

**EMPLOYMENT LAND  
SUPPLY STUDY FOR  
NEWRY, MOURNE AND  
DOWN DISTRICT COUNCIL**

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# 1

## EXECUTIVE SUMMARY

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# 1. EXECUTIVE SUMMARY

## 1.1 INTRODUCTION

We have been instructed by the Newry, Mourne and Down District Council (NMD) to undertake a review of current market supply and demand for property assets.

The Local Development Plan (LDP) is required to ensure there is an ample supply of suitable land available to meet the economic development needs in the District over the plan period to 2030. It should offer a range and choice of sites in terms of size and location to promote flexibility and provide for the varying needs of different types of economic activity. The Regional Development Strategy 2035 (RDS) provides an Employment Land Evaluation Framework (ELEF) to enable planning authorities to identify robust and defensible portfolios of both strategic and locally important employment sites in their LDPs.

The key areas we have been requested to address are as follows:

- **INDUSTRIAL MARKET**
- **ENTERPRISE CENTRES**
- **OFFICE MARKET**
- **UNDEVELOPED LAND RECOMMENDATIONS**
- **COUNCIL OWNED ASSET SCHEDULE**
- **FLEXIBLE OFFICE MARKET**
- **EMPLOYERS NEEDS POST BREXIT & COVID19**
- **PRIME SITES**
- **INVEST NI LAND HOLDINGS**

### 1.1.1 Industrial Market

Within the study area there is limited availability of warehouse/industrial space. The largest unit currently available is approximately 11,000 sq ft situated in Newry. We are currently aware of several requirements along the A1 corridor that would fall within the 50,000 to 100,000 sq ft size category. With regards to current construction there are a few schemes that are currently on-site and these are delivering units less than 10,000 sq ft.

### 1.1.2 Enterprise Centres

Each of the Enterprise Centres are fit for purpose and provide much needed space and support for start-up business. We would raise concern over tenants being in occupation for more than 5 years, these centres should have constant turn of businesses and tenants as they grow and move on. Support is required for tenants to move on from Enterprise Centres, and also support should be given to the Enterprise Centres to help them expand and provide much needed "grow on" space.

### 1.1.3 Office Market

There is limited good quality office accommodation throughout the Newry, Mourne and Down District Council area. Most of the available office space is situated within the town centres, above retail units on the high street, most of this space which would be defined as Grade B/C space. With regards to Grade A office accommodation, we feel that Newry should be a focus for new office development.

Whilst it is challenging to gauge demand, the city will not appear on the Foreign Direct Investment radar until there are Grade A buildings that can be physically inspected.

### 1.1.4 Undeveloped Land Recommendations

The total identified undeveloped employment land in Newry, Mourne and Down Council area is 182.38 Ha (451 Acres). It would be our opinion having reviewed the demand forecast provided, that there is sufficient Employment Land zoned within the council area. The challenge is that this land is not readily available for purchase or lease either for potential owner occupiers/potential tenants or developers to construct new space.

### 1.1.5 Council Owned Asset Schedule

The council has a wide range of assets within its control ranging from playing fields to car parks. It is our opinion that the car parks, especially within Newry city centre offer potential for development to assist the council with its regeneration aspirations. We would recommend further studies are required on the asset schedule including a further review on Car Parks and the existing Council office accommodation.

### 1.1.6 Flexible office market

Despite speculation of the future of the office it is expected that the Covid 19 pandemic will instead accelerate already growing trends for flexible space. Within the district there are a few small-scale serviced office providers, and, in the future, we would expect demand for this to grow especially given the rise in home working and hybrid working models. There is potential for existing (and new) council offices to be used to facilitate this growing trend.

### 1.1.7 Employers needs post Covid & Brexit

Prior to Brexit and Covid 19 the supply and standard of warehouse and office accommodation was in our opinion was considered inadequate and this position has not changed in the last 12months. Whilst there are lands zoned that would support current occupational requirements the issue remains of development viability and access to be able to actually acquire said lands either through a purchase or leasing.

### 1.1.8 Prime sites

Within the council area there are a number of prime sites suitable for office, mixed-use and warehouse/industrial development. Some of these sites are within the control of the Council and a review should be undertaken with the aim to bring these sites to the market by way of a development brief. As an example the Canal Bank car parks would be sites that are ripe for development, subject to further due diligence and the necessary consents.

### 1.1.9 Invest NI land holdings

Invest NI, whilst having a significant land holding within the district. Our understanding is it represents 30.6% of the identified undeveloped employment lands so in our view Invest NI is not a barrier to development as there are substantial other zoned industrial/employment land. i.e. they do not have a monopoly type situation on land within the council area.

## 1.2 RECOMMENDATIONS

Following our review of the various market sectors, land zonings, asset registers and existing properties we would make the following recommendation to Newry, Mourne and Down District Council:

- Establish a council working group to understand ownership of the zoned employment lands within the district and engage with these owners to understand the issues and challenges around land being released to the market for development, for example investigate are sites being land banked. Are there mechanisms within the council's remit whereby incentives can be granted to owners/developers to make development viable, such as reduced/subsidised planning fees, reduced rates on completion for a time bound period, the removal of vacant rates on speculative schemes for a timebound period, guaranteed turnaround time for planning applications for new warehouse/industrial development. Whilst we appreciate that these mechanisms may be outside of the councils scope of powers it is our opinion that they should be an advocate for the incentives quoted above.
- Support and assistance to be given to the districts Enterprise Centres to help them expand their business model so that they can create new start up units and "grow on" space. This assistance could come in the form of a partnership between the Council and the Enterprise Centre whereby the Council develops new space which in turn is then run by the Enterprise Centre or alternatively there may be other funding sources available which could assist the local enterprise centres, such as the Northern Ireland Investment Fund.
- There are well known issues around developing Grade A offices within the provincial towns of Northern Ireland whereby end values of schemes are less than the cost of construction. This issue will persist for the foreseeable future. Therefore, if the Council aspires to see Grade A development within the district then interventions are required. Such interventions can be in many different forms and are not necessarily council led interventions. By way of an example an intervention could consist of the council disposing of land by way of a development brief at a nil cost but with a positive condition to construct Grade A offices within a certain time limit. It is likely that in addition to this further financial assistance will be required to plug the viability gap.
- It is our opinion that some further studies are required to assist the Council to make strategic decisions regarding some of their own assets. These studies include a car park study to ascertain what the base line level of car parking within the main population centres are and what is required by the general public. The purpose of this car park study is to establish if any car parks (especially those in city centre waterfront locations) are surplus to requirements. An office accommodation study of existing council owned offices to ascertain future use following the Councils planned relocation to the new Newry Civic Centre.

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# 2

## **SPECIFICATION & BACKGROUND**

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## 2. SPECIFICATION & BACKGROUND

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### 2.1 SPECIFICATION

We have been asked by Newry, Mourne and Down District Council to provide an audit of existing zoned developed and undeveloped lands, office and industrial accommodation including total size of accommodation location, type, value, quality, demand for such and fitness for purpose, in the Newry, Mourne and Down District Council area.

### 2.2 BACKGROUND TO THE REQUIREMENT

The Local Development Plan (LDP) is required to ensure there is an ample supply of suitable land available to meet the economic development needs in the District over the plan period to 2030. It should offer a range and choice of sites in terms of size and location to promote flexibility and provide for the varying needs of different types of economic activity.

The LDP Team currently monitor zoned employment land across the District to identify amongst other things the amount of undeveloped employment land (i.e. supply).

The Council has also developed a database of all Council owned assets and has undertaken a GIS exercise to map the public sector estate and other data around land vacancy within the District.

The Ulster University Economic Policy Centre (UUEPC) has recently completed a review of Employment Space Demand for the District for the plan period up to 2030.

Having established what the District's needs (i.e. demand) may be over the duration of the plan period the LDP team now requires a full and robust understanding of the 'supply' of assets in the District that will be able to be matched against the projected 'demand'.

This will enable the Plan Team to apply the methodology set out in the Regional Development Strategy Employment Land Evaluation Framework (RDS ELEF) in support of any policies brought forward in the LDP.

A study is therefore required that will further refine the information in the NMD Employment land monitor and the Councils Asset Strategy database with regard to potential capacity and provide an overall assessment of the suitability and fitness for purpose of these assets to meet anticipated future economic needs over the plan period.

### 2.3 AREA OF STUDY

In order to undertake this requirement, we are going to examine different sectors of the market as follows:

#### ■ OFFICE MARKET

A review of the office market and availability in the 2 main population centres of Newry and Downpatrick together with a selection of smaller towns and villages including, Newcastle, Warrenpoint, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook and Crossmaglen.

#### ■ INDUSTRIAL MARKET

Review of the Industrial market and availability in each of the 2 main population centres of Newry

and Downpatrick together with a selection of smaller towns and villages including, Newcastle, Warrenpoint, Burren, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook and Crossmaglen.

#### ■ ENTERPRISE CENTRES

Analysis of the 2 Enterprise Centres to include their fitness for purpose, and tenant mix and future requirements/demand taking into consideration the Ulster University Economic Policy Centre - Employment Space Demand Study 2018- 2030.

#### ■ UNDEVELOPED INDUSTRIAL LAND RECOMMENDATIONS

Review undeveloped land as set out by the planning department and comment on its suitability for development.

#### ■ COUNCIL OWNED ASSET SCHEDULE

Review of the council owned asset schedule with recommendations for further study.

#### ■ FLEXIBLE OFFICE MARKET COMMENTARY

Background and review of the flexible office market within the study area.

#### ■ IMPACTS OF COVID AND BREXIT

Review of the impact to date of both Covid and Brexit on the business space market.

#### ■ PRIME SITES COMMENTARY

Review of a number of prime sites within the study area.

#### ■ REVIEW OF INVEST NI LANDS

Review of the Invest NI land holdings within the study area.

#### ■ RECOMMENDATIONS

We have provided several recommendations for the Council to consider.

## 2.4 ORGANISATIONAL BACKGROUND

Newry, Mourne and Down District Council is one of the 11 Super Council's formed in Northern Ireland in 2015. Newry and Mourne District Council merged with Down District Council in May 2015 to form Newry, Mourne and Down District Council which also includes a portion of legacy Banbridge Council Area.

## 2.5 BACKGROUND AND BRIEF HISTORY OF NEWRY, MOURNE AND DOWN DISTRICT COUNCIL

Newry, Mourne and Down District Council has a population of around 181,368 (NISRA, 2019) and a coastline of approximately 100 miles. The Newry, Mourne and Down District Council has 41 elected members, these members represent seven district electoral areas including, Crotlieve, Downpatrick, Newry, Rowallane, Slieve Croob, Slieve Gullion and The Mournes.



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# 3

## **INDUSTRIAL MARKET COMMENTARY**

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### 3. INDUSTRIAL MARKET COMMENTARY

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Within the Newry, Mourne and Down District Council Area we have analysed the two main population centres of Newry City and Downpatrick Town together with a selection of smaller towns and villages including Newcastle, Warrenpoint & Burren, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook, Crossmaglen.

#### 3.1 INTRODUCTION

We have reviewed the current industrial stock in Newry and Downpatrick together with a selection of smaller towns and villages taking consideration of the current industrial availability, vacancy levels, demand, location, and quality of accommodation.

#### 3.2 DEMAND

The demand for industrial accommodation within all regional towns across Northern Ireland comes from a mixture of local and corporate occupiers who will usually choose a location based on their type of business, supply networks to and the availability of skilled staff within the area.

With regards to unoccupied industrial stock – demand, size, quality, and location all play a part in determining the likely causes for vacancy.

Over the last year the demand for good quality warehouse space in Northern Ireland has increased significantly while supply has decreased. Limited new build industrial property has been developed over the last 15 years, unless on a design and build (D&B) basis for an end user. There have been several D&B examples of this including units for Amazon in Titanic Quarter, Consintino at Nutts Corner and DFS at Mallusk, rental levels on these warehouse units have been in excess of £6 per sq ft.

To date there still has been limited speculative development throughout Northern Ireland as rental levels are still not strong enough to make development viable. Average construction costs, excluding VAT, professional fees, developer's profit and site costs currently equate to £50.00 -£60.00 per sq. ft. For a feasible development rents in the region of £6.00 - £7.00 per sq. ft. would be required, with the market rate at £4.50/£5.00 per sq. ft, this figure is increasing slowly due to the limited availability.

In the last year demand for industrial warehouse space throughout the UK including Northern Ireland has increased considerably partly due to the surge in online sales related to Covid 19. During the pandemic, internet penetration in the UK surged from 19% in February to 33% in June (CBRE Urban Logistics Report).

Over the past 6 months there have also been enquiries for extra warehouse space on the Belfast to Dublin corridor in relation to Brexit, to date we have not seen any of these requirements fulfilled again, partly due to the limited supply and also partly due to slow decision making.

### 3.3 OWNERSHIP

The industrial accommodation within Newry City and Downpatrick Town and a selection of smaller towns and villages are owned by a mixture of local landlords/investors and owner occupiers. Limited new industrial stock has been developed in the NMD district within the last 15 years.

### 3.4 AVAILABILITY & QUALITY

We have completed an analysis into the current availability & quality of industrial accommodation within each of the three sub-sectors.

#### Availability

Appendix A, provides an availability schedule of warehouse accommodation in

- Newry;
- Downpatrick; and
- Smaller settlements.

#### 3.4.1. NEWRY

##### Accommodation Type and Quality

The vacant industrial space, currently on the market To Let in Newry equates to 61,363 sq ft of accommodation. The smallest unit currently available is 1,430 sq ft on Forkhill Road, Newry with the largest unit available of 11,669 sq ft in Ballinacraig Business Park, Greenbank, Newry.

There is currently a reasonable supply of units available around 2,000- 3,000 sq ft with only one larger unit available above 10,000 sq ft. There are currently no large warehouse units available over 12,000 sq ft.

A number of the units are new build developments being constructed presently on a speculative basis such as units at Chancellors Road in Newry and Canal Walk Business Park.

##### Rental Levels

Industrial rents in Newry range from £3.50 per sq ft to £7.00 per sq ft with rents for a number of units above £5.00 per sq ft. Quoting rent at the new build units at Chancellors Road are around £6.50 per sq ft and £7.00 per sq ft at the Canal Walk Business Park Development.

#### 3.4.2. DOWNPATRICK

##### Accommodation Type and Quality

Vacant warehouse space currently on the market To Let within the general Downpatrick area, is currently approx. 17,914 sq ft, available units range from 2,600 sq ft in Annacloy Business Park to the largest available unit of approx. 4,010 sq ft on Church Road, Downpatrick. There are currently 5no. warehouse units available to let. Only one unit is available below 3,000 sq ft in size with two units around 3,500 sq ft and two units around 4,000 sq ft.

There are currently no units available of less than 1,500 sq ft which we would anticipate demand for in this area from local businesses.

## Rental Levels

Industrial rental levels within Downpatrick range from £1.38 per sq ft to £2.99 per sq ft for a standalone warehouse located at Annacloy, Downpatrick.

### 3.4.3. TOWNS AND VILLAGES

#### Accommodation Type and Quality

When reviewing industrial accommodation within the smaller towns and villages we have found two small industrial properties on the market to let totalling to 8,205 sq. ft, one is located in Crossgar and one in Warrenpoint.

## 3.5 CONCLUSION

Across the council area there is currently a total of 87,302 sq ft of industrial/warehouse space available on the market To Let. The largest unit available is 11,669 sq ft in Newry. There is reasonable supply of smaller units in the 2-3,000 sq ft size range which are suitable for growing businesses. Within Newry there are currently 2 speculative developments taking place one at Canal Walk and one at Chancellors Road. Newry is one of very few locations within Northern Ireland that speculative development is currently underway. Rents on the speculative developments are £6.50-£7.00 per sq ft which is higher than rents for existing buildings.

Quoting rental levels in the Newry area are typically higher than quoting rentals for Greater Belfast, which are around £5 per sq ft for existing stock, due to supply imbalance.

We would comment that there is a lack of larger warehouse units available and would be of the opinion that larger warehouse/industrial units are needed in Newry to attract new and expanding businesses to the area.

Within the smaller settlements we believe that the market is better suited for smaller business units and that there is currently adequate land zoned to accommodate such developments. If a scheme of small business units was delivered in these smaller settlements it would be our opinion that demand would be good.

Overall, we would comment that despite Newry being a major centre there is limited warehouse space currently available within the council area, and certainly significantly less than other major towns across NI. CBRE have recently had 2no. requirements for warehouse space in Newry of 10,000 to 15,000 sq ft which cannot be fulfilled.

## 3.6 FITNESS FOR PURPOSE

The current existing stock is generally fit for purpose given the high occupancy levels, however the market is in effect being held back by the lack of new space coming to the market for all business sizes. We would suggest that larger accommodation is needed to support companies and to attract new occupiers. Within the area there are currently no larger developments being marketed on a design and build basis, which is a concern considering the amount of zoned employment land and also detrimental when trying to attract new occupiers to the district.

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# 4

## **REVIEW OF ENTERPRISE CENTRES**

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## 4. REVIEW OF ENTERPRISE CENTRES

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Enterprise Northern Ireland was formed in 2000 to represent 28 Local Enterprise Agencies, who support start up business. Enterprise Northern Ireland has a network of local Enterprise Agencies, these support small business and community enterprises.

Enterprise Northern Ireland represents the interests of Local Enterprise Agencies and lobbies on behalf of small business.

Within Newry Mourne and Down area there are 2 main Enterprise Centres located within each of the main settlements.

- Down Business Centre, Downpatrick
- Newry & Mourne Enterprise Agency, Newry

Each of the enterprise centres provide support through assistance with business plans, grant funding and further growth.

### 4.1 DOWN BUSINESS CENTRE

Down Business Centre was established in 1986 as the local enterprise for the Down District council area. The company is a not-for-profit organisation and works for the benefit of the local community by supporting new and existing small business and by playing an active part in business development at local, regional, and national levels.

The business centre is located just outside Downpatrick on the main Belfast Road. The Centre is approx. 34,024 sq ft of accommodation including workspace units and office suites, workshop units range in size from c.500 sq ft to 1,000 sq ft

The centre is made up of 35 no. business units and 17 no. office suites.

#### Tenancies

Tenancy agreements are normally short-term agreements.

Down Business Centre key findings:

- Five tenants have been in occupation for 17 or more years.
- Approximately 53% of the tenants have been in occupation for 5 or more years.
- The average occupancy term is currently 5 years.
- Rents for the workshop units are approximately £5 per sq ft including services but excluding rates. (some workshop units are let at £7 per sq ft)
- Rents for the office units are approximately £10 per sq ft plus electric and rates.
- There is currently good demand for workshop units of around 1,000 sq ft.
- Demand is from a mixture of start-up business and expanding businesses.
- Occupancy currently at 100%, however G.Lowden a long-term tenant will be moving out over the coming months/year. They currently occupy 7 units. (approx. 6,376 sq ft)

### Tenant Mix

There is a wide mix of tenants within the Business centre including service industries, food industry, engineering, IT companies and healthcare companies.

G. Lowden currently occupy 7 units (20 percent of the business units) within Down Enterprise centre, they have been in occupation approx. 15 years and have grown considerably in size over the last 15 years, they are currently building a new purpose-built facility nearby.

A number of tenants within the centre have two units however in a number of cases this is only 1,000 sq ft of space in total.

## 4.2. NEWRY & MOURNE ENTERPRISE AGENCY

Newry & Mourne Co-operative and Enterprise Agency (NMEA) was established in 1972 with the primary objective of promoting jobs and creating wealth in the Newry & Mourne area, it was the first enterprise agency to be established in Northern Ireland. Today the Enterprise agency consists of five business centres and incubation centres. Each of the sites consist of units ranging from 500 sq ft to 5,000 sq ft. Office space ranges from 100 sq ft to 1,000 sq ft. At the date of our report each of these centres are 100% occupied, tenancy agreements are on flexible terms with most tenants occupying under monthly licence agreements.

The five locations are as follows:

### Win Business Park Newry

Located in the Centre of Newry the centre is approx. 120,000 sq ft with a mixture of office and warehouse units. Approximately 25% of the tenants have been in occupancy for 20 years. Tenant turnover is approximately 10% each year. Rents are approximately £4.00 per sq ft, per annum

### Warrenpoint Enterprise Centre

Located just outside Warrenpoint, 500 yards from Warrenpoint Harbour office with a mixture of office units and warehouse units, the centre is approx. 18,000 sq ft.

### Flurrybridge Enterprise Centre

Located midway between Newry and Dundalk at Junction 20 on the A1/N1 Dublin to Belfast corridor. The site provides 60,000sqft of workspace in the form of 29 industrial units and 5 office units. Rents are approximately £5- £5.20 per sq ft

### Binnian Enterprise Centre Kilkeel

Located in the harbour area of Kilkeel providing 20,000 sq ft of Modern workspace. This centre is a partnership between Newry & Mourne Co-op and Enterprise Agency and Kilkeel Development Association.

### Forkhill Enterprise Centre

Located 9 miles south of Newry and 4 miles north of Dundalk the centre provides 7,000 sq ft of retail and office workspace.

Newry & Mourne Enterprise Agency have stated that their operations need to be 90% occupied in order to make the model work with their rental income reinvested.

### 4.3 FITNESS FOR PURPOSE

In our opinion both business centres are generally fit for purpose, they provide important start-up and growth space for small and new businesses. The centres provide accommodation on flexible terms which is important to new business.

### 4.4 CONCLUSION

Both Enterprise Agencies (Down Business Centre and Newry & Mourne Enterprise Agency) are currently fully occupied and are experiencing high levels of enquiries with demand for workshop units, both agencies have detailed that they have waiting lists for units, with a strong demand for units of 1,500-2,000 sq ft.

As with Enterprise Agencies across Northern Ireland a high percentage of tenants have been in occupation for long periods of time with many tenants remaining in enterprise agencies for more than 10 years, a number of the tenants also have multiple units as their business grows they take on additional units within the park. It is often the lack of alternative larger space that prevents tenants from moving on along with the costs associated with moving.

Enterprise Agencies provide invaluable support to tenants in relation to applying for grants, funding etc that is not available outside of these business centres, this support has never been as important as over the last 12 months during the current Covid 19 pandemic.

While the enterprise centres are full, they cannot provide space and support to new and growing businesses to allow them to start and grow.

Both centres have expressed interest in expanding their offering, taking into consideration the Ulster University Employment space demand study, and in our opinion the current level of demand would support expansion of these centres, however like many centres it is difficult for them to expand without support. Build costs are continuing to increase and rental levels do not support development.

