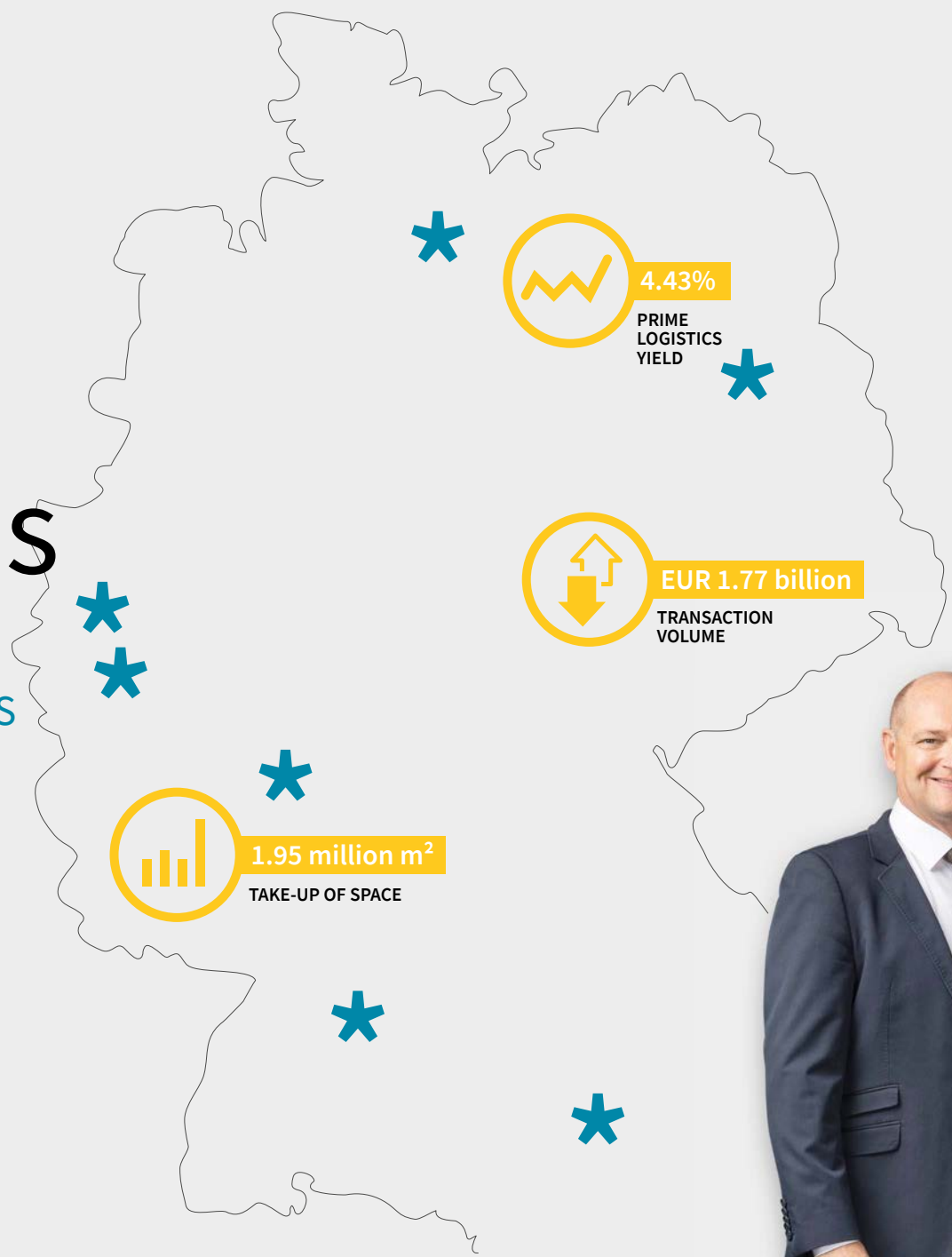
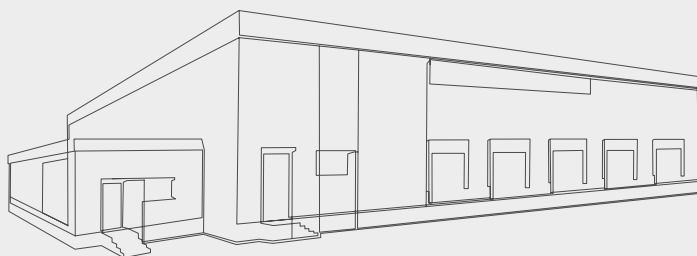


# Top 7 Regions

MARKET REPORT | Q 1-4 2023

» INDUSTRIAL | LOGISTICS PROPERTIES



Rental and investment turnover decreased overall in 2023. We expect sales of industrial and logistics assets to increase again over the course of 2024.

Björn Holzwarth  
Managing Partner and Spokesperson of GPP  
E & G Real Estate

# Overview



## INVESTMENT

	HAMBURG	BERLIN	DÜSSELDORF	COLOGNE	FRANKFURT	STUTT GART	MUNICH	TOP 7
TRANSACTION VOLUME [m. €]	245	241	206	340	438	100	204	1,777
YEAR-ON-YEAR CHANGE [%]	-39	-47	+106	-38	-20	+26	+33	-22
PRIME LOGISTICS YIELD [%]	4.40	4.40	4.5	4.40	4.50	4.40	4.40	4.43
YEAR-ON-YEAR CHANGE [% pts.]	+0.60	+0.90	+0.40	+0.40	+0.60	+0.40	+0.90	+0.60
LAND PRICES CITY AREA [MAX.; €/m <sup>2</sup> ]	480	420	600	400	470	550	720	-
YEAR-ON-YEAR CHANGE [%]	±0	-14.3	±0	±0	-11.3	+10	-10.0	-
LAND PRICES SURROUNDING REGION [MAX.; €/m <sup>2</sup> ]	240	250	350	300	300	550	690	-
YEAR-ON-YEAR CHANGE [%]	±0	-13.8	±0	±0	-11.8	+38	-10.4	-

## OVERVIEW – IN A NUTSHELL

### INVESTMENT

- » At around EUR 1.77 billion, the **transaction volume** generated in the TOP 7 regions decreased further. Many investors continued to hold back.
- » **Prime logistics yields** rose noticeably by 0.60% points on average to now 4.43%.
- » The overall outlook in this asset class continues to be favourable. Interest rates are unlikely to rise further in 2024, but could even decrease again. This should give rise to an increase in investment activity later in the year.

## LETTING

TAKE-UP OF SPACE [m <sup>2</sup> ]	290,000	334,550	272,000	235,000	484,350	159,000	171,000	1,945,900
YEAR-ON-YEAR CHANGE [%]	-45	-52	+1	-28	+24	-59	-11	-30
SHARE OF TAKE-UP LOGISTICS [%]	40	61	55	51	25	38	11	41
YEAR-ON-YEAR CHANGE [% pts.]	+7	+38	+25	+27	-43	+13	-16	+9
SHARE OF TAKE-UP RETAIL [%]	20	24	23	38	19	18	5	21
YEAR-ON-YEAR CHANGE [% pts.]	-30	-25	-36	+8	+5	-15	-13	-18
SHARE OF TAKE-UP INDUSTRIAL, PRODUCTION [%]	33	10	15	10	43	42	67	30
YEAR-ON-YEAR CHANGE [% pts.]	+19	-4	+6	-19	+36	+6	+55	+13
PRIME RENT CITY AREA [€/m <sup>2</sup> per month, net]	8.30	9.40	7.80	8.50	8.70	8.50	9.80	-
YEAR-ON-YEAR CHANGE [€/m <sup>2</sup> per month, net]	+0.80	+1.30	+0.50	+0.50	+0.90	+1.50	+1.20	-
PRIME RENT SURROUNDING REGION [€/m <sup>2</sup> per month, net]	6.70	7.40	6.80	6.50	7.50	9.90	8.20	-
YEAR-ON-YEAR CHANGE [€/m <sup>2</sup> per month, net]	+0.20	+1.20	+0.30	+0.05	+0.80	+1.70	+0.90	-

### Letting

- » Take-up of space dropped by around 30%. Demand for space decreased in most places.
- » However, owing to the lack of availability, there was on the whole a demand surplus, and rents rose considerably in some cases.
- » Demand remains subdued across various markets in early 2024. The space shortage will continue, in particular in the new-build segment. Rents are largely stable or rising slightly.

# Overview

## 1. HAMBURG

- ① 8.30 €/m<sup>2</sup>
- ② 6.70 €/m<sup>2</sup>
- ③ 4.40%
- ④ 280-480 €/m<sup>2</sup>
- ⑤ 160-240 €/m<sup>2</sup>
- ⑥ 100-180 €/m<sup>2</sup>

## 2. DÜSSELDORF

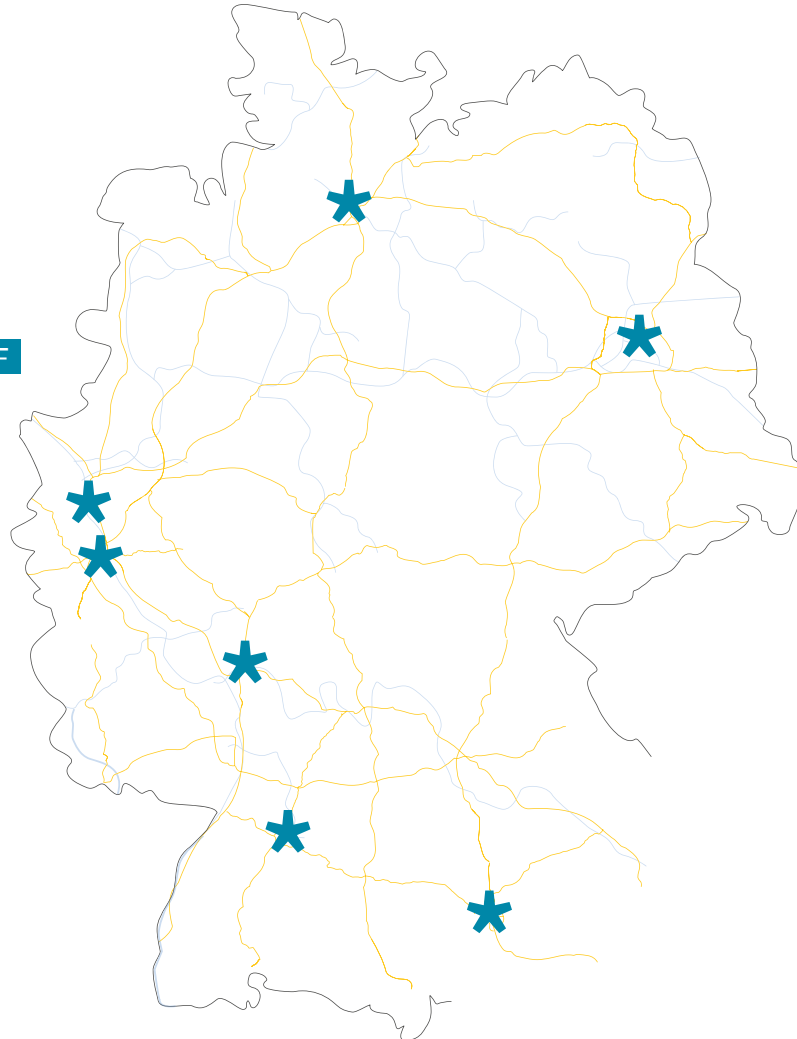
- ① 7.80 €/m<sup>2</sup>
- ② 6.80 €/m<sup>2</sup>
- ③ 4.50%
- ④ 400-600 €/m<sup>2</sup>
- ⑤ 300-350 €/m<sup>2</sup>
- ⑥ 200-250 €/m<sup>2</sup>

## 3. COLOGNE

- ① 8.50 €/m<sup>2</sup>
- ② 6.50 €/m<sup>2</sup>
- ③ 4.40%
- ④ 200-400 €/m<sup>2</sup>
- ⑤ 150-300 €/m<sup>2</sup>
- ⑥ 120-150 €/m<sup>2</sup>

