

Irish Nursing Home Sector

Q3 2025 – 30 September 2025



1. Sector overview

Nursing home sector outlook

Budget 2026 is scheduled for announcement on 7 October 2025. Nursing Homes Ireland (NHI) has called for an additional €85 million (7% increase) in Fair Deal funding in 2026, citing rising operating costs and pressures on sustainability within the sector. Budget 2025 provided an additional increase of €62 million (5.3% increase) during the year to offset inflationary pressures. Funding decisions in Budget 2026 will be critical to sector stability and capacity.

Occupancy across Irish nursing homes is currently at its highest level ever, averaging 93.6%. The majority of homes are operating with waiting lists, and this pressure is expected to increase as the supply of new beds coming on stream remains well below the level required to meet the growing demand.

Additional cost pressures: The cost of providing care has surged, with a 36% increase in operational costs per resident since 2017 as per a survey conducted by Nursing Homes Ireland.

The transaction landscape

In recent years, investment in the Irish nursing home sector has grown significantly, supported by favourable demographics. While the ECB implemented a series of interest rate increases during 2022 and 2023 to curb inflation, interest rates have since been reduced. The current ECB rate is 2% as of 30 September 2025. This shift has begun to boost market sentiment encouraging increased growth in the sector and M&A activity due to reduced borrowing costs.

The sector continues to consolidate most recently with the sale of Sonas Healthcare to Ethos Care.

The sector continues to attract interest from a range of new entrants, including private equity, property REITs and International Operators. We have seen a continuation of the OpCo / PropCo trend whereby an acquisition leads to the Nursing Home property being owned by a PropCo and the Nursing Home business being owned by an OpCo.

Please refer to [Section 2](#) for further details.

NTPF rate

The national average increase in the Fair Deal rate across the country in the last 12 months was €62 as a result of a New Deed or as an incremental increase agreed within an existing Deed. The national average weekly FDR only grew by 0.50% (€6) during Q3 2025 as compared to 0.94% (€11) growth in Q4 2024, representing an average decrease of €5 in quarterly NTPF rate increases. Based on current trends, we expect the rate of NTPF increases to slow down for the remainder of 2025.

The highest single rate increase of €100 was provided to a nursing home in Co. Cork. There were 68 nursing homes that received a single weekly fair deal rate increase of €50/+ in Q3 2025. The current highest average county Fair Deal rate is in Dublin at €1,375 whereas the lowest average county fair deal rate is in Co. Westmeath at €1,186.

The total number of private and voluntary Nursing Homes in the country currently stands at 411, compared to 415 Nursing Homes as at 30 September 2024.

Demographic and bed requirement

The rising demand for nursing home beds in Ireland is a consequence of the ageing demographic. As per April 2024 CSO estimates, the population aged 65 and above reached 833,400, constituting 15.5% of the total population. This reflects a 31% increase in the 65+ age group since 2016, signifying a substantial growth in the country's ageing population.

Currently, there are circa 32,000 registered nursing home beds, including circa 6,000 operated by the HSE and other voluntary nursing homes. As per the Economic & Social Research Institute (ESRI) report dated June 2025, the 65+ population will reach over 1 million by 2030 and calls for an urgent requirement of 6,000 additional new beds by 2030.

There are currently 26,267 private and voluntary registered nursing home beds as of 30 September 2025, a net increase of 123 beds as compared to 30 September 2024.

Please refer to [Section 5](#) for further details.

2. Transaction landscape

We continue to see consolidation in the Irish nursing home sector and an increase in the number of international investors in the market. Please see below a summary of recent transactions/ expansions listed below.

- We advised our client Ethos Care on the acquisition of Kerlogue Nursing Home, a 89-bed facility in Co. Wexford.
- Windmill Healthcare has recently announced the acquisition of Padre Pio Care Centre, a 50-bed nursing home in Churchtown, Mallow, Co. Cork. The nursing home is expected to be operational in Q1 2026.
- Sonas Nursing Home & Retirement Villages which consists of 12 nursing homes (715 HIQA registered beds) and four retirement villages has been acquired by Ethos Care which is backed by Lugus/HIG Capital (*Source: The Sunday Times*).
- The Residence Portmarnock, Co. Dublin (150-bed) and The Residence Cavan, Co. Cavan (110-bed) are currently under construction. The nursing homes are expected to open in second half of 2025 and will be owned and operated by Emeis (formerly Orpea).