In an ideal situation, business would move on from Enterprise centres within say 5 years to allow new businesses to move in and grow. The Enterprise Centre model is now a business model which relies on retaining tenants for income.

For tenants moving on from Enterprise Centres there are a number of issues to be considered, the lack of alternative space available within their chosen area, the cost of moving and the support and assistance provided by Enterprise Centres is not available within traditional Business Parks.

It is our opinion that the Enterprise Centres should be provided with assistance and support which allows them to expand their operations and deliver much needed "grow on space". It is not a case of replicating the existing offering but expanding on what has proven to be a successful formula for supporting and growing businesses.

In our opinion 'grow on space' would consist of workshop/warehouse type units of around 2,000-5,000 sq ft. It would make sense for these units to be located close to the existing business centres as for many occupiers a move to a different location could be detrimental to retaining staff. Consideration could be given to similar enterprise centres in several locations throughout the council area.

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# 5

## **OFFICE MARKET COMMENTARY**

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## 5. OFFICE MARKET COMMENTARY

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Within the Newry, Mourne and Down District Council Area we have analysed the two main population centres of Newry and Downpatrick and a selection of smaller towns and villages - Newcastle, Warrenpoint, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook and Crossmaglen.

### 5.1 INTRODUCTION

We have reviewed the current office stock in each of the two main population centres of Newry and Downpatrick and the smaller towns and villages - Newcastle, Warrenpoint, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook and Crossmaglen, by taking consideration of the current office availability, vacancy levels, demand, location and quality of the office stock.

### 5.2 DEMAND

The demand for offices within all regional towns across Northern Ireland comes primarily from Small and Medium Sized Enterprises (SME's) serving the local area rather than large corporate occupiers, unlike the Belfast City Centre office market which has a 5-year average office uptake of approx. 482,322 sq ft (CBRE Research).

With regards to unoccupied office stock – demand, size, quality, and location all play a part in determining the likely causes for vacancy.

At the time of writing March 2021, the Covid 19 Pandemic continues to hinder the office market, with office take up in Belfast City Centre at a record low, for the full year of 2020 the market recorded 140,911 sq ft, a significant drop on the previous take up of 517,380 sq ft for 2019.

The result of the various lockdowns encountered in 2020 equated to Belfast recording its lowest level of take-up since 2010. Whilst the immediate term picture remains subdued, the Belfast market is very resilient and still boasts the most competitive occupational market in the UK with strong sector fundamentals.

Many occupiers are carrying out strategic reviews of their operational properties to ascertain if they need less space given the rise of working from home. The flip side of this is that if social distancing continues for the foreseeable future then some companies may need more space to safely accommodate their staff. Pre-Covid office design was about pushing design densities so that a building could accommodate more people, post-Covid we will see office design be less about density and even more about the user experience, reducing touch points and providing facilities that help staff remain safe such as enhanced cycle facilities etc. The appetite for Well/Green buildings will increase in the years to come.

Well/Green buildings are buildings that put the welfare and wellness of the occupant at the forefront of the overall building design.

### 5.3 OWNERSHIP

Most of the office accommodation within each of the two main population centres and selection of smaller towns and villages is owned by local landlords and investors who hold the property mainly for the rental income from the retail on the ground floor, often there is no appetite to spend considerable capital expenditure on the first floor office in a market with limited demand. Larger office developments such as those in Newry are in the ownership of larger investment companies however once again the limited demand for offices in regional towns across Northern Ireland leads to reluctance from landlords to refurbish offices with no strong prospect for a tenant.

### 5.4 AVAILABILITY & QUALITY

We have completed an analysis into the current availability & quality of office accommodation within the two main population centres and smaller towns and villages.

Most of the available office space within the NMD Council area is situated within the city/town/village centres, above retail units on the high street. This accommodation is generally dated and of poor-quality requiring capital expenditure to bring it up to a modern standard. Within the NMD Council area there is limited Grade A office accommodation.

From our market knowledge and requirements for office space we know that this type of compact, cellular space is not desirable to employers who seek an innovative, modern, motivational work environment.

Appendix B, provides an availability schedule of office accommodation in:

1. Newry
2. Downpatrick
3. Towns and Villages (as per section 2.3)

#### 5.4.1. NEWRY

Newry is a city in Northern Ireland and has a population of 26,967 people, recorded in the 2011 Census.

##### Accommodation Type and Quality

The total available office stock figure for Newry is currently around 14,657 sq ft, with space ranging in size from around 206 sq ft to 3,900 sq ft. This includes one office which is currently on the market for sale. In a report completed in February 2020 by CBRE for NMD the total available office accommodation for Newry was 20,355 sq ft (Newry Office Market – Update Report – February 2020).

The office accommodation within Newry consists of a mixture of second-hand accommodation and terraced buildings, which would require capital expenditure to make it suitable for occupation, to modern office accommodation such as that of 15 Merchant Quay. The majority of the office accommodation is located within Newry City Centre in the prime retail core or on the outskirts of the City in small business parks.

## Rental Levels

Office rents in Newry range from £2.50 per sq ft for poor quality accommodation to £11.00 per sq ft better quality accommodation, this accommodation is economical when considering the comparison of similar offices in Belfast City Centre which would demand a rent of approximately £12.50 - £15.00 per sq ft for similar accommodation. Brand new Grade A office accommodation in Belfast City Centre is achieving rentals of £23.00 per sq ft however, Newry does not have the same quality of product.

### 5.4.2 DOWNPATRICK

Downpatrick is a small town approximately 30 miles from Newry, recorded a population of 10,822 in the 2011 Census.

#### Accommodation Type and Quality

Downpatrick has relatively low levels of available office space with approximately 8,217 sq ft of office accommodation currently vacant and on the market. Available accommodation ranges from 297 sq ft offices in Down Business Centre to 2,200 sq ft on Irish Street, Downpatrick. This includes one office which is currently on the market for sale.

Most of the vacant office accommodation is located on English Street and Irish Street with smaller office units available in Down Business Park.

Within Downpatrick, smaller offices are located within the town centre or in detached office buildings, these offices are usually Grade C in classification. While better quality Grade B offices are located outside the town in Down Business Centre, providing a range of serviced office space.

## Rental Levels

Office rents in Downpatrick range from £5.20 per sq ft for modern first and second floor offices to £12.20 per sq ft for a semi-detached office building comprising 4 offices. Much of the accommodation within Downpatrick would be classed as Grade B or C. This accommodation is reasonable when considering the comparison of similar offices in Belfast City Centre which would demand a rent of £12.50 to £15.00 per sq ft for Grade B space.

### 5.4.3 SMALLER TOWNS AND VILLAGES

The smaller towns and villages selected to be analysed were Newcastle, Warrenpoint, Kilkeel, Ballynahinch, Saintfield, Killyleagh, Castlewellan, Bessbrook and Crossmaglen.

#### Accommodation Type and Quality

Currently the total available office stock throughout these smaller towns and villages is approx. 5,350 sq ft. Office units vary in size from 332 sq ft to 1,685 sq ft within these towns and villages.

The office accommodation available was across three of the selected towns and villages namely Newcastle, Castlewellan and Saintfield. There were no available options in the other selected towns/villages.

It remains that there is a lack of good quality office accommodation available within these smaller towns/villages, however demand is not conducive to developing Grade A offices.

## Rental Levels

Office rents in Newcastle range from £3.48 per sq ft, Castlewellan office rents range from £10.00 per sq ft to £11.66 per sq ft and in Saintfield office rents range from £3.88 per sq ft to £6.23 per sq ft.

## 5.5 CONCLUSION

There has been very little change in the figures for available office accommodation since 2018, with the majority of the same buildings remaining available and on the market. This implies two things either there is limited demand (which has been the case in 2020 as can be seen in the drop of office take up figures for Belfast) or the buildings are not suitable for current requirements.

As reported in 2018, (CBRE Newry Office Demand Report) the majority of available office space within the NMD District Council area is situated within the town and village centres, above retail units on the high street, most of this space which would be defined as Grade B/C space. This is the case in most regional towns throughout Northern Ireland and not unique to NMD District Council area.

Both Newry and Downpatrick have limited small offices available which would appeal to the local SME market, the demand for larger office suites and buildings is more challenging to correlate. The difficulty is that due to limited Grade A supply in the main towns means that potential large-scale occupiers/FDI companies do not consider the location in the first place due to the lack of availability.

The same challenges that were evident in the provincial office market in 2018 (and to a lesser extent in Belfast) still persist today.

The main issue is still centred around the viability of schemes, put simply speculative office development does not stack up given the current cost of construction and the level of rent that occupiers are prepared to pay to an investor/developer in provincial markets. Unfortunately, the level of return versus the level of risk of speculative development will make the majority, if not all schemes unviable at present.

It would appear that demand exists in Newry from locally owned and national companies, however with rents still hovering around the £10 to £12 per sq ft per annum level, the market requires some innovative solutions if speculative development is to be viable. The concern for a city like Newry is that existing occupiers may struggle to expand within the leasing market unless they are prepared to either construct their own building or be prepared to pay a rent that supports new development.

This total lack of suitable quality supply will not help the city attract Foreign Direct Investment, the majority of which will locate in Belfast where the supply issue is less of a challenge.

In this post Brexit era, cities like Newry have the potential to be a landing pad for numerous companies who trade between the UK and Europe, however this all depends on suitable product being available.

Newry should also be seen as a potential location as a hub for a central government function as this could act as a stimulus to the market by providing new accommodation in the city, provide further regeneration which in turn could attract further investment.

In terms of a solution to provide new office development the council could provide a wrapper on a scheme whereby they guarantee a minimum level of rent on a new building to remove a large portion of the risk for a developer. However, given the relatively low rents this type of scheme is unlikely to suit NMD Council's risk appetite. To a lesser extent the removal of vacant rates on new development until an occupier is found could also assist the market by removing a significant barrier to development.

Whilst the traditional banks are not providing finance for speculative schemes the likes of the Northern Ireland Invest Fund have provided finance to enable schemes to commence on site.



To conclude it is our opinion that demand exists in Newry for quality office space, however a number of challenges exist as detailed and until these are overcome, we will continue to see a lack of investment unless major steps are taken by the relevant authority.

## **5.6 FITNESS FOR PURPOSE**

The office accommodation in each of the towns in our opinion is not currently fit for purpose, much of the accommodation is in poor order and requiring significant investment to bring it up to standard, however the rents in the provincial towns do not support the viability of such an investment.

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# 6

## LAND USE COMMENTARY

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## 6. LAND USE COMMENTARY

### REVIEW OF UNDEVELOPED EMPLOYMENT LANDS

We have been provided with the NMD Council Industrial and Economic Land Monitor which has been assessed to consider the fitness for purpose and suitability of employment lands within the district for future economic development.

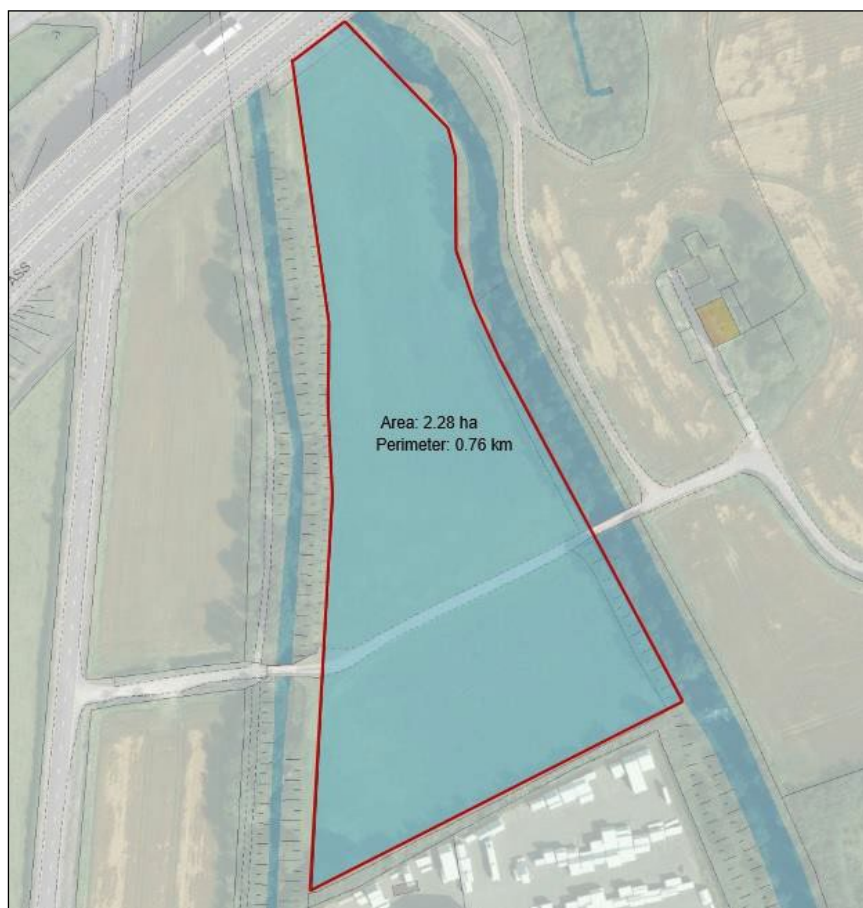
The Newry, Mourne and Down Draft Industrial and Economic Land Monitor Report 2020 has been prepared by the Local Development Plan (LDP) Team. It relates to the availability of land for industrial and economic development across the District in those sites zoned for industrial/economic purposes in the two extant Development Plans (Ards and Down Area Plan and Banbridge, Newry and Mourne Area Plan) as well as those sites identified as existing industrial land in the extant plans.

Detailed below is our commentary on each of the employment lands based on our market knowledge and also taking into consideration the Ulster University Employment Space Demand Study 2018 -2030.

The sites have been colour coded, Green, Amber and Red, with Green being prime lands which we feel there would be a strong market for. Amber being lands which have current and future potential demand. Red are lands which we see having limited demand for development in the short term.

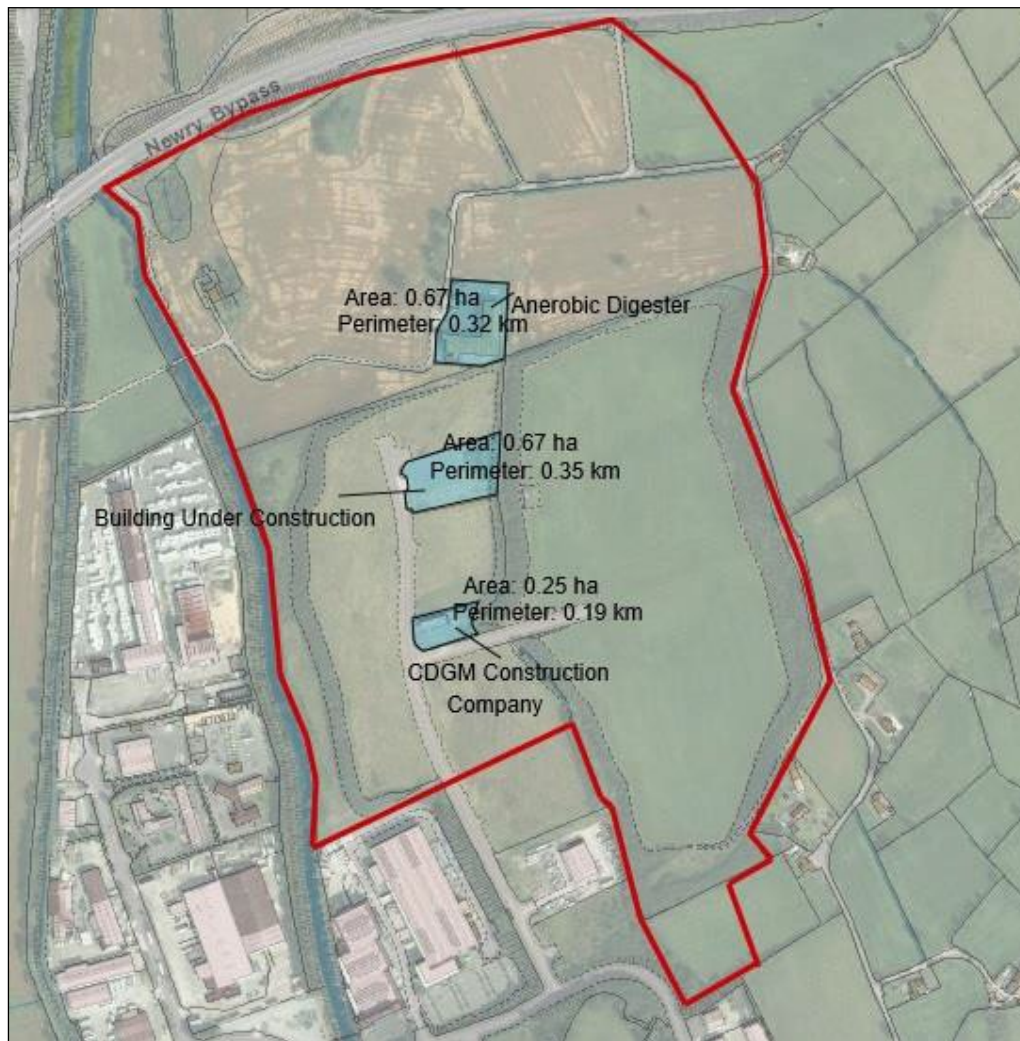
#### 6.1.1 NEWRY

##### Carnbane North (Zoning NY62)



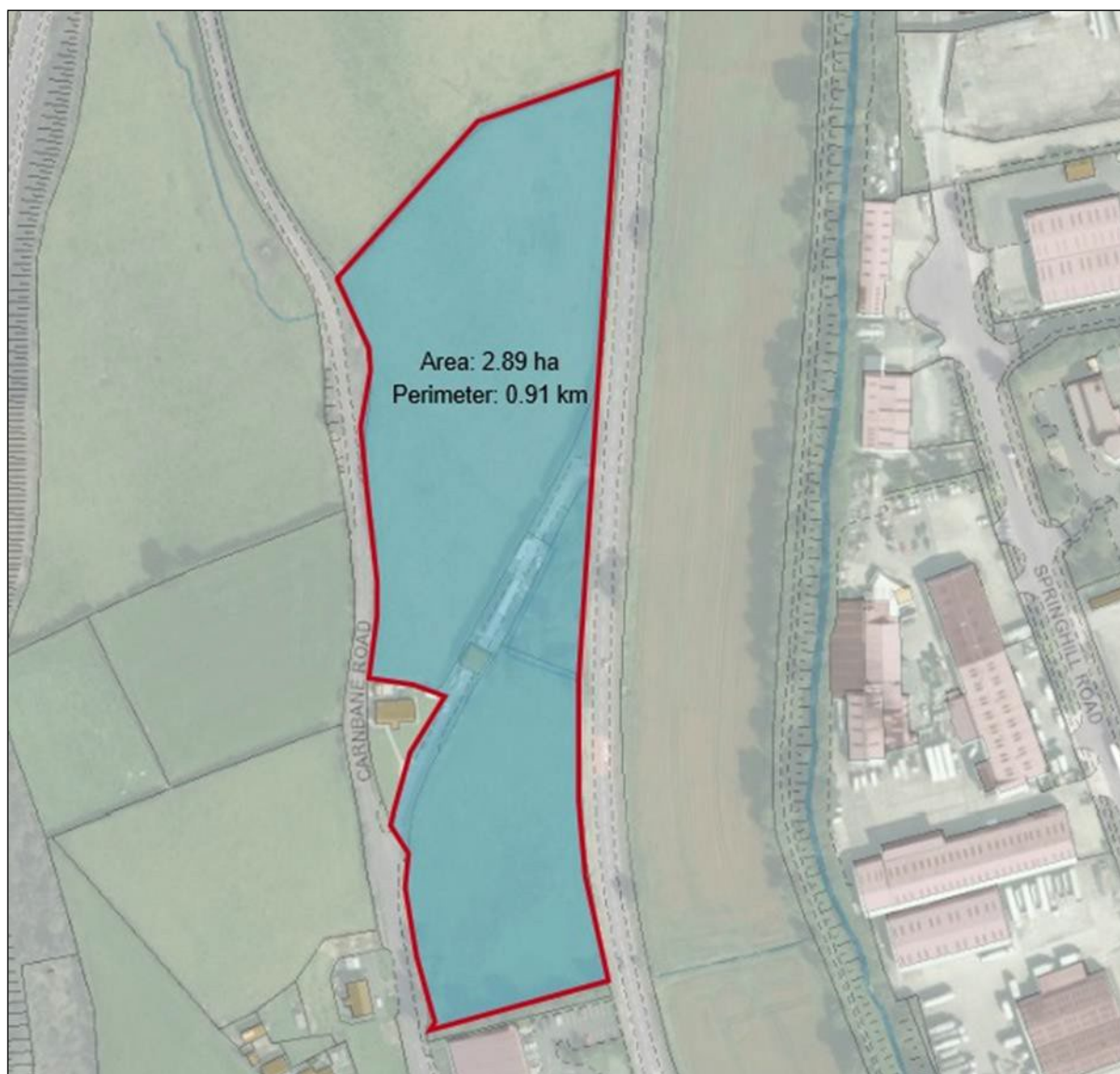
<b>DESCRIPTION</b>	<b>TOTAL SIZE</b>	<b>AREA UNDEVELOPED</b>	<b>CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE.</b>	<b>PRIORITY</b>
Land located north of Carnbane Industrial Estate.	2.28 Ha	2.28 Ha	Previous outline planning for 5 warehouse units granted in 2010. Potentially a strategic industrial sites, although access issues need to be understood and addressed. Land is fit for industrial/warehouse development.	Amber