## 4. STUTTGART

- ① 8.50 €/m<sup>2</sup>
- ② 9.90 €/m<sup>2</sup>
- ③ 4.40%
- ④ 300-550 €/m<sup>2</sup>
- ⑤ 250-550 €/m<sup>2</sup>
- ⑥ 150-280 €/m<sup>2</sup>



## 5. BERLIN

- ① 9.40 €/m<sup>2</sup>
- ② 7.40 €/m<sup>2</sup>
- ③ 4.40%
- ④ 110-420 €/m<sup>2</sup>
- ⑤ 90-250 €/m<sup>2</sup>
- ⑥ 65-160 €/m<sup>2</sup>

## 6. FRANKFURT

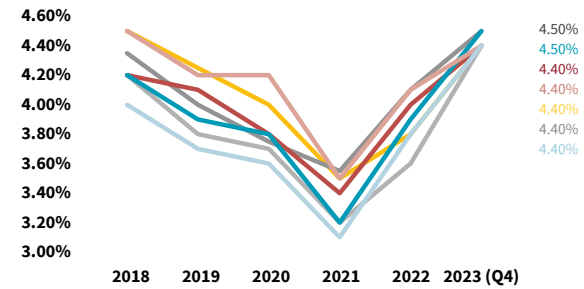
- ① 8.70 €/m<sup>2</sup>
- ② 7.50 €/m<sup>2</sup>
- ③ 4.50%
- ④ 260-470 €/m<sup>2</sup>
- ⑤ 180-300 €/m<sup>2</sup>
- ⑥ 85-260 €/m<sup>2</sup>

## 7. MUNICH

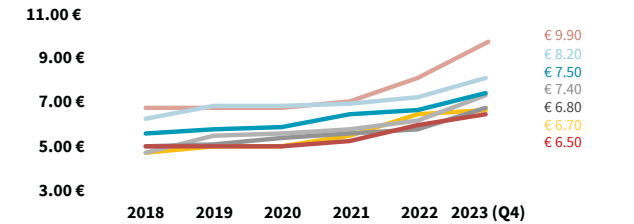
- ① 9.80 €/m<sup>2</sup>
- ② 8.20 €/m<sup>2</sup>
- ③ 4.40%
- ④ 420-720 €/m<sup>2</sup>
- ⑤ 200-690 €/m<sup>2</sup>
- ⑥ 150-450 €/m<sup>2</sup>

BERLIN DÜSSELDORF FRANKFURT HAMBURG COLOGNE MUNICH STUTTGART

## NET PRIME LOGISTICS YIELDS



## PRIME RENTS IN SURROUNDING REGIONS €/m<sup>2</sup>

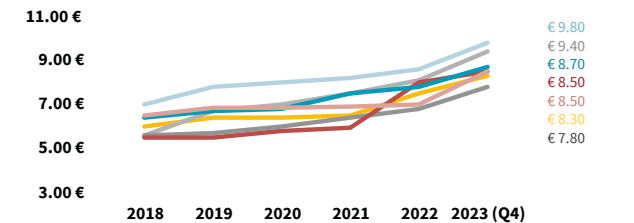


## LEGEND

- ① Prime rent logistics\* (city area)
- ② Prime rent logistics\* (surrounding region)
- ③ Net prime yield
- ④ Land prices\*\* (city area)
- ⑤ Land prices\*\* (surrounding region)
- ⑥ Land prices\*\* (greater area)
- Motorway
- Federal waterway

\* Logistics: min. 5,000 m<sup>2</sup>, min. 10 m height to lower edge roof trusses, min. 1 dock loading bay / 1,000 m<sup>2</sup>, state-of-the-art, new building or first letting period  
 \*\* Land: commercial / industrial area, 1 hectare or more, developed, contamination-free, virtually rectangular in shape

## CITY AREA PRIME RENTS €/m<sup>2</sup>

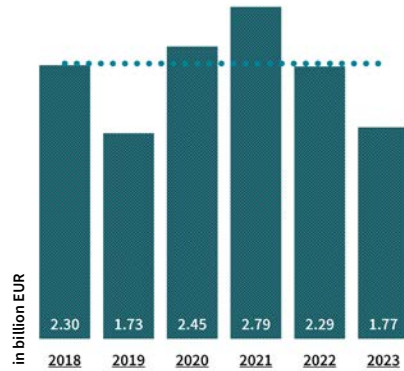


>> Source: German Property Partners (GPP) / bulwiengesa for Berlin, Frankfurt and Munich

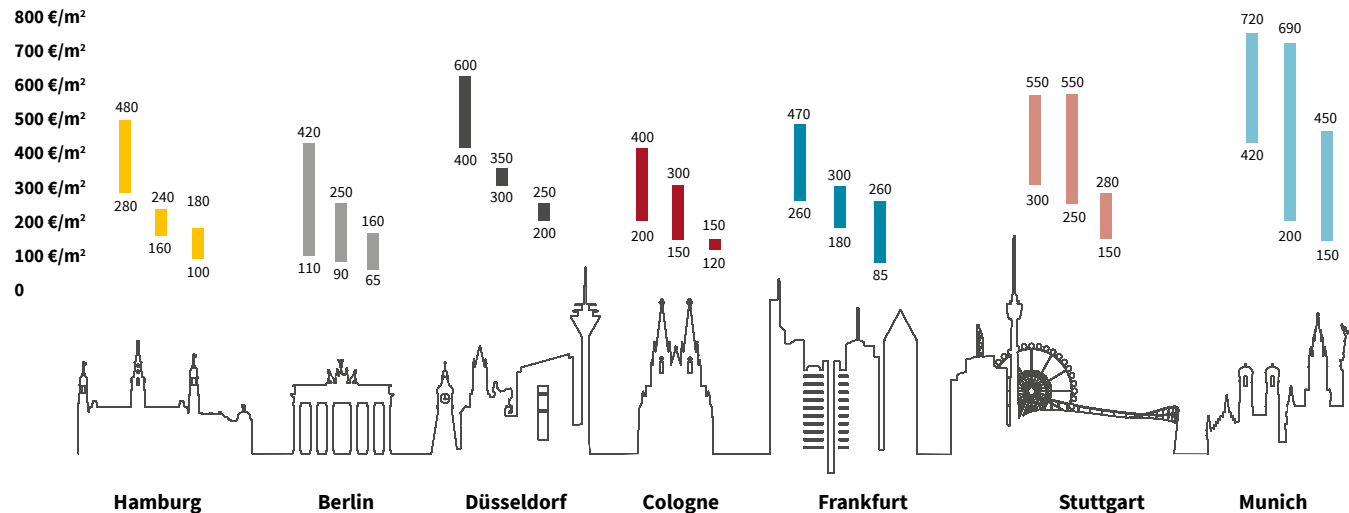
# Investment

## TRANSACTION VOLUME

5-year average (2018–2022):  
approx. EUR 2.31 billion



## LAND PRICES (CITY AREA, SURROUNDING REGION, GREATER AREA)



## BIGGEST TRANSACTIONS BASED ON WAREHOUSE SPACE

<b>HAMBURG</b>	<b>HAMBURG, LOGISTICS PORTFOLIO</b> >> 130,000 m <sup>2</sup> 6 properties in Billbrook Buyer: Kaldox Group (family office) Seller: Allianz	<b>COLOGNE</b>	<b>COLOGNE, PRODUCTION FACILITIES</b> >> 26,000 m <sup>2</sup> Geestemünder Strasse 48 Buyer: Panattoni Seller: Ford Deutschland
<b>BERLIN</b>	<b>OBERKRÄMER, BUSINESS PARK</b> >> 69,000 m <sup>2</sup> Im Gewerbepark Buyer: Deka Immobilien (open fund, 50% share) Seller: VGP (property developer)	<b>FRANKFURT</b>	<b>GIESSEN, BUSINESS PARK</b> >> 210,000 m <sup>2</sup> Stolzenmorgen Buyer: Deka Immobilien (open fund, 50% share) Seller: VGP (property developer)
<b>DÜSSELDORF</b>	<b>DÜSSELDORF, INDUSTRIAL SITE</b> >> 100,000 m <sup>2</sup> Böhler Strasse, Heerdt Buyer: Jamestown (fund) Seller: Voestalpine (corporation)	<b>STUTTART</b>	<b>BONDORF, LOGISTICS CENTRE</b> >> 84,500 m <sup>2</sup> District of Sindelfingen-Böblingen Buyer: REWE (corporation) Seller: Invesco
		<b>MUNICH</b>	<b>NEUFAHRN, LOGISTICS FACILITY</b> >> 33,000 m <sup>2</sup> Ludwig-Erhard-Strasse 7 Buyer: foreign investor Seller: Branicks Group (property corporation)

## INVESTMENT – IN A NUTSHELL

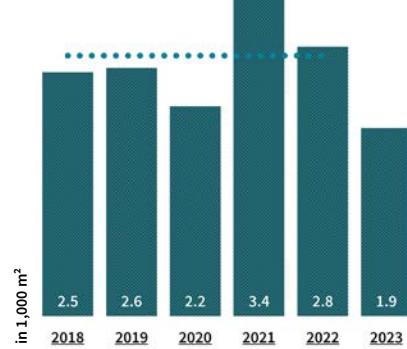
- » The **transaction volume** decreased by some 22% to around EUR 1.8 billion in the top 7 markets. The impact of the interest rate turnaround and reluctance among investors continued.
- » **Prime logistics yields** rose to an average of 4.43% in the TOP 7 (year-on-year change of +0.60% points).
- » However, this increase in yields was far less pronounced than in the case of **office properties** (year-on-year change of +1.06% points), causing the yield gap to shrink to just 0.09% points.
- » **Land prices** rose further only in Hamburg's city area and in the Stuttgart region. Following several years of price increases, land prices decreased considerably in Berlin, Frankfurt and Munich.
- » A further slight decrease of yields could occur in **2024**. However, this will be less pronounced than in the previous year, as the base interest rate is expected to at least remain stable or even decrease.
- » An increase in sales transactions later in the year appears likely against this backdrop.
- » Nevertheless, the transaction volume will be limited by the scarce availability of new-build products in a number of markets such as Munich and Stuttgart.
- » Possible risks for the investment market include an escalation of geopolitical crises, further economic uncertainties and a renewed increase in inflation rates.

