

SAVILLS

DEVELOPMENT SERVICES

savills.ie



savills

“

I would have no hesitation in recommending the Savills Development team to anyone who wants to bring to market a site, specifically if it has a complex or unique angle to it. They were able to uniquely bring together the knowledge of the market, but also the technical ability and research teams in a way that I haven't seen any other agents bring to market”

Xavier Pierart, Managing Director, Capital Resolution Group, Ulster Bank



INTRODUCTION TO DEVELOPMENT SERVICES, IRELAND

Delivering Today. Developing for Tomorrow.

Savills is the only firm who can provide a full-spectrum property service under one roof; from sales to development management to funding solutions, Savills has it all.

We have the largest development team in the State, providing a strong network of connections with local expertise and market knowledge. Our exposure to the market is unrivalled, with our ears 'close to the ground' – we know what is driving the market so we can move quickly on your behalf.

We can add value to every step of your development process with our in-depth sector knowledge. Our strong track record and market-leading research will give you a competitive advantage, helping you to make well informed, insightful decisions.

From identifying the right sites, funding solutions and managing the construction process, through to sales and lettings of completed new developments, we will work with you every step of the way. Our experience across residential, commercial and mixed-use development projects across all asset classes, on both a local and national scale, means we have the expertise to optimise value for you.

Our objective is to find the right solution for you. We will work closely with you to understand your needs and help you unlock and maximise development potential.



Mark Reynolds

Director
Development, Agency &
Consultancy
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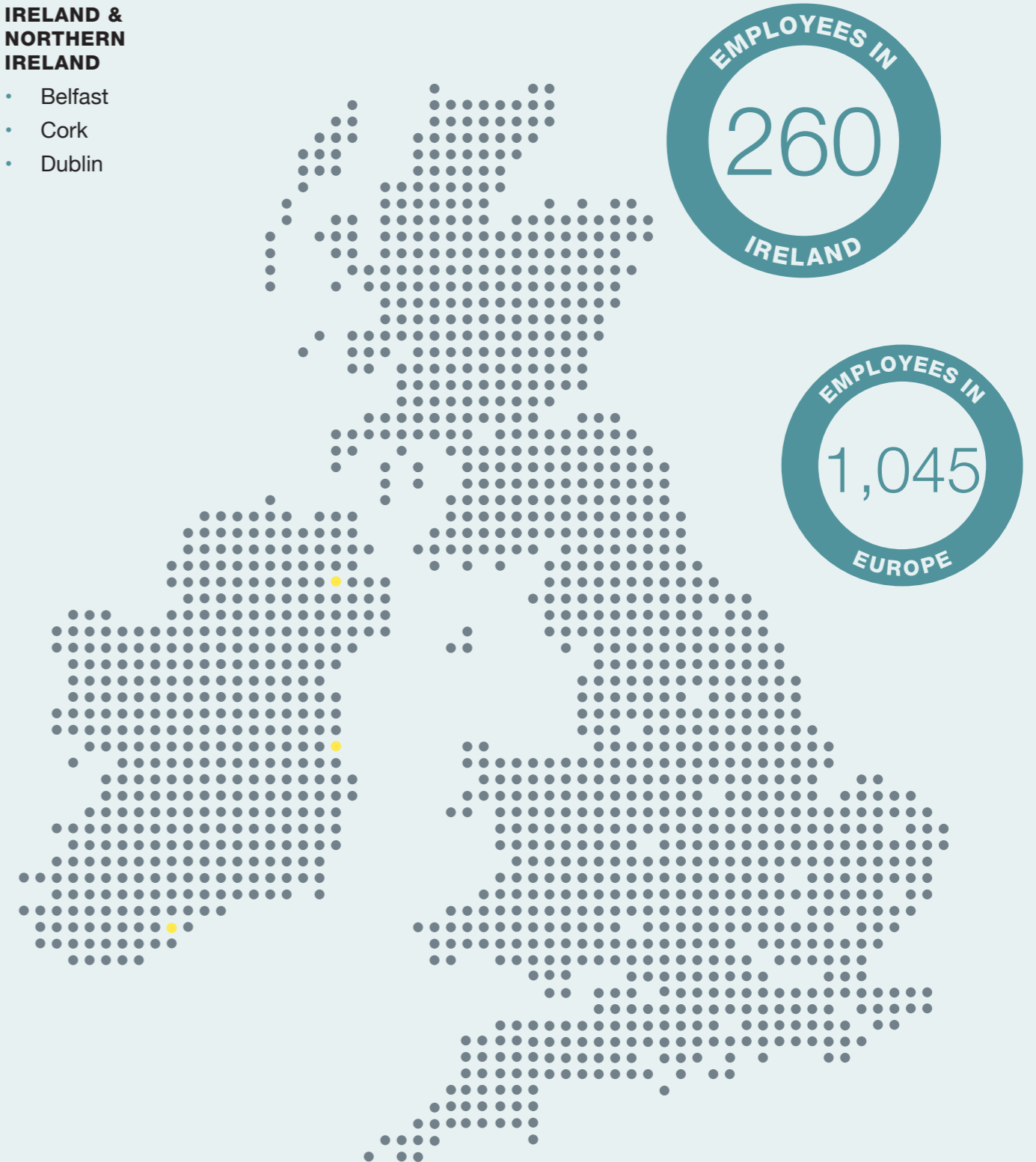
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OUR COVERAGE

IRELAND & NORTHERN IRELAND

- Belfast
- Cork
- Dublin



KEY SERVICES

DISPOSALS & ACQUISITIONS		DESIGN & CONSTRUCTION TEAM PROCUREMENT
BESPOKE RESEARCH & THOUGHT LEADERSHIP		
	DEVELOPMENT PARTNERSHIP STRUCTURING	FEASIBILITY ANALYSIS
		FUNDING & DEVELOPMENT FINANCE
PPP REGENERATION & PROJECTS		UNIQUE FINANCIAL MODELLING AND BUSINESS CASE
DEVELOPMENT MANAGEMENT	COMMERCIAL LEASING & LETTING	
INVESTMENT DISPOSALS & ACQUISITIONS		RESIDENTIAL DEVELOPMENT SALES

KEY CLIENTS

MEET THE TEAM



MARK REYNOLDS

Director
Development Services

Mark is the head of our dedicated Development Agency and Consultancy team. His expertise lies in managing, evaluating and implementing proposals which add value to large mixed property portfolios. Mark has been involved in a wide variety of property valuation work, including: major portfolio valuations, secured lending valuations, feasibility studies for proposed projects, putting licence agreements in place and providing general property advice to private, state and corporate clients. Mark's insight into commercial and residential schemes from his previous agency roles has helped him to give a true insight into the world of property development and proactive asset management.