**Carnbane/Cloughanramer Road (Zoning NY63)**



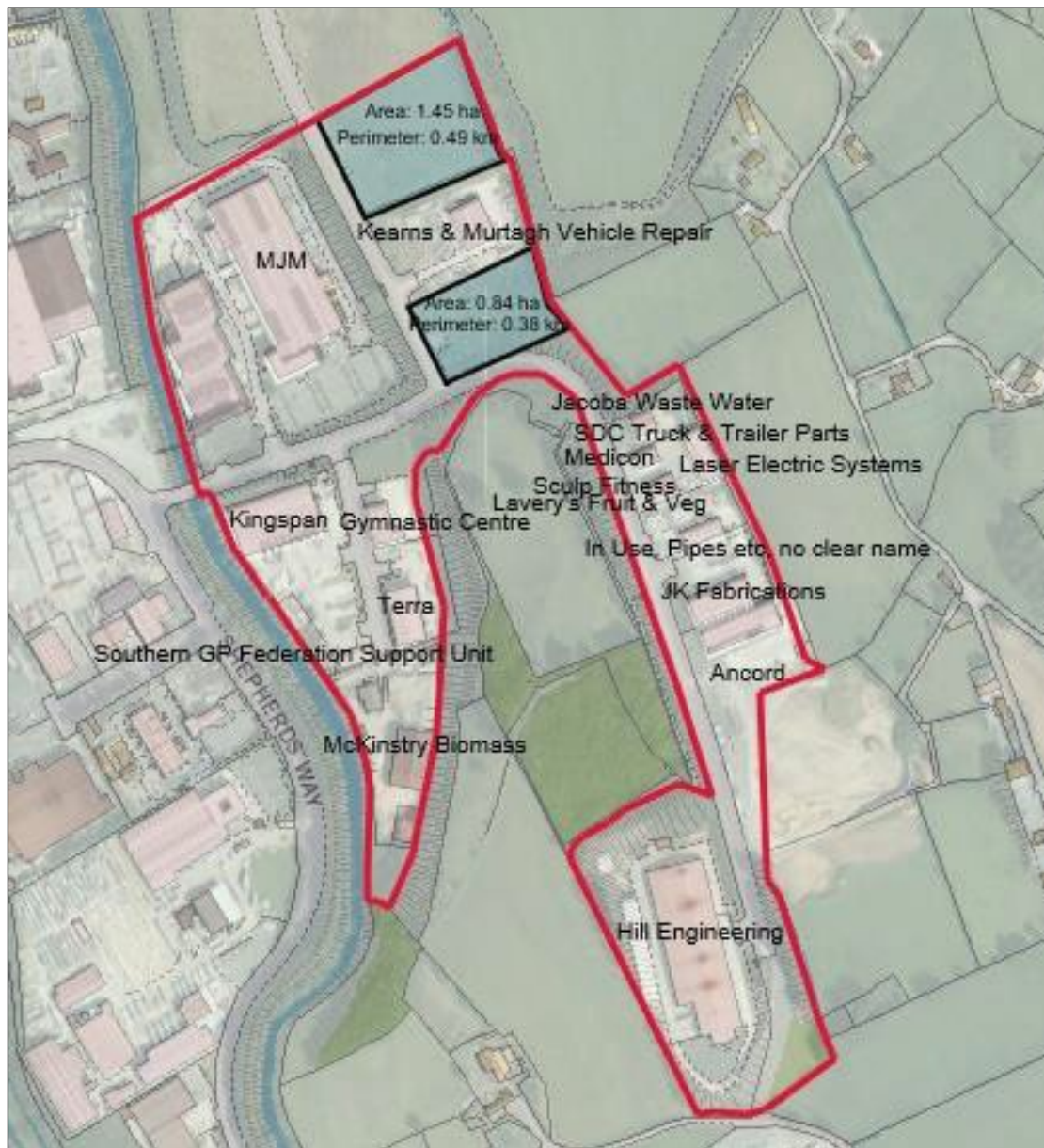
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE.	PRIORITY
Located adjacent to the A1 dual carriage way and to north / north-east of Carnbane. Part of the site is Invest NI lands	52.38 Ha	50.79 Ha once the building under construction is complete.	Site part developed. With a number of live applications. Well located prime industrial lands, Invest NI land take up has been historically slow due to the need to be an Invest NI client.	Green

**Carnbane Road/Tandragee Road (Zoning NY64)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE.	PRIORITY
Located in close proximity to Cranbane industrial estate and has planning approval for a new storage warehouse.	2.89 Ha	2.89 Ha	Potentially a strategic industrial site, although access issues need to be understood and addressed. Land is fit for industrial/warehouse development	Amber

**Carnbane Business Park (Zoning NY65)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE.	PRIORITY
The area contains a mixture of uses including manufacturing, engineering, and a gym.	21.56 Ha	2.29 Ha	Majority of site has now been developed. Remaining portion is part of Invest NI land holding. Land is fit for industrial/warehouse development	Green

**Carnbane South (NY66)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
The subject lands are adjoining to an existing Norbrook facility and received planning permission in 2013 for a production facility. It is believed construction is underway.	3.95 Ha	0.97 Ha	The land is located in a strategic location for Norbrook and forms part of their holding.  Lands are fit for purpose.	Red  Lands viewed to be suitable only for Norbrook



**Craigmore Road (NY67)**



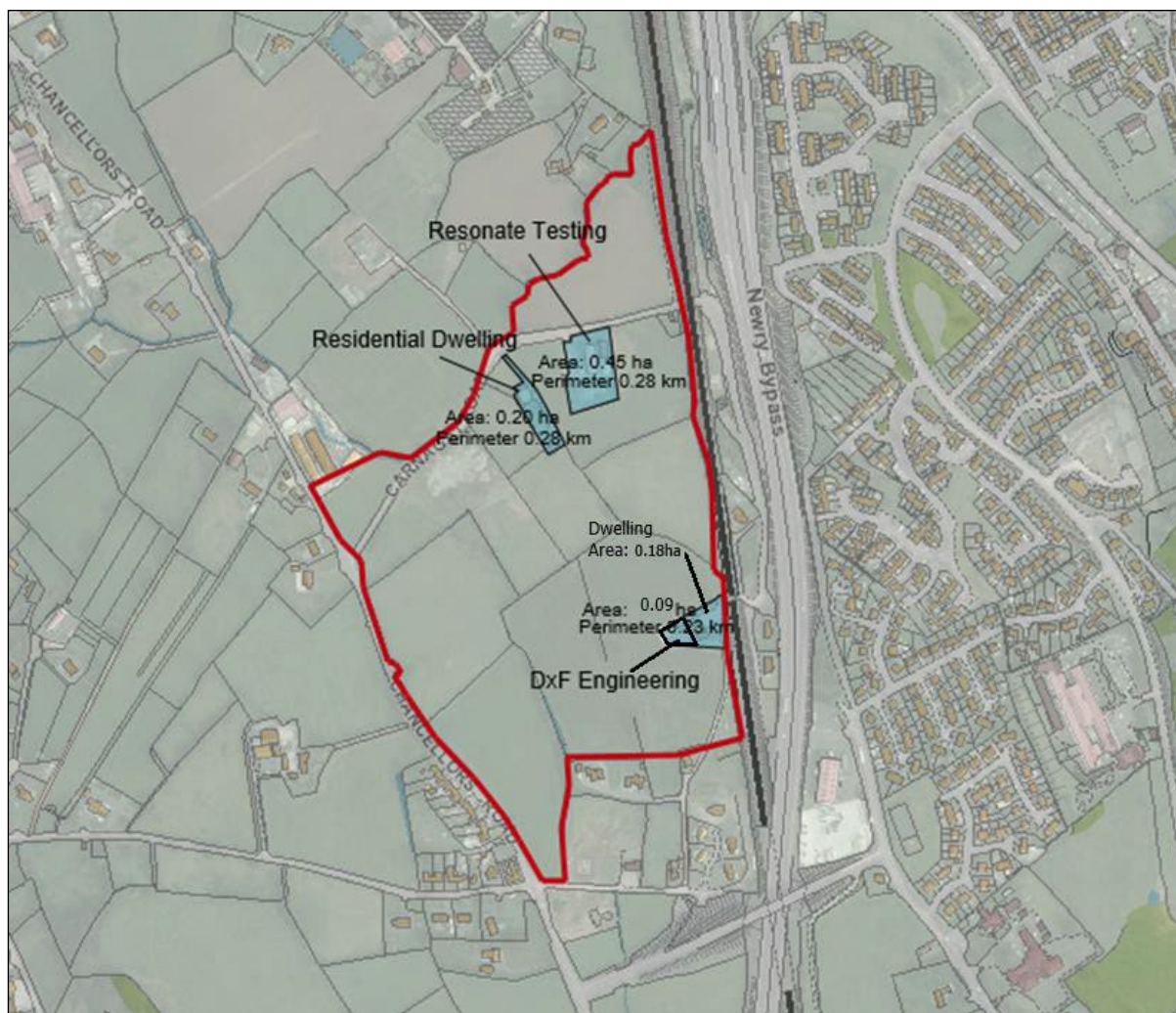
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the Craigmore Road a short distance from the A1 dual carriage way. Surrounding land uses include industrial uses and agricultural land.	11.30 Ha	10.31 Ha	<p>Considering the ease of access to the A1 Road and surrounding uses in the area this site is an ideal industrial location for development.</p> <p>Land is fit for industrial/warehouse development</p>	Green

**Damolly (NY68)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Former Customs and Excise import/export station located just off the A28 and a short distance from the A1.	2.86 Ha	2.86 Ha	The area has a mix of retail and industrial uses within the vicinity. There was previously a planning application submitted for a retail park on the site which was subsequently withdrawn.  We are aware of an historic scheme for 70 no. industrial/ business units and it is our opinion that this is a good use for the site but higher value uses may also be suitable such as residential given its proximity to neighbouring residential.	Amber

**Chancellors Road (NY69)**



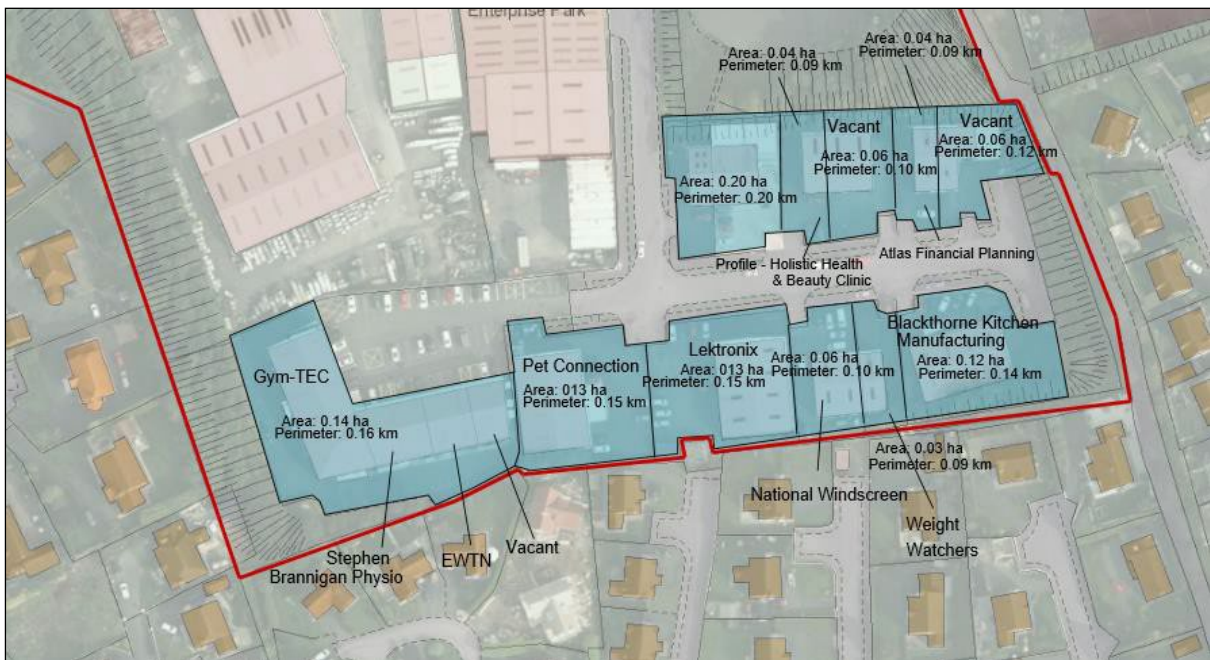
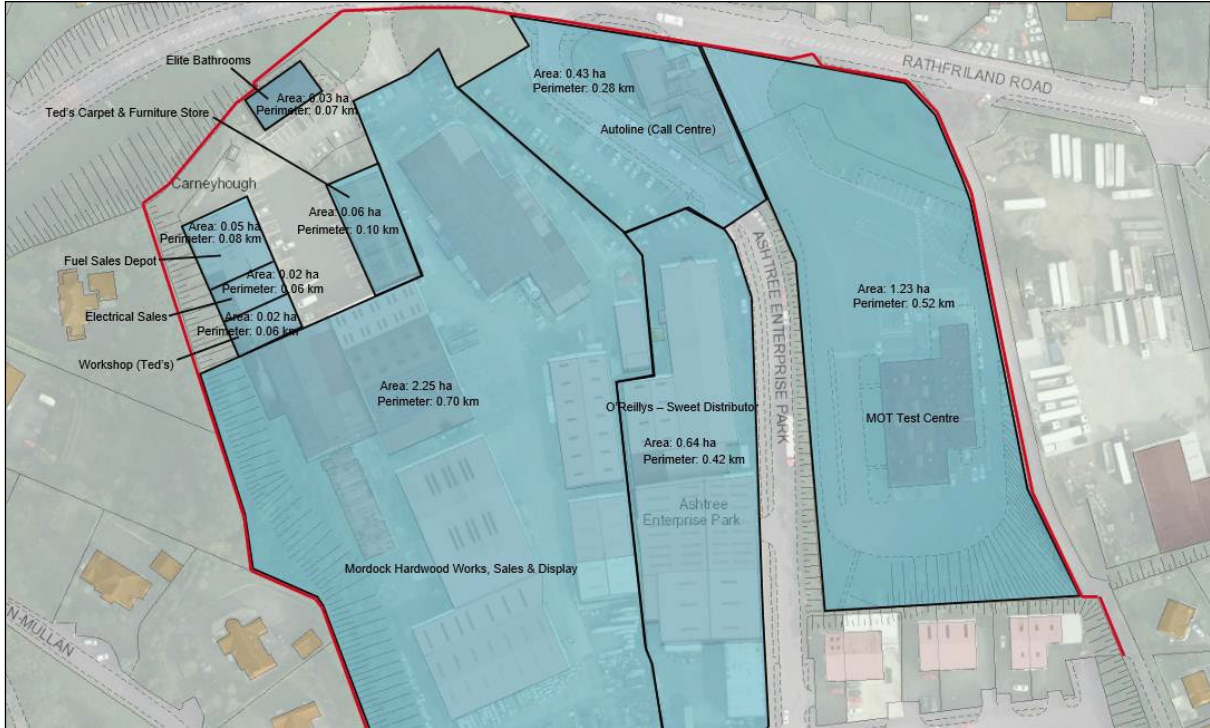
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Large area of land located adjacent to the A1 dual carriage way which remains mainly undeveloped. The small developed areas consist of residential dwellings and light industrial units.	19.46 Ha	18.54 Ha	Considering the ease of access to the dual carriageway from this location we would believe this is a prime industrial area within Newry. Infrastructure upgrading required. Land fit for purpose subject to access.	Green

**Loughway (NY70)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Established industrial estate adjacent to the A2 Warrenpoint Road. Benefits from being c.10minutes drive from Warrenpoint Harbour.	7.28 Ha	3.06 Ha	This is an existing industrial estate in Newry It is noted that part of the undeveloped land has planning for a storage and distribution warehouse. Land fit for purpose	Green

**Ashtree**

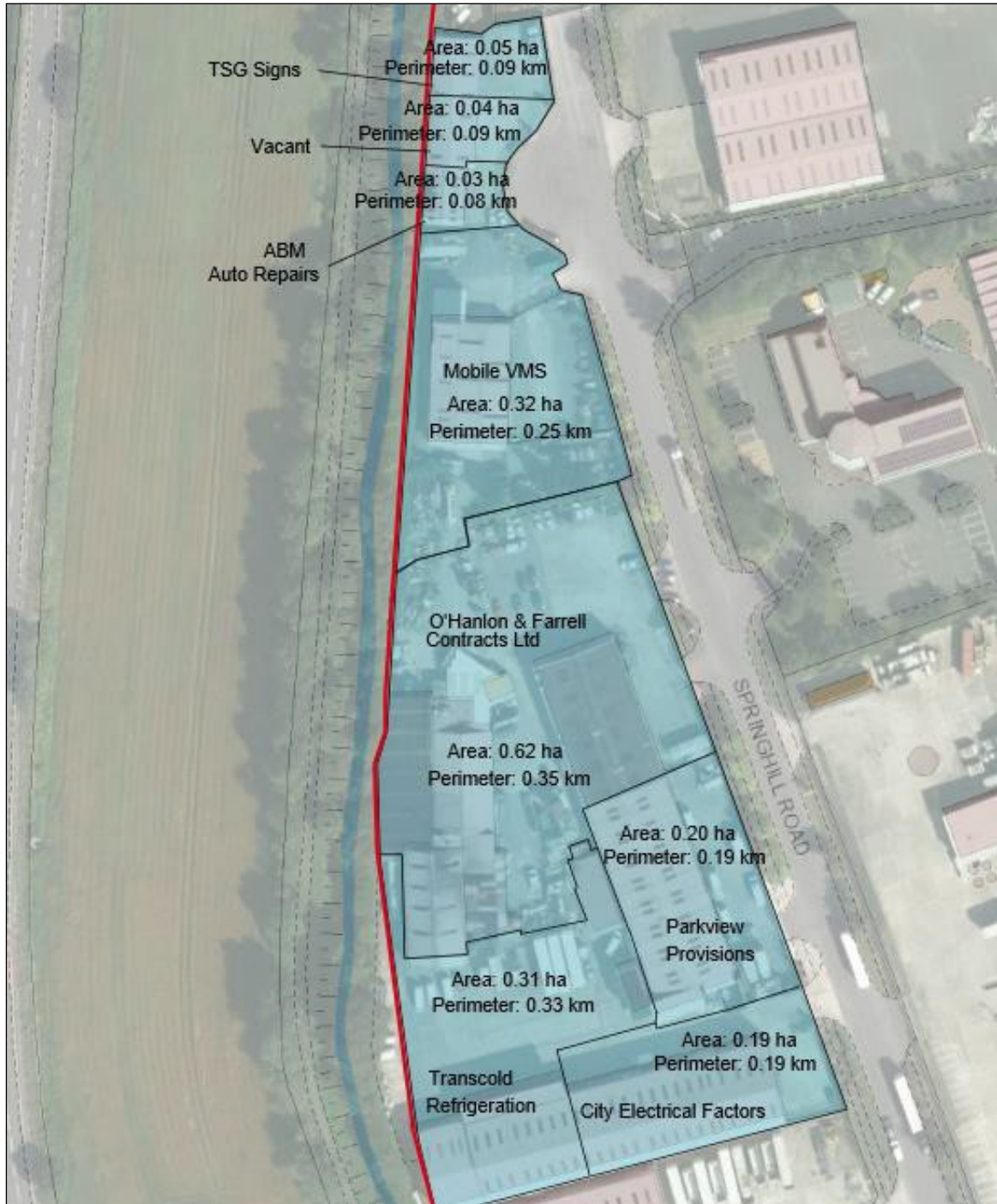


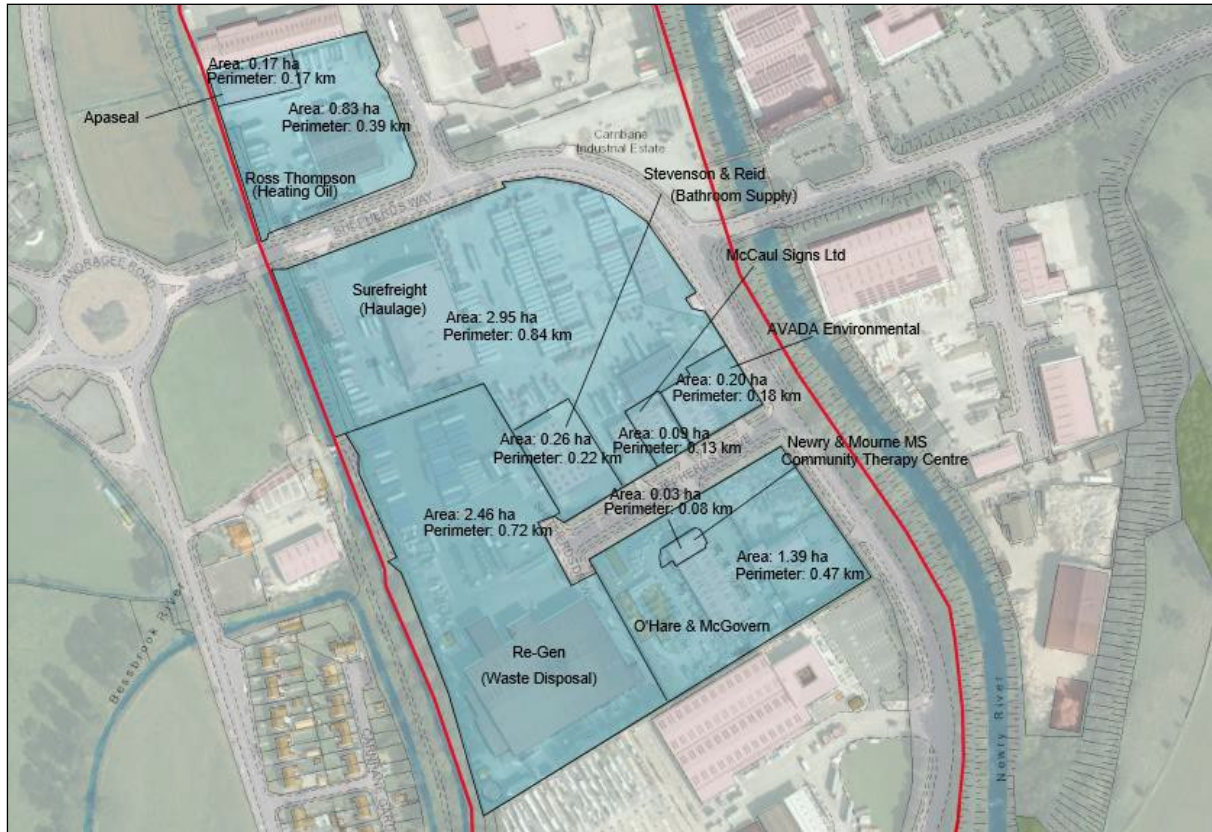
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
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Well established business park located on the outskirts of Newry just off the A25 Rathfriland Road.	7.27 Ha	This land has been fully developed.	N/A.	N/A
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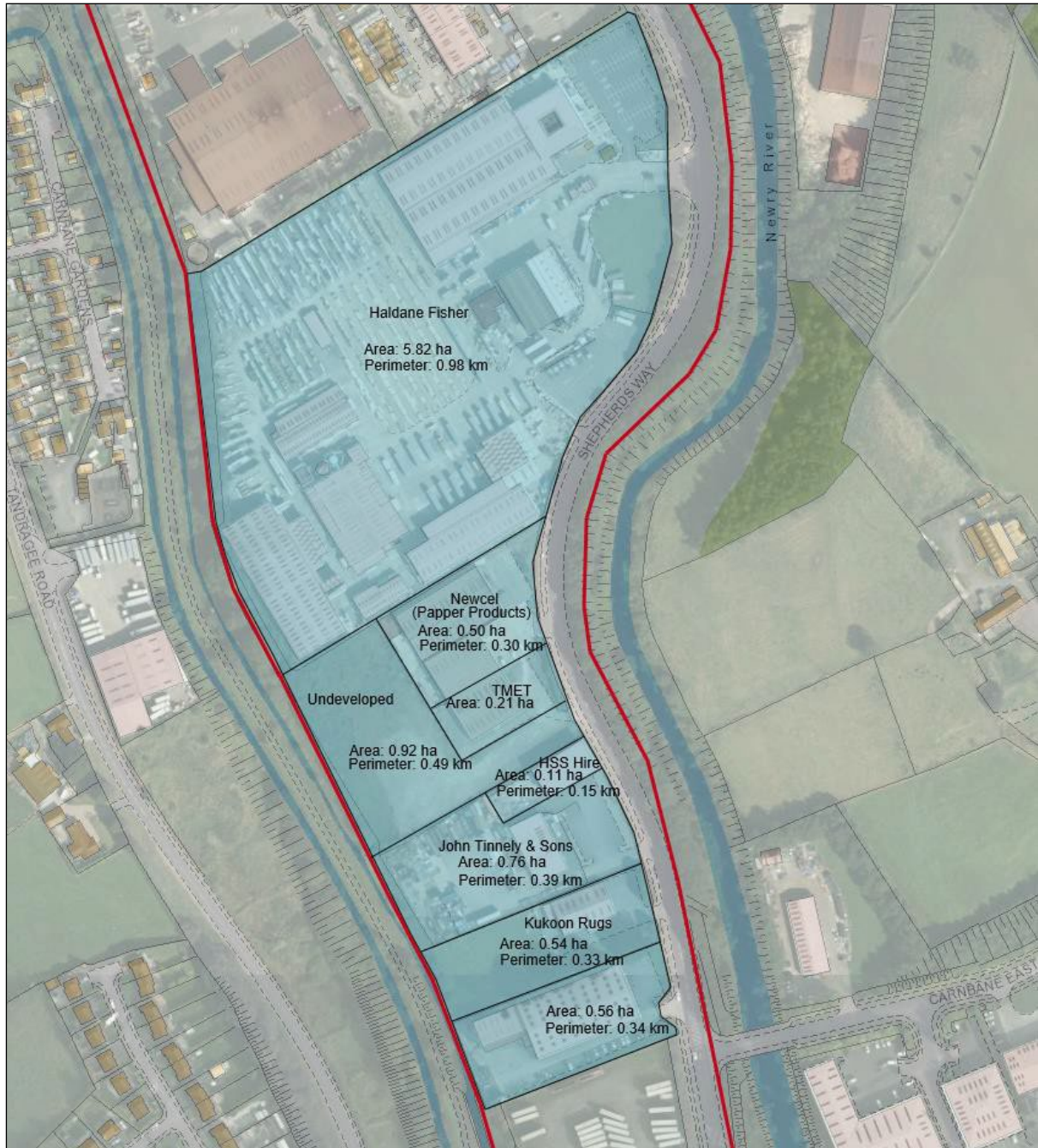
**Carnbane Industrial Estate - Main Portion**