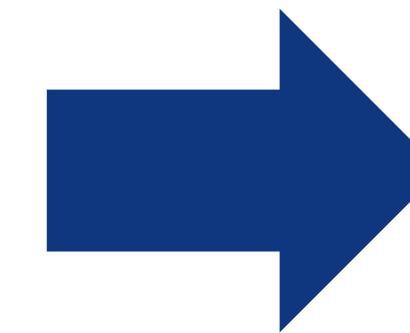
The nursing home sector has seen a greater spread in the EBITDA multiples being paid by investors for various degrees of asset quality/ future suitability. Nursing Homes with predominantly single ensuite bedrooms are now highly sought after as the effects of COVID-19 are expected to expedite future regulation on bedroom mixes within Nursing Homes.

We are seeing a continued upward trend in the adoption of the Property Company “PropCo” / Operating Company “OpCo” structure whereby one entity controls the real estate element of the Nursing Home and subsequently leases the operating business to another entity.

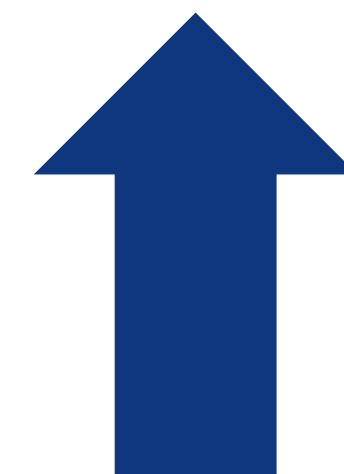
At PKF Brenson Lawlor, our Corporate Finance team has advised on several high-profile transactions, across both sale mandates for owners and acquisition mandates for purchasers. We are currently working on bringing several Nursing Homes to the market for clients around the country over the coming months. We service our clients by providing valuations on their homes, bringing the sale of their homes to the market, taxation advice, banking and project management of the transactions.



Increased consolidation and market participants.



Consistent EBITDA multiples.



Increased demand for majority single ensuite bedroom facilities.

3. Valuations

Nursing homes in Ireland are typically valued using a multiple of their maintainable EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation). Maintainable EBITDA is derived by adjusting reported financial results and projections to reflect the core, sustainable profitability of the business.

During 2022 and 2023, sector valuations started reducing as EBITDA multiples decreased. This was primarily driven by higher borrowing costs following successive interest rate increases by the European Central Bank (ECB) due to increasing inflation. Between June 2022 and September 2023, Eurozone interest rates increased sharply from 0% to 4%, marking ten consecutive increases within just over a year.

However, the macroeconomic environment has recently shifted. Inflation has now reduced to 2% (as of August 2025) and aligns to the ECB’s 2% target. The ECB has implemented four interest rate cuts during 2025. On 11 June 2025, interest rates were reduced by a further 25 basis points, bringing the interest rate down to 2%. While the interest rate cuts have created a more favourable financing environment, further cuts in late 2025 remain uncertain given global headwinds, particularly the potential impact of new US tariff measures.

The multiples being paid for Homes which contain a large number of dual or higher occupancy rooms or Homes which require material CapEx have seen a greater reduction in EBITDA multiples in the last two years. Homes with a low number of bedrooms, weak bedroom mix and large CapEx requirements observed the lowest multiples of EBITDA being offered as investors are increasingly looking towards higher quality Homes. Best in class Nursing Homes (PropCo & OpCo) in Dublin are currently fetching EBITDA multiples of up to 12/13 times whilst best-in-class Nursing Homes (PropCo & OpCo) outside of Dublin are fetching EBITDA multiples of up to 9/10 times.

Some factors used in determining the multiples of EBITDA/EBITDAR to be applied are:

- Quality and age of the Home
- Bed profile
- CapEx requirement
- Location
- NTPF rate
- Available development land/ potential
- Business environment

Multiple of maintainable EBITDA (PropCo & OpCo)			
Dublin	up to	12/13 times	
Outside of Dublin	up to	9/10 times	

Multiple of maintainable EBITDAR (OpCo only)			
Dublin	up to	5/6 times	
Outside of Dublin	up to	4/5 times	



4. NTPF Fair Deal Rate

The NTPF is the primary source of income for the Nursing Home sector. The national average weekly Fair Deal rate (FDR) grew by 5.2% from €1,202 on 1 October 2024 to €1,264 on 30 September 2025. The national average weekly FDR only grew by 0.50% (€6) during Q3 2025 as compared to 0.58% (€7) growth in Q2 2025 and 0.75% (€9) growth in Q1 2025. This represents an average decrease of €3 in quarterly NTPF rate increases from Q1 2025 to Q3 2025. Based on current trends, we expect the rate of NTPF increases to continue to slow down for the remainder of 2025.