JOHN SWARBRIGG

Divisional Director
Development Agency

John is a Director within the Development Services team, directly overseeing and managing the sale and acquisition of all forms of development property. John's expert knowledge of the development land market allows him to optimise returns for clients, with particular emphasis on planning, general strategy and value extraction.



ANDREW SHERRY

Divisional Director
Development Consultancy

Andrew is a Director within the Development Agency and Consultancy team in Savills. Andrew is a Chartered Planning & Development Surveyor and has both client side and professional services experience advising an extensive range of landlords, developers, financiers and occupiers across all property sectors over the past 10 years.



COLETTE MULROY

Associate
Development Agency

Colette specialises in the sale and acquisition of all forms of development property. She also focuses on the preparation of strategic reports with a particular emphasis on planning, general strategy and value extraction. Colette implements and evaluates sales proposals to add value to large portfolios.



EBBA MOWAT

Associate
Development Consultancy

Having recently transferred from Savills in the UK, Ebba brings an extensive insight of UK Investment and Development markets. Ebba specialises in optimising returns for clients through the provision of bespoke financial modelling, viability testing and investor analysis.



JOHNNY HANRAHAN

Senior Surveyor
Development Agency

Johnny is a Chartered Surveyor specialising in the disposal and acquisition of development opportunities as well as providing strategic advice to developers, vendors and purchasers. He acts on behalf of institutions, funds, private companies/individuals, educational bodies and charitable organisations providing add value initiatives on all instructions.



NICKY CONNEELY

Senior Surveyor
Development Agency

Nicky handles development land, asset management and fixed charge receiverships. Her responsibilities include strategic consultancy advice regarding development land, development lands sales and asset management. Nicky has provided strategic advice to receivers, developers, institutions and private clients.



SIMON CORRIGAN

Senior Surveyor
Development Consultancy

Simon is a Chartered Surveyor with 6 years' experience in the Irish Property Market. In the past he specialised in property management and valuations. Currently he provides advice to developers, banks and leading financial institutions, including financial modelling, feasibility studies, strategic advice and master planning services to clients.



NIAMH MCALLISTER

Senior Team Administrator
Development Services

Niamh manages the day to day running of the department providing support and guidance on ensuring our client's needs are met. She drives the pitches within the department working closely with the various team members to guarantee all areas are covered and deadlines are met. Niamh has worked with Savills for over 11 years.



PETER O'MEARA

Director
Cork Commercial

Peter joined Savills in 1993, is a Director and leads the Development Land Department in Cork. He specialises in the sale and acquisition of Residential and Commercial development land / property in the Munster region. Peter has been involved in the majority of high profile development land sales in the Munster region over the past 5 years. Peter also specialises in the Retail market with vast experience in the master planning, asset management, sale and ongoing letting of retail schemes.



NEAL MORRISON

Director
Belfast Commercial

Neal specialises in all aspects of development property including the acquisition and sale of immediate development opportunities and strategic development lands. He advises a variety of clients on mixed use and residential development throughout Northern Ireland. In addition to advising landowners and developers he also provides a wide range of professional services to banks, funders and developers on potential development opportunities.

WHY SAVILLS



OUR PEOPLE

Specialist skill, expert knowledge and significant experience is at the heart of the Savills service.

We believe in specialisation – so that the person advising you on a specific issue is a leader in their field.

You will see the difference: we are commercially focused, informed decision-makers, passionate about property and put a real emphasis on delivering service to you.

WE HAVE GROWN TO BECOME THE **LARGEST** DEVELOPMENT SERVICES TEAM IN IRELAND, OUR EXPERT ADVICE IS SECOND TO NONE.