# Letting

## TAKE-UP OF SPACE

incl. owner-occupiers

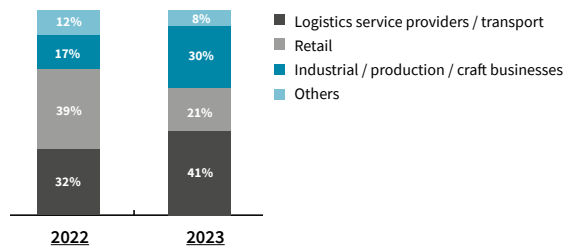
5-year average (2018–2022):  
approx. 2.7 million m<sup>2</sup>



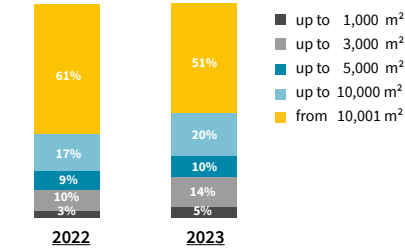
## TOP TRANSACTIONS

<b>HAMBURG</b>	<b>NEU WULMSTORF</b> TST Logistics Wulmstorfer Wiesen 5	>> 20,500 m <sup>2</sup>	<b>FRANKFURT</b>	<b>KAHL</b> Linde Material Handling Hanauer Landstrasse	>> 31,000 m <sup>2</sup>
<b>BERLIN</b>	<b>WERDER AN DER HAVEL</b> Welog (logistics) Am Magna Park	>> 38,300 m <sup>2</sup>	<b>STUTTGART</b>	<b>LUDWIGSBURG</b> Breuninger (retail)	>> 40,000 m <sup>2</sup>
<b>DÜSSELDORF</b>	<b>RATINGEN</b> HW-Inox (industrial) Zapp-Platz 1	>> 20,000 m <sup>2</sup>	<b>MUNICH</b>	<b>MUNICH</b> Siemens Mobility (industrial) Krauss-Maffei-Strasse	>> 30,000 m <sup>2</sup>
<b>COLOGNE</b>	<b>DORMAGEN</b> GXO (logistics) Düsseldorfer Strasse	>> 36,000 m <sup>2</sup>			

## TAKE-UP SHARES BY INDUSTRY



## TAKE-UP SHARES BY UNIT SIZE



## AVERAGE RENTS

	CORE CITY	REGION
HAMBURG	6.80 €/m <sup>2</sup>	5.70 €/m <sup>2</sup>
BERLIN	6.50 €/m <sup>2</sup>	5.40 €/m <sup>2</sup>
DÜSSELDORF	6.50 €/m <sup>2</sup>	6.20 €/m <sup>2</sup>
COLOGNE	6.10 €/m <sup>2</sup>	5.90 €/m <sup>2</sup>
FRANKFURT	6.70 €/m <sup>2</sup>	5.50 €/m <sup>2</sup>
STUTTGART	6.50 €/m <sup>2</sup>	6.75 €/m <sup>2</sup>
MUNICH	6.90 €/m <sup>2</sup>	6.20 €/m <sup>2</sup>

## LETTING – IN A NUTSHELL

- » **Take-up of warehouse space** decreased by some 30% to around 1.95 million square metres in 2023.
- » A considerable increase in take-up was recorded in the Frankfurt logistics region only. In Düsseldorf, the previous year's result was matched. Take-up decreased in the other top 7 markets, with strong declines in some cases.
- » Rents increased, despite the weak economic situation and low demand for space in most places. Prime rents rose by between 10% and 21% in the Stuttgart, Berlin, Munich, Frankfurt and Hamburg regions.
- » In addition, a lack of availability prevailed, whose extent varied from region to region.
- » A shortage of available space is to be expected in **2024** in almost all of the top 7 regions, in particular in the new-build segment.
- » Owing to the weak economy, demand for space is currently subdued in a number of markets, such as Hamburg, Berlin and Cologne.
- » Take-up figures are therefore likely to remain below average.
- » Rents are largely stable or rising slightly.

# Hamburg

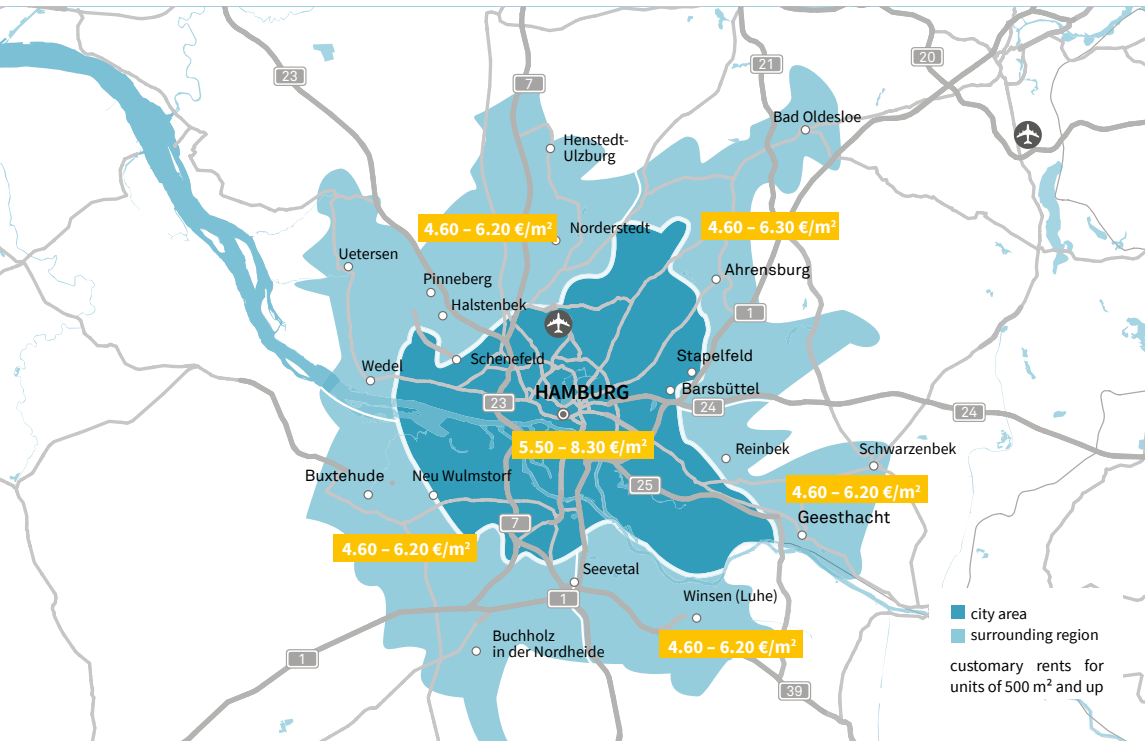
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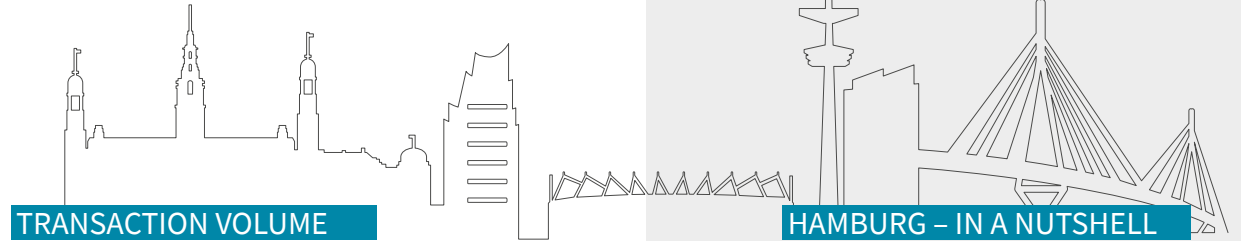
Higher construction and financing costs have had a noticeable impact on building activities. The supply situation is therefore not going to improve any time soon, and rents could rise further.



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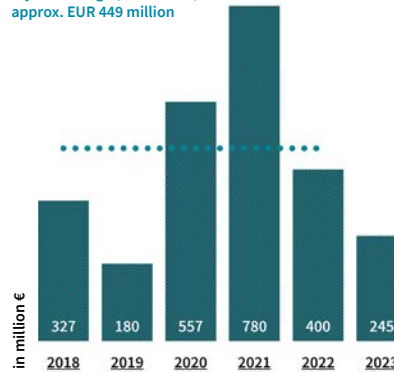


## Investment



### TRANSACTION VOLUME

5-year average (2018-2022):  
approx. EUR 449 million



### HAMBURG – IN A NUTSHELL

- » The challenging overall conditions have caused the **transaction volume** to drop by some 39% in Hamburg's logistics region in 2023, to around 245 million €. This was the second weakest result of the past five years.
- » Many investors held back owing to the high interest rates and lack of planning security, and only a few properties were sold as a result.
- » On the buying side were different types of **property funds** in a number of cases, which picked up a few very large properties.
- » The **prime logistics yield** increased considerably to now 4.40% (year-on-year change of +0.60 percentage points), but is meanwhile showing signs of stabilisation.
- » Investment activity declined also in the **land market**, despite the fact that there is high demand for new buildings.
- » High financing and construction costs proved a great challenge for many developers. Land prices stagnated mostly.
- » In view of the prospect of interest rates decreasing in **2024**, investment activity could increase once again over the course of the year.

### TOP 3 TRANSACTIONS BY UNIT SIZE

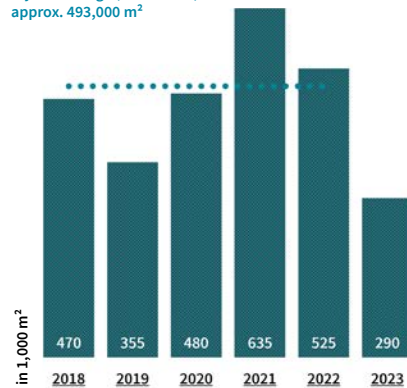
- HAMBURG, LOGISTICS PORTFOLIO** >> 130,000 m<sup>2</sup>  
 6 properties in Billbrook  
 Buyer: Kaldox Group (family office)  
 Seller: Allianz
- KALTENKIRCHEN, LOGISTICS PARK** >> 70,000 m<sup>2</sup>  
 Kirchenweg 12  
 Buyer: JP Morgan (open fund)  
 Seller: Panattoni (property developer)
- AHRENSBURG, LOGISTICS FACILITY** >> 18,000 m<sup>2</sup>  
 Kurt-Fischer-Strasse 48  
 Buyer: fund  
 Seller: corporation

# Hamburg Letting

## TAKE-UP OF SPACE

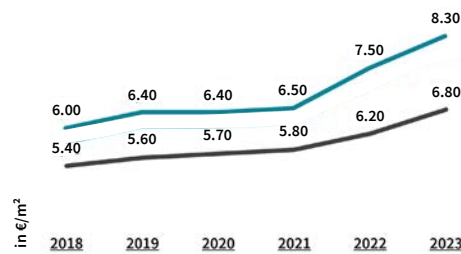
incl. owner-occupiers

5-year average (2018-2022):  
approx. 493,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

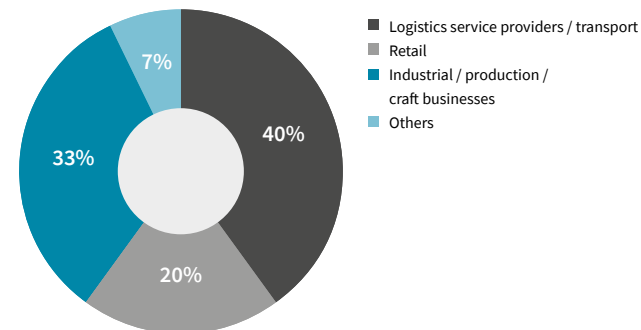
- TST LOGISTICS**  
 Neu Wulmstorf, Wulmstorfer Wiesen 5  
 >> approx. 20,500 m<sup>2</sup> warehouse space
- NAGEL GROUP (OWNER-OCCUPANCY)**  
 Hamburg, Hans-Duncker-Strasse 12  
 >> approx. 15,000 m<sup>2</sup> warehouse space
- PANDORA GROUP (RETAIL)**  
 Hamburg, Bredowstrasse 34  
 >> approx. 14,800 m<sup>2</sup> warehouse space

## HAMBURG – IN A NUTSHELL

- » **Take-up of space** dropped to around 290,000 m<sup>2</sup> (year-on-year change of -45%) and was therefore far below the five-year average.
- » The market for small and medium-sized units was quite dynamic. However, in previous years, there was a lack of **contracts concluded for large units and new construction work for owner-occupancy**.
- » The share of take-up accounted for by **retail companies** dropped from around 50% to around 20%. Take-up by **industrial and production businesses** increased on the other hand.
- » The **supply of space** is lower than the demand, despite the decrease in demand. Construction activity declined even further, owing to higher financing and construction costs and the land shortage.
- » The level of rents rose across the entire logistics region. **Prime and average rents** rose by around 10% in Hamburg's city area.
- » A subdued start of the year is to be expected in **2024**. Economic forecasts suggest that demand will increase with a certain delay, and availability is low. Take-up of space is therefore likely to remain below the five-year average.

