LOGISTICS MARKET RUHR REGION

AT A GLANCE Q4 2022

541,000 m²
2022 VS. 2021

-21 %
2022 VS. 2021

+8 %
IN COMPARISON TO 10-YEAR AVERAGE

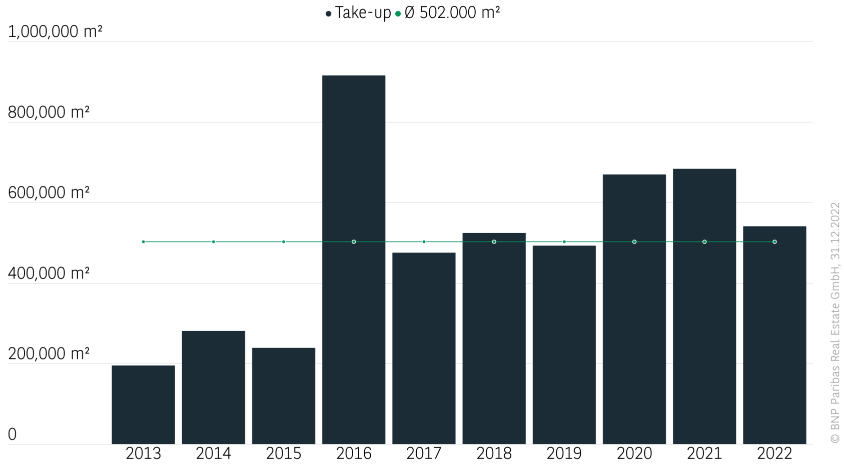
GOOD RESULT AND SECOND PLACE AMONG TOP MARKETS

- With a total take-up of 541,000 m² in 2022, the logistics market Ruhr region was once again one of the most sought-after German logistics regions, beaten in the location ranking only by the capital Berlin with an exceptional volume of around 1.0 million m². Even though the result was just under 21 % lower than in the previous year, the Ruhr region was able to generate its third above-average take-up in succession.
- The trend that large-scale requests and sector-specific occupier requirements can generally be realised almost exclusively in the new-build segment was again reflected in the market figures: Lidl (54,000 m² in Bochum), the ITG Group (50,000 m² in Oberhausen), Picnic (50,000 m² in Oberhausen) and Cordes & Graefe (41,000 m² in Selm) accounted for the four largest deals in new-build properties.
- The surplus demand continues to put pressure on the prime rent, which is quoted at 6.00 €/m² for the first time.

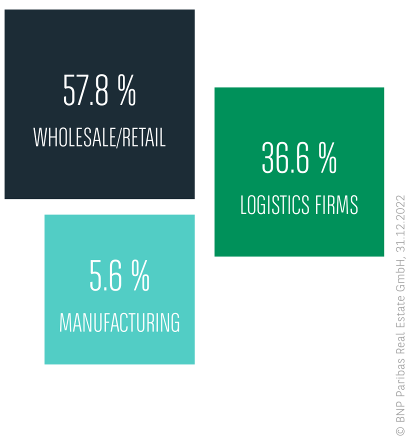
BNP PARIBAS REAL ESTATE

LARGE DEALS ARE THE MOST IMPORTANT TAKE-UP DRIVERS

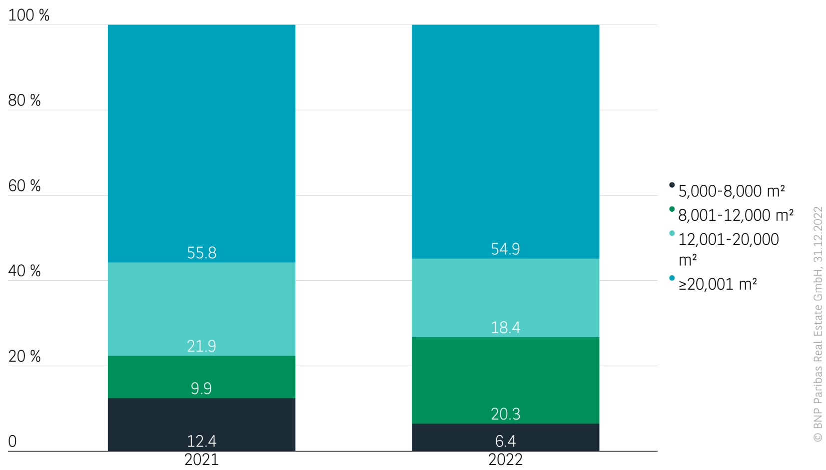
Light industrial and logistics take-up in Ruhr area



Take-up by sector



Take-up by size category



- The most important pillars of the good overall result in 2022 were, in particular, wholesale/retail companies and large-volume deals: The retail segment, for example, achieved record take-up (313,000 m²) and contributed 58 %, while big deals of 20,000 m² or more clearly set the tone in the size class distribution with 55 %.
- Among logistics firms, which also recorded an above-average volume (198,000 m², 37 % share), market activity is mainly in the mid-sized segments between 8,000 and 20,000 m². Across all sectors, medium-sized logistics spaces are involved with an extensive share of almost 39 %.
- In contrast, in the last 12 months only a few lettings were registered by manufacturing companies, which are only represented by 6 %.