OUR REPUTATION

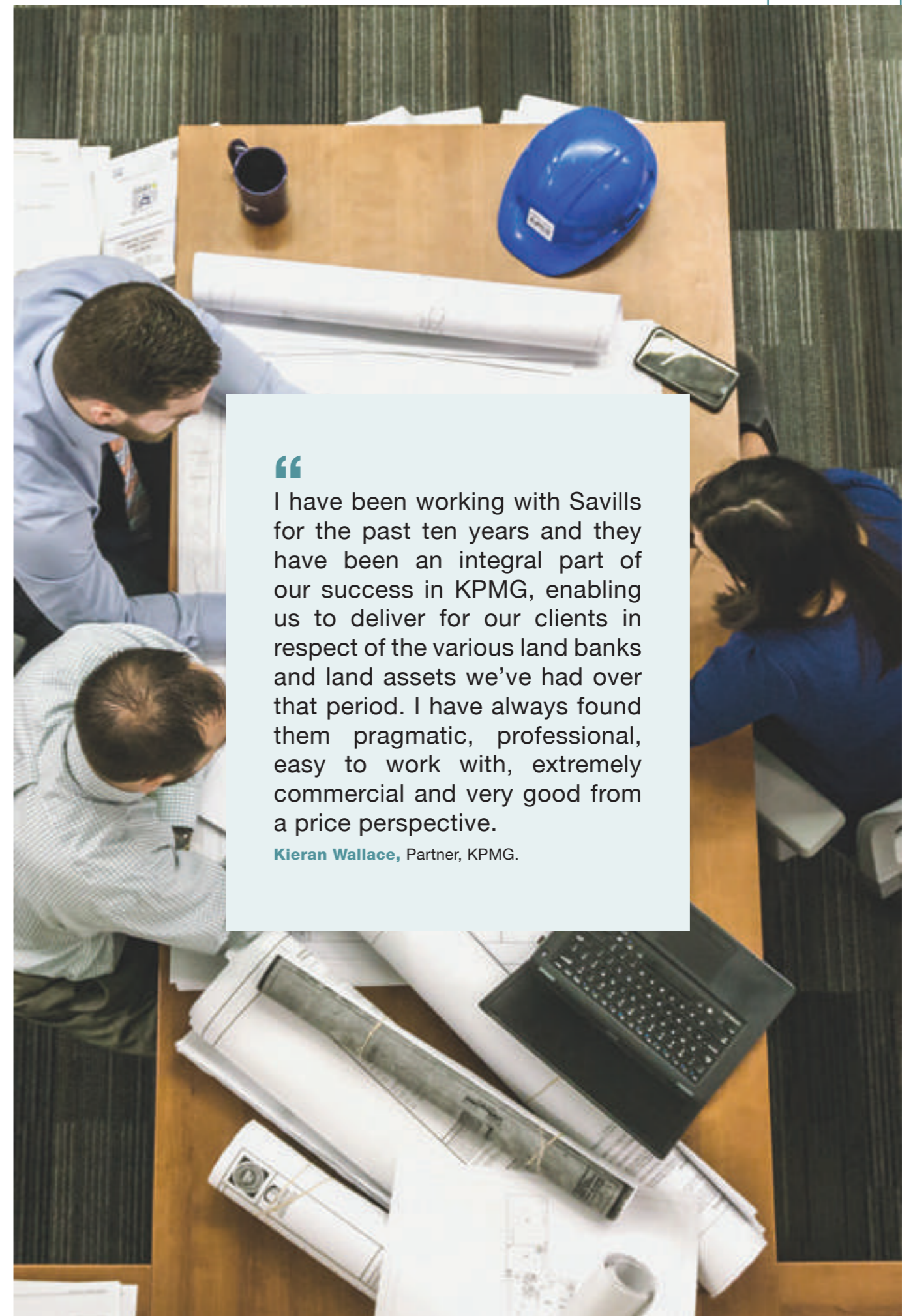
Our distinctive brand is synonymous with quality, innovation and total professionalism. This means you can have confidence in our advice and trust us to deliver. Providing an entrepreneurial approach, ongoing client commitment and a strong track record, we have over 160 years of history to help you with your future.

49% OF REPEAT BUSINESS WAS GENERATED OVER THE LAST THREE YEARS BECAUSE WE LISTEN AND RESPOND TO CLIENT FEEDBACK.



OUR MARKET INSIGHT

Our local deal books and development database give us invaluable insight into the profile of buyers, and highlight changes in market trends upon which we can use for your benefit.



“

I have been working with Savills for the past ten years and they have been an integral part of our success in KPMG, enabling us to deliver for our clients in respect of the various land banks and land assets we've had over that period. I have always found them pragmatic, professional, easy to work with, extremely commercial and very good from a price perspective.

Kieran Wallace, Partner, KPMG.

RESEARCH & THOUGHT LEADERSHIP

Savills' research has two defining characteristics that create a point of difference to the competition and add value to the corporate offering. Firstly, our research explains why things are happening rather than simply describing what is happening. Secondly, Savills research always contains a strong forward looking perspective.

Inspired by the philosophy that there are no insights without analysis, and that there is no analysis without information, Savills research is founded on a uniquely strong data platform. Among other things this enables Savills to provide more highly focused and localised studies than are available elsewhere, but also to pioneer the use of innovative techniques such as econometric rent and price forecasting.

Eschewing the safety of the herd Savills Research provides genuinely independent – and often contrarian – thought leadership on Ireland's real estate markets. Recent examples include debunking the myth that investors were fleeing the rented housing sector, highlighting the importance of demolitions in properly understanding the office

construction pipeline, and examining the impact of demographic shift on the retail mix.

Savills Research is led by Dr. John McCartney who is a member of the Editorial Board of The Journal of Property Research and one of Ireland's most prolific generators of IP in real estate analysis. John and his team work closely with Savills' operating teams to blend theory, data-driven analysis and on-the-ground knowledge into a uniquely insightful research proposition.

Savills Ireland provides a comprehensive suite of monitoring and analytical services across both the commercial and residential sectors of the Irish property market and offers a full range of research services including;

- Regular Market Briefings
- Authoritative Thematic Reports
- Bespoke Client Reports
- Commissioned Consultancy Services



Dr. John McCartney
Director, Research



DEVELOPMENT AGENCY

With all the services you need in one place, you can be certain that we have the expertise needed to help you.



BREATH OF SERVICE

In depth local, national and global market knowledge, across a broad range of service lines mean we have our fingers on the pulse. De-risking development for you.



INNOVATIVE APPROACH

Our approach is to provide you with a different outlook, a new perspective on the market norms. Our innovative and entrepreneurial approach will assure you achieve the best results possible.



TAILORED SERVICE

Our breath of market coverage paired with our professional experts means we will provide a niche service to achieve your goals.



Given the significance, public prominence and financial scope of the transaction, it was important to RTÉ that our property advisers not only optimised the commercial value of the site, but were highly professional and ensured an open market transparent process was conducted. The overall end to end service we received from Savills was superb. It was also very reassuring to know we were in safe hands which afforded us security and peace of mind throughout the process.”

Breda O’Keeffe, Chief Financial Officer, RTE

PROJECT MONTROSE

SERVICES PROVIDED

Feasibility testing, financial modelling, marketing and disposal.

CHALLENGE

The lands command a pivotal position in Donnybrook, one of South Dublin's most prestigious residential locations. The Montrose land was rezoned Z12 in 2013 "to ensure that existing environmental amenities are protected in the predominantly residential future of these lands". This followed a High Court ruling in 2012 stating that a ban on private residential development on all institutional lands in the city's development plan was too restrictive. RTE wanted to secure a lead adviser for Project Montrose who could deliver with local, commercial focus and provide as many of the required disciplines as possible.