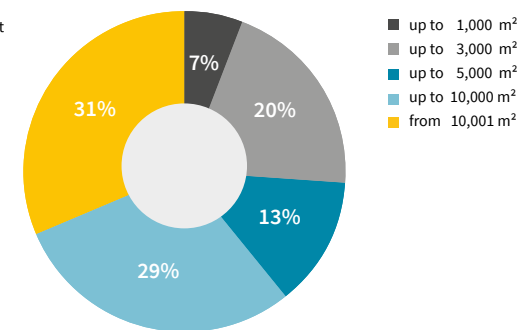
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- STELLE** >> 42,500 m<sup>2</sup> WAREHOUSE SPACE  
 User: Aldi (owner-occupier)
- KALTENKIRCHEN** >> 25,500 m<sup>2</sup> WAREHOUSE SPACE  
 User: Picnic
- HAMBURG** >> UNKNOWN  
 Users: mostly Pandora Group (retail)

# Berlin



Hello!

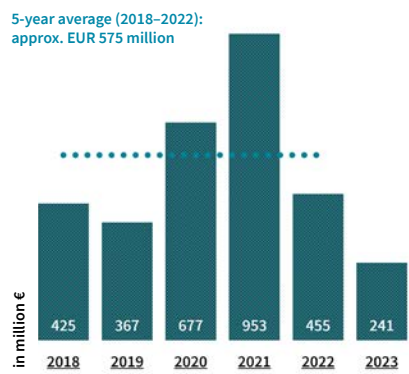


Property developers are faced with great challenges. However, user demand for new logistics buildings remains high.

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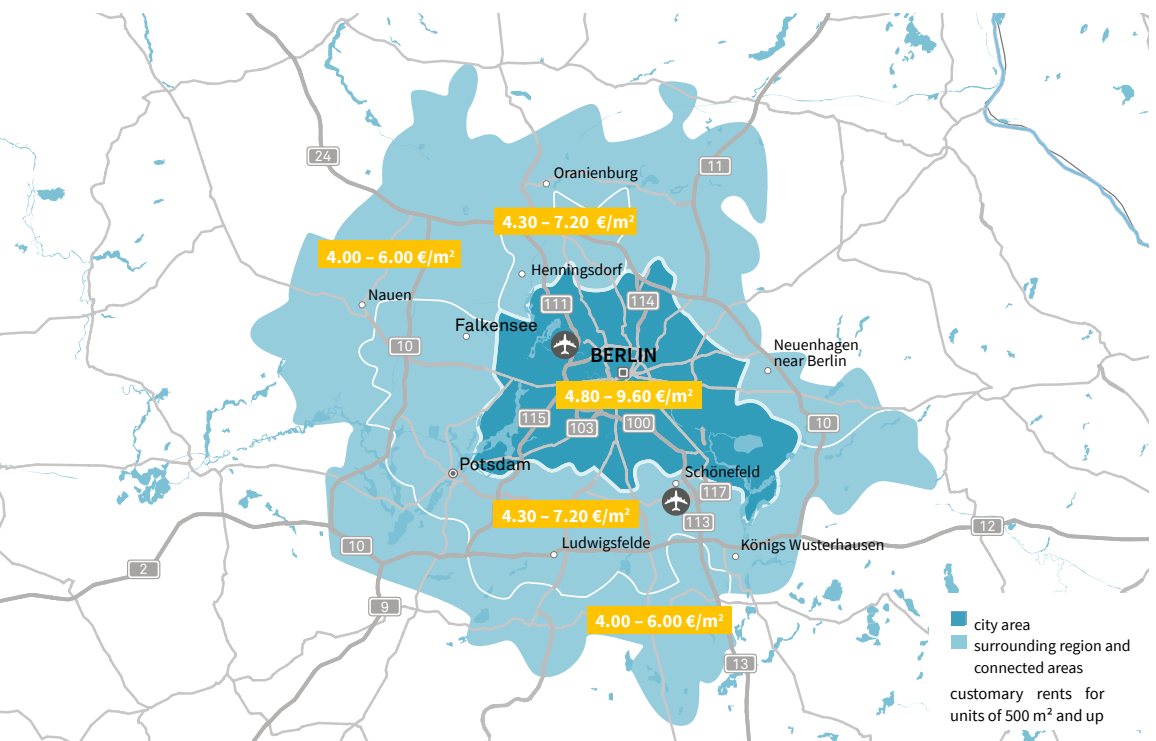
## Investment

### TRANSACTION VOLUME



### BERLIN – IN A NUTSHELL

- » For the second time in a row, the **transaction volume** in the Berlin region decreased by about half compared to the year before, to approx. EUR 241 million (year-on-year change of -47%).
- » The decrease in investment activity was particularly pronounced in the surrounding region (year-on-year change of -71%).
- » The VGP portfolio sold to a Deka fund included a large business park with around 69,000 m<sup>2</sup> of warehouse space in Oberkrämer.
- » Existing buildings continue to account for a considerable share of the turnover.
- » The **prime logistics yield** rose further to now 4.40%.
- » The decrease of property prices applies to the land market, too. **Land prices** for commercial building land decreased significantly across the entire logistics region.
- » The growth curve of yields is likely to flatten in **2024**, and the transaction market is expected to slowly come back to life.
- » However, this will only be the case if economic uncertainties do not increase further, as this would give rise to renewed reluctance among investors.



### TOP 3 TRANSACTIONS BY WAREHOUSE UNIT SIZE

- 1 OBERKRÄMER, BUSINESS PARK** >> 69,000 m<sup>2</sup>  
 Im Gewerbepark  
 Buyer: Deka-Immobilien Europa (open fund)  
 Seller: VGP (property developer)
- 2 BERLIN, LOGISTICS CENTRE** >> 31,200 m<sup>2</sup>  
 Eichborndamm 141-165  
 Buyer: Aventos (property developer)  
 Seller: Aldi Nord
- 3 BERLIN, PRODUCTION FACILITY** >> 24,600 m<sup>2</sup>  
 Oranienburger Strasse  
 Buyer: Garbe Group (property developer)  
 Seller: Industrial company

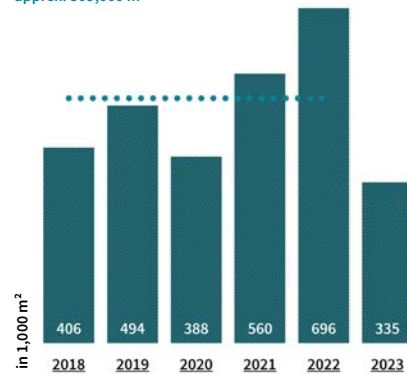


# Berlin Letting

## TAKE-UP OF SPACE

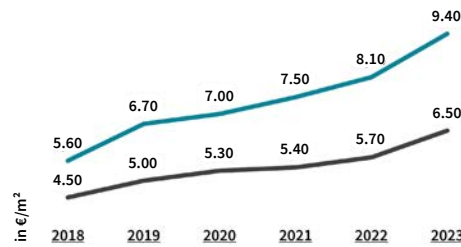
incl. owner-occupiers

5-year average (2018-2022):  
approx. 509,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

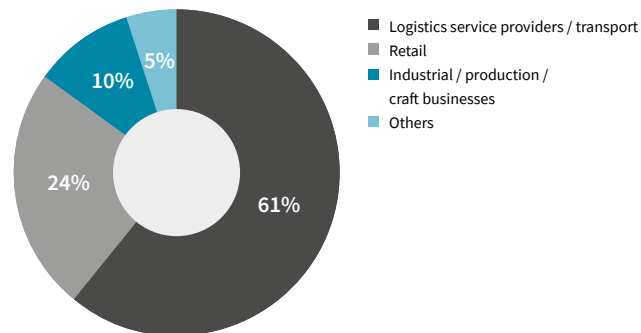
- WELOG (LOGISTICS)**  
Werder a.d. Havel, Am Magna Park  
» **38,300 m<sup>2</sup> warehouse space**
- FIGE LOGISTIK**  
Ludwigsfelde, Alfred-Kühne-Strasse 1  
» **approx. 31,400 m<sup>2</sup> warehouse space**
- LGI LOGISTIK**  
Werder a.d. Havel, Am Magna Park  
» **approx. 30,400 m<sup>2</sup> warehouse space**

## BERLIN – IN A NUTSHELL

- » Around 334,000 m<sup>2</sup> of space were **taken up** in the Berlin logistics region. This was the poorest result in recent years (year-on-year change of -52%).
- » The biggest units taken up were located outside Berlin's city area, and in particular in Werder an der Havel.
- » **Logistics companies** accounted for a very large share of around 60% of take-up.
- » The busiest construction activity is still taking place in the southern part of the surrounding region. A small number of new buildings continues to be built speculatively, despite more difficult financing conditions, but overall availability of space remains low, nevertheless.
- » **Rents** increased considerably once more, owing to the low availability. Prime rents rose by some 16% in Berlin and by as much as 19% in the surrounding region.
- » Supply will remain scarce in **2024**, despite the fact that demand for space will be dampened by economic uncertainties.
- » The trend of rising rents is likely to continue on the whole.

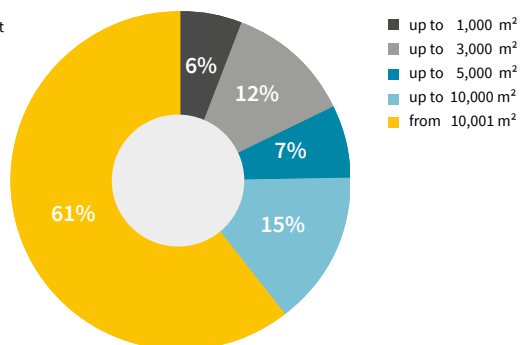
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- GRÜNDHEIDE** » **150,000 m<sup>2</sup> WAREHOUSE SPACE**  
User: Tesla (owner-occupancy, battery factory)
- OBERKRÄMER** » **100,000 m<sup>2</sup> WAREHOUSE SPACE**  
Users: Amazon, Rieck Logistik and others
- FALKENSEE** » **53,400 m<sup>2</sup> WAREHOUSE SPACE**  
User: BLG (logistics)

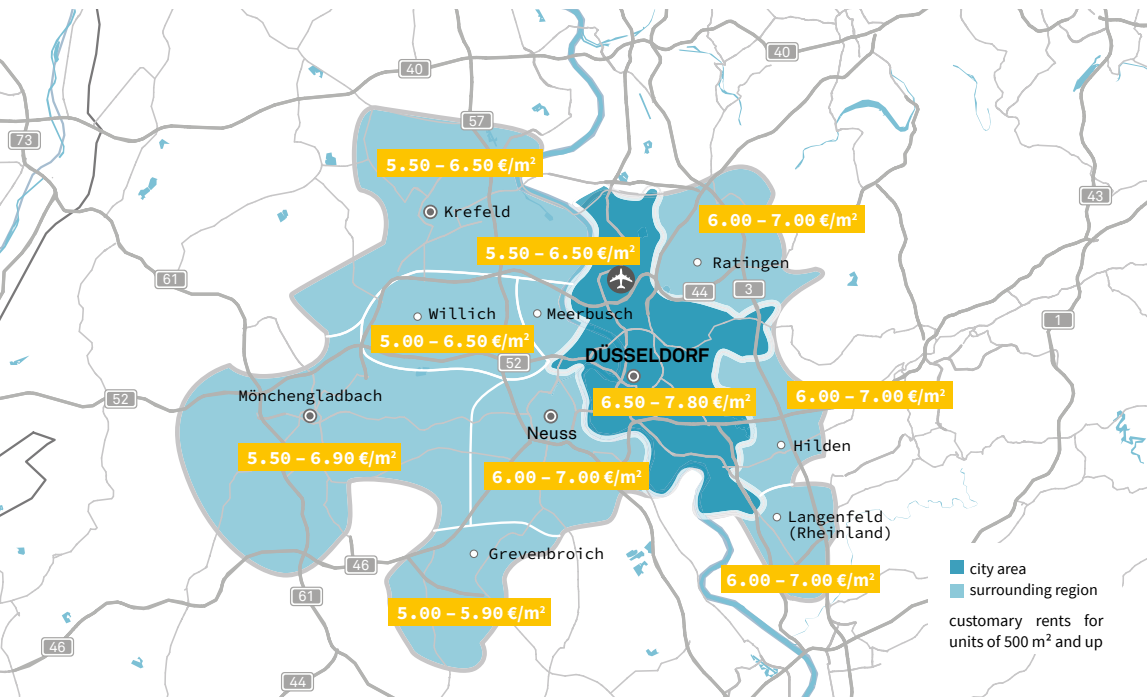
# Düsseldorf

Hello!