Over the last 12 months, there has been a national average increase of €62 in the weekly Fair Deal rate as a result of a New Deed or as an incremental increase agreed within an existing Deed.

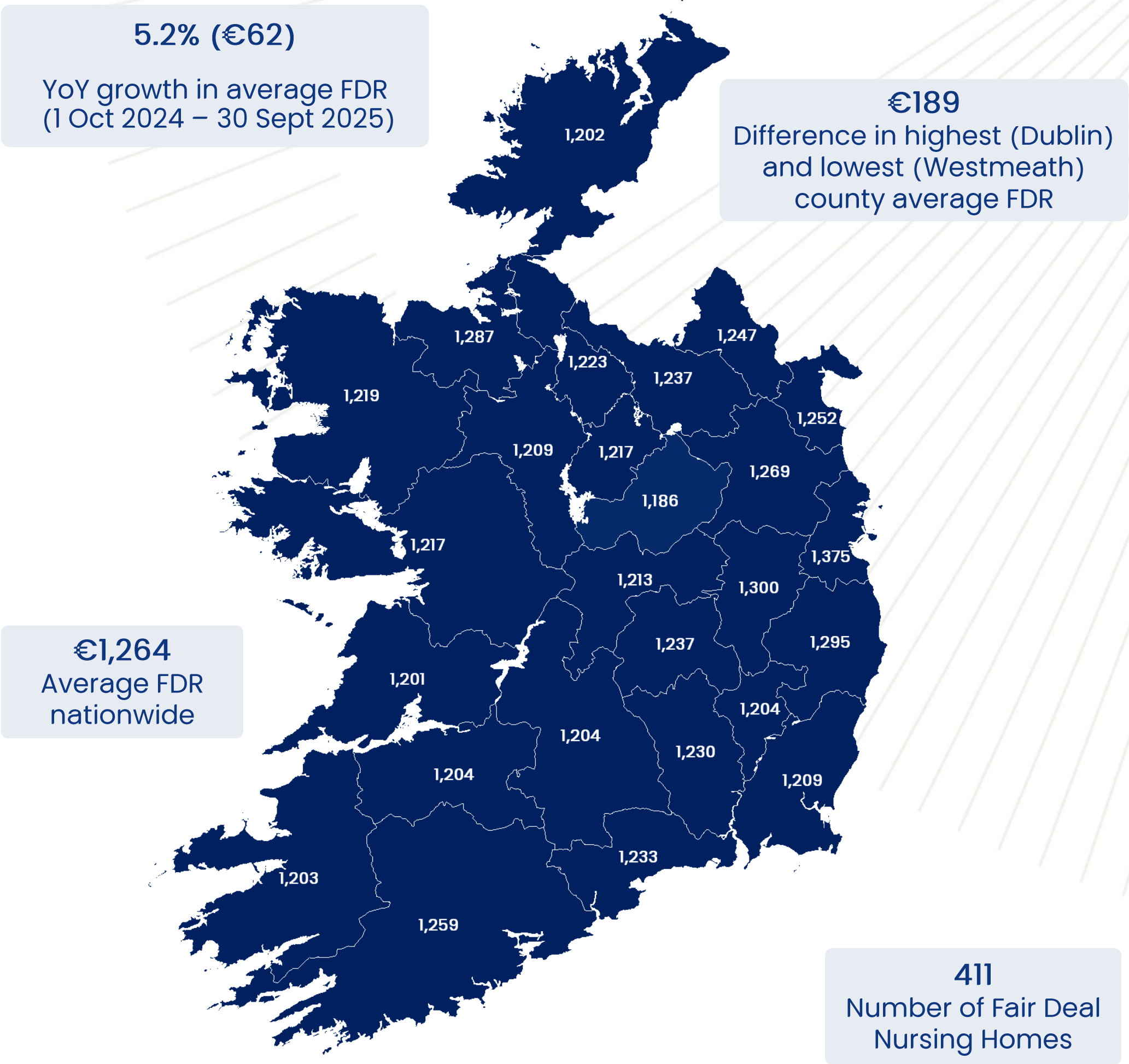
An analysis of the highest and lowest county NTPF rate averages on 30 September 2025 is presented below.