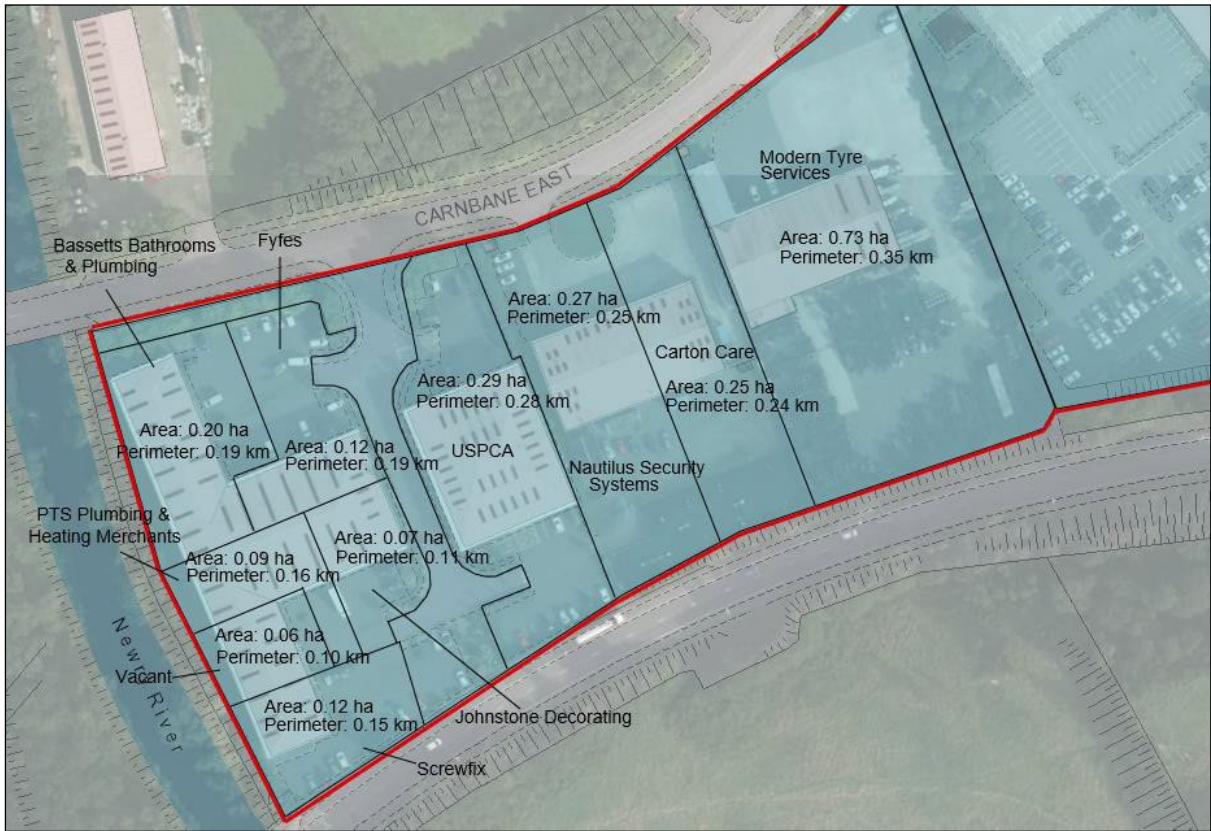














DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Well established industrial area within Newry, situated in a key strategic location in close proximity to the A1 dual carriage way.	37.47 Ha	3.28 Ha	This is an existing industrial estate in Newry and fit for purpose.	Green

### Greenbank (Northern Portion)



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<b>DESCRIPTION</b>	<b>SIZE</b>	<b>AREA UNDEVELOPED</b>	<b>CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE</b>	<b>PRIORITY</b>
Established industrial estate on the outskirts of Newry adjacent to the A2 Warrenpoint Road. Benefits from being c.10minutes drive from Warrenpoint Harbour.	25.34 Ha	This land has been fully developed.	N/A	N/A

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**Greenbank (Lower Portion)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Established industrial estate on the outskirts of Newry adjacent to the A2 Warrenpoint Road. Benefits from being c.10minutes drive from Warrenpoint Harbour.	3.16 Ha	This land has been fully developed.	N/A	N/A

**Camlough Road (Adjacent to St Pauls)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Existing industrial estate located on the Camlough Road, just off the A25 and opposite St Paul's High School.	3.07 Ha	This land has been fully developed.	N/A	N/A

### North of Camlough Road, Norbrook Station Works



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
The subject lands are located North of Camlough Road and immediately west of the Belfast-Dublin railway. The greater portion of the site is occupied by the Norbrook Laboratories Station Works Plant. The remainder of the site along the boundary with Newry Railway Station is occupied by Station Works Brewery. There is a large staff car parking area west of Norbrook works, to its east is an area used for the parking of trailers which is associated with the factory.	5.7 Ha	This land has been fully developed.	N/A	N/A



**WIN Business Park, Newry**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Existing industrial estate located off the Canal Quay Road and west of the Newry Canal.	3.12 Ha	This land has been fully developed.	N/A	N/A

**Armagh Road (Adjacent to Zoning NY67)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
<p>Most of the site is occupied by Norbrook's Number 3 Plant, which produces veterinary pharmaceuticals (Class B3), as well ancillary facilities for storage as well as car parking. Residential zoning NY07 of the Area Plan is located adjacent to the northern position of the site.</p>	3.4 Ha	This land has been fully developed.	N/A	N/A

**Chancellors Road, adjacent to Zoning (NY69)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
The land is triangular shaped and located on the eastern side of the Chancellor’s Road. At the northern end is “AC Autocare” which comprises approx. 0.1 Ha of land. At the opposite end is country carpets, this takes up 0.6 Ha. In between the two businesses there is a yard of 0.1 Ha which appears to be utilised as a waste/recycling business.	0.8 Ha	This land has been fully developed.	N/A	N/A

### 6.1.2 CROSSMAGLEN

#### Newry Road, Crossmaglen (CM10)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
A portion of undeveloped land situated within the Village of Crossmaglen which has planning approval for storage and distribution units.	1.65 Ha	0.55 Ha	Land is suitable for a small industrial development as per planning. May be limited demand for some uses due to the neighbouring recycling centre.	Amber

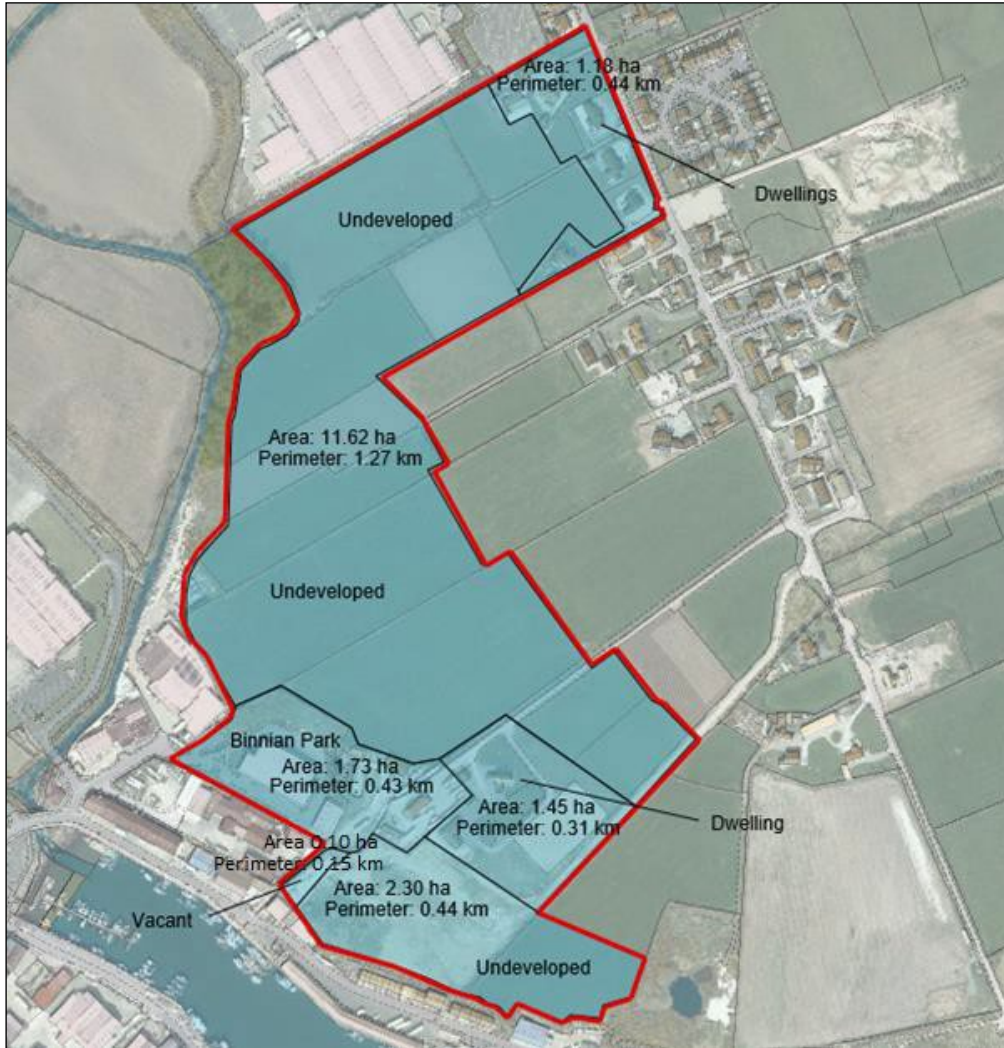
**Crossmaglen Mixed Use, Cullaville Road (CM11)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
A total of 3.36 hectares of land are zoned for mixed use. A minimum of 1.75 hectares is zoned for industry. A portion of the site is occupied by a residential dwelling and ancillary amenity areas. The remainder of the site remains undeveloped and in agricultural use.	3.36 Ha	1.75 Ha	The land could be suitable for a small industrial development, however, may be limited for some uses due to neighbouring residential dwellings.	Amber

### 6.1.3 KILKEEL

#### Moor Road – The Harbour - Kilkeel (KL 19)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Land located adjacent to Kilkeel harbour which consists of some harbour related uses and agricultural land which has planning permission for storage units. There are some residential dwellings located on the site.	18.38 Ha	13.92 Ha	CBRE are of the opinion that the southern portion of the site has the potential to be used for harbour related industries such as storage and distribution and the potential expansion of Binnian Park Business Centre. The northern portion may be suitable for a residential development. At present there is considerably more land zoned than what is required by the market.	Amber

**Newcastle Road, Kilkeel (KL 20)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Undeveloped land on the outskirts of Kilkeel fronting onto the Newcastle Road and adjacent to Collin Aerospace’s manufacturing facility.	2.07 Ha	2.06 Ha	Fit for purpose, however limited demand and take up for Industrial land within this area.	Red

**Moor Road / Newcastle Road West (KL 21), Killeel**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Small land holding at the junction of Moor Road and Newcastle Road, Killeel. Part of the site is occupied by a builder's merchants with the remainder of the site undeveloped.	0.58 Ha	0.27 Ha	The undeveloped portion of the site would suit a small trade counter style building. Land is fit for purpose, however limited demand in this area.	Red

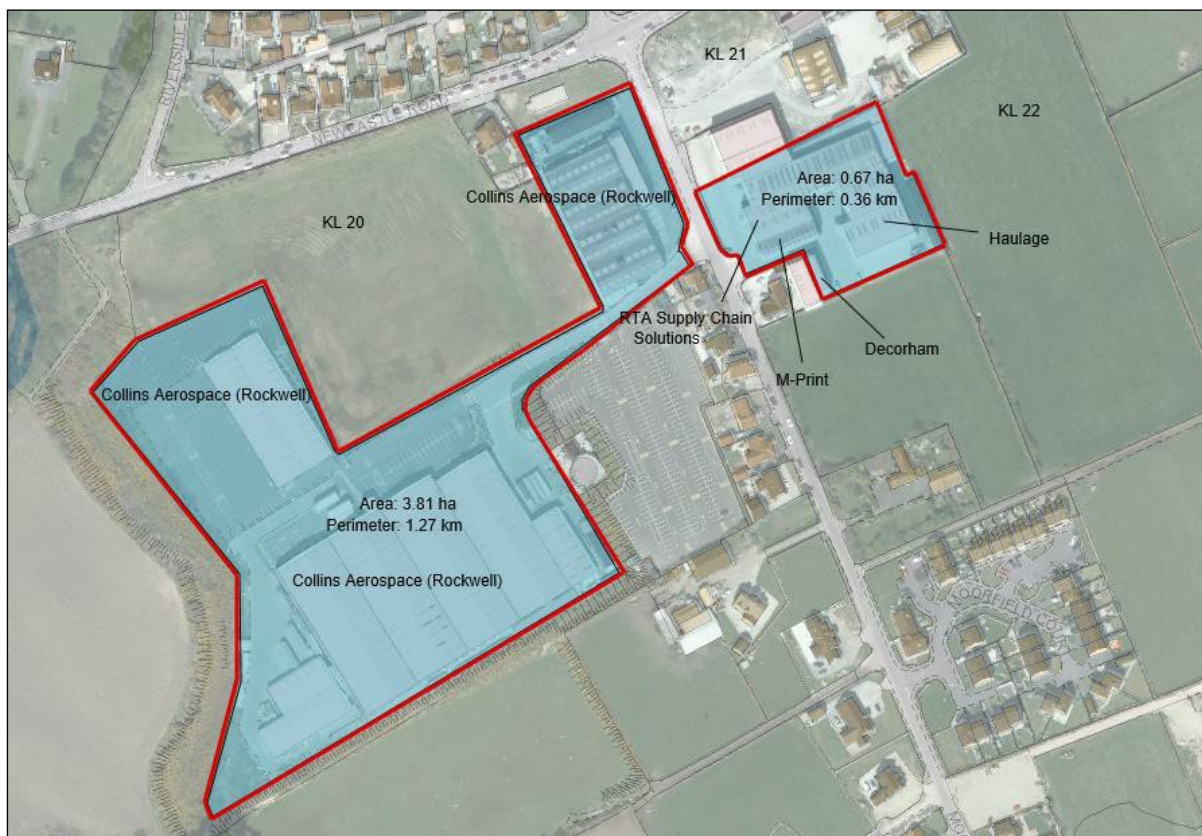


**Moor Road / Newcastle Road East (KL 22)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Area of agricultural land accessed off the Newcastle Road. The land holding sits on the edge of the Killeel Settlement Development Limit.	3.54 Ha	3.54 Ha	Limited demand for Industrial land within this location.	Red

**Moor Road, Killeel**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Fully developed site consisting of an aerospace manufacturing facility, haulage business and retail paint shop. The properties are located within the settlement development limit of Killeel and are accessed from the Moor Road.	4.48 Ha	This land has been fully developed.	N/A	N/A

### 6.1.4 NEWTOWNHAMILTON

#### Newry Road (NN06)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
A portion of undeveloped land situated adjacent to a storage warehouse on the Newry Road out of Newtownhamilton.	0.46 Ha	0.46 Ha	Land is fit for purpose, however limited demand for industrial development in this location.	Red

**Newry Road Existing Area of Industry**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
The property consists of a warehouse and office facility a short distance from the village of Newtownhamilton.	0.36 Ha	This land has been fully developed.	N/A	N/A

### 6.1.5 WARRENPOINT / BURREN

#### Upper Dromore Road/Burren Road (WB24)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located adjacent to Milltown East Industrial Estate and Warrenpoint FC. The lands remain mainly undeveloped.	13.55 Ha	13.14 Ha	Considering neighbouring uses and ease of access to Warrenpoint Harbour the subject lands are well suited for logistics / manufacturing uses. However there has been limited take up or demand for lands in this location.	Amber

**Newry Road (WB25)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE BRE RECOMMENDATION	PRIORITY
Located adjacent to Warrenpoint Harbour and is supposedly being utilised for Harbour related activities.	1.53 Ha	This land has been fully developed.	N/A	N/A

**Milltown West (WB26)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Lands located to the north of Milltown Industrial Estate in Warrenpoint.	1.86 Ha	0.69 Ha	The subject undeveloped lands are only accessible via the Industrial Estate. In order to develop the lands issues regarding access will need to be resolved. Some of the lands are currently inaccessible due to the presence of playing fields which are also zoned for economic use.	Amber

**Milltown Industrial Estate, adjacent to Zoning WB 26**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
<p>A number of small business parks have been developed within it, the first is Milltown House which is approx. 0.6 hectares adjacent to the main entrance. While there are vacant units there is no undeveloped land within the industrial estate. There are 4 businesses involved in Class B3 General Industrial uses, 7 in B4 Storage and Distribution, 4 in B2 Light Industrial, 1 in A1 Retail and 1 business that occupies two units that is a class D1 leisure use</p>	8.3 Ha	This land has been fully developed.	N/A	N/A



**Milltown East Industrial Estate**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE BRE RECOMMENDATION	PRIORITY
<p>The subject site has a total a total area of 5.1 hectares and is fully developed. The largest tenants are Cranwood Industries and Kelly’s Point Hire, currently there are no vacant units.</p>	<p>5.1 Ha</p>	<p>This land has been fully developed.</p>	<p>N/A</p>	<p>N/A</p>

## Warrenpoint Harbour Estate



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
<p>Of the area identified the largest proportion is occupied by SAICA Pack, (Class B3 General Industrial use), the ferry operator uses the two blocs of land for the parking of trailers.</p> <p>There is a small undeveloped land, 0.2 Ha, behind a Petrol Filling Station at the western end.</p> <p>The remainder of the estate, comprising of 0.5 hectares is occupied by Warrenpoint Enterprise Centre.</p>	10 Ha	0.2 Ha	It is located within Warrenpoint Harbour which is one of Northern Ireland's major ports and Regional Gateway and the lands, whilst a small site are well suited for industrial/warehouse use.	Green

### 6.1.6 JONESBOROUGH

#### Jonesborough (JH 06)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
The Enterprise Centre is situated a short distance from Jonesborough on the Northern Ireland and Republic of Ireland border. The N1 road from Dublin to Belfast is adjacent to the subject site.	1.24 Ha	This land has been fully developed.	N/A	N/A