A challenging year 2023 illustrates the robustness, strong performance and significance the asset class has gained by now.

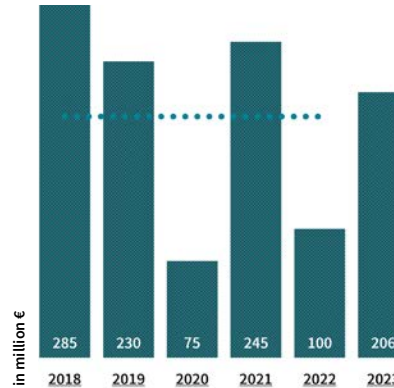
**Timm Georg Roche**  
 Head of Industrial and Logistics Properties | Authorised Signatory  
 Phone: +49 211 585889-80  
 t.roche@anteon.de



## Investment

### TRANSACTION VOLUME

5-year average (2018-2022):  
 approx. EUR 187 million



### DÜSSELDORF - IN A NUTSHELL

- » It was mostly due to a single large transaction that an above-average **transaction volume** was achieved in 2023 (EUR 206 million, year-on-year change of +106%).
- » Jamestown bought the BÖHLER site in Düsseldorf-Heerdt for close to 160 million euros.
- » Apart from this, only few industrial and logistics properties were sold, and investors held back on the whole.
- » **Land prices** stagnated, as both property developers and final investors have adopted a very cautious approach. At the same time, availability of development sites has been low.
- » The **prime logistics yield** increased considerably to 4.50%, owing to higher interest rates and transaction costs.
- » Availability of investment products will increase in **2024** compared to the previous year, and investors' interest in the asset class is expected to be strong.
- » However, many will continue to act cautiously.
- » Pricing processes are not quite complete and likely to continue in the first half of the year.

### TOP TRANSACTIONS BY UNIT SIZE

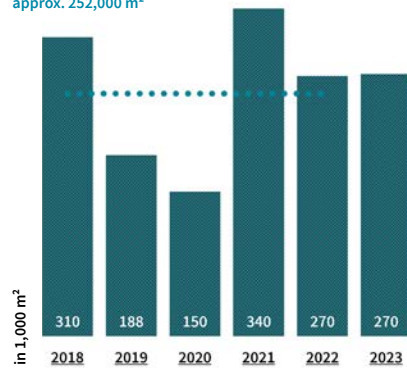
- DÜSSELDORF, INDUSTRIAL SITE** >> 100,000 m²  
 Buyer: Jamestown (fund)  
 Seller: Voestalpine (corporation)
- KREFELD, BUSINESS PARK** >> 15,000 m²  
 Buyer: TCN Property Projects (private investor)  
 Seller: Werkkontor Krefeld (property company)

# Düsseldorf Letting

## TAKE-UP OF SPACE

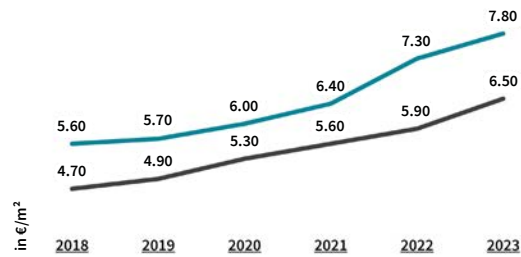
incl. owner-occupiers

5-year average (2018–2022):  
approx. 252,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

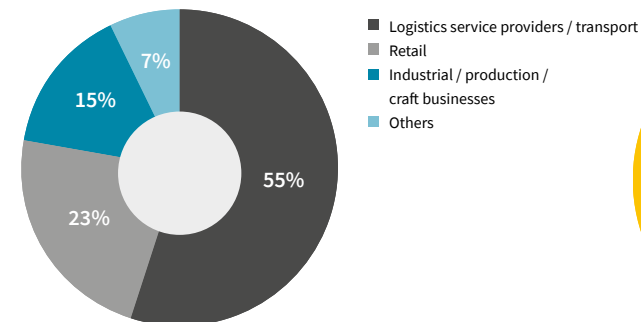
- HW-INOX (INDUSTRIAL)**  
Ratingen, Zapp-Platz 1  
» approx. 20,000 m<sup>2</sup> warehouse space
- PAPP LOGISTICS**  
Mönchengladbach, Hamburgering 3  
» approx. 20,000 m<sup>2</sup> warehouse space
- ENGEMANN INTERNATIONALE SPEDITION**  
Hilden, Diekhaus 4-26  
» approx. 17,000 m<sup>2</sup> warehouse space

## DÜSSELDORF – IN A NUTSHELL

- » With around 272,000 m<sup>2</sup>, **take-up of space** in the Düsseldorf logistics region was slightly higher than in the year before and also than the five-year average.
- » Demand for space continued to be high. However, the uncertain economic situation gave rise to more cautious and longer letting processes.
- » The biggest units taken up are located in the neighbouring towns Ratingen, Mönchengladbach and Hilden.
- » **Logistics service providers** replaced retail companies as the most important demander group (approx. 55% and 23% of take-up).
- » **Availability of space** improved thanks to vacant units and units offered for sub-letting that are available at short notice. However, these frequently do not match the requirements of potential tenants, which is why there is still a demand surplus.
- » **Prime rents** in the city area and the surrounding region increased further (year-on-year change of +7% and +5%).
- » Demand for space will be high in **2024**, despite the fact that some users will maintain a cautious approach. The supply shortage will continue, especially in the new-build segment. A slight increase of rents will continue.

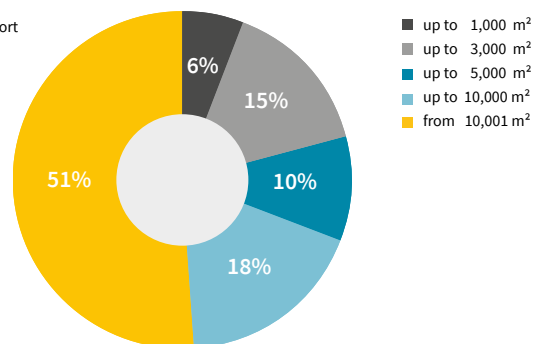
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1–4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1–4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- GREVENBROICH** » 50,000 m<sup>2</sup> WAREHOUSE SPACE  
User: LIDL (owner-occupier)
- WILLICH** » 15,000 m<sup>2</sup> WAREHOUSE SPACE  
User: Meyer Logistics (owner-occupier)
- KREFELD** » 10,000 m<sup>2</sup> WAREHOUSE SPACE  
User: WISAG Logistics Solution

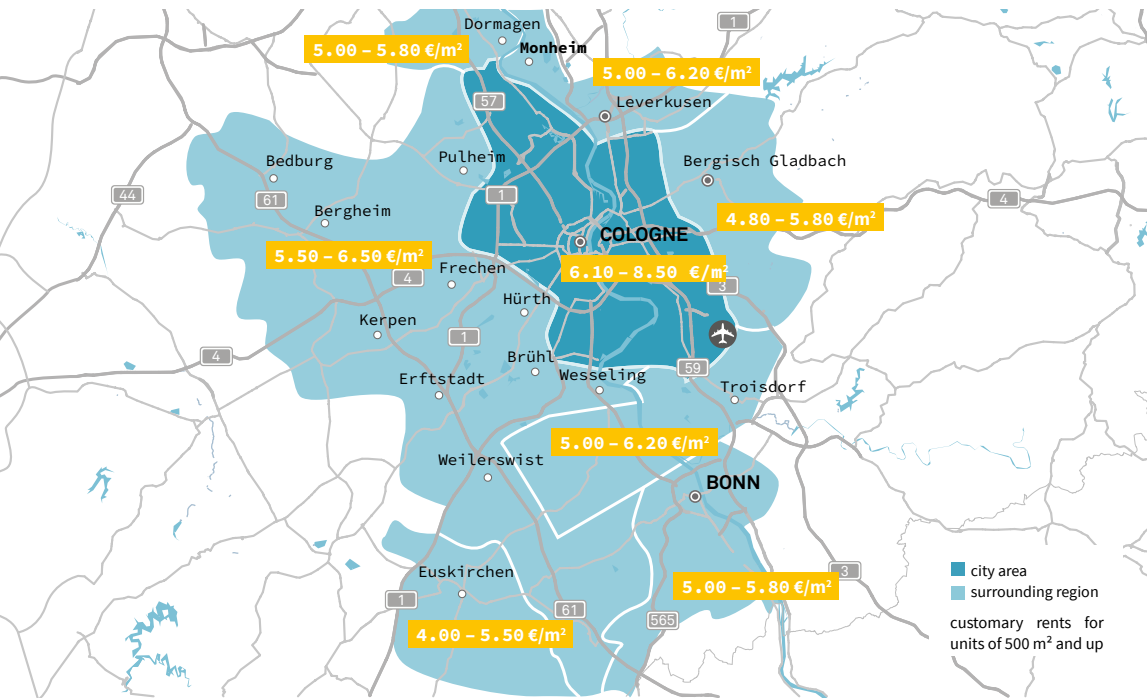
# Cologne

Hello!



Few modern units are available in the top segments, which is why the prime rent remains stable despite the weak economy.

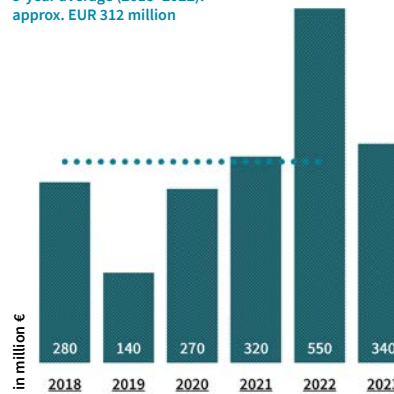
**Frank Klähn**  
 Head of Industrial and Logistics Properties  
 Phone: +49 221 937793-450  
[frank.klaehn@greif-contzen.de](mailto:frank.klaehn@greif-contzen.de)



## Investment

### TRANSACTION VOLUME

5-year average (2018-2022):  
 approx. EUR 312 million



### COLOGNE - IN A NUTSHELL

- » The overall **transaction volume** dropped compared to 2022 by ca. 38% in the logistics region. However, the result is still the second highest in recent years, as a large property was sold in Cologne-Niehl, for example.
- » Many institutional investors held back in view of rising interest rates and decreasing purchasing prices, and only few properties were offered for sale.
- » A number of properties were sold by **industrial companies** with a less pronounced focus on the property investment perspective.
- » The **prime logistics yield** rose to 4.40%. However, it is no longer higher than the prime yields obtained with office and retail buildings.
- » **Land prices** have stabilised on a high level. Only a few development sites were sold.
- » Purchasing prices are likely to decrease only slightly or even remain stable in **2024**. Buyers continue to be reluctant for the time being, but the asset classes still have a positive medium-term perspective.
- » Further sales by corporations are to be expected due to consolidation measures taken by many industrial users. Availability of new buildings remains scarce.