SOLUTION

Savills was appointed by RTE to provide strategic property advice to the RTE board. The advice was provided over a number of years, and considered a number of scenarios to realise value from surplus lands. A decision to dispose of 8.64 Ac of lands was made.

RESULTS

A premium price of €107,500,000 was achieved for the lands. At all times the ongoing operation of RTE was forefront of client requirements and this was considered at all stages from a legal, technical, design, operation, feasibility and marketability perspective.



A PREMIUM PRICE OF
€107.5M WAS ACHIEVED
FOR THE RTE LANDS.

1-3 EAST ROAD

HOUSE

SERVICES PROVIDED

Feasibility study, advisory services, valuation and agency advice, marketing, negotiations and disposal.

IFSC

CHALLENGE

Strategically located in the North Docklands, a highly sought after residential and commercial location with no planning permission. One of the most significant inner-city land sales of 2017, the disposal of this 5.21 acre site, required an innovative approach. Duff & Phelps wanted to secure a suitable advisor for the disposal of this exceptional development site.

CK

SOLUTION

Savills was appointed and worked alongside the appointed architects to establish a viable feasibility study for excess 400 apartments and a 120 bed hotel.

RESULTS

After a detailed due diligence review with the appointed legal team, the asset was disposed after an open market campaign in excess of €40 million.



PROJECT TRINITY

SERVICES PROVIDED

Feasibility study, advisory services, valuation and agency advice, marketing, negotiations and disposal.

CHALLENGE

Dublin's most eagerly awaited development opportunity in Ballsbridge, Dublin 4. The single land holding of almost 7 acres, represents the largest residential development opportunity in Ballsbridge. It has the benefit of a 10 year grant of planning permission. The existing property comprises a high profile site comprising two existing hotels, the Ballsbridge Hotel (400 bedrooms) and Clyde Court Hotel (185 bedrooms).

SOLUTION

Savills advised the client on how to maximise the value of the asset. Savills Hotels team negotiated a lease with Dalata to operate the hotels subject to Landlord break options. In addition, an appeal to the Valuations Office by our Rates advisors achieved a significant saving for the landlord.

Savills then marketed for sale the entire as "Project Trinity" a major mixed use development opportunity or two existing hotels. In order to ensure current and relevant market advice, our teams of Development Land, Hotels & New Homes worked together and extensively marketed the property covering a full spectrum of Irish and international developers and investors.

RESULTS

By using the team's extensive experience and knowledge of the Irish market, the asset was marketed at an opportune time and generated strong interest which ultimately achieved a premium price of €182 million for the asset.



PROJECT TRINITY SOLD FOR €182 MILLION.

AIKENS VILLAGE

SERVICES PROVIDED

Advisory services, valuation and agency advice, marketing, negotiations.

CHALLENGE

The site comprises a regular shaped site extending to approximately 1.52 hectares (3.75 acres) located in Aikens Village. The property benefits from FPP for 61 residential units comprising 35 houses, 18 apartments and 8 duplex units.

SOLUTION

Deloitte/NAMA appointed Savills as sole agents to offer the property to market by licence agreement.

RESULTS

Our advisory role included assisting the Receiver and the legal team with the preparation of the actual licence agreement and putting in place a transparent and robust sales process. The process as a whole generated a high level of enquiries and a development partner was successfully secured. This is the fourth licence agreement sale Savills have recently conducted.



TRACK RECORD

PROJECT CHERRY, DUBLIN 18 - Land disposal



GRACE PARK ROAD, DUBLIN 9 - Land disposal



BELGARD ROAD, DUBLIN 24 - Land disposal



ALEXANDER COURT, DUBLIN 2 - Land disposal



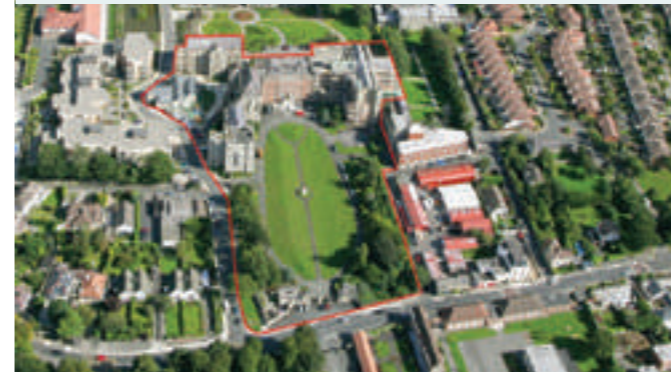
SPAWELL COMPLEX, DUBLIN 6 - Land disposal



Q3 CARRICKMINES, DUBLIN 18 - Land disposal



LORETO ABBEY, DUBLIN 14 - Land disposal



BROCAN WOOD, MONASTEREVIN, KILDARE - Land disposal



HANOVER QUAY, DUBLIN 2 - Land disposal



ROSLYN PARK, DUBLIN 4 - Land disposal



DALKEY MANOR, SOUTH COUNTY DUBLIN - Land disposal



ST EDMUNDS, LUCAN, DUBLIN 20 - Land disposal



15 BARROW STREET, DUBLIN 4 - Land disposal



CUMBERLAND HOUSE, DUBLIN 2 - Land disposal



LANDS AT CAPDOO CLANE, CO. KILDARE - Land disposal



WESTON AIRPORT, KILDARE - Land disposal



DEVELOPMENT SERVICES

NATIONAL COVERAGE

THE ALBANY PORTFOLIO (KILDARE ASSETS)

JIGGINSTOWN, NAAS, CO. KILDARE

The lands comprised 15.4 acres of lands in agricultural use. The lands were zoned residential with no planning permission for future development. The lands are situated to the south west of Naas Town centre. Access to the site is via the Naas southern ring road to the north west of the site. The surrounding area is generally a mix of agricultural lands.

NEWBRIDGE, CO. KILDARE

The lands comprised 51.3 acres of lands in agricultural use, predominately zoned for residential use. The lands are located approx. 1.6km to the south east of Newbridge town centre with no planning permission for future development.