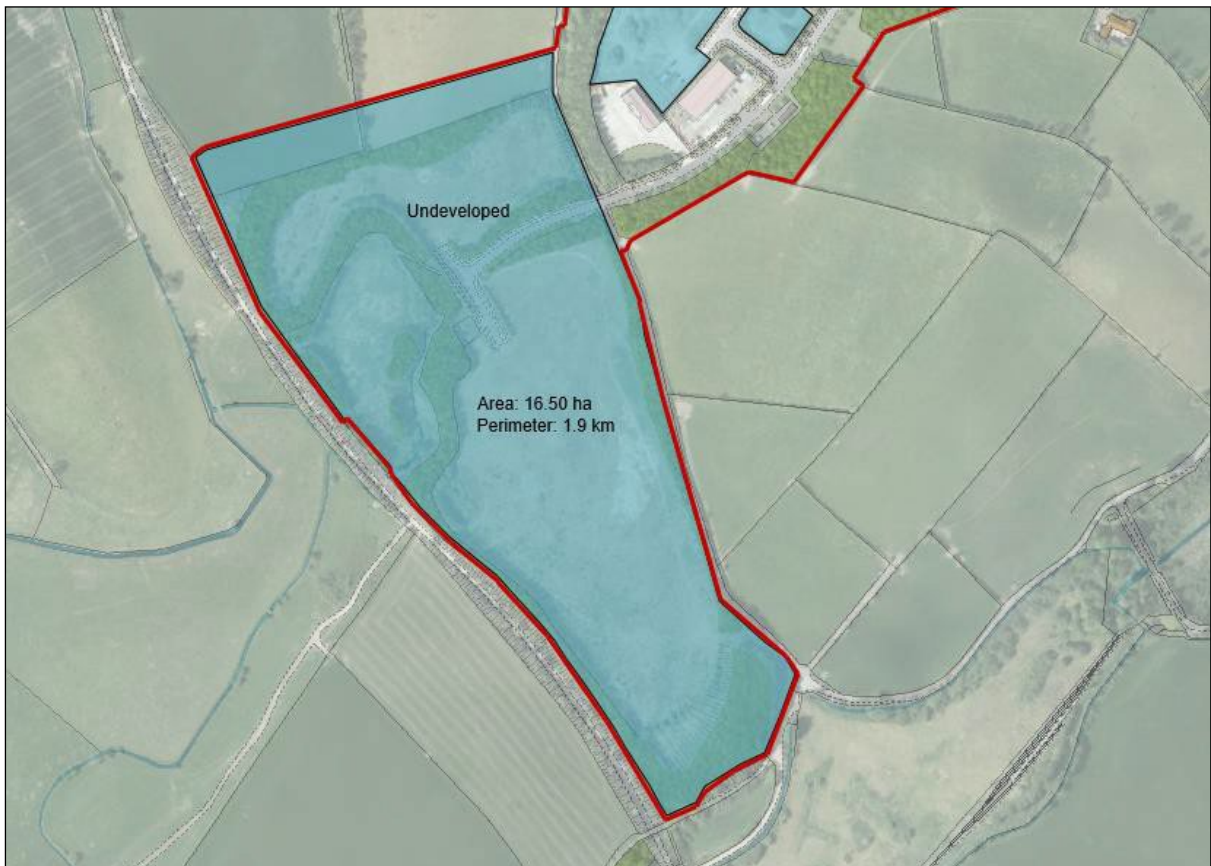
**Flurry Bridge Enterprise Park (Existing Land)**

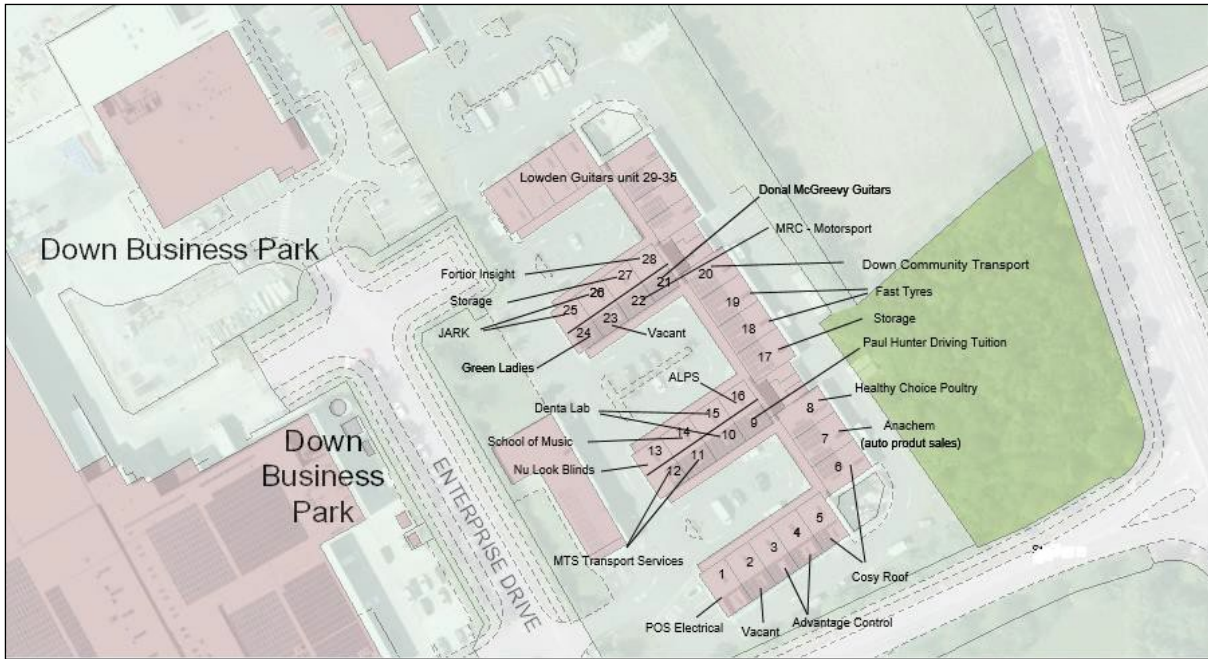


DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
<p>The Enterprise Centre is situated a short distance from Jonesborough on the Northern Ireland and Republic of Ireland border. The N1 road from Dublin to Belfast is adjacent to the subject site.</p>	<p>0.36 Ha</p>	<p>This land has been fully developed.</p>	<p>N/A</p>	<p>N/A</p>

### 6.1.7 DOWNPATRICK

#### Down Business Park (COU 12)





DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Down Business Park is an Invest NI site that is located 1 mile north of Downpatrick just off the Downpatrick to Belfast Road (A7).	34.00 Ha	18.28 Ha	The area is ideal for the expansion of the existing Business Park. It has been noted that a large portion of the site has a planning application under consideration for a food production facility. The remainder of the site may be suitable for a second phase of the Down Enterprise Centre which is at capacity subject to Invest NI being agreeable to the development of the lands in this way.	Green

**Killough Road (DK 14)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Lands located to the south of Downpatrick town centre. A small portion of the land has been developed with the remainder being agricultural in nature.	7.90 Ha	7.59 Ha	Considerable lands are available nearby at Down Business Park, which is Invest NI land (opposite side of road). An alternative option is required for those who cannot locate within the Invest NI site in Downpatrick, therefore lands are fit for purpose. Limited demand/uptake for industrial lands in this area.	Amber

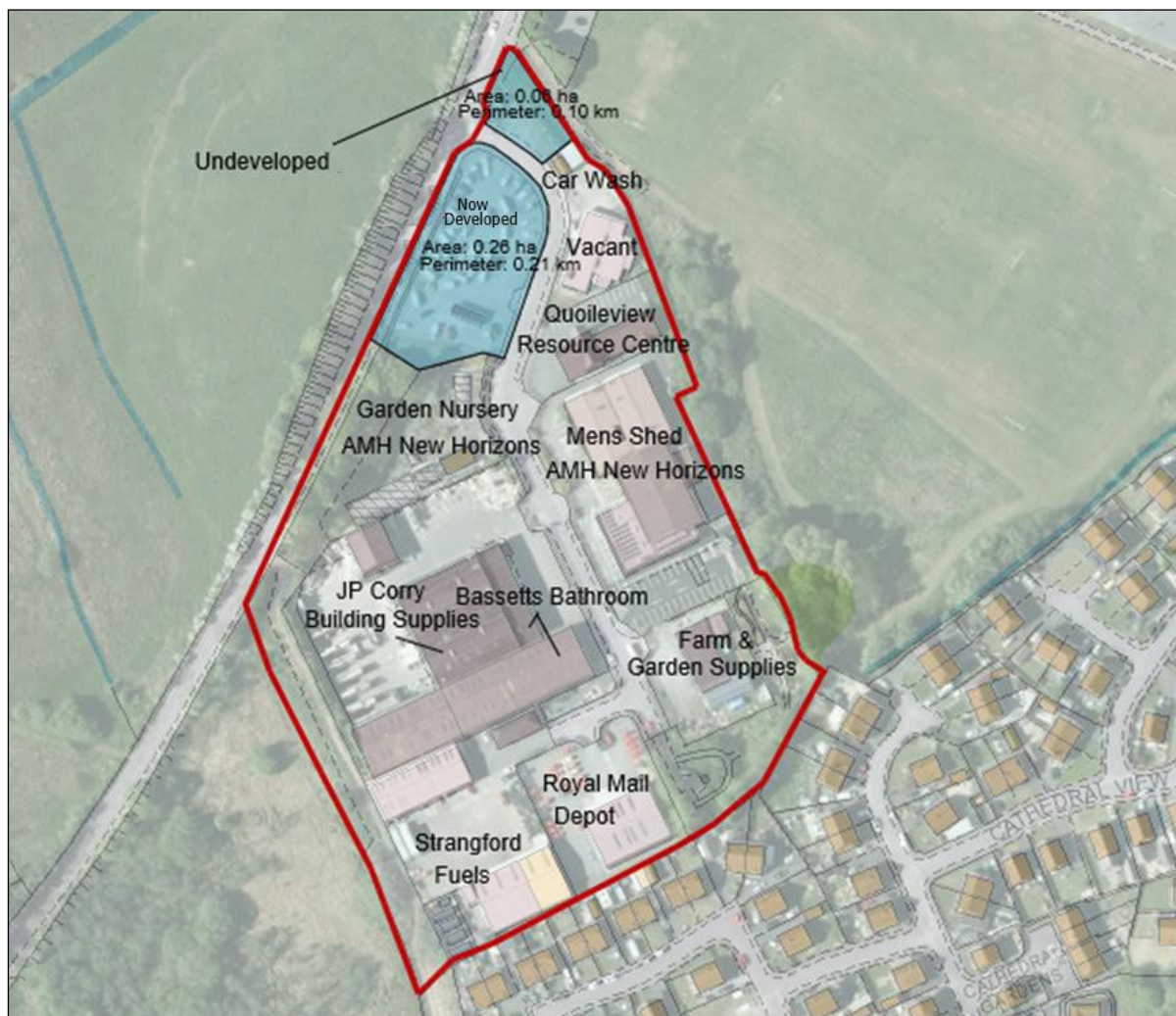
### Cloonagh Road and Brannish Road (DK15)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Killough Road Industrial Estate is situated to the south of Downpatrick town centre and is owned by Invest NI. The lands consist of a range of industrial units, a council recycling centre, and some undeveloped land.	11.80 Ha	8.62 Ha	Considering the surrounding uses in the area this site is an ideal industrial location for future requirements in the area.	Amber



### Ballydugan Road



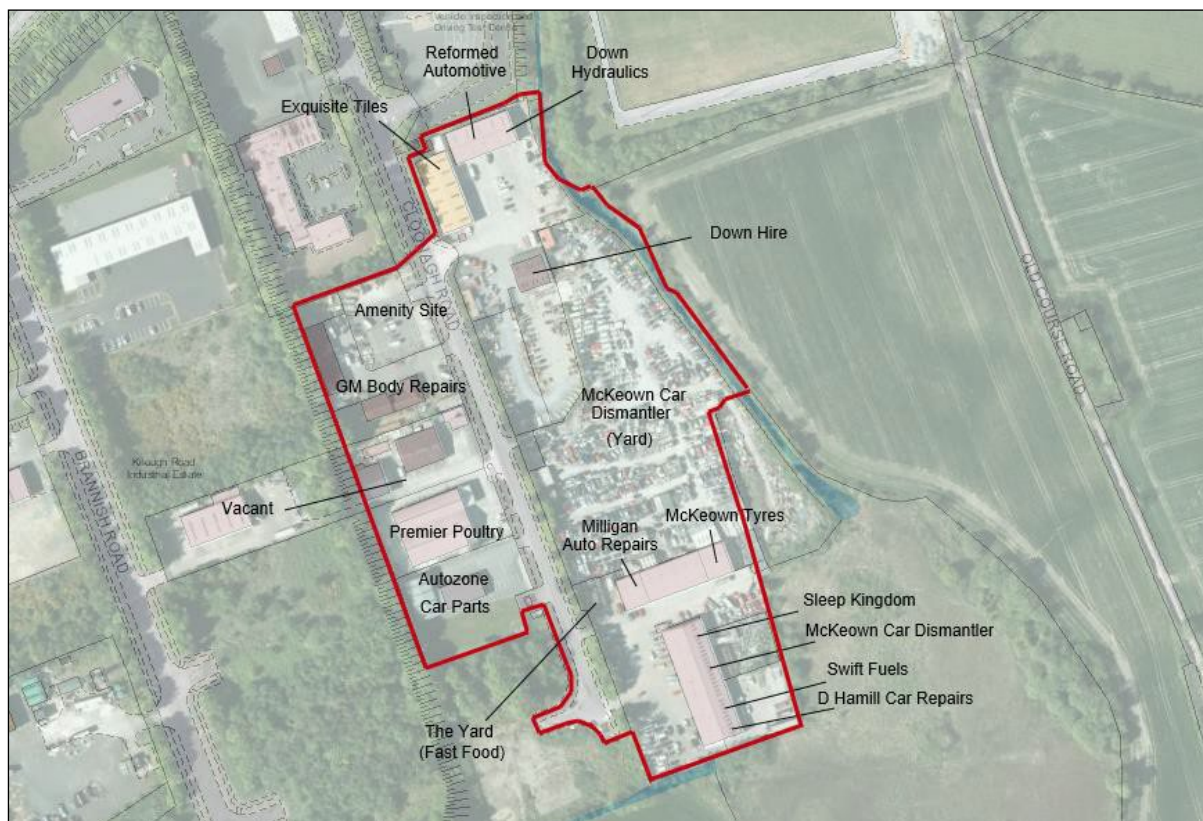
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Ballydugan Industrial Estate is situated on the outskirts of Downpatrick town centre. The surrounding land uses include residential and agricultural.	2.81 Ha	0.06 Ha	Due to its location within the business park the undeveloped land should remain zoned as an area of existing economic development. It is noted that a planning application has been submitted for a valeting area on this site.	Green

Map 9A – Brannish Road



<b>DESCRIPTION</b>	<b>SIZE</b>	<b>AREA UNDEVELOPED</b>	<b>CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE</b>	<b>PRIORITY</b>
Brannish Road is situated to the south of Downpatrick town centre and is fully developed. On the site there is a range of business uses to include a sports facility, a tyre depot, and a waste management company.	2.63 Ha	This land has been fully developed.	N/A	N/A

### Cloonagh Road

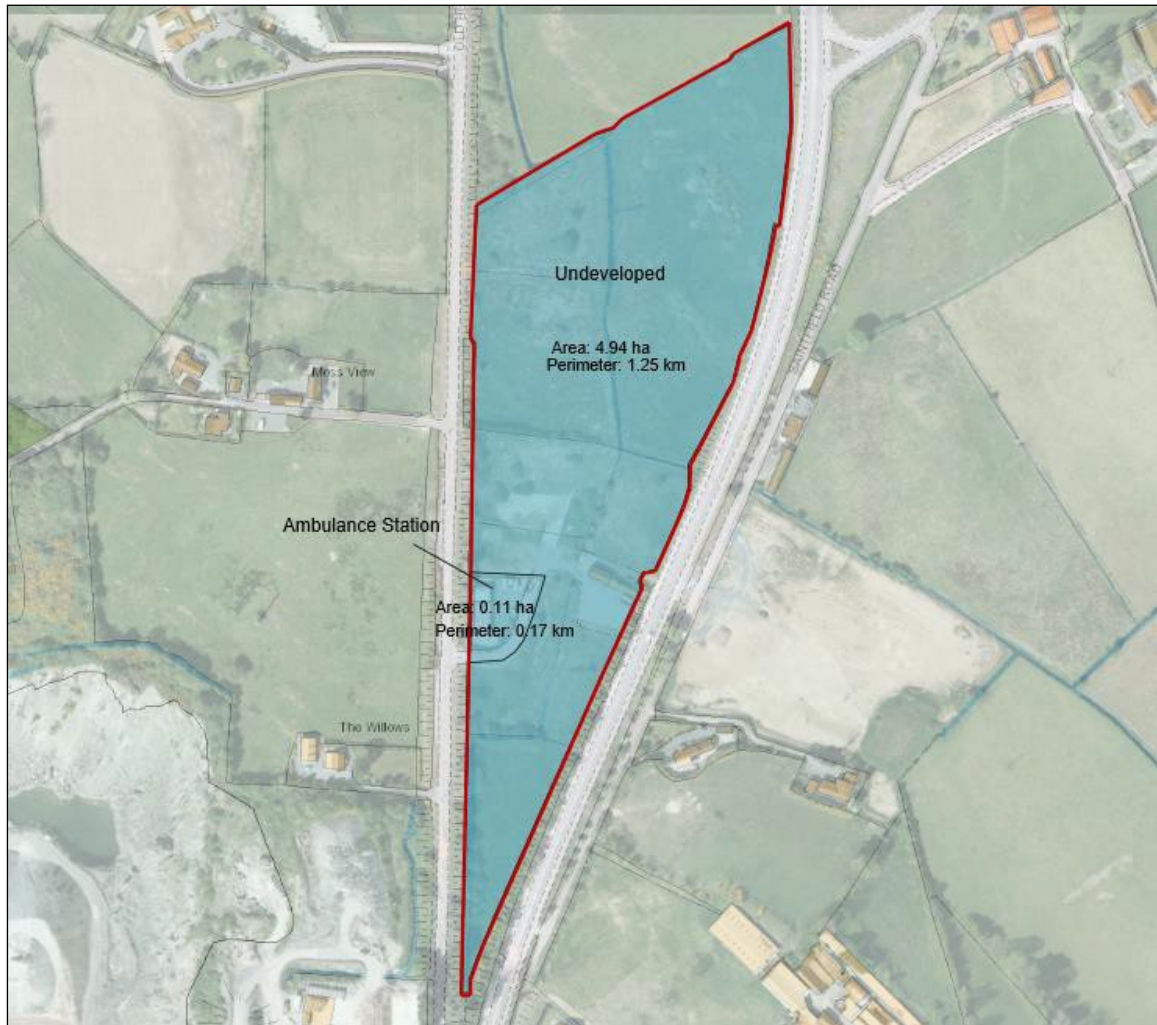


DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
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Cloonagh Road is situated to the south of Downpatrick town centre and is fully developed. The area forms part of a larger industrial zone and is occupied by business such as Premier Poultry, GM Body Repairs and various storage and distribution businesses.	4.32 Ha	This land has been fully developed.	N/A	N/A
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### 6.1.8 BALLYNAHINCH

#### Old Belfast Road (BH 17)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the Old Belfast Road and adjacent to the A24 (Belfast Road) this site remains mainly undeveloped apart from an ambulance station.	5.05 Ha	4.94 Ha	Considering the location of the site in relation to the main road network, the proposed Ballynahinch bypass and the proposed park and ride we feel it should remain zoned for industry. The site would be well suited for development of a business park. Land is fit for purpose	Amber

**Antrim Road**



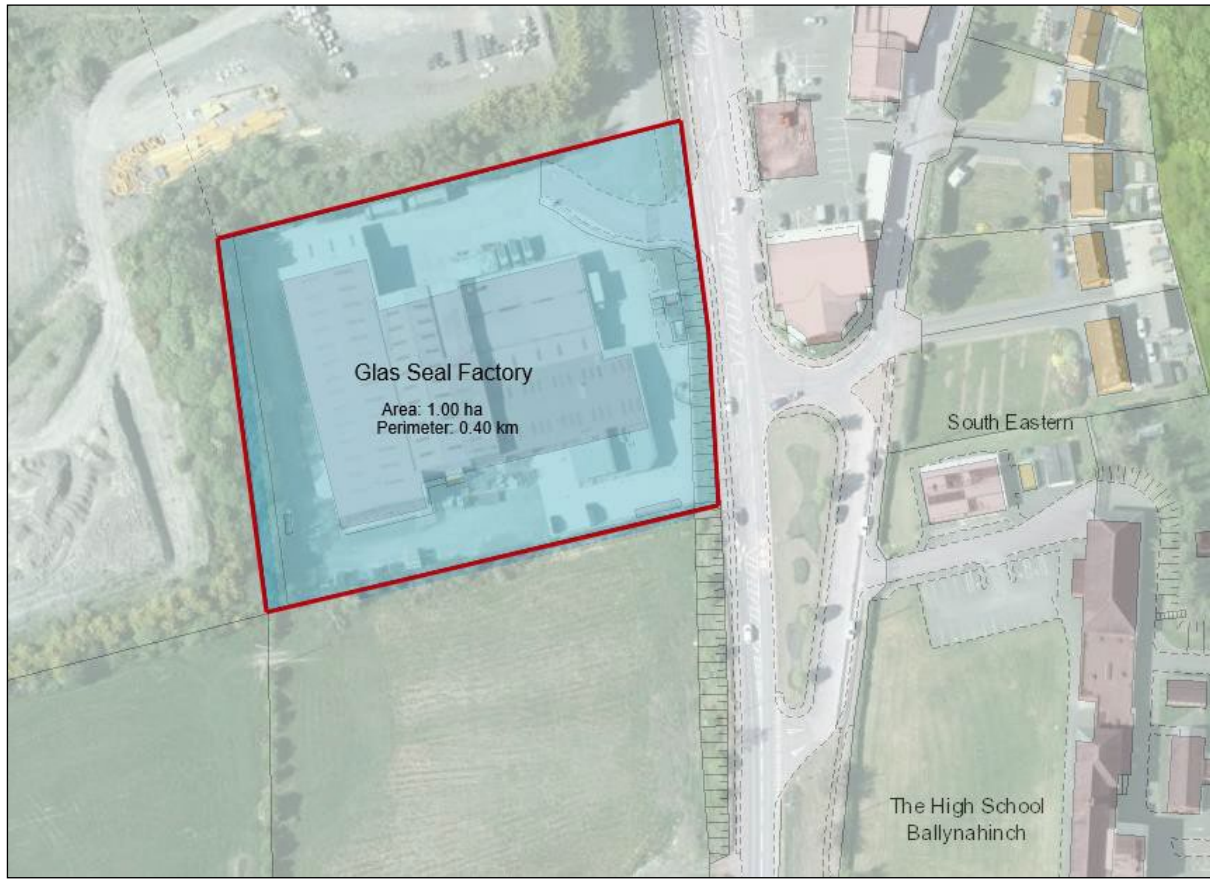
DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the fringe of the town centre the subject lands are fully developed and consist of a large electronics factory, a business park	2.00 Ha	This land has been fully developed.	N/A	N/A

**Lisburn Road**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located to the north of Ballynahinch the site consists of a number of occupiers to include, Ballykine Engineering, AJ Plumbing & JB Browne Hardware	3.44 Ha	0.96 Ha	The undeveloped land is well located with ease of access to the main road network. It would be our view that this is a suitable location for the development of further small industrial/warehouse units.	Green

