

A hand is shown drawing architectural plans with a blue marker. The background is a blue-tinted image of a hand holding a blue marker, drawing architectural plans on a piece of paper. The plans include various lines, dimensions, and labels such as "LED STRIP" and "100". The overall scene is set against a blue background.

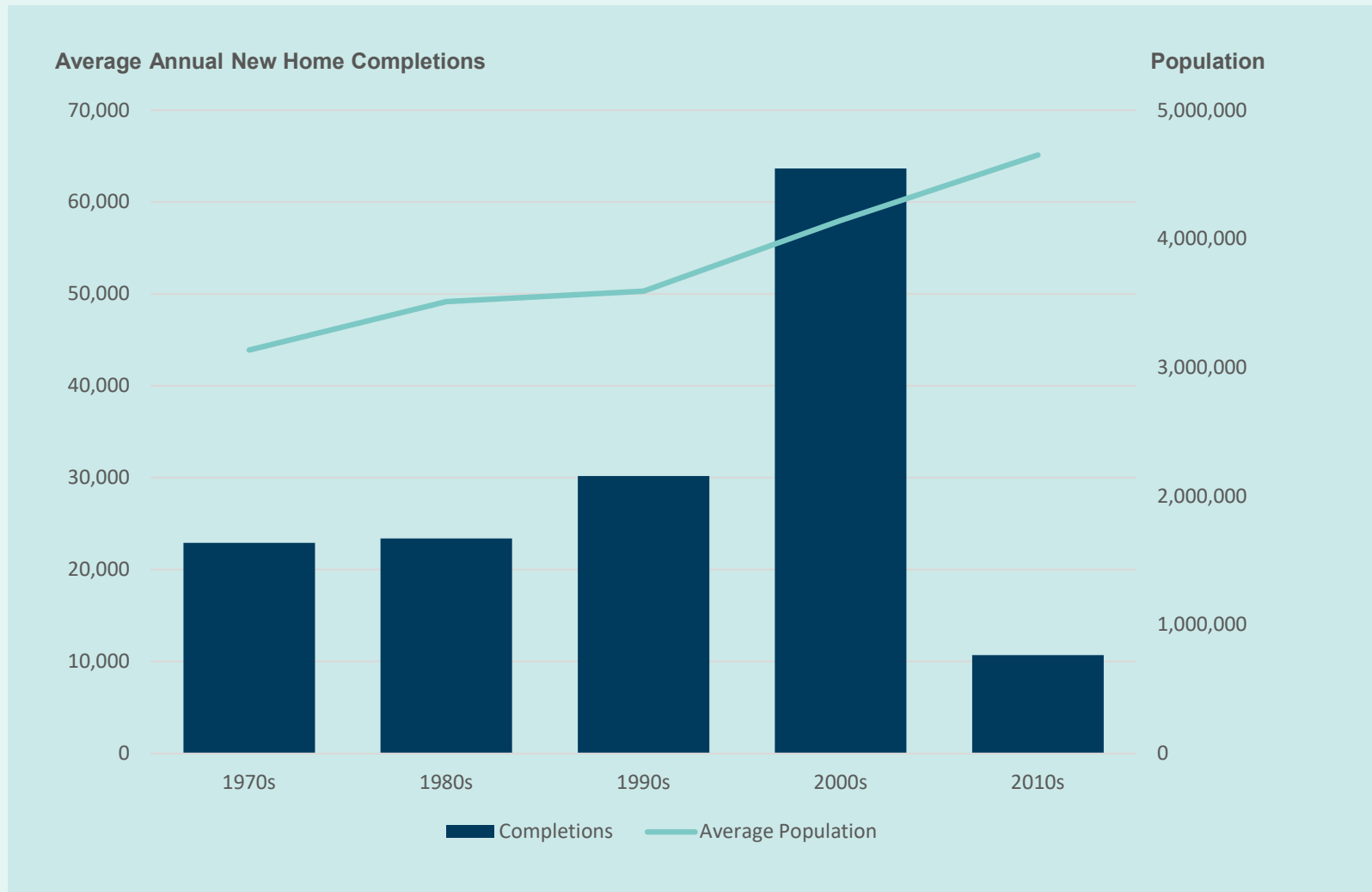
CAIRN

Better ways to build

Michael Stanley, Co-Founder & CEO, Cairn Homes plc

IHBA House Building Summit 2021

Average Annual New Homes Completions For Each of The Last Five Decades



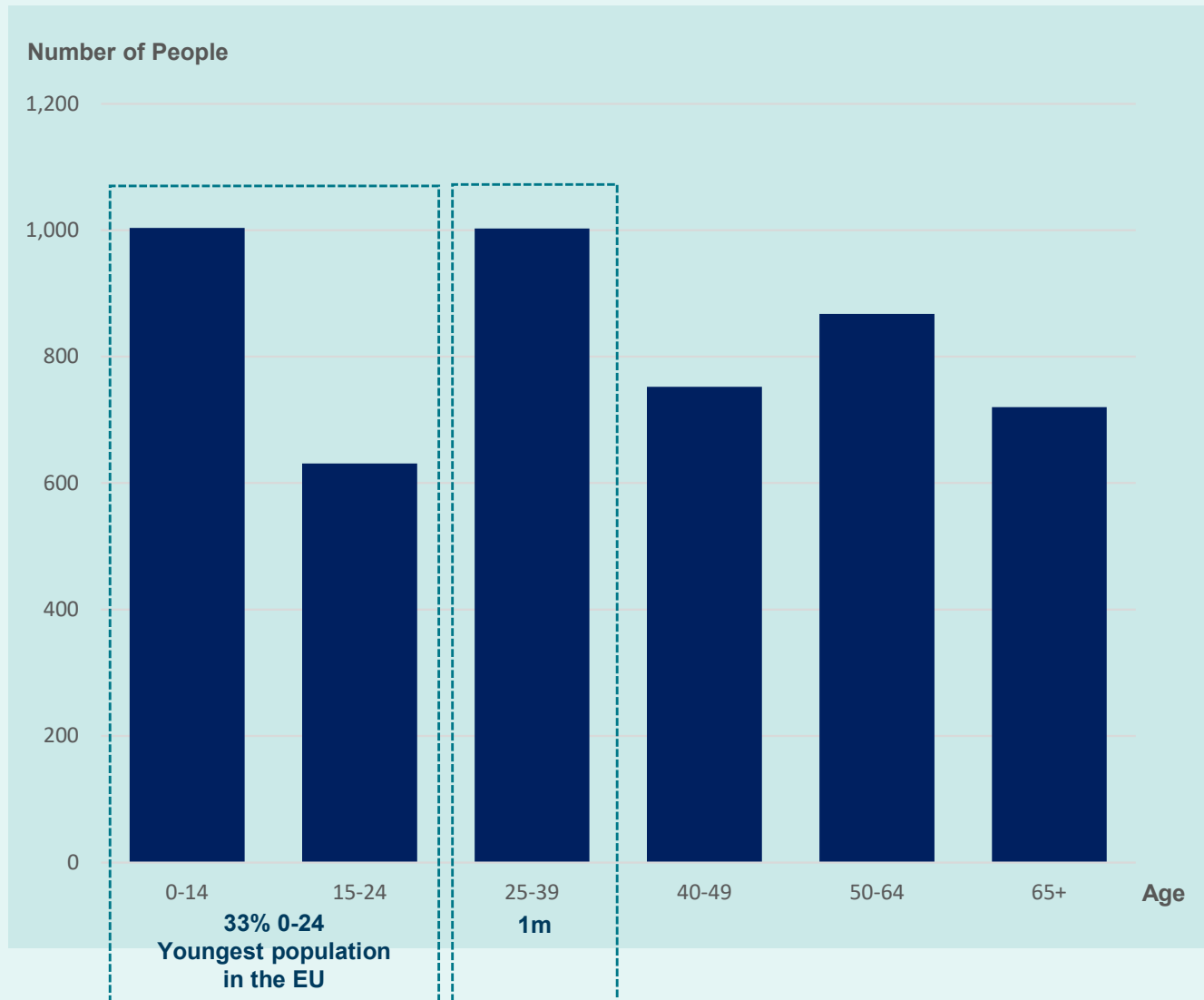
Supply at 1970s Levels

	1972	2019	Change
New Home Completions	21,572	21,133	-2%
Population	3,024,400	4,921,500	+63%
Employment ('000)	1,084,000	2,361,200	+118%
Interest Rates	11.33%	2.88%	-8.45%
GNP (Real)	€44bn	€336bn	+664%

First Time Buyer Market Share

	2019		2020	
	New Homes	%	New Homes	%
CSO New Home Completions	21,133	100%	20,676	100%
Less: One-Off New Homes	(5,067)	-24%	(4,937)	-24%
New Homes - Multi Unit Developments	16,066	76%	15,739	76%
Part V Social Housing (10%)	(1,326)	-6%	(742)	-4%
Local Authority / AHB Purchases (Additional Social Housing)	(4,445)	-21%	(4,331)	-21%
Less: Acquired by Institutions / PRS	(2,909)	-14%	(3,050)	-15%
New Homes Available to Owner Occupiers	7,386	35%	7,616	37%