Highest County Averages	Price (€)	Lowest County Averages	Price (€)
Dublin	1,375	Westmeath	1,186
Kildare	1,300	Clare	1,201
Wicklow	1,295	Donegal	1,202

The total number of private and voluntary Nursing Homes in the Country currently stands at 411, compared to 415 Nursing Homes as of 30 September 2024.

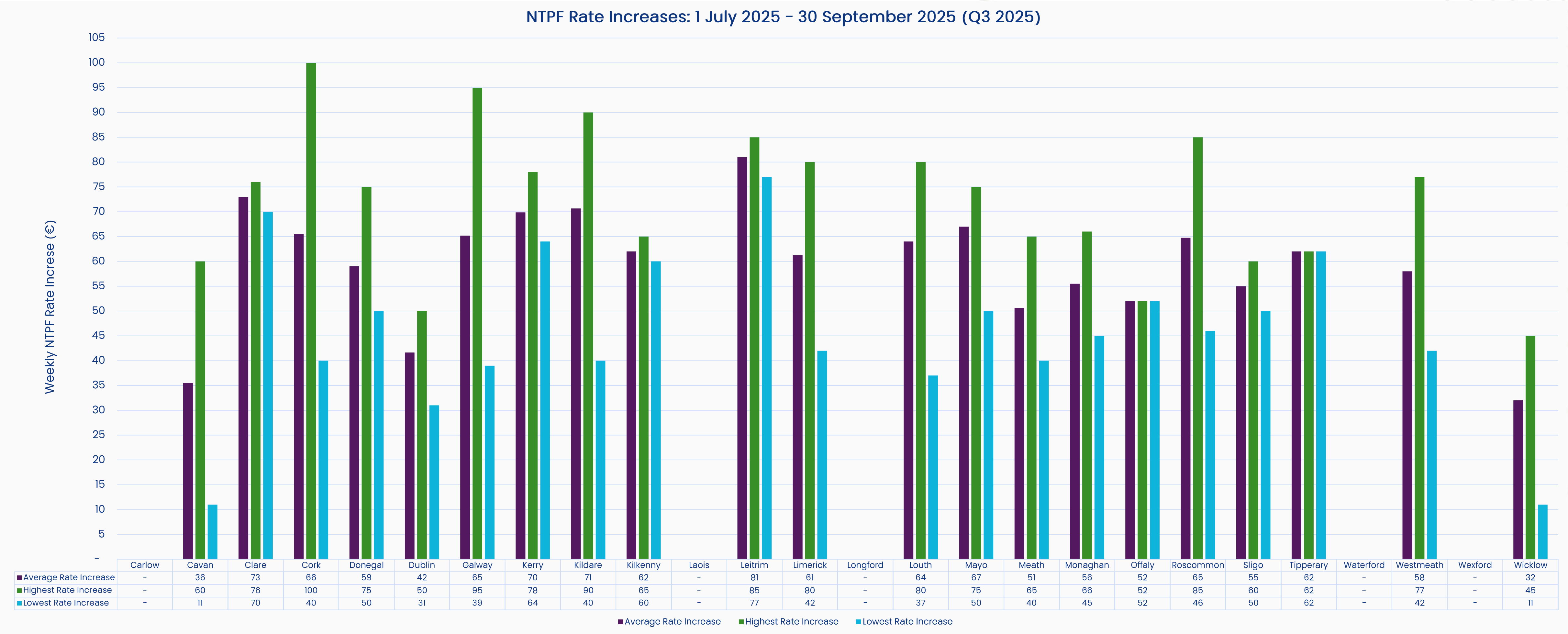
The sector has seen positive developments with higher NTPF rate increases awarded in rural counties; however, the rate of increases is now reducing putting pressure on smaller Operators. While a complete overhaul of the pricing system may not happen in the short term, we remain optimistic that a long-term, equitable solution will further enhance the viability of smaller nursing homes, which are vital in supporting the ageing population in these areas.

