suggests that one of the main reasons for low supply of second-hand homes was uncertainty with Covid-19 and the lack of availability of alternative accommodation in the market. If they sell their home, where do they go? While sales instructions did increase, albeit at a slow rate during the year, Q4 saw a slowdown in stock again. Some of the main reasons were the rising cost of construction, shortage of labour, and inefficiencies and delays with utility connections. Q4 saw an increase in sale completions, the majority of which were sales from Q3 being completed and of course the pressure was on to close sales to let people move in before Christmas."

Majella Galvin, Chartered Surveyor and RICS Registered Valuer, DNG Galvin, Munster

CONNACHT AND ULSTER

Residential sales market

- 94% expect property prices to increase, while 6% expect them to decrease.
- Property price expectations for Connacht/Ulster for the next 12 months are 7% – 2% higher than the national median figure.
- The top three reasons cited by agents as underpinning the increase in property prices over the course of 2021 were: low availability of properties for sale; pent-up demand; and, increase in rents and low interest rate environment.
- 100% of agents report having low levels of stock on their portfolio of property available for sale.

Residential lettings market

- 33% of agents expect to see an increase in buy-to-let units coming onto the market over the coming quarter, while 42% expect the number to remain similar to current levels.
- 85% of agents expect rental prices to increase in 2022, while the remaining 15% anticipate that prices will remain similar to current levels.
- 64% of those that expect to see an increase, expect rental prices to increase by between 0% and 5%.
- A further 36% expect rental values to increase by between 6% and 10%.

Market activity

- 53% report an increase in sales completed.
- 40% report seeing an increase in enquiries, with 40% suggesting enquiries have remained the same as the previous quarter.
- 41% report an increase in sales instructions in Q4.



AGENT INSIGHTS...

“The possibilities of remote working and the hybrid model have led to a surge in demand in the area, taking advantage of the great value still available. There are very few new houses being built in the area so the number of houses for sale is at an all-time low, further impacting on price growth. There was huge demand at the upper end of the market, with large family homes being of huge interest to families looking to relocate from the city. This has led to very competitive bidding. There was also great demand for cheaper three-bedroom semi-detached houses and apartments from buyers tired of the rental market locally and in Dublin. Edgeworthstown, which has a commuter train service and is along the N4, saw three-bed semi prices rise an average of 25%.

Rents have increased as landlords continue to exit the market. Speculation about selling restrictions, changes to rent pressure zones and increasing prices mean many landlords are no longer in negative equity. When sold, 90% of the houses and apartments are being purchased by owner-occupiers, shrinking the rental market supply.” Jonathan Quinn, Chartered Surveyor, Sherry FitzGerald Quinn, Longford

ABOUT THE SURVEYS

The SCSi Annual Residential Property Review and Outlook 2022 is a sentiment report, which has captured over 580 responses from SCSi agents across the country, over three surveys, as they have assessed market activity over 2021 and into 2022.

Three surveys are referenced in this report:

- ▶ SCSi National Property Outlook Survey 2020 (December 2020);
- ▶ Central Bank of Ireland/SCSi Quarterly Residential Property Survey (May 2021); and,
- ▶ SCSi National Property Outlook Survey 2021 (December 2021).

While the principal focus of these surveys is on participants' house price expectations, the surveys also canvass opinion on the factors underlying these views, and on participants' assessment regarding the level of transactional activity in the market.

SOCIETY OF CHARTERED SURVEYORS IRELAND

The Society of Chartered Surveyors Ireland is the independent professional body for Chartered Surveyors working and practising in Ireland. One of our key objectives is to provide impartial, independent and authoritative advice on key issues for consumers, business and policy makers, as well as advancing and maintaining standards for Chartered Surveyors working in the property, construction and land sectors. All aspects of the profession, from education through to qualification and the continuing maintenance of the highest professional standards, are regulated and overseen through the partnership of the Society of Chartered Surveyors Ireland and the Royal Institution of Chartered Surveyors, in the public interest.

SURVEY CONTRIBUTORS

The SCSi would like to thank all members who share their market insights and expertise to inform our independent market reports. Members who inform this survey operate across the residential property market. The list of contributors contains some of the firms whose agent members have participated in the SCSi Residential Property Market survey and can be viewed at:

www.scsi.ie/residential-property-market-review-outlook-2022

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