KEY FIGURES

Rents	2021	2022	%-Difference
Prime rent (in €/m²)	5.20	6.00	15.4%
Average rent (in €/m²)	4.50	4.80	6.7%
Take-up and sectors	**2021**	**2022**	**Long-term average**
Total take-up	683,000 m²	541,000 m²	502,000 m²
Logistics firms	50.9%	36.6%	37.9%
Wholesale/retail	34.2%	57.8%	37.9%
Manufacturing	14.2%	5.6%	12.3%
Others	0.7%	0.0%	11.9%
Size categories	**2021**	**2022**	**Long-term average**
Share of deals > 20,000 m²	55.8%	54.9%	49.7%
Share of deals ≤ 20,000 m²	44.2%	45.1%	50.3%
Owner-occupiers/new building share	**2021**	**2022**	**Long-term average**
Share of owner-occupiers	7.3%	18.4%	25.2%
Share of new buildings	77.3%	49.2%	67.3%

OUTLOOK

- The demand side in the Ruhr region can still be rated as very good and continues to be stimulated in particular by the e-commerce sector and the restructuring of supply chain processes.
- However, the economic and geopolitical uncertainties as well as the continuing supply bottleneck in the locations of the logistics region with the highest demand are to be named as limiting factors for good take-up figures in 2023. The fact that the number of deals and the volume were somewhat lower in the second half of the year is an indication of the more difficult general conditions, but this should by no means be interpreted as a general market trend.
- In terms of rental prices, a continuing upward trend in the top segment and on average can be considered very likely for the start of 2023.

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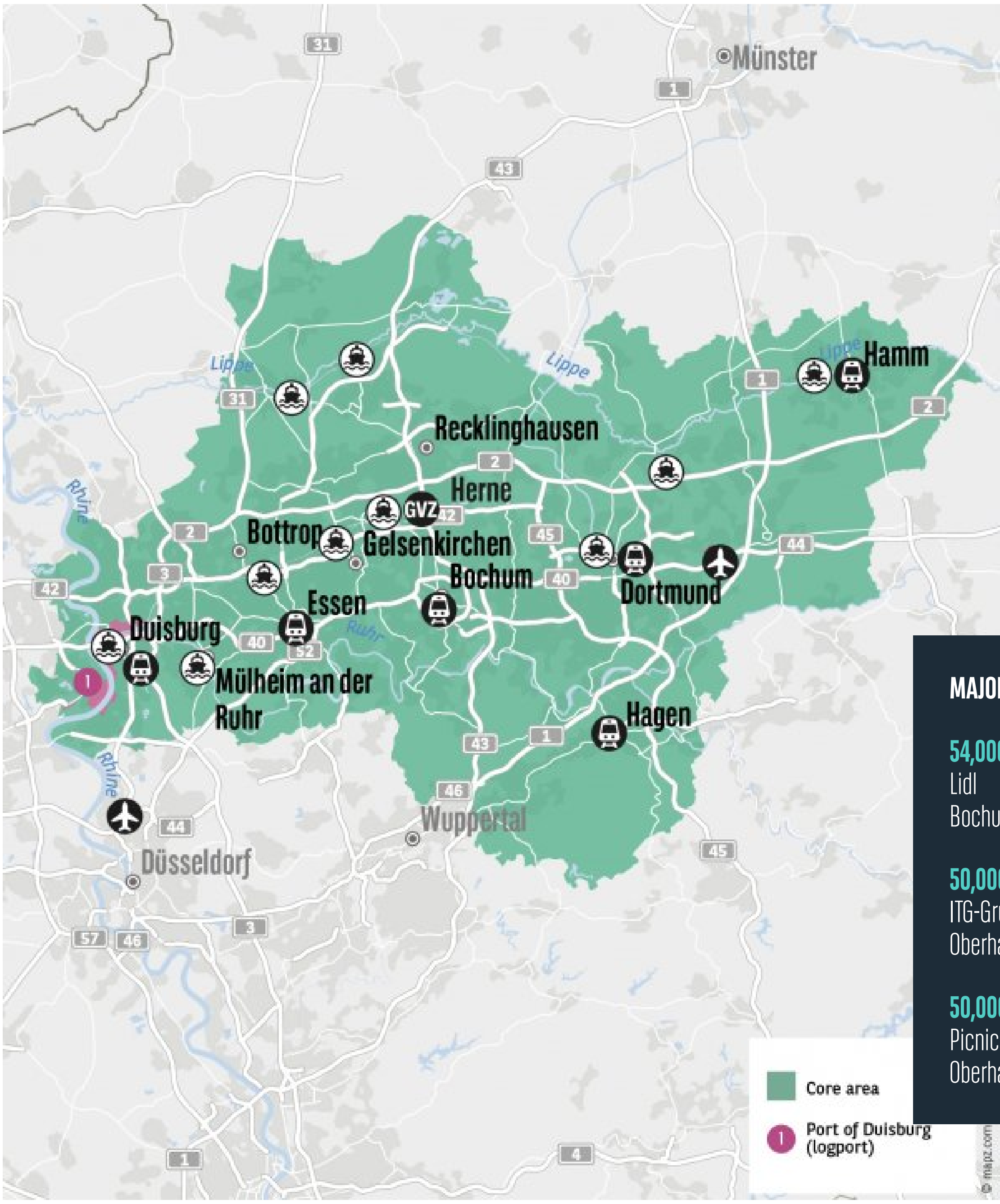

MAJOR CONTRACTS

54,000 m²
Lidl
Bochum

50,000 m²
ITG-Gruppe
Oberhausen

50,000 m²
Picnic
Oberhausen

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