**Belfast Road**

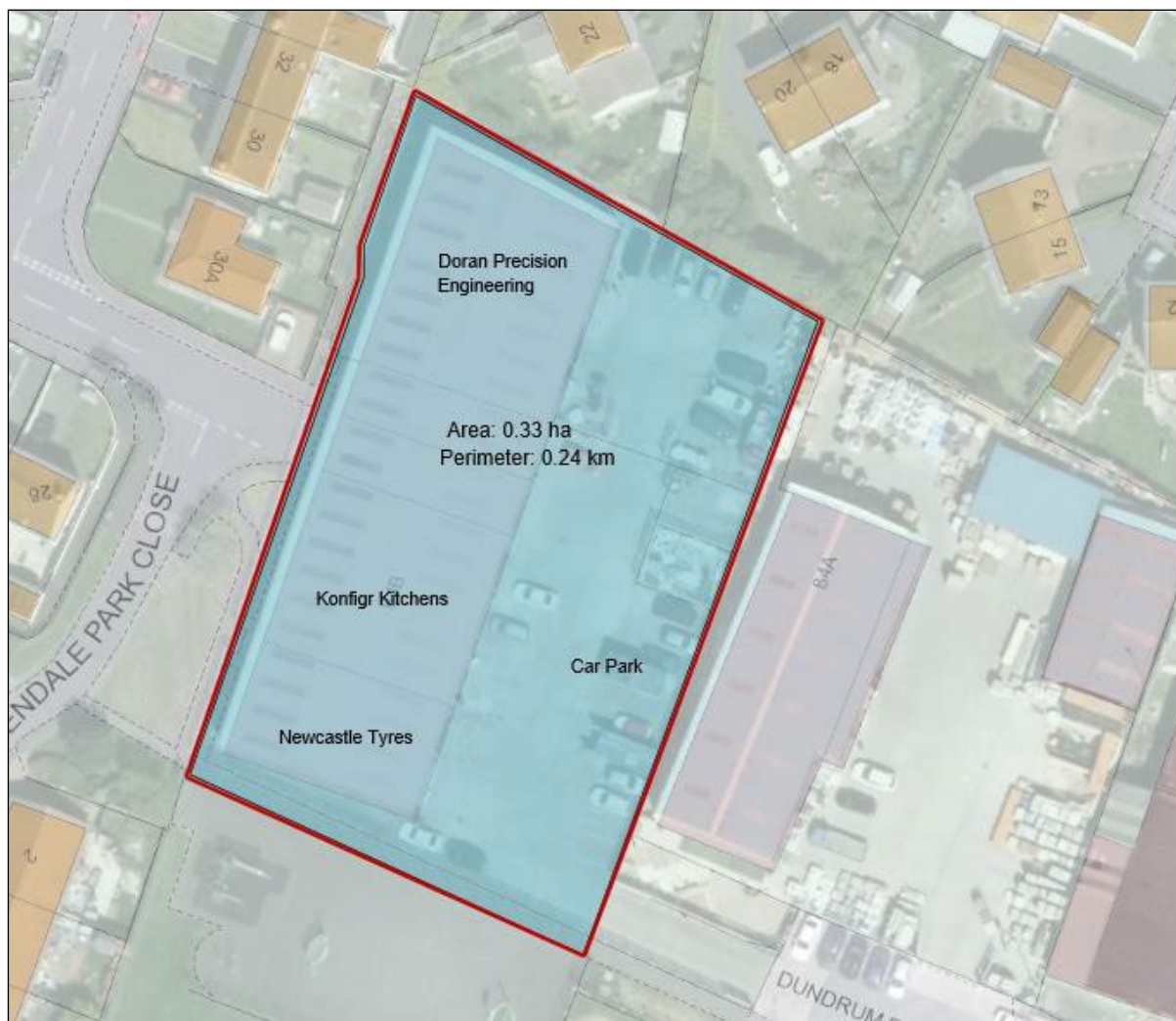


DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the A24 Belfast Road the subject site is occupied by GlasSeal as a manufacturing facility.	1.00 Ha	This land has been fully developed.	N/A	N/A



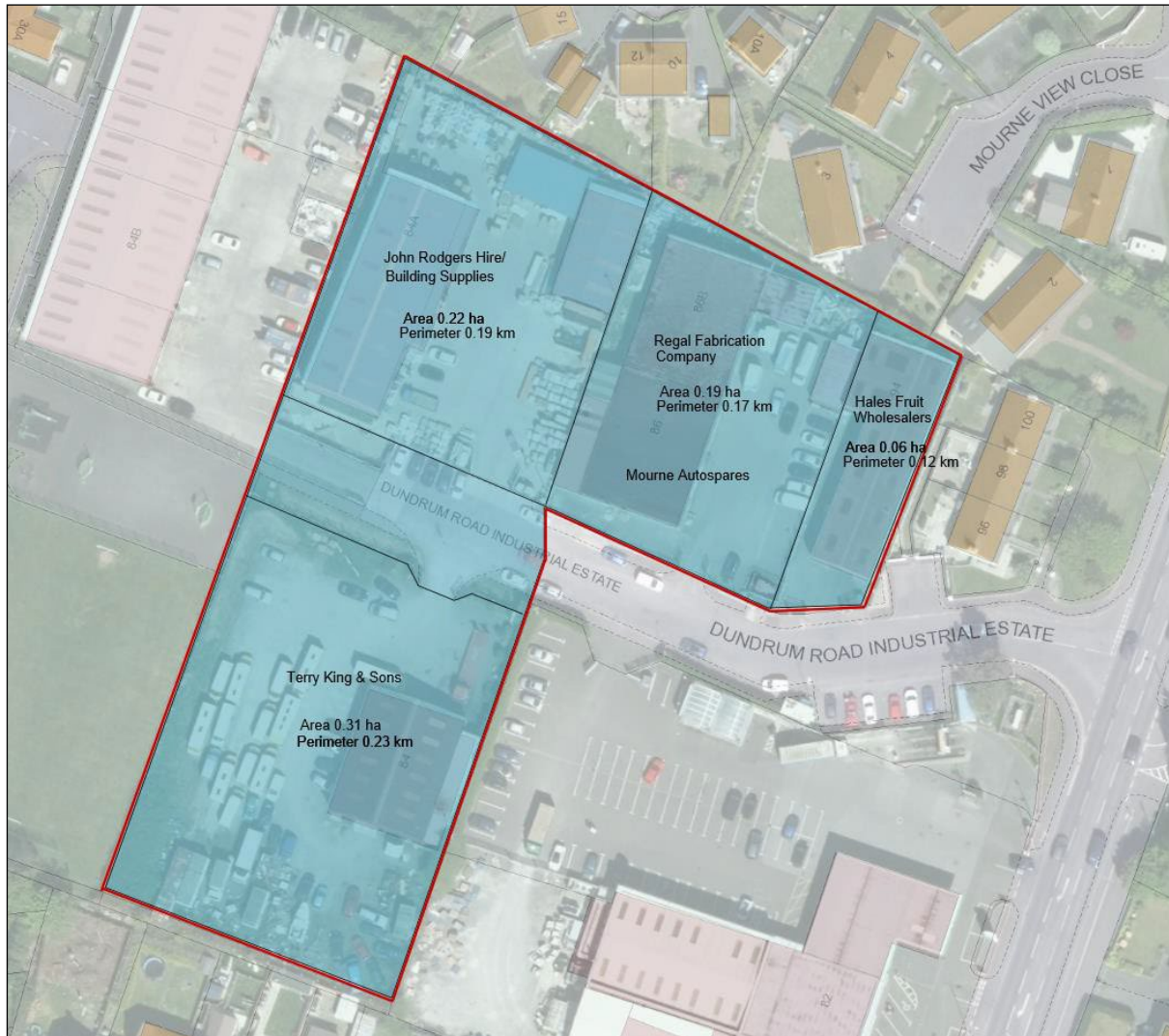
### 6.1.9 NEWCASTLE

#### Dundrum Road (NE 15)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Industrial units located on the Dundrum Road, Newcastle. Surrounding land use includes industrial, retail and residential.	0.33 Ha	This land has been fully developed.	N/A	N/A

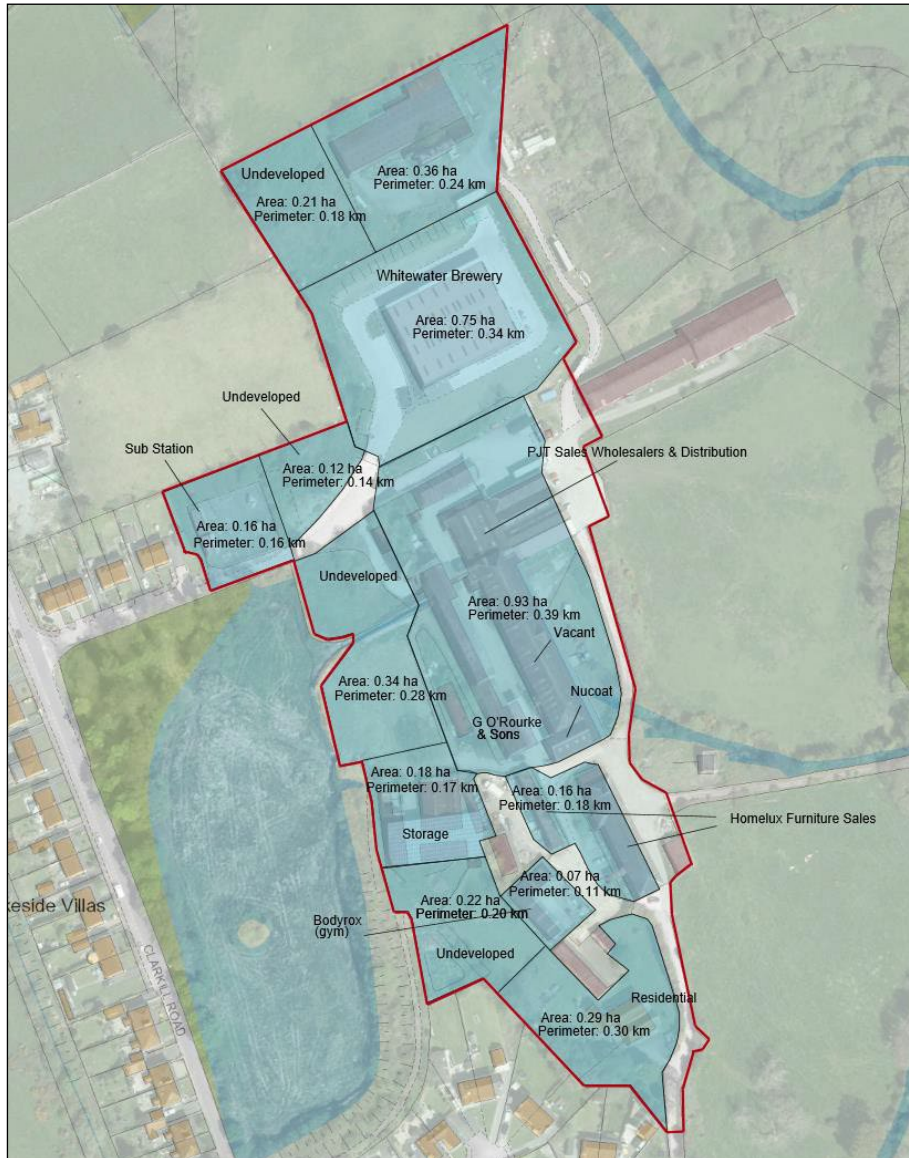
**Dundrum Road**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Large industrial units located on the Dundrum Road, Newcastle. Surrounding land use includes industrial, retail and residential.	0.78 Ha	This land has been fully developed.	N/A	N/A

### 6.1.10 ANNSBOROUGH

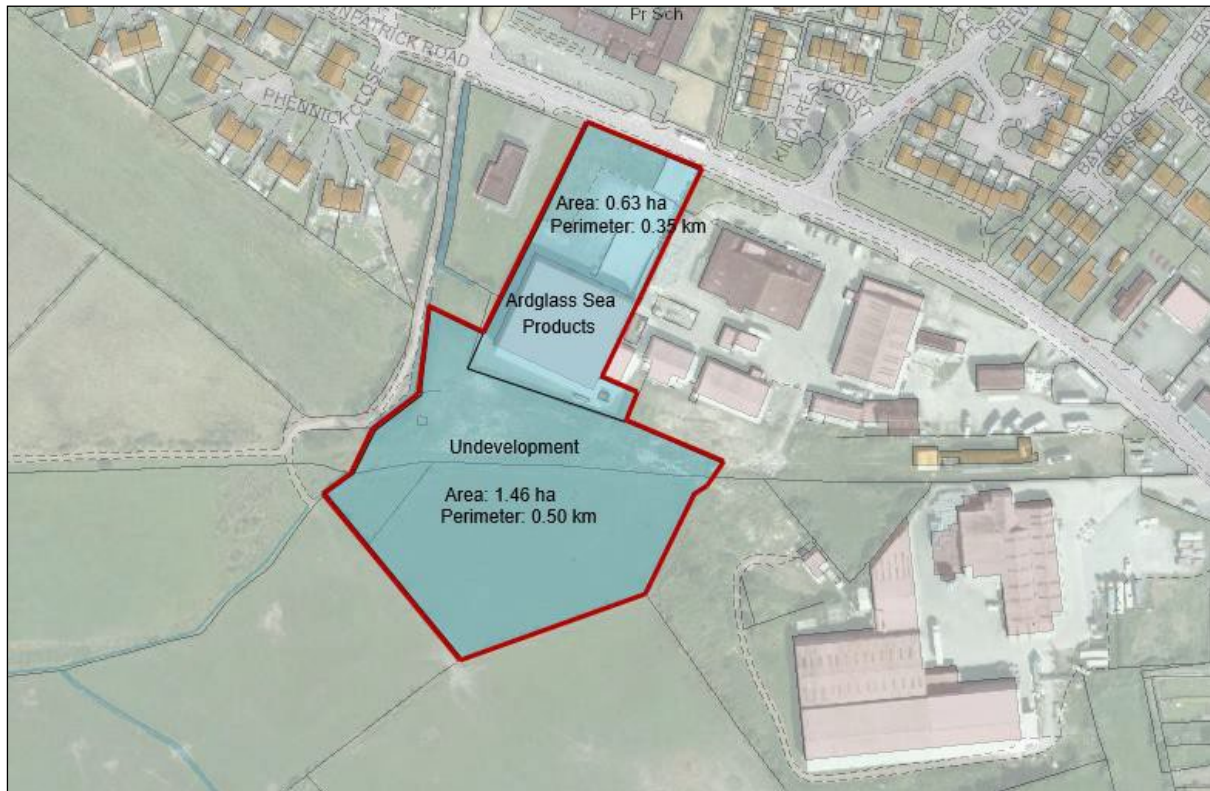
#### Annsborough IPA(AH03)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located off the Mill Hill Road in Annsborough the subject lands and buildings have been constructed around a former textile mill.	4.47 Ha	0.89 Ha	Lands are fit for purpose and would be suited for expansion of the existing businesses.	Amber

### 6.1.11 ARDGLASS

#### Ardglass IPA (AS03)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Zoned as an industrial policy area the front portion of the site is utilised as a cold storage facility for sea products while the rear portion remains undeveloped.	2.09 Ha	1.46 Ha	Considering the surrounding land uses and proximity to Ardglass Harbour we are of the opinion that this portion of undeveloped land provides an opportunity for the expansion of the current industrial offering in the area.	Amber

### 6.1.12 CROSSGAR

#### Crossgar IPA 1



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Industrial zoned land situated within the settlement development of Crossgar that is currently occupied by Crossgar fuels and a garden centre.	0.40 Ha	This land has been fully developed.	N/A	N/A

**Crossgar COU11**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
<p>Accessed from the Ballynahinch Road, Crossgar the subject lands consist of a distribution warehouse and agricultural buildings. The surrounding land use is predominately agricultural.</p>	3.95 Ha	1.35 Ha	<p>Location is rural and, in our opinion, land is not fit for purpose for industrial development other than expansion of the existing occupier.</p>	Red

### 6.1.13 SHRIGLEY

#### Shrigley IPA 1 (SY03)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Former mill site which has been developed in part and is occupied by NI Plastic's, Killyleagh Box Company and KC Skip hire.	6.39 Ha	2.89 Ha	Considering the surrounding land use and occupiers we are of the opinion that this site would be suitable for small light industrial units, however there is limited demand within this area.	Amber

### 6.1.14 BALLYHORNAN

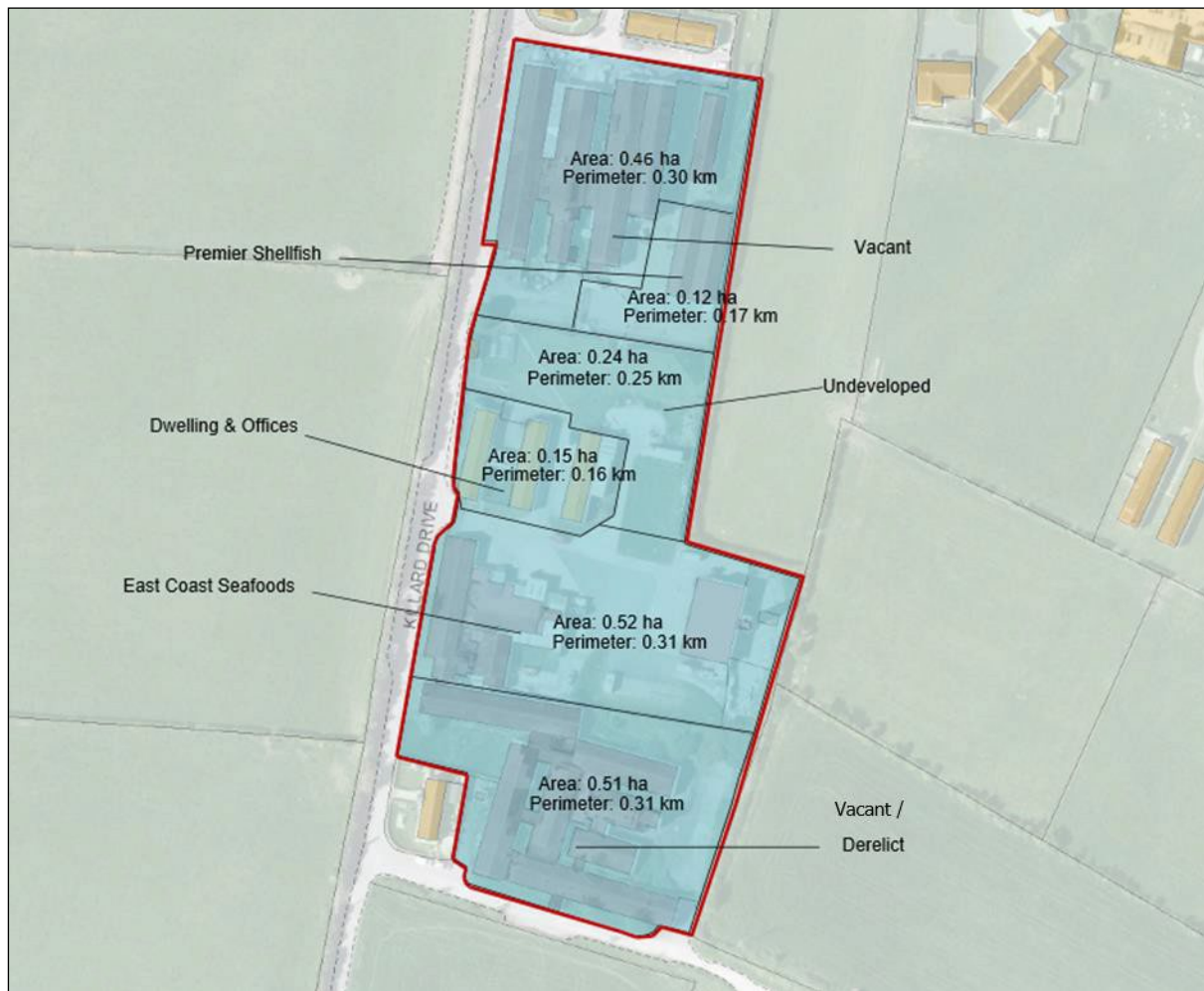
#### Ballyhornan IPA 1 (BH02)



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the coast the subject lands consist of a former fish factory and agricultural lands.	1.82 Ha	1.25 Ha	Land currently vacant with old industrial units. It would be our view this area is not suitable for modern industrial development due to its remote location.	Red



**Ballyhornan IPA 2 (BH02)**



DESCRIPTION	SIZE	AREA UNDEVELOPED	CBRE RECOMMENDATION ON SUITABILITY/ FITNESS FOR PURPOSE	PRIORITY
Located on the coast the subject lands consist of old industrial units that were developed to support the former air base at Bishopscourt which is situated nearby.	2.00 Ha	0.24 Ha	Land predominately vacant with old industrial units. It would be our view this area is not suitable for modern industrial development due to its remote location.	Red

## 6.2 SUMMARY OF EMPLOYMENT LANDS

Detailed below is a summary table showing the individual undeveloped lands together with our opinion of how these lands should be prioritised for development.

As previously stated the sites have been colour coded, Green, Amber and Red, with Green being prime lands which we feel there would be a strong market for. Amber being lands which have current and future potential demand. Red are lands which we see having limited demand for development in the short term.

Red lands are not necessarily lands which should be de zoned but are lands with limited market demand.