CELBRIDGE ROAD, LEIXLIP, CO. KILDARE

The lands comprised 38.4 acres of lands located approximately 1km southwest of Leixlip Village. The land, which were in agricultural use were zoned for residential use. The lands previously had planning permission for 451 no. units comprising 135 x 2 bed townhouses, 295 x 3 bed semi's & terrace and 21 no. 4 bed semi detached.

OUR SALES METHOD

Savills Development Land placed the portfolio on the open market. The lands were sold as one single lot, for a price in excess of our clients expectations. The sale was conducted by Private Treaty and concluded by a Best and Bids process.

ABBEBROOK, KILBEGGAN, CO. WESTMEATH

SERVICES PROVIDED

Advisory services, valuation and agency advice, marketing, negotiations and disposal.

CHALLENGE

Being a partially completed development site, Grant Thornton wanted to secure a suitable advisor for the disposal of the site located in Abbeybrook, Kilbeggan, Co. Westmeath. The site comprises 32 unfinished residential units and a mixed-use development site (S.P.P.). The properties were at various stages of completion and it was initially unclear as to the current position with regard to development contributions, insurance bonds and Part V obligations.

SOLUTION

Savills was appointed by Grant Thornton to liaise with Westmeath County Council as part of our pre-sale due diligence prior to the disposal of the asset. The client wanted to obtain the best possible price and reduce execution risk and by using the team's extensive knowledge of the area, we were able to achieve a price in excess of the asking price and ensure that the sale closed three weeks following receipt of final offers.

RESULTS

Savills actively marketed the site and sold Abbeybrook for excess €2 million.



SQUARE DEAL SITE, WASHINGTON STREET CORK CITY

SERVICES PROVIDED

Feasibility study, advisory services, valuation and agency advice, marketing, negotiations and disposal.

CHALLENGE

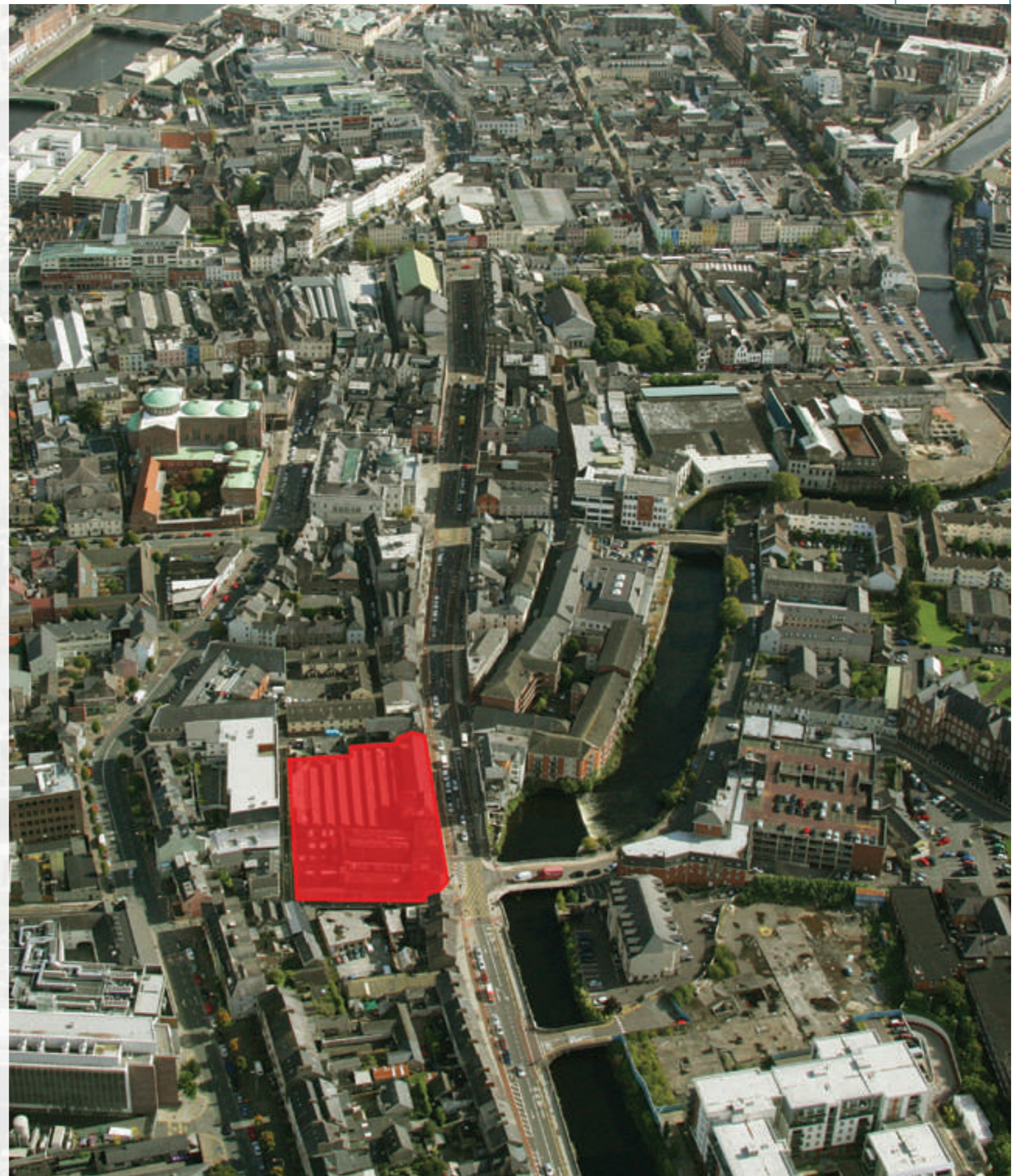
Savills was instructed to advise the client on the potential disposal of this city centre development site, part of which is a protected structure. The subject property, a former furniture store was well located within close proximity of Cork's main shopping thoroughfare, St. Patricks Street while also being within walking distance of University College Cork. The site extends to approximately 0.323ha (0.8 acres) in its entirety, is of regular configuration and benefits from extensive frontage onto Washington Street.