### TOP 3 TRANSACTIONS BY UNIT SIZE

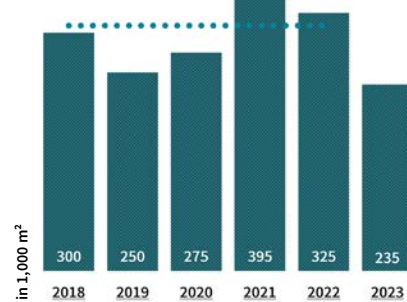
- 1 COLOGNE, PRODUCTION FACILITIES >> 26,000 m²**  
 Geestemünder Strasse 48  
 Buyer: Panattoni  
 Seller: Ford Deutschland
- 2 KERPEN, WAREHOUSE >> 26,000 m²**  
 Europaring 34-40  
 Buyer: Melcombe Partners  
 Seller: AEW
- 3 MECKENHEIM, PRODUCTION FACILITIES >> 22,000 m²**  
 Heidestrasse 18  
 Buyer: Nordic Real Estate Partners and evolutiq  
 Seller: J. Weck (corporation)

# Cologne Letting

## TAKE-UP OF SPACE

incl. owner-occupiers

5-year average (2018-2022):  
approx. 309,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

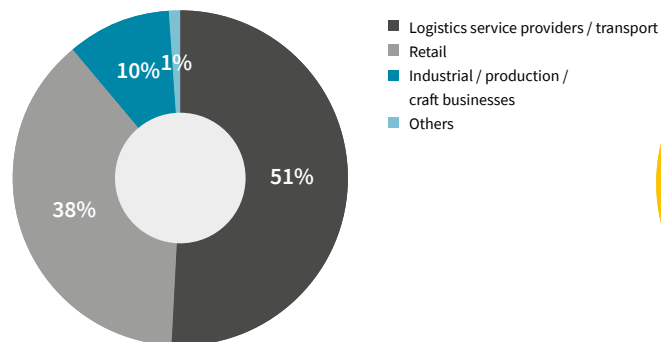
- GXO (LOGISTICS)**  
Dormagen, Düsseldorfer Strasse 85  
» approx. 36,000 m<sup>2</sup> warehouse space
- CENTERSHOP (RETAIL)**  
Frechen, Hermann-Seger-Strasse 43-57  
» approx. 32,000 m<sup>2</sup> warehouse space
- SCHUMACHER LAGER & LOGISTIK**  
Bergheim  
» approx. 12,000 m<sup>2</sup> warehouse space

## COLOGNE – IN A NUTSHELL

- » **Take-up of space** dropped to around 235,000 m<sup>2</sup> in the logistics region (year-on-year change of -28%). The economic downturn is having an impact on demand.
- » Take-up of space decreased in Cologne's city area in particular (approx. -60,000 m<sup>2</sup> down to 85,000 m<sup>2</sup>). Less warehouse space was taken up in almost every size category.
- » The share of take-up accounted for by **industrial and production businesses** decreased from about 30% to just 10%, while the share accounted for by **logistics companies** rose from 24% to around 51%.
- » The amount of **vacant space** increased noticeably in 2023, especially in the surrounding region. Modern units in good locations continue to be scarce, especially in Cologne's city area, which also inhibits take-up of space by users.
- » Owing to low availability of modern units, **prime rents** rose further to EUR 8.50 per m<sup>2</sup> per month in Cologne's city area and EUR 6.50 per m<sup>2</sup> per month in the surrounding region.
- » The **average rent** in Cologne's city area rose sharply to EUR 6.10 per m<sup>2</sup> per month.
- » Owing to the poor economic outlook, it is to be expected that demand for space will increase only slowly in **2024**.

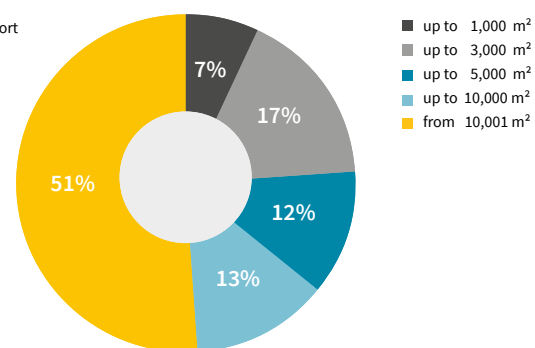
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- COLOGNE** » 37,000 m<sup>2</sup> WAREHOUSE SPACE  
User: Ford (industrial, owner-occupancy)
- DORMAGEN** » 36,000 m<sup>2</sup> WAREHOUSE SPACE  
User: GXO (logistics)
- COLOGNE** » 18,000 m<sup>2</sup> WAREHOUSE SPACE  
User: IGUS (industrial, owner-occupancy)

# Frankfurt

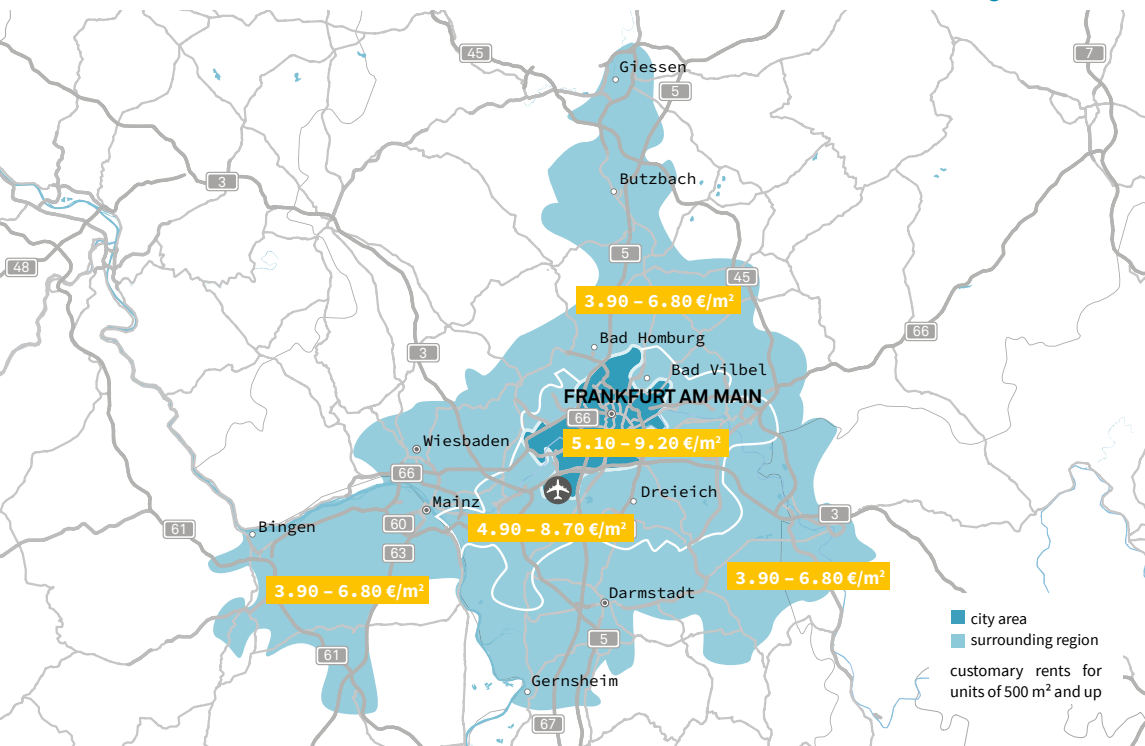
Hello!



A lot was invested in 2023, compared to previous years. The decline occurred in particular in Frankfurt's city area.



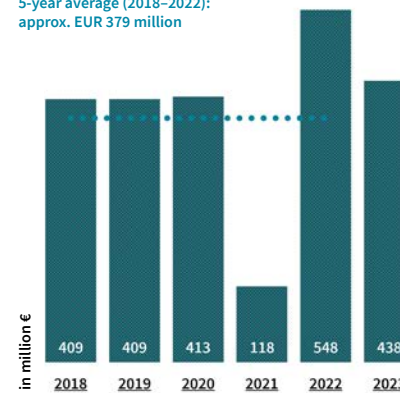
**Marco Schade**  
Head of Investment I Partner  
Phone: +49 69 9074487-41  
marco.schade@blackolive.de



## Investment

### TRANSACTION VOLUME

5-year average (2018-2022):  
approx. EUR 379 million



### FRANKFURT – IN A NUTSHELL

- » The **transaction volume** dropped by about 20% to EUR 438 million in the logistics region in 2023. All investment transactions took place in the surrounding region rather than in Frankfurt itself.
- » The five-year average was exceeded once again.
- » Two very large properties with over 210,000 and around 100,000 square metres were sold in Giessen and Stockstadt am Main.
- » The **prime logistics yield** also rose by 0.6 percentage points to now 4.50%, owing to the high interest rates.
- » Decreasing purchasing prices for industrial and logistics properties also had an impact on the land market. After **land prices** had been increasing for many years, declines of over 10% in some cases could be observed in 2023.
- » Further rapprochement between the seller and buyer sides and an increase in transactions are expected in **2024**.
- » The regional economy is highly diverse, which will absorb economic uncertainties to a certain extent.

### TOP 3 TRANSACTIONS BY UNIT SIZE

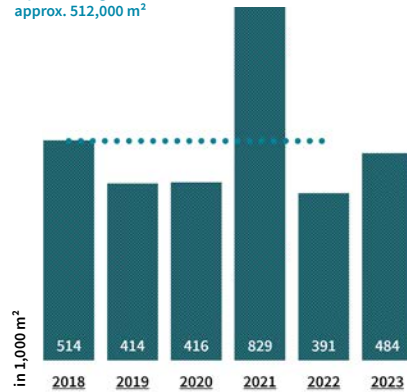
- 1 GIESSEN, BUSINESS PARK** >> 210,000 m<sup>2</sup>  
 Stolzenmorgen  
 Buyer: Deko Immobilien Europa (open fund)  
 Seller: VGP (property developer)
- 2 STOCKSTADT AM MAIN, INDUSTRIAL PROPERTY** >> 100,000 m<sup>2</sup>  
 Obernburger Strasse 1-9  
 Buyer: unknown  
 Seller: Sappi Ltd. (corporation, owner-occupier)
- 3 POHLHEIM, LOGISTICS FACILITY** >> 72,000 m<sup>2</sup>  
 Am Pfahlgraben 4-10  
 Buyer: DLE Group (property corporation)  
 Seller: Livos Gruppe (private equity firm)

# Frankfurt Letting

## TAKE-UP OF SPACE

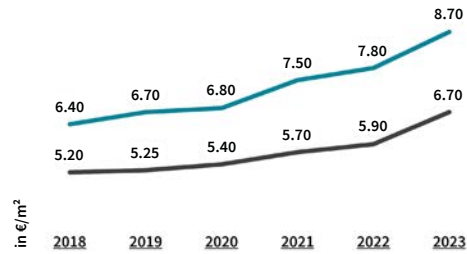
incl. owner-occupiers

5-year average (2018-2022):  
approx. 512,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

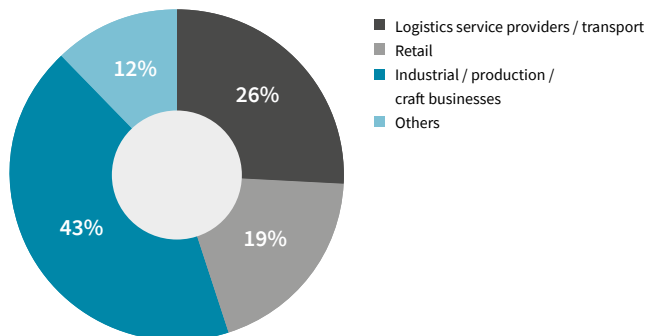
- 1 LINDE MATERIAL HANDLING**  
Kahl, Hanauer Landstrasse  
» approx. 31,000 m<sup>2</sup> warehouse space
- 2 UNKNOWN (INDUSTRIAL)**  
Kleinstheim  
» approx. 23,000 m<sup>2</sup> warehouse space
- 3 DEALER TIRE (RETAIL)**  
Gernsheim, Marie-Curie-Strasse  
» approx. 22,700 m<sup>2</sup> warehouse space

## FRANKFURT – IN A NUTSHELL

- » Around 484,000 m<sup>2</sup> of space were **taken up** in the Frankfurt logistics region in 2023 (year-on-year change of +24%). The five-year average was matched once again.
- » This makes Frankfurt the only one of the top 7 regions where a considerable increase in take-up was recorded in the past year.
- » Owner-occupiers accounted for 29% of take-up, mostly thanks to construction work beginning for Linde Material Handling.
- » **Industrial companies** took up more than seven times as much space as in the year before (approx. 43% of the total take-up).
- » **Logistics service providers** took up less than half the amount of space they did the year before.
- » The **level of rents** increased across the region, and prime rents rose by some 11%.
- » The trend of rising rents is likely to continue in **2024**. Those planning new projects must increasingly compete for space with owner-occupiers and computer centres. The latter group has been taking up even older existing space more and more often.
- » Peripheral parts of the logistics region will therefore gain importance with regard to the provision of commercial building land.