At PKF Brenson Lawlor, we help nursing home operators negotiate their new NTPF deeds, using our in-depth sector knowledge to help maximise favourable outcomes. Thorough preparation for your NTPF meeting is crucial and we can assist and guide you in this process.



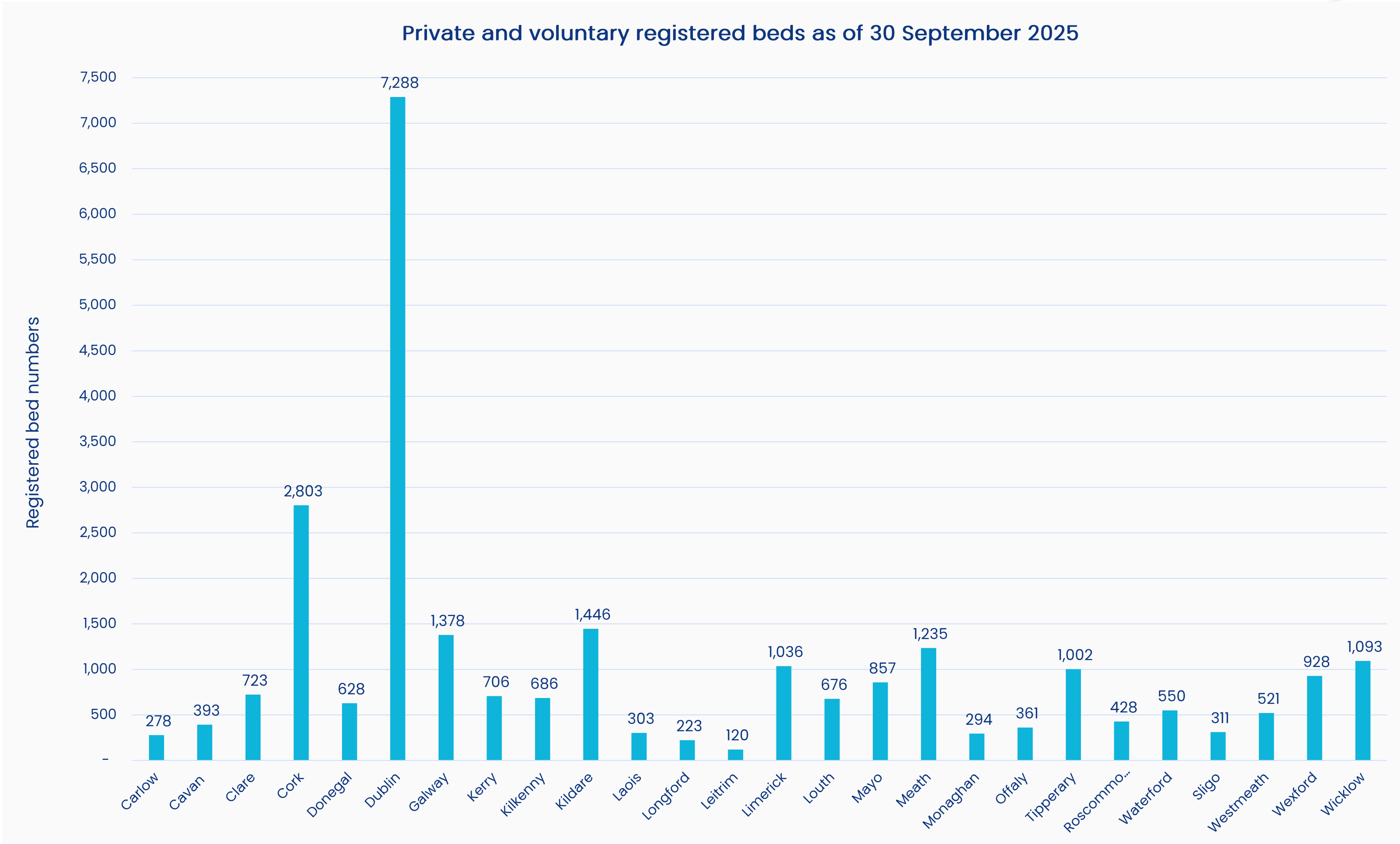
4. NTPF Fair Deal Rate (cont.)

We have provided below a summary of the NTPF rate increases for each county during Q3 2025.



5. Beds overview

We have provided below a summary of the private and voluntary nursing home bed numbers as of 30 September 2025.