LOCATION	UNDEVELOPED AREA HA	PRIORITY
Carnbane/Cloughanramer Road (Zoning NY63), Newry	50.79	Green
Carnbane Business Park (Zoning NY65), Newry	2.29	Green
Craigmore Road (Zoning NY67), Newry	10.31	Green
Chancellors Road (Zoning NY69), Newry	18.54	Green
Loughway Zoning (NY70), Newry	3.06	Green
Carbane Industrial Estate - Main Portion, Newry*	3.28	Green
Down Business Park (COU 12), Downpatrick*	18.28	Green
Ballydugan Road, Downpatrick*	0.06	Green
Lisburn Road, Ballynahinch*	0.96	Green
Warrenpoint Harbour Estate*	0.20	Green
TOTAL	107.77	
Damolly (Zoning NY68), Newry	2.86	Amber
Carnbane North (Zoning NY62), Newry	2.28	Amber
Carnbane Road/Tandragee Road (Zoning NY64), Newry	2.89	Amber
Newry Road (Zoning CM10), Crossmaglen	0.55	Amber
Moor Road - The Harbour (KL 19), Kilkeel	13.92	Amber
Upper Dromore Road/Burren Road (WB24), Warrenpoint / Burren	13.14	Amber
Milltown West (WB26), Warrenpoint / Burren	0.69	Amber
Cloonagh Road and Brannish Road (DK 15), Downpatrick	8.62	Amber
Old Belfast Road (BH 17), Ballynahinch	4.94	Amber
Annsborough IPA, Annsborough (AH03)	0.89	Amber
Ardglass IPA, Ardglass (AS03)	1.46	Amber
Shrigley IPA 1, Shrigley (SY03)	2.89	Amber
Killough Road (DK 14), Downpatrick	7.59	Amber
Crossmaglen Mixed Uses, Cullaville Road (CM11)	1.75	Amber
TOTAL	64.47	
Carnbane South (Zoning NY66), Newry	0.97	Red
Newcastle Road (KL 20), Kilkeel	2.06	Red
Moor Road / Newcastle Road West (KL 21), Kilkeel	0.27	Red
Moor Road / Newcastle Road East (KL 22), Kilkeel	3.54	Red
Newry Road, (NN06), Newtownhamilton	0.46	Red

Crossgar COU11, Crossgar	1.35	
Ballyhornan IPA 1, Ballyhornan (BH02)	1.25	
Ballyhornan IPA 2, Ballyhornan (BH02)	0.24	
TOTAL	10.14	

\*These sites are existing industrial lands rather than zoned industrial lands in the area plan.

### 6.3 CONCLUSION

Having reviewed the undeveloped employment land within the district it is our opinion that for the study period 2018 – 2030 there is, enough zoned undeveloped employment land within the NMD Council area. Following our assessment of the lands we believe 107.77 Ha (266 acres) of undeveloped lands are good quality and prime for development.

The issue is not necessarily the quantum amount of undeveloped zoned employment land but how developers and occupiers gain access to such land. In our experience across Northern Ireland we have found that whilst there is an abundance of undeveloped zoned employment land that this land is not readily available on the open market, ie these form part of larger land banks or are being held in the hope that a higher alternative use value would be realised. In addition to this there still remains viability issues around the development of industrial/warehouse schemes by property developers where typically end values are still less than the cost of construction.

In many of the smaller towns and villages there is limited demand for large scale warehousing and therefore do not require a significant land bank of undeveloped employment lands. We would note that it is our opinion that there would be demand for smaller business units similar to the Enterprise Centre model, which provides small units of 500- 1,000 sq ft and support for new business to grow.

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# 7

## **REVIEW OF COUNCIL OWNED ASSETS**

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## 7. REVIEW OF COUNCIL OWNED ASSETS

We have reviewed the Asset List that was provided to us by the Council. This list contained 1,180 records of assets owned by the Council. These can be classified as follows:

Classification    Number of Assets:

Buildings	245
Car Parks	140
Ground	782
Monuments	5
Structures	7

The list of council assets included properties such, playing fields, car parks, office buildings, public toilets, monuments and structures such as bandstands.

The assets are spread throughout the Council area across 88 different settlements including Newry City, towns such as Ballynahinch, Downpatrick, Newcastle and Warrenpoint together with villages such as Bryansford, and Hilltown.

The large majority of the assets are described as grounds and these include playing fields, bowling greens etc. There are also several other types of assets from public conveniences, picnic areas and harbours. A number of the buildings detailed appear to be occupied for the purposes of delivering Council services. Some of the most interesting assets from a regeneration perspective are a range of city centre car parks that are controlled by the Council

Within Newry there are 33 assets classified as car parks. It is our opinion that a more detailed and in-depth study/analysis of these car parks is required, firstly to ascertain what is the parking need for the city going forward and secondly are there other alternative uses for these sites that will assist the Council in regenerating the city and in return increasing the rates base for the Council. It may be that once the first point is established, then it will be possible to offer sites to the development market on the strict proviso that certain uses are developed whether that be office accommodation or city centre living. There may also be a scenario whereby a multi-storey car park could be developed to service the city centre and therefore freeing up car parking lands for regeneration. We are fully aware that carparking is an emotive subject for any town/city with constant debate around the cost of parking. It is our opinion that the Council need to establish a baseline of the number of spaces available both publicly and privately and what the optimum number should be going forward to balance the needs of local businesses whilst being mindful of the Council's aims for regeneration. It is obvious when visiting the likes of Newry how much surface space is actually given over to car parking especially on prime lands fronting onto the canal or onto major arterial routes. Without prejudicing any outcome of a car parking study we feel the needs of the city could be addressed by a multi-storey car park on the periphery of the city centre to encourage a more vibrant city centre that is not dominated by the private car.

We are aware that the Council plans to construct a new civic hub at Abbey Way Car Park in Newry to deliver accommodation fit for purpose for council employees and members of the public. Whilst this will regenerate a car park site it will also create new opportunities on the existing council office sites.

To make suggestions on individual assets we would require further information including maps, areas, together with understanding land zoning etc. We would suggest that a more in-depth project is commissioned on the asset schedule, with a particular focus first on the Newry city centre car parks which we feel have the most potential.

Once the new proposed Abbey Way Council office is developed the council would be decanting from a number of locations into the new building. A review of these existing buildings should be considered to ascertain possible future uses, either existing or alternative uses.

On reviewing the schedule there were no obvious opportunities that would be suitable for industrial/warehouse/business unit type schemes within a high growth area.

## **CONCLUSION/RECOMMENDATIONS**

The list of assets owned by the council is extensive and we understand that an Assets Register Working Group has been established within the council. In terms of recommendations we believe that several further studies are required to include:

1. A car park study to ascertain what car parking is required for Newry going forward with a view that ultimately sites can be released for development.
2. A review of the existing council owned office buildings to ascertain the future marketability
3. A review of existing playing field provision to understand if there is an excess amount of playing fields and if the potential exists for any to be released for alternative uses, however we understand these may be protected under planning policy statement 8 (PPS8 and SSPS).

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# 8

## **FLEXIBLE OFFICE MARKET COMMENTARY**

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## 8. FLEXIBLE OFFICE MARKET COMMENTARY

An assessment of current availability and future provision and demand of flexible or shared workspace across the district

Technological advances, evolving economies, and structural changes in the labour market are all transforming the way businesses are organised and the types of workspace they require. Organisations seek agile workplace strategies for their portfolios that put efficiency, people and experience at the heart of their real estate decision making. Flexible office solutions, combined with traditional leasing models, are a key strategy tenants are exploring to deliver real estate agility.

### Flexible Offices: What do we mean?

'Flexible offices' (also referred to as Flex space, Flex sector and Flex) has become a catch-all term to encompass those businesses offering occupiers a mix of office space and ancillary services with terms ranging from as short as a day to terms extending indefinitely.

Broadly speaking, the sector can be split into five different formats – traditional serviced and short term/ managed offices on the one hand, and newer formats – co-working, incubators and accelerators – on the other.

Increasingly, hybrid versions have emerged incorporating co-working space with managed or serviced offices to capture a greater range of occupiers. The range of offer has been driven by growing occupier requirements.

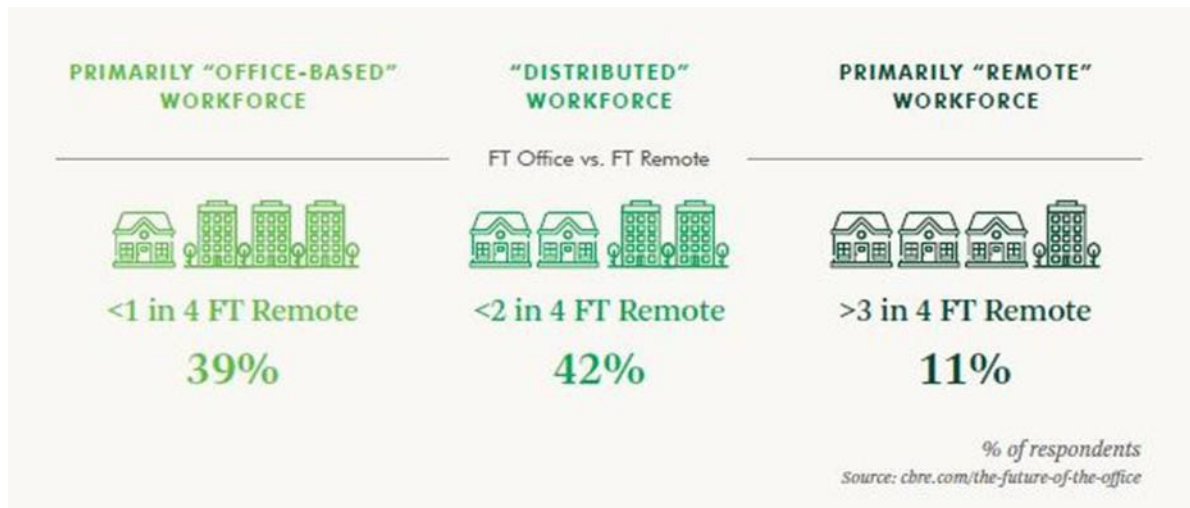
As these formats converge, it becomes more meaningful to talk about flexible offices as a broad and largely interchangeable set of products rather than treating them individually, not least because of the ease of reconfiguring space from one format to another, or simply altering the terms of design of otherwise conventional office space.



### Flexible Offices – Post Covid Response

Remote work desires are (and have been) growing. Organizations are preparing to meet employee demand for remote work, and future competition for talent will take place over the battlegrounds of not just flexible work policies, but also flexible work support such as stipends, home office equipment, and technologies. Organizations will also need to focus on maintaining and strengthening their culture for remote employees.





**The office is here to stay as well**

The physical office still has a role to play even in a more mobile future, but it will be designed to support flexibility and choice. Companies will rethink the role of a single HQ in favour of a broader ecosystem of work sites that may include regional offices, coworking spaces, and home to support increasing and ongoing mobility.



**Newry, Mourne and Down Flexible Market**

The Flex market in NMD is primarily centred around a number of Serviced Business Centres in Newry to include Granite Exchange on Kildare Street; 30 Monaghan Street; and The Hub with addresses at Margaret Street, St Colman’s Park and Abbey Yard Studios. In terms of requirements for Newry we know that IWG Plc (Regus) would have a strong interest in operating a centre in Newry. We have provided within our Appendices’ a table showing current availability of offices and meeting rooms.

## CONCLUSION

Despite speculation over the future of the office, it is expected that the COVID-19 pandemic will instead accelerate already growing trends, resulting in a better office that focuses on sustainability, wellness and technology.

Although the recent COVID-19 pandemic and rise in home working has led onlookers to question the future of the office, we expect that the increase in working from home will be driven by the older demographic, while millennials will continue to demand high quality work environments - driving the war on talent.

Despite enforced work from home strategies, it appears, companies are anticipating the need to escape lockdown and start rebuilding their businesses in a new, agile way, mitigating capital expenditure and avoiding long-term commitments.

- We expect that the enquiries and investigative work being undertaken now will result in a rise in space taken in the second half of 2021.
- Many enquiries are linked to broader post-covid workplace strategies being developed by companies, including distributed working, employee choice and experience and a focus on recovery in productivity.

Ultimately, while COVID-19 has delivered an unimaginable year for Flex, the occupier and investor and operators alike; Flex's key attraction for occupiers in unprecedented times is offering a hedge against uncertainty. There are other important reasons that we examine in this commentary, which lead us to expect a resurgence in this sector.

As we look forward to a return to offices, surveys conducted by CBRE and corporate analysis affirm that COVID-19 is not a threat that will destroy the Flex sector, rather a justification for its continued growth.

CBRE occupier clients have confirmed that the Covid-19 situation will reinforce the need for flexibility – CBRE firmly believe that occupiers will want more not less, and they will continue to pay a premium for it. In particular, CBRE's corporate clients are telling us Flex-space will be needed more not less as it delivers agility and the ability to try new work settings and new ventures. There is also the cost benefit of avoiding capex. In the medium term we expect it to be used to help with:

- Social distancing
- Decentralised operations
- Resilience
- Disaster Recovery Strategies

Within the NMD district that during the Covid pandemic a number of sectors have suffered it is our opinion that the office market and particular the Flex office market will rebound strongly for the reasons highlighted above. We believe that provincial towns will benefit as much as Belfast given the rise for working closer to home, the desire to reduce commuting times and strive for a better work/life balance. The market in NMD is still in its infancy but with Covid accelerating trends we expect to see the Flex market continue to grow in the medium term. We would also hope to see the development of a Grade A office building within the district and whilst viability issues exist, the development of an office building can be assisted by the council making a site available and also from funding from the Belfast Regional City Deal.

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# 9

## **IMPACT OF COVID AND BREXIT**

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## 9. IMPACT OF COVID AND BREXIT ON SUITABILITY OF EXISTING ACCOMMODATION

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Whilst we are still in the relatively early stages of both Brexit and the recovery phase of Covid 19, at the date of our report there does appear to be some initial signs of the economy reopening following the third lockdown in Northern Ireland although it should be said that it will take many months, if not years for the full effect and consequences of Covid-19 and Brexit to be fully felt. The greatest threat to the economy is the potential for high levels of unemployment. The economy has generally been shielded from this due to the furlough scheme but as this is phased out there is the real potential for unemployment to rise substantially. We are aware that a number of companies have already commenced the consultation process and job losses have been announced through the press across the UK with the number rising daily.

With regards to the impact that this may have on the property market within the wider NMD Council area, one of its main drivers is of course that companies who are expanding and requiring additional space either to house more office workers, manufacture from or are seeking out new locations to retail from, begin to strategically review their operations. Any downturn in the market also impacts on the spin off business for the many service providers such as office furniture suppliers, restaurants, gyms, coffee shops, hotels etc that service retail, office and manufacturing locations and employees. If the economy is in a period of sustained contraction, then it will impact on the property market of the NMD Council area. Below we have summarised the impacts and potential opportunities on the different property sectors within the NMD Council area.

### a. IMPACT ON RETAIL

- Tenants are now seeking a rent based on turnover as opposed to fixed market rents. This is an obvious benefit to the retailer but can make it more challenging from the landlord side especially around financing of assets, however the landlord now has a vested interest in how his tenant performs which should make for a more positive landlord and tenant relationship.
- Lease terms have begun to contract again as many tenants are now seeking multiple breaks within their lease.
- There is downward pressure on rent across the entire retail sector.
- We have already witnessed an influx of Company Voluntary Arrangement's (CVA's) and Administrations and many more expected. The impact of this will be to increase the number of vacant shops on our High Street which in turn will lead to a reduction in rates payable on these units equating to a drop, in collection for local authorities.
- Covid/Pandemic clauses are being introduced into leases to protect retailers in the future.
- Whilst the short-term outlook for retail has been devastating and some retailers simply won't survive, we do believe that with more people staying local and therefore shopping local this will create new opportunities for some and bolster existing retailers.
- We have initially seen some supply chain issues due to Brexit with regards to the delivery of certain items to NI. Some online retailers continue to refuse to send goods to NI therefore potentially creating greater opportunities for our local retailers.

## **b. IMPACT ON OFFICES**

- Impact remains to be seen on rents within the office market.
- Many occupiers are carrying out strategic reviews of their operational properties to ascertain if they need less space given the rise of working from home. The flip side of this is that if social distancing continues for the foreseeable future then some companies may need more space to safely accommodate their staff. Pre-Covid office design was about pushing design densities so that a building could accommodate more people, post-Covid we will see office design be less about density and even more about the user experience, reducing touch points and providing facilities that help staff remain safe such as enhanced cycle facilities etc. The appetite for Well/Green buildings will increase in the years to come.
- As the strategic overviews are completed, we may see a short-term increase in the supply of office accommodation as companies seek to reduce overheads, although at the date of our report supply remains relatively tight of good quality office accommodation. A secondary impact of an increase in vacant office space will be a reduction in the rates revenue collected.
- Companies will also increase their spend on technology as this also improves their resilience to future pandemics. Many companies have under-invested in this area for years and simply had to play catch-up and invest heavily in a short space of time so that their staff could adequately work from home.
- Whilst data does not exist we are of the opinion that a significant proportion of the population who live in the NMD Council area pre-Covid would have travelled to the likes of Dublin, Dundalk and Belfast for work and given that now more people will be minimising travel and having an element of home working for the foreseeable future, this will create opportunities for the flexible office providers for those that don't wish to travel but still require a suitable professional environment to work from.
- The challenge for the council area will be can developers deliver "Green & Well" buildings to cater for a possible increase in demand from those requiring flexible office space. Unfortunately, the challenge is the same from the pre-Covid era when office development was not financially feasible unless there is some intervention from local authorities or Government sources, such as the Northern Ireland Investment Fund, which may provide a financial wrapper to support the development plus the ability to offer developers and occupiers incentives such as a rates holiday.
- Under the "Belfast Region City Deal" (BRCD) there is a £3 million fund for Grade A office development in the Newry District in the form of an Urban Development Grant to address any viability gap between end value and cost of construction. The development of Grade A office accommodation will enable new companies to locate in the district and deliver new employment opportunities.
- To date we have not experienced any negative or positive impact from Brexit on the office market within NI.

## **c. IMPACT ON MANUFACTURING/LOGISTICS**

- The impact of Covid 19 is likely to have a devastating short-term impact on the certain parts of the manufacturing sector, especially those that are within the shipping, aircraft and car supply chain.

- Given Newry's unique border location and excellent road infrastructure, the district could benefit from an increase from logistics companies that serve the island of Ireland as retailers and online operators seek to shorten the supply chain.
- In the last 9 months the demand for warehouse/industrial space has increased significantly across the island of Ireland from those companies associated with online retailing, logistics, food preparation, leisure and fitness industries.
- This sector has been the best performing sector throughout the pandemic driven largely by the stay at home message and the demand for online retailing.
- In relation to Brexit whilst there have been a number of related enquiries this is still to translate into transactions.

#### **d. IMPACT ON INVESTMENT MARKET**

- Institutional investors who are heavily weighted against retail and offices will move into alternative asset classes such as build to rent. NMD Council area has relatively speaking limited institutional investment compared to other UK cities and the alternative investment market will be limited across the council area. For example, whilst build to rent has been very successful on the UK mainland, it has not taken off in Belfast/Northern Ireland as the situation with landlords (as opposed to the occupier) paying the rates is hindering feasibility of schemes.
- There could be other investments in council owned assets if councils considered implementing a sale and leaseback programme. In practice this would involve the council selling its buildings and taking a long-term lease of approx. 10-15years.
- Development could be kick-started if the council considered for example placing a wrapper on an office building and provide speculative accommodation for office occupiers. Further conversations should be held with Northern Ireland Investment Fund to understand what support could be available, and their appetite to encourage development within the NMDC area.

#### **e. CONCLUSION**

It is our opinion that pre-Brexit and Covid 19 the existing office accommodation was generally not fit for purpose of modern office occupiers given the challenges of development viability. This is also the case for new build office accommodation, whilst new build should be fit for purpose the same challenges exist around viability. As occupiers return to the office there will be an emphasis on sustainable and wellness issues within the office environment. Wellness and sustainable office environments are generally less of an issue with new buildings as developers seek to provide best in class buildings to attract occupiers.

With regards to zoned employment land as mentioned earlier in our report there is adequate zoned lands for employment purposes, but the issue remains around how occupiers and developers can purchase these lands, plus the general issue of development viability again.

In our opinion there is a severe lack of large warehouse and industrial units within the council area. Whilst areas such as Ballymena have had a high level of supply (caused by several major factory closures), this is not the case for places such as Newry. Again this relates to the financial viability not stacking to build new accommodation.

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# 10

## **PRIME SITES COMMENTARY**

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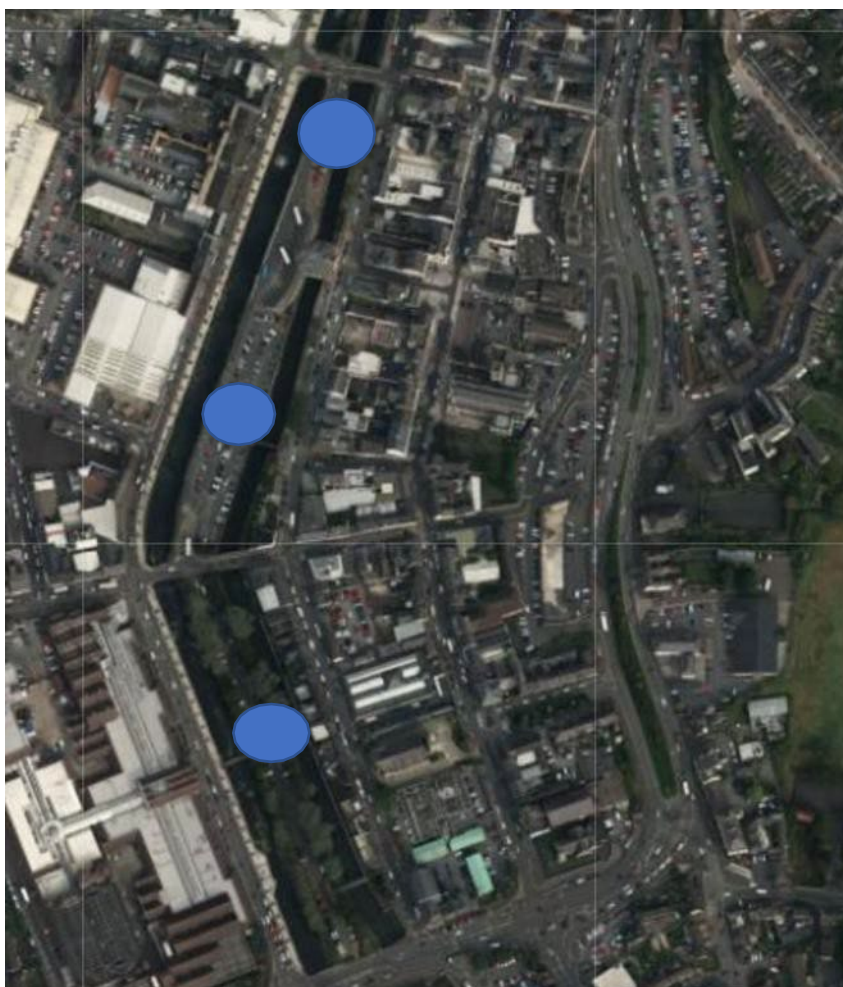
## 10. PRIME SITES COMMENTARY

### a. ANALYSIS OF PRIME SITES & MAIN GROWTH AREAS

With regard to prime sites and main growth areas there are lands that are within the control of the council and those that are in third party ownership.