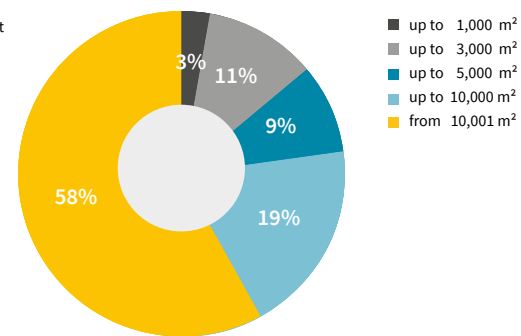
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- 1 HANAU** » 28,000 m<sup>2</sup> WAREHOUSE SPACE  
Users: Bringmeister (retail), Hellind Electronics (retail)
- 2 WEITERSTADT** » 15,000 m<sup>2</sup> WAREHOUSE SPACE  
Users: Grieshaber Logistik, Wingcopter (industrial)
- 3 BODENHEIM** » 15,000 m<sup>2</sup> WAREHOUSE SPACE  
User: atrikom fulfillment (logistics)

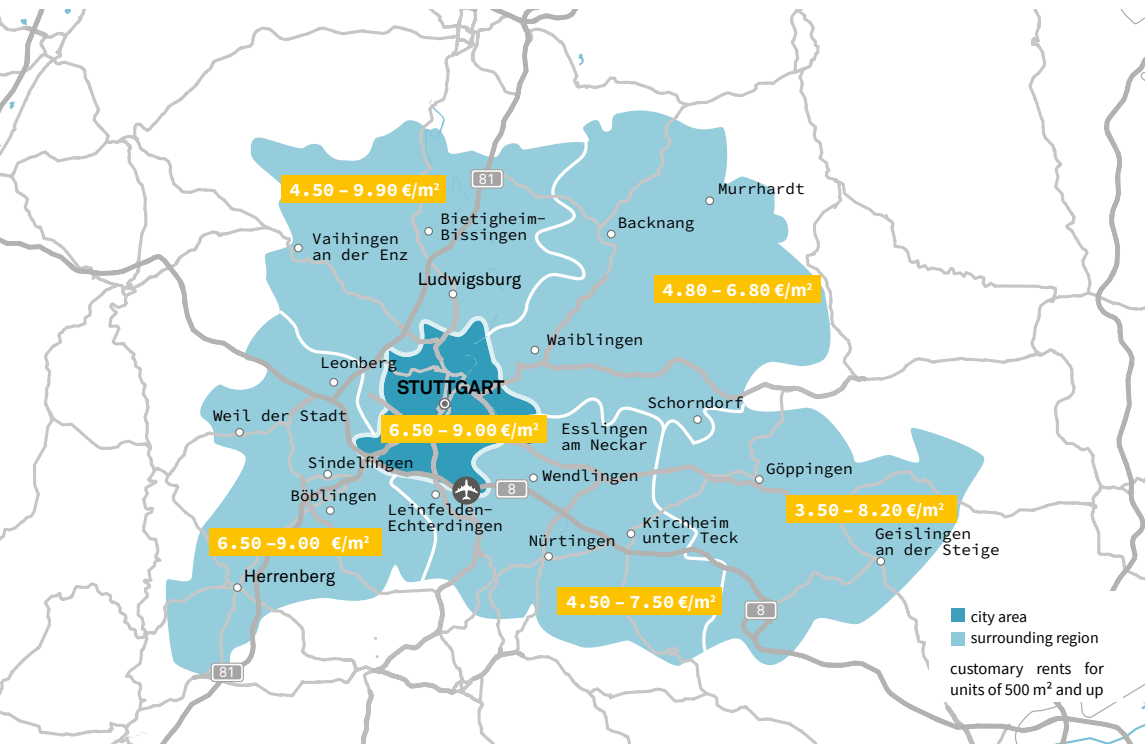
# Stuttgart

Hello!



A lack of vacant space and construction activity “trapped” many companies in their existing units and made relocations difficult.

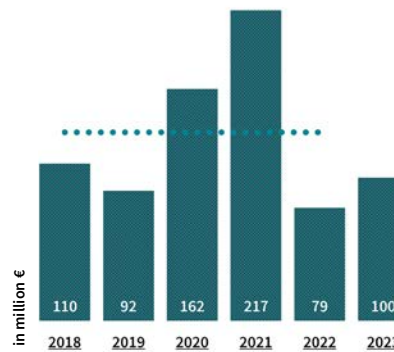
**Markus Knab**  
 Head of Industrial and Logistics Properties  
 Phone: +49 711 20702-740  
 markus.knab@eug-re.de



## Investment

### TRANSACTION VOLUME

5-year average (2018-2022):  
 approx. EUR 132 million



### STUTT GART – IN A NUTSHELL

- » The **transaction volume** in Stuttgart’s economic region rose further in 2023, despite overall low investment activity, thanks to the sale of a very large logistics centre (year-on-year change of +26%).
- » The REWE Group bought a logistics centre in Bondorf with more than 84,000 m² of warehouse space, which it had rented previously.
- » Many investors continued to act cautiously. A number of available properties could not be sold meeting the factors desired by the sellers.
- » The **prime logistics yield** rose to 4.40%.
- » Greenfield developments are frequently prevented through local referenda, and the shortage of commercial building land intensifies as a result. **Land prices** rose further, by up to 50% in some places.
- » Development sites will continue to be scarce in **2024**. Prices for sites with existing planning permission for industrial and logistics facilities are therefore likely to increase further.
- » The upward trend of yields could continue.

### TOP TRANSACTIONS BY UNIT SIZE

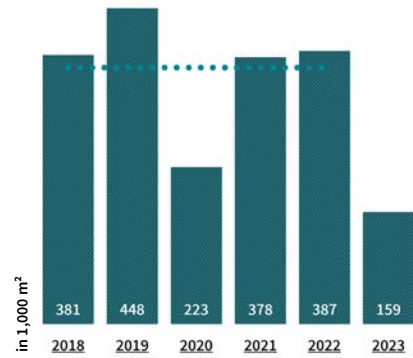
- BONDORF, LOGISTICS CENTRE** >> 84,500 m²  
 District of Sindelfingen-Böblingen  
 Buyer: REWE Group (corporation)  
 Seller: Invesco Real Estate



# Stuttgart Letting

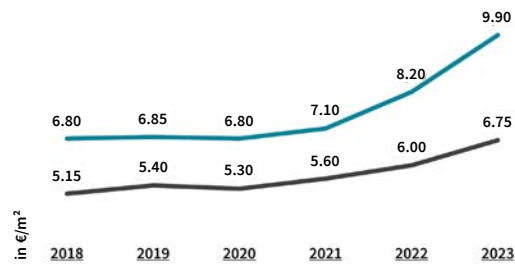
## TAKE-UP OF SPACE

5-year average (2018-2022):  
approx. 363,000 m<sup>2</sup>



## RENTS IN THE SURROUNDING REGION

monthly basic net rent



PRIME RENT AVERAGE RENT

## TOP 3 UNITS TAKEN UP

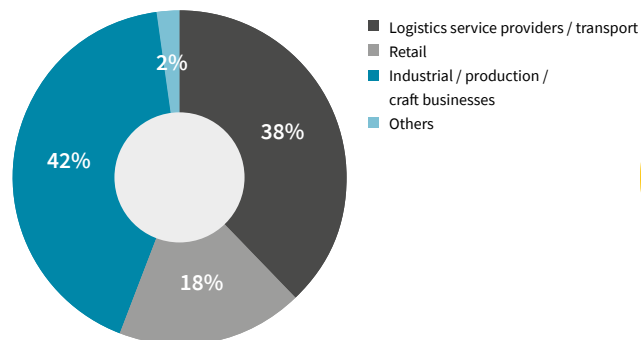
- BREUNINGER (RETAIL, OWNER-OCCUPANCY)**  
District of Ludwigsburg  
» approx. 40,000 m<sup>2</sup> warehouse space
- TK ELEVATOR (INDUSTRIAL)**  
District of Esslingen  
» approx. 24,700 m<sup>2</sup> warehouse space
- EDEKA SÜDWEST (RETAIL)**  
District of Sindelfingen, Böblingen  
» approx. 13,360 m<sup>2</sup> warehouse space

## STUTTGART – IN A NUTSHELL

- » Owing to a lack of available units, **take-up of space** dropped to around 159,000 m<sup>2</sup> in 2023 (year-on-year change of -59%).
- » **Demand for space** was still high, especially from logistics companies, but relocations and new establishment were inhibited by a low vacancy rate and lack of construction projects.
- » The **prime rent** rose by over 20% to EUR 9.90 per m<sup>2</sup> per month, owing to the demand surplus. The **average rent** increased by about 12%.
- » Only a few large new buildings were completed.
- » Availability of land and warehouse units will remain low in **2024**.
- » Rents are likely to rise further as a result.
- » The region is at risk of losing tenders from the automotive industry, due to the fact that the required space is not available.

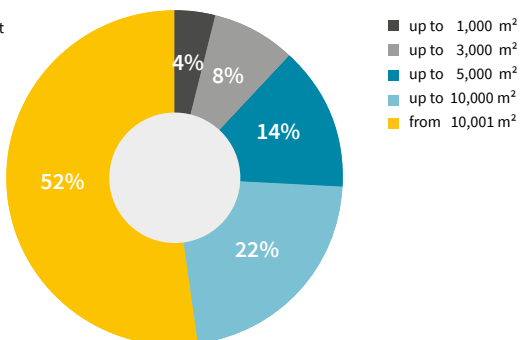
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## PROJECTS COMPLETED IN 2023

- KORNTAL-MÜNCHINGEN** » 17,500 m<sup>2</sup> WAREHOUSE SPACE  
User: Layher (industrial)

\* Owner-occupiers were not considered when determining the total take-up.