- As of 30 September 2025, there are 411 private and voluntary nursing homes with 26,267 registered beds across the country. This is a slight increase in bed numbers from the previous year (30 September 2024), when there were 26,144 beds in 415 nursing homes.
- Over the past 12 months, 8 nursing homes either closed or left the "Fair Deal" scheme, resulting in a loss of 289 beds. However, during the same period, 3 new nursing homes joined the scheme, bringing in 288 additional beds.

5. Beds overview (cont.)

We have provided below a summary of the private and voluntary nursing home closures/openings during the last 12 months.

Nursing Homes closed/de-registered in the last 12 months (Fair Deal Scheme)			
County	Nursing Home	Month Left	Regd beds
Cork	Aperee Living Churchtown	Nov-24	50
Dublin	Ailesbury Private Nursing Home	Jan-25	34
Wicklow	Kylemore House Nursing Home	Jan-25	38
Galway	Bushfield Care Centre*	Jan-25	45
Roscommon	Fearna Manor Nursing Home*	Feb-25	53
Waterford	Padre Pio Rest Home	Jun-25	24
Laois	Ballard Lodge	Jun-25	24
Dublin	Brymore House Nursing Home	Jun-25	21
Registered beds that closed/de-registered between 01/10/2024 - 30/09/2025			289

Nursing Homes that joined in the last 12 months (Fair Deal Scheme)			
County	Nursing Home	Joining Month	Current regd beds
Wexford	Gorey Care Centre	Jun-25	96
Kilkenny	The Residence Kilkenny	May-25	80
Dublin	The Fern Dean Stepside	Dec-24	112
New beds registered between 01/10/2024 - 30/09/2025			288

During the last 12 months, the Country experienced significant changes in its nursing home landscape under the Fair Deal Scheme. During this period, 8 nursing homes with a total of 289 beds closed or left the scheme. These closures were spread across several counties, including Dublin, Cork, Galway and others. It is important to note that there were no closures in Q3 2025.

Conversely, 3 new nursing homes joined the scheme, adding 288 beds. These new additions included homes such as Gorey Care Centre (operated by Mowlam Healthcare), The Residence Kilkenny (operated by Emeis Ireland) and The Fern Dean Stepside (operated by Virtue).

As per the above, the registered bed numbers decreased only by 1 bed. However, taking into account the recent extensions/reductions in bed numbers, closures, and new openings within the private and voluntary nursing home sector, there has been an overall net increase of 123 beds from 1 October 2024 to 30 September 2025.

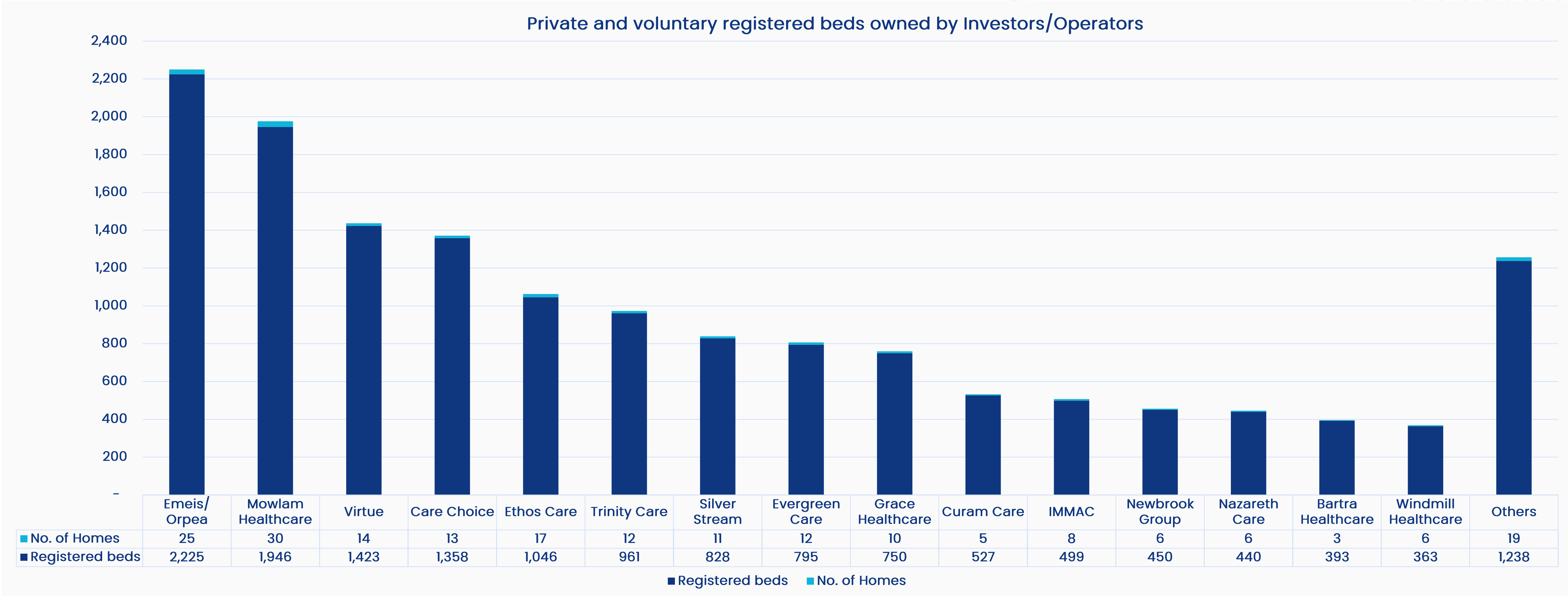
Notes: The registration of Bushfield Care Centre (Co. Galway) and Fearna Manor Nursing Home (Co. Roscommon) was cancelled by HIQA, and the management of the Home was taken over by the HSE.