As we have mentioned above we believe that a number of the Newry city centre car parks are prime sites that are ripe for redevelopment that would assist the Council in its regeneration aims and also increasing the rates base for NMD District Council.

#### Canal Bank 1, 2 & 3 Car parks



These car parks occupy a strategic location in Newry city centre with dual frontage onto the Newry Canal and Newry River. Situated between the sites is Newry bus station. The two larger plots are capable of delivering a landmark mixed-use scheme of Grade A offices and residential accommodation with attractive water frontage and walking distance of the main retail and leisure offerings.



## North Street



The subject site is located on North Street in Newry city centre, adjacent to Abbey Way and the main retail pitch of Hill Street. The land is a cleared brownfield site and would be ripe for either a mixed use scheme or residential scheme consisting of private and social housing.

### **b. NEWRY INDUSTRIAL LANDS**

Taking consideration of the Ulster University Employment Space Demand Report 2018-2030 and our property market knowledge we are of the opinion that there should be a heavy focus on industrial/warehouse development with the NMD District with a primary focus on the Newry area. Areas such as the industrial lands at Carnbane and those areas directly of the A1 are ripe for development for servicing manufacturing and storage and distribution companies.

### **c. CONCLUSION/RECOMMENDATIONS**

In terms of next steps, it is our opinion that the council could look to bring those sites under the control of the council to the market by way of a development brief. A strategy review also needs to be carried to ascertain the feasibility of each scheme and whether they can command a capital receipt. It may be a case that sites are offered at nil cost to the developer with a positive condition that a particular scheme is delivered within a prescribed timescale. The longer term benefit of having these sites developed and regenerated should deliver an increased capital receipt via rates contribution to the council.

Those sites not under the control of the council obviously impact on the range of interventions that could be made. For example, within Carnbane there are approximately 148 acres of undeveloped

employment lands, this includes Invest NI lands extending to approximately 31.21 acres.

Within this area there are more than enough lands to meet ongoing requirements but despite being zoned for employment use it is not readily available.

It is also interesting to note that there have been two bidders on the Chancellors Road Employment lands which are being marketed by In Prio. The lands extend to approximately 22 acres. These lands form part of NY69 under the area plan references.



We do not have any further detail with regards to the identity of the bidders and their intention towards the land.

Whilst no intervention is required for the likes of the Chancellors Road site it is our opinion that the council could exert its influence to ensure that zoned employment lands are actually available for this use. The council should be engaging with land owners to understand their long term plans on sites and whether there is an opportunity for council to encourage and support development.

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# 11

## **REVIEW OF INVEST NI LANDS**

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## 11. REVIEW OF INVEST NI LANDS

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Within the NMD Council area Invest NI land holdings include approximately 55.82 hectares. Located in the following 3 locations:

- Carnbane Business Park, Shepherds Way, Newry (NY63 & NY65) – 31.34 hectares available
- Down Business Park, Belfast Road, Downpatrick (COU12) – 18.28 hectares available
- Killough Industrial Park, Killough Road, Downpatrick (DK15) 6.2 hectares available

These areas have been provided by NMD council and vary from areas which Invest NI are stating as available areas, this is because Invest NI will mark a site as no longer available if they are in discussions with a party on land, however the land is still undeveloped and therefore included within these figures.

(We understand that the figure at Down Business Park may now be lower (at April 22) as some development has taken place)

Invest NI Lands are only available for purchase by Invest NI clients, to become an invest NI client certain criteria must be met as follows –

The business must: -

- Sell outside of Northern Ireland,
- Be actively pursuing growth plans and will contribute to increasing productivity and innovation in Northern Ireland,
- There are also criteria in relation to turnover, (turnover over £250,000 pa), volume of sales outside NI (25%) and growth potential.

There are no issues with the quality or location of the Invest NI employment lands but the same challenge exists with how these lands can be brought forward for development by owner occupiers or developers as a number of our local operators will not meet the Invest NI criteria.

The Invest NI Undeveloped lands represent approximately 30.6% of the total undeveloped identified employment lands as detailed in section 46 of our report. This has been calculated by taking the undeveloped Invest NI lands as a percentage of the total undeveloped identified lands within the study area.

Taking Carnbane Industrial Estate as an example there is ample employment land zoned for future development but as already stated throughout our report it is not readily available to the owner occupier or property developer market. The issue is not one of the quantum of land zoned, the issue is how it can be acquired for development.

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# 12

## APPENDICES

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**A**

**WAREHOUSE  
SCHEDULE**

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ADDRESS	SIZE (SQ FT)	£/SQ.FT.	QUOTING RENT PER ANNUM	BROCHURE LINK
<b>NEWRY</b>				
92 Forkhill Road, Newry BT35	1,430	£5.60	£8,000 per annum	<a href="https://www.propertypal.com/92-forkhill-road-newry/672279">https://www.propertypal.com/92-forkhill-road-newry/672279</a>
18 Merchants Quays, Newry BT35 6AH	3,610	£4.30	£15,500 per annum	<a href="https://www.propertypal.com/18-merchants-quay-newry/620838">https://www.propertypal.com/18-merchants-quay-newry/620838</a>
Unit 2 Canal Walk Business Park, Shepards Way, Carbane Ind Estate, Newry, BT35 6EE	5,000	£7.00	£35,000 per annum	<a href="https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608">https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608</a>
Unit 3 Canal Walk Business Park, Shepards Way, Carbane Ind Estate, Newry, BT35 6EE	7,000	£7.00	£49,000 per annum	<a href="https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608">https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608</a>
Unit 4 Canal Walk Business Park, Shepards Way, Carbane Ind Estate, Newry, BT35 6EE	7,000	£7.00	£49,000 per annum	<a href="https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608">https://www.propertypal.com/canal-walk-business-park-shepherds-way-carnbane-industrial-estate-newry/422608</a>
Units 4-6 Ballinacraig Business Park, Ballinacraig Way, Greenbank, Newry, BT34 2QX	11,669	£5.46	£63,775 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/units-4-6-ballinacraig-business-park-newry-bt34-2qx/property/RMA834942/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Storage+Unit&amp;propertyType[]=Warehouse&amp;offset=0&amp;limit=10&amp;area[]=59">https://www.propertynews.com/commercial-property-for-rent/units-4-6-ballinacraig-business-park-newry-bt34-2qx/property/RMA834942/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Storage+Unit&amp;propertyType[]=Warehouse&amp;offset=0&amp;limit=10&amp;area[]=59</a>
Unit 1, Chancellors Road, Newry, BT35 8PX	2,012	£6.46	£13,000 per annum	<a href="https://www.avisonyoung.co.uk/properties/-/property/detail-15876">https://www.avisonyoung.co.uk/properties/-/property/detail-15876</a>
Unit 2, Chancellors Road, Newry, BT35 8PX	2,005	£6.48	£13,000 per annum	<a href="https://www.avisonyoung.co.uk/properties/-/property/detail-15876">https://www.avisonyoung.co.uk/properties/-/property/detail-15876</a>
Unit 3 Chancellors Road, Newry, BT35 8PX	2,012	£6.46	£13,000 per annum	<a href="https://www.avisonyoung.co.uk/properties/-/property/detail-15876">https://www.avisonyoung.co.uk/properties/-/property/detail-15876</a>
Unit 4, Chancellors Road, Newry, BT35 8PX	3,751	£5.47	£20,500 per annum	<a href="https://www.avisonyoung.co.uk/properties/-/property/detail-15876">https://www.avisonyoung.co.uk/properties/-/property/detail-15876</a>
50 Clontigora Road, Killeen, Newry, BT35	3,000	£5.18	£15,561 per annum	<a href="https://www.propertypal.com/clontigora-road-killeen-newry/663143">https://www.propertypal.com/clontigora-road-killeen-newry/663143</a>
Clontigora Road, Killeen, Newry, BT35	5,000	£5.18	£25,935 per annum	<a href="https://www.propertypal.com/clontigora-road-killeen-newry/663145">https://www.propertypal.com/clontigora-road-killeen-newry/663145</a>

Greenbank Industrial Estate, Warrenpoint Road, Newry BT34 2PD	1,842	£4.61	£8,500 per annum	<a href="https://www.propertypal.com/greenbank-industrial-estate-warrenpoint-road-newry/570581/photo-4">https://www.propertypal.com/greenbank-industrial-estate-warrenpoint-road-newry/570581/photo-4</a>
Greenbank Industrial Estate, Warrenpoint Road, Newry BT34 2PD	2,456	£4.68	£11,500 per annum	<a href="https://www.propertypal.com/greenbank-industrial-estate-warrenpoint-road-newry/570581/photo-4">https://www.propertypal.com/greenbank-industrial-estate-warrenpoint-road-newry/570581/photo-4</a>
Ashtree enterprise Park, Rathfriland Road, Newry, BT34	3,576	£3.49	£12,500 per annum	<a href="https://www.propertypal.com/ashtree-enterprise-park-rathfriland-road-newry/286196">https://www.propertypal.com/ashtree-enterprise-park-rathfriland-road-newry/286196</a>
<b>Total</b>	<b>61,363</b>			<b>-</b>
<b>DOWNPATRICK</b>				
Unit 1, 105A Loughinisland Road, Unit 1, Annacloy, Downpatrick, BT30	3,652	£2.99	£10,950 per annum	<a href="https://www.propertypal.com/unit-1-105a-loughinisland-road-unit-1-annacloy-downpatrick/646901">https://www.propertypal.com/unit-1-105a-loughinisland-road-unit-1-annacloy-downpatrick/646901</a>
Compound 5, Annacloy Business Park, Downpatrick, BT30 9GF	2,600	£1.38	£3,600 per annum	<a href="https://www.propertypal.com/compound-5-annacloy-business-park-downpatrick/637543">https://www.propertypal.com/compound-5-annacloy-business-park-downpatrick/637543</a>
Unit 2, 150A Loughinisland Road, Annacloy, Downpatrick, BT30	3,652	£2.99	£10,950 per annum	<a href="https://www.propertypal.com/unit-2-150a-loughinisland-road-annacloy-downpatrick/646902">https://www.propertypal.com/unit-2-150a-loughinisland-road-annacloy-downpatrick/646902</a>
77 Commons Road, Downpatrick, Down, BT30 8DG	4,000		£7,200 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/77-commons-road-downpatrick-bt30-8dg/property/LLM670294/">https://www.propertynews.com/commercial-property-for-rent/77-commons-road-downpatrick-bt30-8dg/property/LLM670294/</a>
7 Church Road, Downpatrick BT30 9BQ	4,010	£1.74	£7,000 per annum	<a href="https://www.propertypal.com/7-church-road-inch-downpatrick/307980">https://www.propertypal.com/7-church-road-inch-downpatrick/307980</a>
<b>Total</b>	<b>17,914</b>			<b>-</b>
<b>SMALLER TOWNS</b>				
Unit 7, Milltown Industrial Estate, Warrenpoint	3,205	£4.68	£15,000 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/unit-7c-milltown-industrial-estate-warrenpoint/property/BPSNBPSN7194/?sort=Date+Added&amp;status%5b%5d=For+Rent&amp;sector%5b%5d=Commercial&amp;offset=20&amp;limit=10&amp;area%5b%5d=438">https://www.propertynews.com/commercial-property-for-rent/unit-7c-milltown-industrial-estate-warrenpoint/property/BPSNBPSN7194/?sort=Date+Added&amp;status%5b%5d=For+Rent&amp;sector%5b%5d=Commercial&amp;offset=20&amp;limit=10&amp;area%5b%5d=438</a>
Crossgar, Crossgar/Saintfield, BT30 9DA	5,000	£3.00	/	<a href="https://www.propertynews.com/commercial-property-for-rent/crossgar-crossgar-saintfield-bt30-9da/property/PFS680910/?sort=Date+Added&amp;status%5b%5d=For+Rent&amp;sector%5b%5d=Commercial&amp;offset=0&amp;limit=10&amp;area%5b%5d=497">https://www.propertynews.com/commercial-property-for-rent/crossgar-crossgar-saintfield-bt30-9da/property/PFS680910/?sort=Date+Added&amp;status%5b%5d=For+Rent&amp;sector%5b%5d=Commercial&amp;offset=0&amp;limit=10&amp;area%5b%5d=497</a>
<b>Total</b>	<b>8,205</b>			<b>-</b>



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# B

## OFFICE SCHEDULE

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ADDRESS	SIZE (SQ FT)	£/SQ.FT.	QUOTING RENT	BROCHURE LINK
<b>NEWRY</b>				
7B Loughway Business Park, Greenwalk, Newry, Co Down	3,900	£4.60	£17,950 per annum	<a href="https://www.propertypal.com/7b-loughway-business-park-newry/675249">https://www.propertypal.com/7b-loughway-business-park-newry/675249</a>
41A Monaghan Street, Newry Co Down, BT35 6AY	500	/	£115 per week	<a href="https://www.propertypal.com/41a-monaghan-street-newry/613111">https://www.propertypal.com/41a-monaghan-street-newry/613111</a>
7 Monaghan Court Business Park, Monaghan Street, BT35 6BH	930	£11.11	£10,000 per annum	<a href="https://www.propertypal.com/7-monaghan-court-buisiness-park-monaghan-street-newry/669131">https://www.propertypal.com/7-monaghan-court-buisiness-park-monaghan-street-newry/669131</a>
Office/ Studio, Moanghan Street, Newry BT35 6AA	1,000	£7.00	£7,000 per annum	<a href="https://www.propertypal.com/office-studio-at-monaghan-street-newry/608533/photo-3">https://www.propertypal.com/office-studio-at-monaghan-street-newry/608533/photo-3</a>
7 Trevor Hill, Newry, BT34 1DN	1,715	£6.41	£11,000 per annum	<a href="https://www.propertypal.com/7-trevor-hill-newry/153545">https://www.propertypal.com/7-trevor-hill-newry/153545</a>
17A & B Merchants Quay, Newry, BT35 6AH	1,457	£2.40	£3,500 per annum	<a href="https://www.propertypal.com/17a-b-merchants-quay-newry/661482">https://www.propertypal.com/17a-b-merchants-quay-newry/661482</a>
15 Merchant Quay, Newry, BT35 6AH	206-1,348	/	£750-£916.66 per month	<a href="https://www.propertypal.com/15-merchants-quay-newry/653864">https://www.propertypal.com/15-merchants-quay-newry/653864</a>
Office 11, The Master House, Newry, BT34 2EG	/	/	£75 per week	<a href="https://www.propertypal.com/office-11-the-masters-house-newry/620054">https://www.propertypal.com/office-11-the-masters-house-newry/620054</a>
Ground Floor, 12 John Mitchel Place, Newry BT34 2BP	2,590	£10.42	£27,000 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/12-john-mitchel-place-newry-bt34-2bp/property/BPSNBPSN6308/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=59">https://www.propertynews.com/commercial-property-for-rent/12-john-mitchel-place-newry-bt34-2bp/property/BPSNBPSN6308/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=59</a>
First Floor, 12 John Mitchel Place, Newry BT34 2BP	715	£7.27	£5,200 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/12-john-mitchel-place-newry-bt34-2bp/property/BPSNBPSN6308/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=59">https://www.propertynews.com/commercial-property-for-rent/12-john-mitchel-place-newry-bt34-2bp/property/BPSNBPSN6308/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=59</a>
6 St Colmans Park, Newry, BT34 2BX	1,850	/	(For Sale) £150,000	<a href="https://www.propertypal.com/high-spec-office-6-st-colmans-park-newry/658378/photo-6">https://www.propertypal.com/high-spec-office-6-st-colmans-park-newry/658378/photo-6</a>
Total	14,657		-	
<b>DOWNPATRICK</b>				
2 English Street, Downpatrick, Down, BT30 6AB	472	/	/	<a href="https://www.propertynews.com/commercial-property-for-rent/2-english-street-downpatrick-bt30-6ab/property/ARFARF2925/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/2-english-street-downpatrick-bt30-6ab/property/ARFARF2925/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
18 English Street, Downpatrick, BT306AB	1,675	/	For Sale £150,000	<a href="https://www.propertynews.com/commercial-property-for-sale/18-english-street-downpatrick-bt30-6ab/property/ARFARF4312/?sort=Date+Added&amp;status[]=For+Sale&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-sale/18-english-street-downpatrick-bt30-6ab/property/ARFARF4312/?sort=Date+Added&amp;status[]=For+Sale&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
31A St Patricks Avenue, Downpatrick, BT30 6DW	655	£12.20	£8,000 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/31a-st-patricks-avenue-downpatrick-bt30-6dw/property/ARFARF0805/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/31a-st-patricks-avenue-downpatrick-bt30-6dw/property/ARFARF0805/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
11 English Street, Downpatrick, BT30 6BD	1,010	£5.44	£5,500 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/11-english-street-downpatrick-bt30-6bd/property/OKTBEL2743_7411EnglishStreet/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/11-english-street-downpatrick-bt30-6bd/property/OKTBEL2743_7411EnglishStreet/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
8-10 Irish Street, Downpatrick, BT30 6BE	2,200	£5.22	£11,500	<a href="https://www.propertynews.com/commercial-property-for-rent/8-x2013-1-irish-street-downpatrick-bt30-6be/property/OKTBELOKTBEL2742_7411Irish/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/8-x2013-1-irish-street-downpatrick-bt30-6be/property/OKTBELOKTBEL2742_7411Irish/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>

Office 7, Down Business Centre, Belfast Road, Downpatrick, BT30 9UP	297	/	£232.20 per month	<a href="https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
Office 8, Down Business Centre, Belfast Road, Downpatrick, BT30 9UP	393	/	£307.20 per month	<a href="https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
Office 11, Down Business Centre, Belfast Road, Downpatrick, BT30 9UP	405	/	£316.5 per month	<a href="https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
Office 16, Down Business Centre, Belfast Road, Downpatrick, BT30 9UP	405	/	£316.50 per month	<a href="https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524">https://www.propertynews.com/commercial-property-for-rent/belfast-road-downpatrick-bt30-9up/property/14962101496000292/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=524</a>
67 St Patricks Avenue, Downpatrick, BT30 6DN	615	/	/	<a href="https://www.propertynews.com/commercial-property-for-rent/67-st-patricks-avenue-downpatrick-bt30-6dn/property/ARFARF3417/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=532">https://www.propertynews.com/commercial-property-for-rent/67-st-patricks-avenue-downpatrick-bt30-6dn/property/ARFARF3417/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=532</a>
Total	8,127			-
<b>SMALLER TOWNS AND VILLAGES</b>				
1 Savoy Lane, Newcastle, BT33 0SJ	1,577	£3.48	£5,500 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/1-savoy-lane-newcastle-bt33-0sj/property/JWP9403594/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=470">https://www.propertynews.com/commercial-property-for-rent/1-savoy-lane-newcastle-bt33-0sj/property/JWP9403594/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=470</a>
29 Main Street, Castlewellan, BT31 9DQ	600	£11.66	£7,000 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/29-main-street-castlewellan-bt31-9dq/property/ARFARF3911/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=479">https://www.propertynews.com/commercial-property-for-rent/29-main-street-castlewellan-bt31-9dq/property/ARFARF3911/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=479</a>
30 Main Street, Saintfield, BT24 7AA	515	£3.88	£2,000 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/30-main-street-saintfield-bt24-7aa/property/PNC320906/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501">https://www.propertynews.com/commercial-property-for-rent/30-main-street-saintfield-bt24-7aa/property/PNC320906/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501</a>
70 Main Street, Saintfield BT24 7AB	1,685	£6.23	£10,500 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/70-main-street-saintfield-bt24-7ab/property/BMU670257/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501">https://www.propertynews.com/commercial-property-for-rent/70-main-street-saintfield-bt24-7ab/property/BMU670257/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501</a>
90B Main Street, Saintfield, Down, Bt24 7AB	332	/	/	<a href="https://www.propertynews.com/commercial-property-for-rent/90b-main-street-saintfield-bt24-7ab/property/BMU670248/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501">https://www.propertynews.com/commercial-property-for-rent/90b-main-street-saintfield-bt24-7ab/property/BMU670248/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=501</a>
4 Castle Avenue, Castlewellan, BT31 9DX	650	£10.00	£6,500 per annum	<a href="https://www.propertynews.com/commercial-property-for-rent/4-castle-avenue-castlewellan-bt31-9dx/property/ARFARF3908/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=479">https://www.propertynews.com/commercial-property-for-rent/4-castle-avenue-castlewellan-bt31-9dx/property/ARFARF3908/?sort=Date+Added&amp;status[]=For+Rent&amp;sector[]=Commercial&amp;propertyType[]=Office&amp;offset=0&amp;limit=10&amp;area[]=479</a>
Total	5,359			-

## SERVICED OFFICES

ADDRESS	NAME	SIZE	£/PER MEETING ROOM	LINK
<b>NEWRY</b>				
The Hub, Newry - Margaret Street and Abbey Yard Studios	Hub Daily	For one person	£20 per day for 8.5 hours	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
	Hub 60	For one person	£120 PCM / 60 hours	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
	Hub Household	3 people (socially distanced)	£210 PCM	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
	Hub Unlimited	3 people (socially distanced)	£190 PCM	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
	Hub Unlimited Premium	3 people	£220 PCM	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
	Hub Private Office	For one person	/	<a href="https://www.thehubnewry.com/office-space-for-rent/">https://www.thehubnewry.com/office-space-for-rent/</a>
Granite Exchange	Pearl Room	Fully equied for max 2 people	£700 per month	<a href="https://graniteexchange.spaces.nexus.com/en/">https://graniteexchange.spaces.nexus.com/en/</a>
	Sapphire Room	Fully equied for max 2 people	£750 per month	<a href="https://graniteexchange.spaces.nexus.com/en/">https://graniteexchange.spaces.nexus.com/en/</a>
	Platinum Room	Meeting for 14 people	£55 for half day - £90 for full day	<a href="https://www.granite-exchange.com/meeting-rooms-2/">https://www.granite-exchange.com/meeting-rooms-2/</a>
	Silver Room	Meeting for 6 people	£35 for half day - £60 for full day	<a href="https://www.granite-exchange.com/meeting-rooms-2/">https://www.granite-exchange.com/meeting-rooms-2/</a>
Instant Offices Monaghan Street, Newry	Fixed Desk	Per Person	From £100 per month	<a href="https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763">https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763</a>
	Virtual Office	Per Person	£25 per month	<a href="https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763">https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763</a>
	Small Offices	One Person	From £100 per month	<a href="https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763">https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763</a>
	Medium Offices	10 People	From £1,000 per month	<a href="https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763">https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763</a>
	Large Offices	25 people	From £2,500 per month	<a href="https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763">https://www.instantoffices.com/en/gb/available-office-space/newry/monaghan-street-39763</a>