

# UK interest lifts market optimism

by **Conor Power** FOCUS ON: **SOUTH KERRY**

Killarney three-bed homes are selling for €215,000; down from a peak of €350,000. The Kenmare average is around €175,000

**S**OUTH Kerry is dominated by the town of Killarney. The country's second most important tourist centre after Dublin has all the services and advantages that you would normally expect in a city and at the

height of the busy summer tourist season, it certainly feels like one. This combination makes **South Kerry** a sought-after area and three-bedroom semi-detached houses are currently selling for between **€210,000** and

**€215,000**. This is down from a boom-time peak of approximately €350,000, but it's still a healthy statistic when compared to other smaller towns in the area. In **Kenmare**, for example, the average would be more like **€175,000** and you can



**SOLD**

No.4 Muckcross Close came up for sale in January. It sold for a little less than its €230,000 asking price in two months.

## Kingdom bargain offer

**T**HIS attractive, stone-faced, three-bed semi at Number 4, Muckross Close, in Killarney, came up for sale in January, with a €230,000 asking price — a sample of the great value in Killarney. It sold within eight weeks for a little less

than the guide price. A five-minute walk from the town centre, it has 1,200 sq ft of very well-maintained accommodation. The timber-floored lounge has a timber fireplace. It has a utility room and a kitchen-dining room with maple, shaker-style units and integrated appliances.

emphasis is more on detached houses in coastal locations.

The overseas buyers' market — such an important one outside of Killarney and particularly in the coastal areas — is showing some tentative signs of resurgence. As in the West Cork property market, the holiday home buyer is still very thin on the ground, but the buyer from further afield looking to start a new life in a heavenly spot is starting to appear on the horizon once more.

“The Germans were an important part of the market up to seven or eight years ago,” says one Dingle agent. “Then they were outpriced by buyers from Cork city. Now, there are more Germans selling than buying, no buyers from Cork and a few British coming back.”

“The British and Germans are coming back into the marketplace after a seven-year absence,” notes another

Killarney auctioneer, “and that's less than at any time during the boom.”

In Dingle, the detached house with access to town is also the most sought-after at the moment, while in the more rural and scenic areas the

pick up a smaller three-bed semi for **€140,000**. The most sought-after house type in Killarney is, according to agents working there, the 4-5 bedroom detached house. “There are only 14 left of this house type left in the town,” notes one

## Case studies: **South Kerry**

<b>Area:</b>	Kenmare
<b>House type:</b>	1,200ft three-bed semi
<b>Year built:</b>	2000
<b>Peak value:</b>	€220,000
<b>Sale price:</b>	In the region of €130,000

<b>Area:</b>	Muckross Road, Killarney
<b>House type:</b>	Three-bed semi-detached
<b>Peak value:</b>	€300,000
<b>Sale price:</b>	In the region of €220,000

## Case studies: **North Kerry**

<b>Area:</b>	Tralee, on large site
<b>House type:</b>	Five-bed bungalow
<b>Year built:</b>	1950s
<b>Peak value:</b>	€350,000
<b>Sale price:</b>	In the region of €180,000

<b>Area:</b>	Tralee
<b>House type:</b>	Three-bed semi-detached
<b>Year built:</b>	2000
<b>Peak value:</b>	€210,000
<b>Sale price:</b>	In the region of €170,000

auctioneer further south in Caherciveen.

Rental values in the area are generally static. Killarney agents are predicting a rise in rental values as supply of quality stock is already becoming an issue. Increasingly good value is something that appears to be tempting a lot of cash buyers to come out into the open across South Kerry, but particularly so in **Killarney** where the **rental market** looks strong: “We recently sold a property in Killarney which had a **9.5% yield**,” notes one Killarney auctioneer. “When yields are remaining that good, as there is every evidence to suggest so, then investors will continue to emerge from the woodwork.”

In **Kenmare**, average monthly rental values are also stable, but supply is not an issue and values have fallen from approximately **€1,000/month** to about **€350**. In **Dingle** meanwhile, the average monthly rent is somewhere in the region of **€550** — down from a peak of **€900**.

Professionals in South Kerry are slow to put a deadline on the market bottoming out. All are

**In Caherciveen, prices have already hit the bottom. The area wasn't too badly hit in the first place and it's good to see overseas for the first time in four years**

encouraged by an increase in activity throughout the area.

“There's confidence there at the moment,” says one Killarney agent. “We've already hit the bottom with some sectors of property. The rest depends on the credit situation.”

“Prices may drop a little more,” says another auctioneer in Kenmare. “I know 2009 was a disaster; 2010 picked up a little and 2011 is a lot better so far.

“We've already hit the bottom,” says one Caherciveen agent, “We're in an area that wasn't too badly hit in the first place and it's good to see interest from abroad for the first time in three or four years.”

## FOCUS ON: **NORTH KERRY**

# Buyers return as property stabilises

**O**PTIMISM is growing gradually in North Kerry. Over the last couple of years, more and more people in the area have been lingering in the rental market, maintaining upward pressure on the rental market while the selling market has been kept quiet.

A mixture of a lack of confidence and a lack of credit has been keeping the bulk of those renting in North Kerry and elsewhere waiting and hesitating in the rental sector for longer than their predecessors.

However, a movement of tenants moving into the homeowners' market is providing hope to most local estate agents and almost all those interviewed in the area have said they believe that the residential property market has bottomed out.

Three-bed homes in Tralee are selling for €155,000, down from a €210,000 peak



An aerial shot of Tralee, where market optimism is on the up.

“There has been an increase in transactions without any excess supply being introduced,” notes one local estate agent based in Tralee.

At the moment, three-bed semi-detached houses in North Kerry are fetching a reasonably healthy €155,000 in Tralee (down from about

€210,000 peak values) and around €145,000 in Listowel.

Over-supply hasn't been as big a problem as in other areas and there's even one case in Tralee town of a new development of three-bed semi-detached houses being built at Lee Drive.

Grand homes in the countryside is the property type in the area that is consistently quoted as being the least saleable, with the exceptions to that rule coming in the form of well-positioned coastal properties.

Apart from that, the activity is centred on properties €200,000 and under in areas of high population density.

There is, as one agent puts it, so little activity at the higher end of the market that it doesn't warrant analysis, although offers in this area are down 40% from peak values.

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### “The Chestnut”, No.12 Árd na Bé, Aghadoe, Killarney

Magnificently finished large five bedroomed family home of 3,000 sq.ft.,(278 sq.m.) on ½ acre landscaped site, located only minutes from Killarney town, at Aghadoe. The property boasts many features including oak flooring, extensive kitchen with granite worktops, exceptionally large living room, alarm, double glazed wood grain windows, concrete first floor, oil heating. (under floor ground level/radiators first floor), in three zones, south west facing patio, private site with views of McGillicuddy reeks.  
**PRICE: €575,000**

### The Orchard, Beaufort, Killarney

Exceptionally well finished three bedroomed (two en suite), semi-detached property in the heart of Beaufort Village, in small exclusive development. The property boasts many features including; electronic gates, off street car parking, alarm, solid oak floors, doors, stairs, skirting and architraves throughout, solid pine built in kitchen, with all integrated appliances and double glazed woodgrain pvc windows. There is a large private rear garden which is not overlooked. The property is centrally located to all amenities of Beaufort Village.  
Viewing highly recommended. **PRICE: €235,000**

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