SOLUTION

Savills offered the property to the market available in one or more lots. Firstly, Savills recommended to the client that a planning report be conducted which would be made available to all interested parties. The planning report provided clarity in terms of density, permitted uses and the protected element of the property thus eliminating an element of uncertainty surrounding the site. As well as marketing the property publicly in the national newspapers, a large "For Sale" banner was placed on the property fronting Washington Street. An E-Campaign was arranged and was circulated to our wide database of investors and developers seeking similar opportunities. Once interest levels were gauged, it was decided to bring the sale to a conclusion via a Best Bid scenario. This process encouraged all interested parties to put their best foot forward when making an offer.

RESULTS

A successful sale with a figure of €4.5m was achieved.



CHARLESTON HOUSE, BALLINACURRA, MIDLETON, CO. CORK

SERVICES PROVIDED

Feasibility study, advisory services, valuation and agency advice, marketing, negotiations and disposal.

CHALLENGE

Savills was instructed to advise the client on the potential disposal of this residential development site and period property located in Ballinacurra just outside Midleton town centre. The subject property in its entirety has a site area of approximately 4.85 ha (12 acres). The land which also accommodates a large residential period property on approximately 0.81ha (2 acres) is irregular in configuration and benefits from extensive dual frontage.

SOLUTION

Savills offered the property to the market available in one or more lots. Firstly, Savills recommended to the client that a planning report be conducted which would be made available to all interested parties. The planning report provided clarity in terms of density thus eliminating an element of uncertainty surrounding the site. As well as marketing the property publicly in the national newspapers, an E-Campaign was arranged and this was circulated to our wide database of investors and developers seeking similar opportunities.

RESULTS

Sales price of €4.25m was achieved for the entire (18%) in excess of the guide price of €3.6million.



TRACK RECORD

BELFAST



ACQUISITION OF DEVELOPMENT LANDS AT YORK STREET, BELFAST

SERVICES PROVIDED

Acquisition.

CHALLENGE

Savills played a pivotal role in assisting the experienced development company, Domus UK make its first acquisition in Northern Ireland.

SOLUTION

Savills carried out an extensive search for a prominent development site with the benefit of planning permission for a student housing development scheme.

RESULTS

Savills highlighted an opportunity to acquire a site subject to planning permission for 693 student beds with ground floor retail units directly opposite the new University of Ulster Campus.

“

This was first experience of dealing in the Northern Irish property market. Savills unparalleled dedication and exceptional service just blew the competition out of the water. After our first meeting I knew we were in good hands and Savills would make sure our interests were their interests.”

Domus UK

LANDS AT 319-321, SHORE ROAD NEWTOWNABBEY, BELFAST



SERVICES PROVIDED

Disposal.

CHALLENGE

The client had a site with FPP for a high density residential apartment development and wishes to obtain maximum return when offering the lands for sale.

SOLUTION

Savills advised that a more marketable scheme was required on the lands to obtain the maximum return and feed into the development team which submitted and

successfully obtained a revised planning consent for 56 units to include 4 no. apartments.

RESULTS

Savills actively marketed the site and achieved a price well in excess of previous subject to planning offers previously obtained for the lands. Savills were able to reach into their extensive client database exposing the property to a wider buyer pool eventually ultimately the property to a ROI developer.

“

Savills have worked with us for a number of years. Even when the unexpected happened or we encountered unforeseen delays, Savills never dropped their commitment or dedication to our project. We most assuredly will be back when our next project comes to fruition.”

Bank of Ireland

DEVELOPMENT CONSULTANCY

Turning your vision into reality.

We pride ourselves on innovation. Thinking outside the box to help you identify the best solution and advise you throughout the whole process.

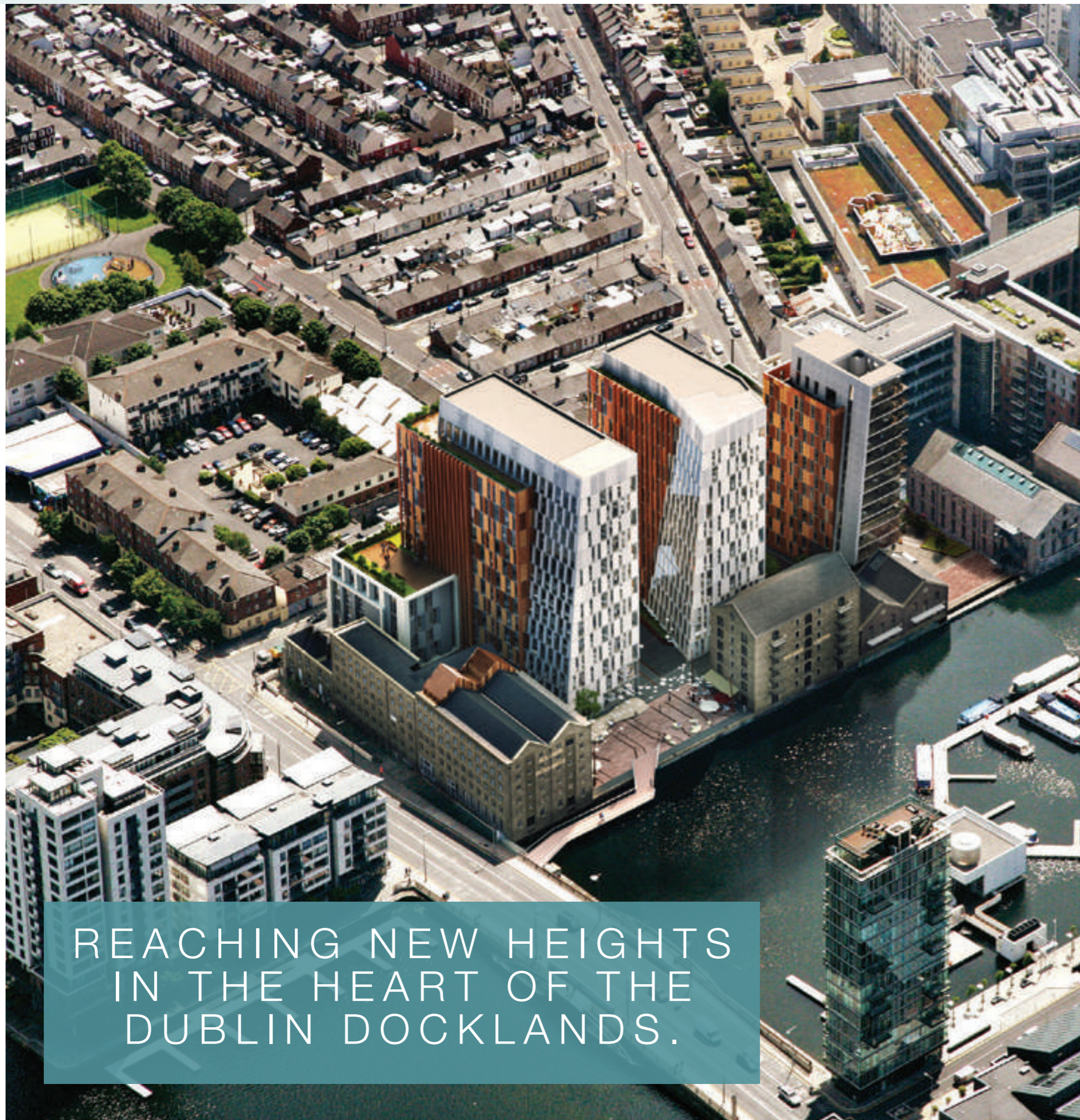
From buying to selling we can provide a full-service under one roof, adding value every step of the way. Our specialists have expertise in development funding, design team and contractor procurement, market analysis and viability testing to allow you to enhance returns and minimise risk throughout the development process. Our service does not stop once planning is received, our team has a wealth of experience in managing the development and construction program, keeping your interests on budget and on time.