Please see below a list of nursing homes that have notified HIQA of their intention to close.

Notice of closure		
County	Nursing Home	Regd beds
Wicklow	St. Columban's Nursing Home	24

5. Beds overview (cont.)

The Irish nursing home sector has consolidated in recent years with nursing home groups currently holding circa 58% of all private and voluntary nursing home beds in the country. Please see below our analysis of the number of nursing homes and the registered beds owned by the major groups agreed with the NTPF as of 30 September 2025.



About us:

PKF Brenson Lawlor is a top 15 Irish chartered accountancy & business advisory firm and a member of PKF International which spans 150 countries. At PKF Brenson Lawlor our corporate finance department comprises a team of specialists who work together to ensure clients are best prepared to meet new challenges by providing market-leading advisory services which guide businesses in the right direction.

Our Corporate Finance team is recognised as one of the leading M&A transaction teams in Ireland as per research carried out by leading global data insights firm – Experian. We have recently won the Finance Dublin Deal of the Year Award for three consecutive years in a row. Our Corporate Finance team is committed to providing impartial advice to clients and creating innovative solutions to their financial issues and objectives. Our depth of experience and ability to leverage resources and expertise from other areas of PKF Brenson Lawlor and PKF International has allowed us to become a firm of choice for organisations looking to meet their financial and strategic goals.

PKF Brenson Lawlor was appointed by Nursing Homes Ireland (NHI) in 2018 as a financial advisor to their members nationwide. At PKF Brenson Lawlor, our Corporate Finance team are renowned for providing market-leading advisory services to the Irish Nursing Home sector. The Nursing Home sector landscape in Ireland is undergoing significant change due to an increasing regulatory environment and changing demographics. At PKF Brenson Lawlor, our Corporate Finance team ensures clients are best prepared to meet these new challenges by providing market-leading advisory services which help guide Nursing Home Operators and Investors in the right direction. Should you require any advice in relation to the sector, please contact our Corporate Finance Partner, Mr Jason Bradshaw FCA.

Mergers & Acquisitions SME Deal of the Year Award 2025



Ranked top 2 M&A deal advisors in Ireland in H1 2025 as per Experian.



#98
Number of deals completed in 2020 – 2024



Deal of the year Award 2024, SME Inward Acquisition M&A



Mergers & Acquisitions SME Deal of the Year 2023

Proudly part of the PKF global family

We act together, sharing diverse ideas, niche expertise, specialist resources and deep relationships for everyone's benefit.