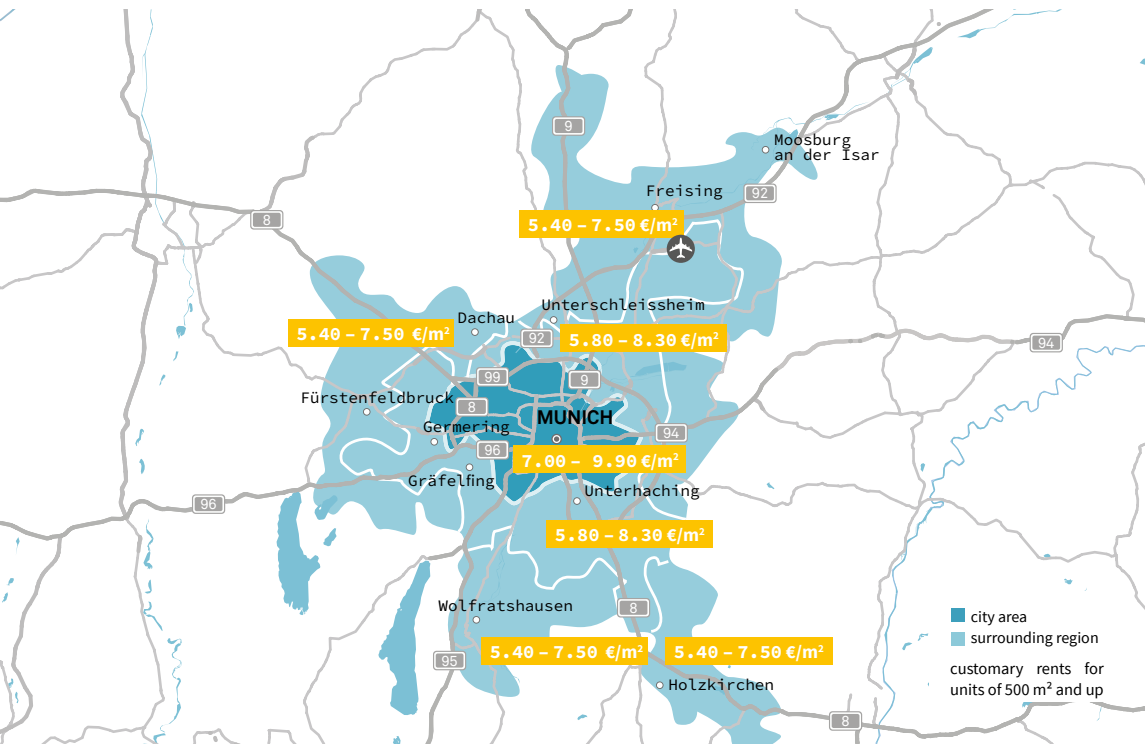
# Munich

Hello!

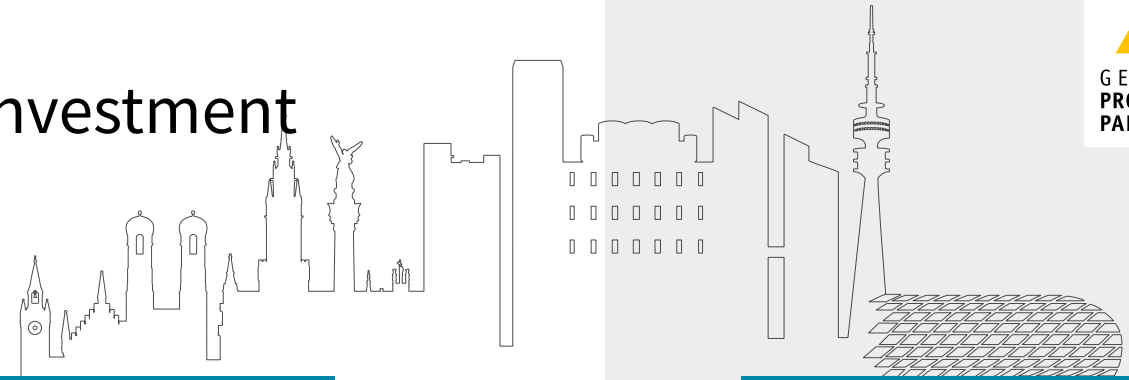


The investment market of the Munich region is inhibited by product availability rather than demand.

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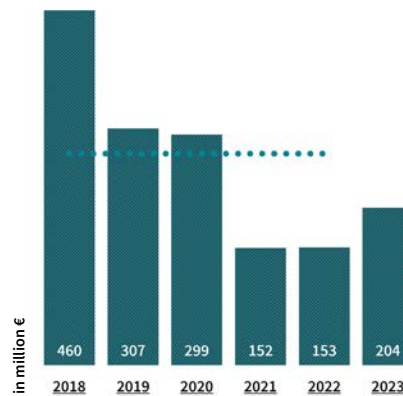


# Investment



## TRANSACTION VOLUME

5-year average (2018-2022):  
 approx. EUR 274 million



## MUNICH – IN A NUTSHELL

- » Following the two weak years of 2021 and 2022, the **transaction volume** rose above 200 million euro once again in 2023 (year-on-year change of +33%). However, the result was still below the five-year average.
- » The biggest properties were sold in the surrounding region. A foreign investor bought two logistics facilities in Neufahrn from the Branicks Group.
- » Older existing buildings are also marketed successfully, owing to the supply shortage and the positive outlook of the flourishing greater region. This is also reflected in the biggest transactions of 2023. Some of the properties were built in the 1960s.
- » Land prices decreased for the first time in years, by up to 10% in some cases.
- » The **prime logistics yield** rose to 4.40% (+0.9 percentage points).
- » Interest rates are unlikely to rise further in **2024** and the growth curve of yields is likely to flatten. Demand for investment products is therefore expected to improve once again in the second half of the year.
- » In consideration of the lack of new buildings there are, however, signs that the supply shortage will continue.

## TOP 3 TRANSACTIONS BY UNIT SIZE

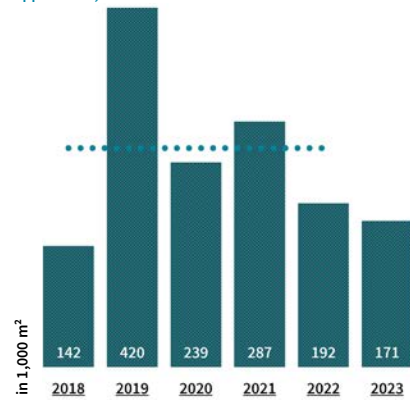
- 1 NEUFABRN, LOGISTICS FACILITY** >> 33,000 m<sup>2</sup>  
 Ludwig-Erhard-Strasse 7  
 Buyer: foreign investor  
 Seller: Branicks Group (property corporation)
- 2 MAISACH, WAREHOUSE** >> 20,800 m<sup>2</sup>  
 Marie-Curie-Strasse 6  
 Buyer: OFI Invest Real Estate (asset manager)  
 Seller: Savills IM (special fund)
- 3 NEUFABRN, LOGISTICS FACILITY** >> 16,000 m<sup>2</sup>  
 Lilienthalstrasse 8  
 Buyer: foreign investor  
 Seller: Branicks Group (property corporation)

# Munich Letting



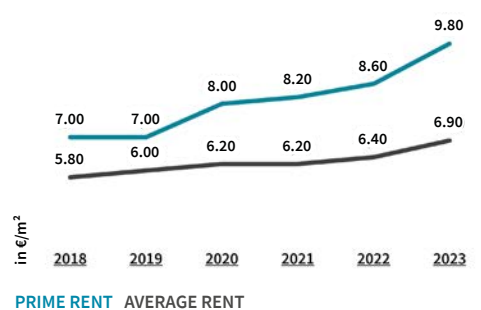
## TAKE-UP OF SPACE

incl. owner-occupiers  
5-year average (2018-2022):  
approx. 256,000 m<sup>2</sup>



## RENTS IN THE CITY AREA

monthly basic net rent



## TOP 3 UNITS TAKEN UP

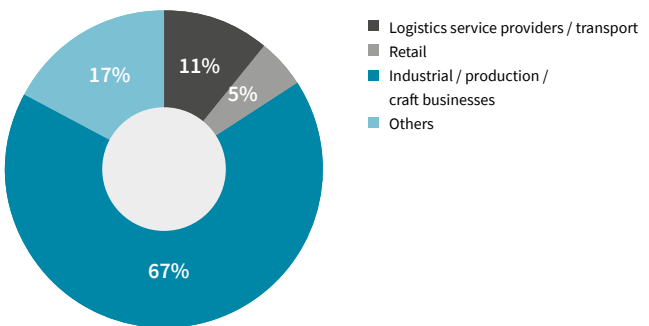
- SIEMENS MOBILITY (INDUSTRIAL)**  
Munich, Krauss-Maffei-Strasse  
» approx. 30,000 m<sup>2</sup> warehouse space
- DACHSER GROUP**  
Allershausen  
» approx. 10,000 m<sup>2</sup> warehouse space
- YASKAWA EUROPE (INDUSTRIAL)**  
Allershausen, Yaskawa Strasse  
» approx. 10,000 m<sup>2</sup> warehouse space

## MUNICH – IN A NUTSHELL

- » **Take-up of space** decreased for the second consecutive time to around 171,000 m<sup>2</sup> in 2023 (year-on-year change of -11%).
- » Start of construction of 60,000 m<sup>2</sup> of logistics space for owner-occupier Group 7 in Oberding is not included here, however, as above-ground construction did not begin before the end of 2023.
- » **Availability of space** was low both in the form of vacant space and in new construction projects. The focus for development projects tends to be on the surrounding region, owing to the low availability of land and high purchasing prices.
- » **Industrial companies** were the biggest demander group in 2023. The share of take-up accounted for by **retail companies** dropped to 5%.
- » The low vacancy rate and volume of completions caused **prime rents** to rise across the entire region (city area: year-on-year change of +14%, surrounding region: year-on-year change of +12%). A further increase of average rents was also recorded.
- » A large share of take-up accounted for by owner-occupiers is to be expected in **2024**, thanks to the start of construction for Group 7 in Oberding near the Munich Airport. The demand surplus is likely to continue, despite economic uncertainties.

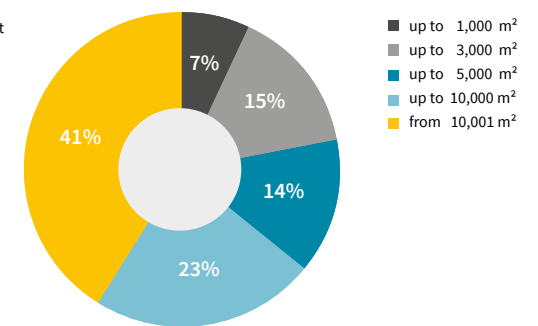
## TAKE-UP OF SPACE BY INDUSTRY

2023/Q1-4 | in %



## TAKE-UP OF SPACE BY UNIT SIZE

2023/Q1-4 | in %



## TOP 3 PROJECTS COMPLETED IN 2023

- GARCHING** » 22,300 m<sup>2</sup> WAREHOUSE SPACE  
User: in-tech (industrial / IT)
- MUNICH** » 14,000 m<sup>2</sup> WAREHOUSE SPACE  
User: MTU Aero Engines AG (industrial)
- MUNICH** » 30,000 m<sup>2</sup> WAREHOUSE SPACE  
User: Mynaric AG (industrial / IT)

# Services – in a nutshell

## GPP A NETWORK WITH PERSONALITY.



All for one.  
All for you.

All for one.  
All for you.

We are your single point of contact for competent expert support in all matters regarding commercial real estate in Germany. Our service spectrum includes both property investments and commercial letting. We are familiar with all risk classes and property types. Our network enables you to access everything you need to sustainably promote your endeavours.

- » Property investment
- » Commercial letting
- » Corporate real estate management (CREM)
- » Research
- » Banking and financing services
- » Equity financing of development projects
- » Fund and asset management
- » Property management
- » Real estate evaluation (valuation reports)
- » Agriculture and forestry real estate

# Partners



## GPP BRANCHES

With offices in Hamburg and Berlin, Grossmann & Berger provides real estate services in Northern Germany, while E & G Real Estate, with branch offices in Stuttgart and Munich, takes care of Southern Germany.

Anteon Immobilien is your partner for the property market of Düsseldorf and the surrounding region, and GREIF & CONTZEN is always on top of things regarding the metropolitan region of Cologne and Bonn. Frankfurt's entire office space market is covered by blackolive.

## PARTNERS – IN A NUTSHELL

As leading commercial real estate companies in our respective regions, we have joined forces to form a nationwide real estate network. We are five strong partners.

We have established the German Property Partners network with the goal to provide outstanding services in all of Germany's major real estate centres. Whatever your commercial real estate requirements, wherever you are in Germany, you can obtain your advice from a single provider, and that is us. Via our network and thanks to our respective market positions, we have excellent local knowledge and priority market access across Germany.

The many years of service our employees have put in with us, make German Property Partners a reliable partner.

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