“

My experience with the Savills Land team has been very strong, very deep relationship with them, I trust them, and they have always delivered for us, always”

Paul McCann, Managing Partner, Grant Thornton





BOLAND'S QUAY

DUBLIN 4

SERVICES PROVIDED

Development Consultancy including: Business Planning, Bespoke financial modelling, Contractor and design team procurement, Development Management.

CHALLENGE

Set in the heart of Dublin's thriving docklands with a unique frontage to the Grand Canal Dock, this exciting new landmark development will transform the Dublin skyline and surrounding urban landscape, taking its place as the city's most prestigious new corporate address. The asset is made up of both residential and commercial space contained within new and protected structures.

Savills took control of the asset in 2012 undertaking a detailed strategy review, supported by significant benchmarking and market testing for the vacant land.

SOLUTION

Savills delivered a comprehensive business plan and supporting financial model, supported by significant market analysis to allow a re-zoning planning submission to be made. Savills oversee all aspects of development management from inception, including procurement of the design and construction team, to planning and exit strategy. The ongoing role requires strategic advice in terms of delivery and funding structures to realise the development of a new destination in the City.

RESULTS

The Bolands Quay development is about the creation of a new campus in the city. The project has the capacity to deliver a unique campus development comprising 2 new office towers, 1 new residential tower and the restoration of a number of protected structures providing approx. 500,000 sq ft. The project completion is due for completion in 2019.

WWW.BOLANDSQUAY.COM

REACHING NEW HEIGHTS
IN THE HEART OF THE
DUBLIN DOCKLANDS.

POTENTIAL TO DELIVER APPROX. 3,500 APARTMENTS AND OVER 1 MILLION SQ FT OF COMMERCIAL ACCOMMODATION.



FORMER IRISH GLASS BOTTLE SITE, RINGSEND, DUBLIN 4

SERVICES PROVIDED

Development Consultancy including: bespoke financial modelling, viability analysis, valuation and agency advice.

CHALLENGE

As one of Dublin's largest remaining City centre land banks extending to more than 35 acres of strategic, mixed-use development within walking distance of Dublin City Centre, the client required an agent with the ability to provide a full range of services to assist in the creation of a substantial business plan to optimise returns whilst creating a new urban quarter in Dublin City. The lands have the potential to deliver a mixed-use development of up to 3,500 apartments and over approx. 1 million sq ft of commercial accommodation.

SOLUTION

Savills has been engaged to provide strategic property advice to the receiver to optimise the development potential of the lands. Using the full suite of Savills services, strategic development and agency advice was provided to inform a dynamic master plan developed by the design team. This master plan confirms and maximises the development potential of the site while being flexible to allow for changes in market conditions and developer requirements.

RESULTS

The lands have recently been designated a strategic development zone (SDZ) and Savills is currently advising on the development of the business plan for the asset to create and deliver an optimum development that reflects market needs.

THE FULL SERVICE FUNDING & INVESTMENT

We understand commercial and mixed use development like no one else.

Our leading commercial investment and agency teams across Ireland are sector experts, combining extensive global coverage with niche local knowledge. We utilise this to your benefit, linking demand with opportunity wherever that may be whether you are buying or selling, funding or developing, we can quickly pinpoint an assets value to effectively deliver the results you need.

IDENTIFYING THE BEST INVESTMENT OPPORTUNITIES

A number of major, long-term developments require new liquidity. Our mixed-use team is skilled in bringing forward development finance to ensure continuity of delivery.

REDUCING OCCUPIER RISK

Our understanding of both the occupier and landlord markets, as well as our national coverage and experience, allows us to provide our clients with the best advice and innovative solutions to meet their needs.

Our expert teams are supported by world-class leading research and technology tools, and are connected to global corporate demand through Savills Worldwide Occupier Services platform.

WE HAVE EXPERTS ACROSS ALL SECTORS, INCLUDING:



Investment funding



Hotels



Offices



Industrial



Retail & Leisure



Landlord & Tenant



Valuations



Rates



Property Management

13 - 18 CITY QUAY DUBLIN 2



SERVICES PROVIDED

Consultancy, Office Leasing, Investment Disposal

CHALLENGE

Targeted Investment Opportunities (TIO) sought to secure a lead advisor on the forward commitment of high profile HQ office development in Dublin's CBD. With a pre-letting agreed to Grant Thornton; the completed development would extend to net internal area (NIA) of approx. 11,000 sq m (117,800 sq ft).