The Disenfranchised Stuck Middle – Part 1

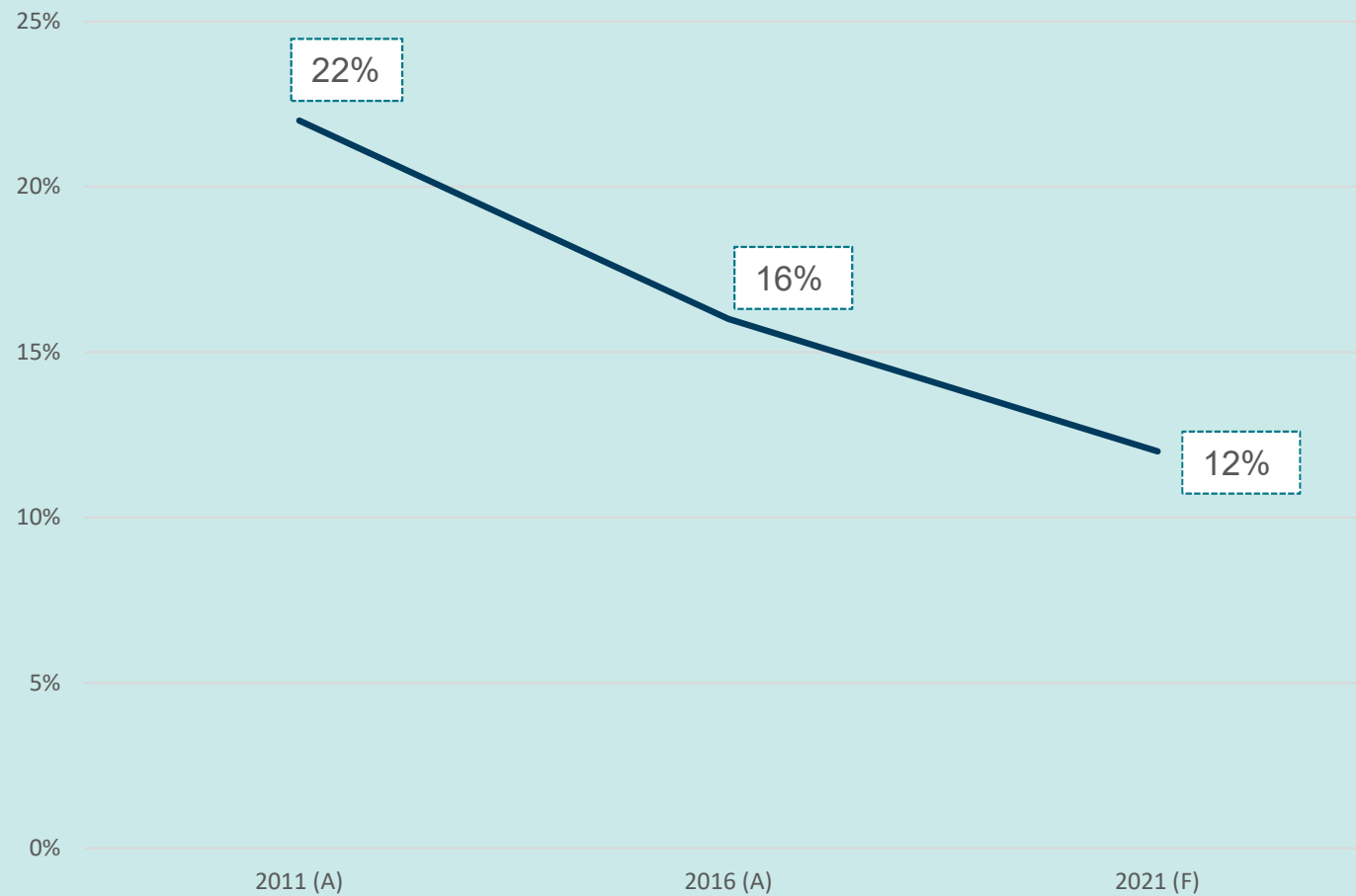


c. 575,000

Couples and individuals in Ireland who
earn between **€50,000** and
€80,000 annually

The Disenfranchised Stuck Middle – Part 2

% of Homes Owned by People Aged < 39



58%

Of all houses in Ireland are rented by people aged < 39

21st

Ireland's ranking in the EU 27 for home ownership at **66%**



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