214
Firms globally



530+
Offices worldwide



21,000+
Professionals across the globe



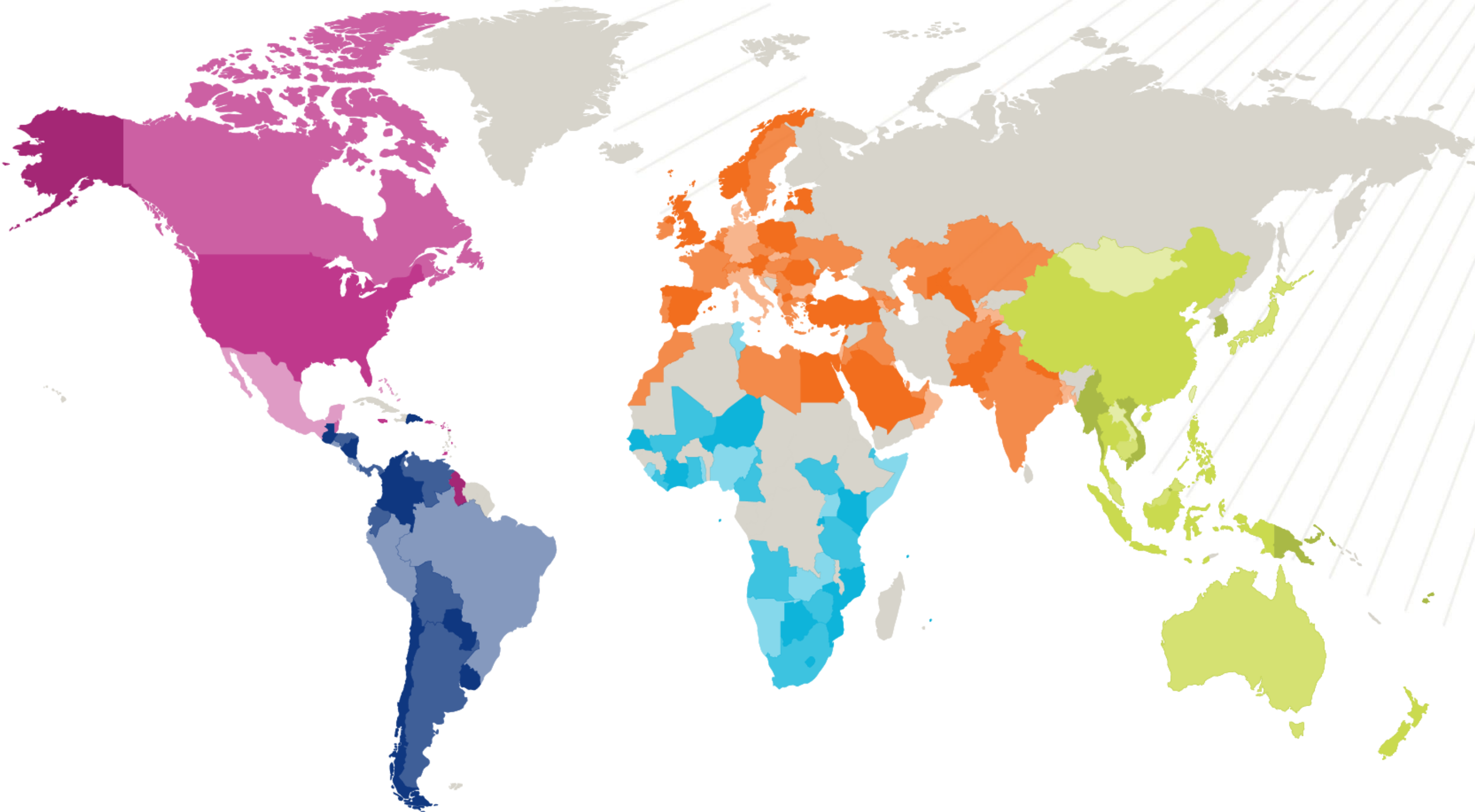
150
Countries that we operate in



15th
International Accountancy Network



1.7Bn
Generated by member firms in aggregate fee income





Jason Bradshaw FCA
Corporate Finance Partner

Jason@pkfbl.ie
T: +353 1 668 9760
M: +353 86 820 1442



Ian Lawlor FCA
Managing Partner

Ian@pkfbl.ie
T: +353 1 668 9760
M: +353 87 855 9454



Michael O'Leary
Tax Advisory Partner

Michael@pkfbl.ie
T: +353 1 668 9760

Thank you

PKF Brenson Lawlor

Argyle Square
Morehampton Road
Donnybrook,
Dublin 4

T: +353 1 668 9760

www.pkfbl.ie

PKF Brenson Lawlor

Unit 218/219
The Capel Building
Mary's Abbey
Dublin 7

T: +353 1 668 9760

www.pkfbl.ie