SOLUTION

The Savills Investment team was appointed to act as real estate advisor to TIO in relation to the forward sale of 13-18 City Quay. Using the team's extensive experience in structuring funding deals and knowledge of the Irish investment and office markets, the property was presented off-market to international and domestic buyers.

RESULTS

The Investment Team, supported by the Office Team who had an input in the project from the outset and had been involved in the design and letting of the scheme, used a full service offering and launched a targeted sales campaign to secure a funder for the development. The property sold for a price in excess of €125 million.

ABOUT SAVILLS

Our mission is to represent our clients diligently, and through that commitment, achieve superior results.

Savills is one of the world's largest real estate firms. Established in 1855, we now have over 30,000 employees in over 700 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

Through our advice, our property management capabilities and our transactional services, we help our clients to fulfil their real estate needs – whatever and wherever they are.

Savills Ireland operates across 6 offices nationally and services the full spectrum of the real estate sector through our different service lines.

A unique combination of sector knowledge and flair gives clients access to real estate expertise of the highest calibre. We are regarded as an innovative organisation with recent market awards being a testimony to our success.

Through a combination of targeting our local contacts, presenting market research, undertaking private presentations and staging exhibitions, we continue to explore opportunities to target new markets across the globe.



£13.7 BILLION

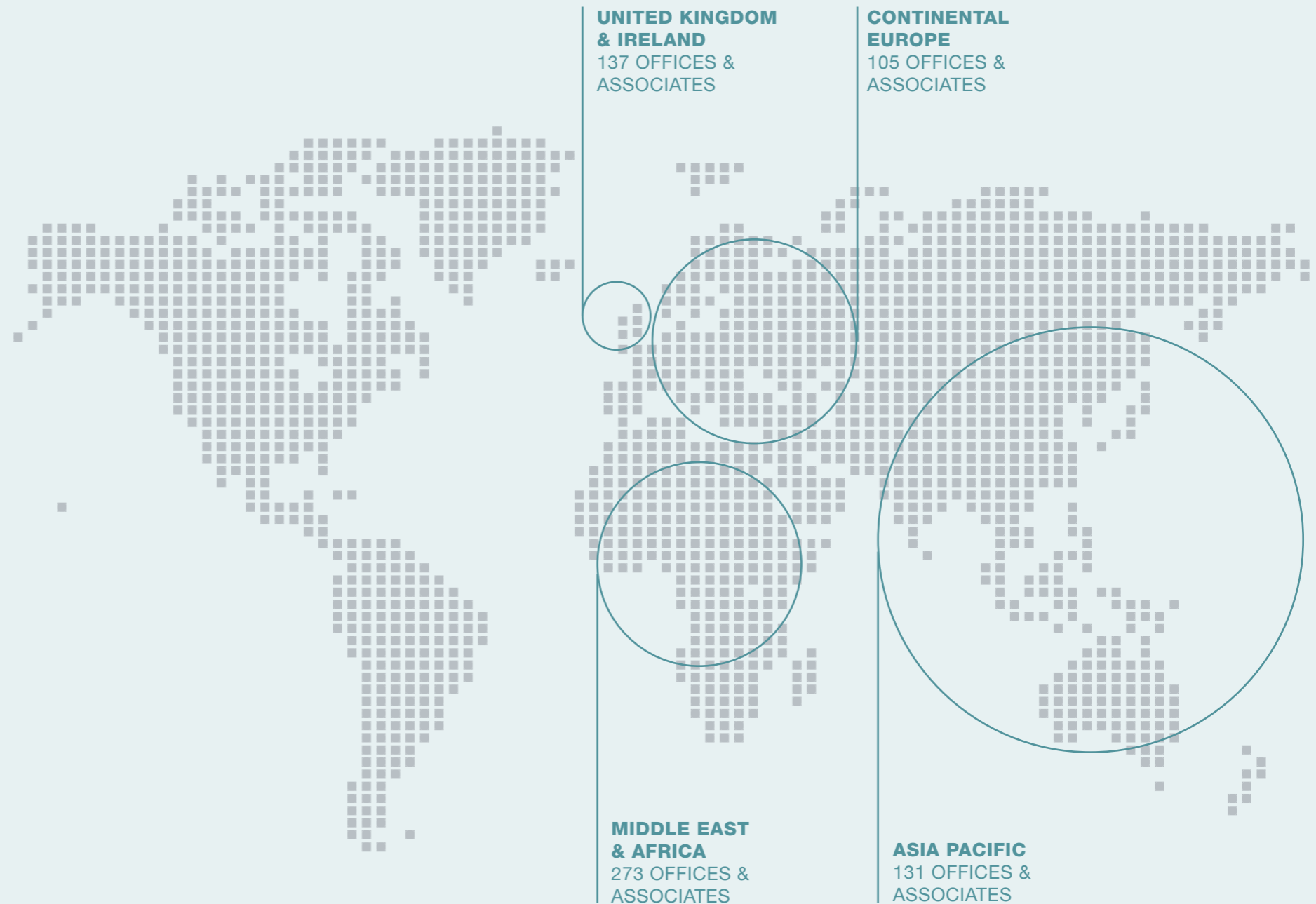
OF GLOBAL TRADE THAT SAVILLS WAS INVOLVED IN HAS PUT US INTO THE TOP 5 GLOBAL REAL ESTATE ADVISORS.

OVER 700

OFFICES AND ASSOCIATES CREATING A STRONG GLOBAL REACH AND NETWORK.

OVER 300,000

EMPLOYEES ACROSS EUROPE, ASIA PACIFIC AND THE AMERICAS.



KEY CONTACTS

Our approach makes certain that we will provide you with the highest quality of work and value for money. Put simply, you will deal with people who are focused on your needs, are responsive and easy to get on with.



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