



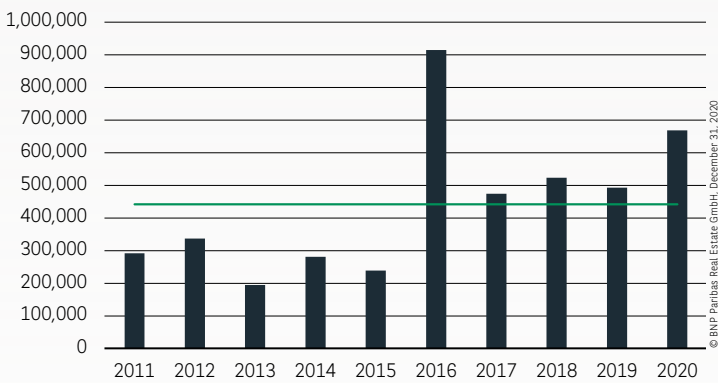
**RESEARCH**

At a Glance **Q4 2020**

# LOGISTICS MARKET RUHR REGION

### Light industrial and logistics take-up\*

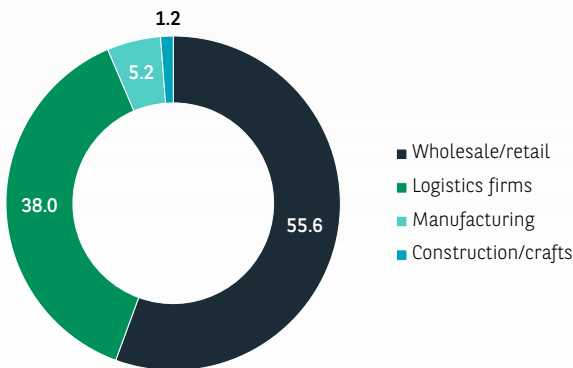
in m<sup>2</sup> ■ Take-up — ∅ 442,000 m<sup>2</sup>



\* Deals ≥5,000 m<sup>2</sup>

### Take-up by sector\*

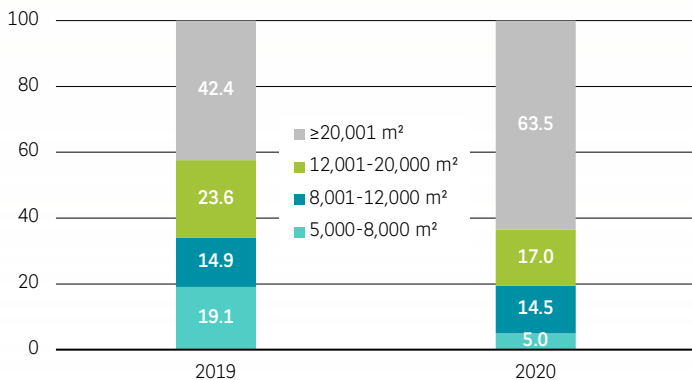
in %



\* Deals ≥5,000 m<sup>2</sup>

### Take-up by size category

in %



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### ➤ SECOND-BEST RESULT AFTER 2016 DESPITE CRISIS YEAR

The logistics market in the Ruhr region continues to demonstrate its high level of attractiveness in the crisis year of 2020 and achieves the second-best result ever recorded with a take-up of 669,000 m<sup>2</sup>. Compared to the previous year and the long-term average, it recorded significant increases of 51 % and almost 36 % respectively, so that only the result from 2016 (915,000 m<sup>2</sup>) was even higher due to individual very large-volume deals. The belief in the market and the region - even in economically challenging times - is also underlined by the high volume in the new construction segment, which was able to expand its take-up share from the previous year with an increase of 69 %. Worthy of mention in this context is the major deal concluded by the retail company TEDI, which has already moved into parts of the logistics units totalling 78,000 m<sup>2</sup> in P3 Park Kamen in parallel with the construction work. This deal, as well as the new distribution centre being built for DSV in Duisburg harbour (54,000 m<sup>2</sup>) and the letting to DHL (39,000 m<sup>2</sup>) in Bergkamen, contributed to the average volume per deal being very high at almost 20,000 m<sup>2</sup>.

### ➤ WHOLESALE/RETAIL AT THE TOP OF THE RANKING

The fact that wholesale/retail companies in particular value the Ruhr region as a polycentric conurbation with excellent transport links is shown by the sector distribution of take-up: the volume of 372,000 m<sup>2</sup> is unrivalled nationwide, and their share of just under 56 % is also well above the long-term average (41 %). It is also noteworthy that the sector generated 57 % of the new-built volume, which is an indication that the high requirements of the wholesale/retail sector in terms of property, location and size can often only be realised through new-built projects. However, the logistics firms also made a decisive contribution to the result, accounting for 38 % of the result with an equally excellent take-up. Manufacturing companies contributed a good 5 % and only a few single deals.

### ➤ LARGE DEALS DRIVE TAKE-UP

The size class distribution is dominated by large contracts such as those mentioned above with over 20,000 m<sup>2</sup> each, accounting for a share of almost 64 % and a higher volume achieved only in the record year 2016. Demand was also strong in the medium sized segment with 12,000 to 20,000 m<sup>2</sup> (17 %) and 8,000 to 12,000 m<sup>2</sup> (just under 15 %), both generating above average results. In contrast, smaller properties between 5,000 and 8,000 m<sup>2</sup> achieved a share of only 5 %.

**Major contracts**

Quarter	Company	Location	Area (m <sup>2</sup> )
Q3	TEDI	Kamen	78,000
Q2	DSV	Duisburg	54,000
Q2	DHL	Bergkamen	39,000
Q1	E-commerce company	Witten	35,000
Q4	Arvato	Hamm	30,000

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**RENTS STILL STABLE, BUT WITH AN UPWARD TREND**

After both the top and average rent had increased noticeably in the second half of 2019, they remained stable in the course of 2020 in the wake of the Corona crisis. As a result, the top rent remained at 4.90 €/m<sup>2</sup> and the average rent is 4.20 €/m<sup>2</sup>. This is achieved not only in Duisburg, but also in the central and eastern Ruhr region, where the district of Unna in particular has increasingly emerged as an important focus of demand in the recent past. The high attractiveness of the logistics region is also demonstrated by the many well-known project developers who are active in the Ruhr region and were able to find occupiers for their properties under construction or planned in 2020.

**Key figures logistics market Ruhr region\***

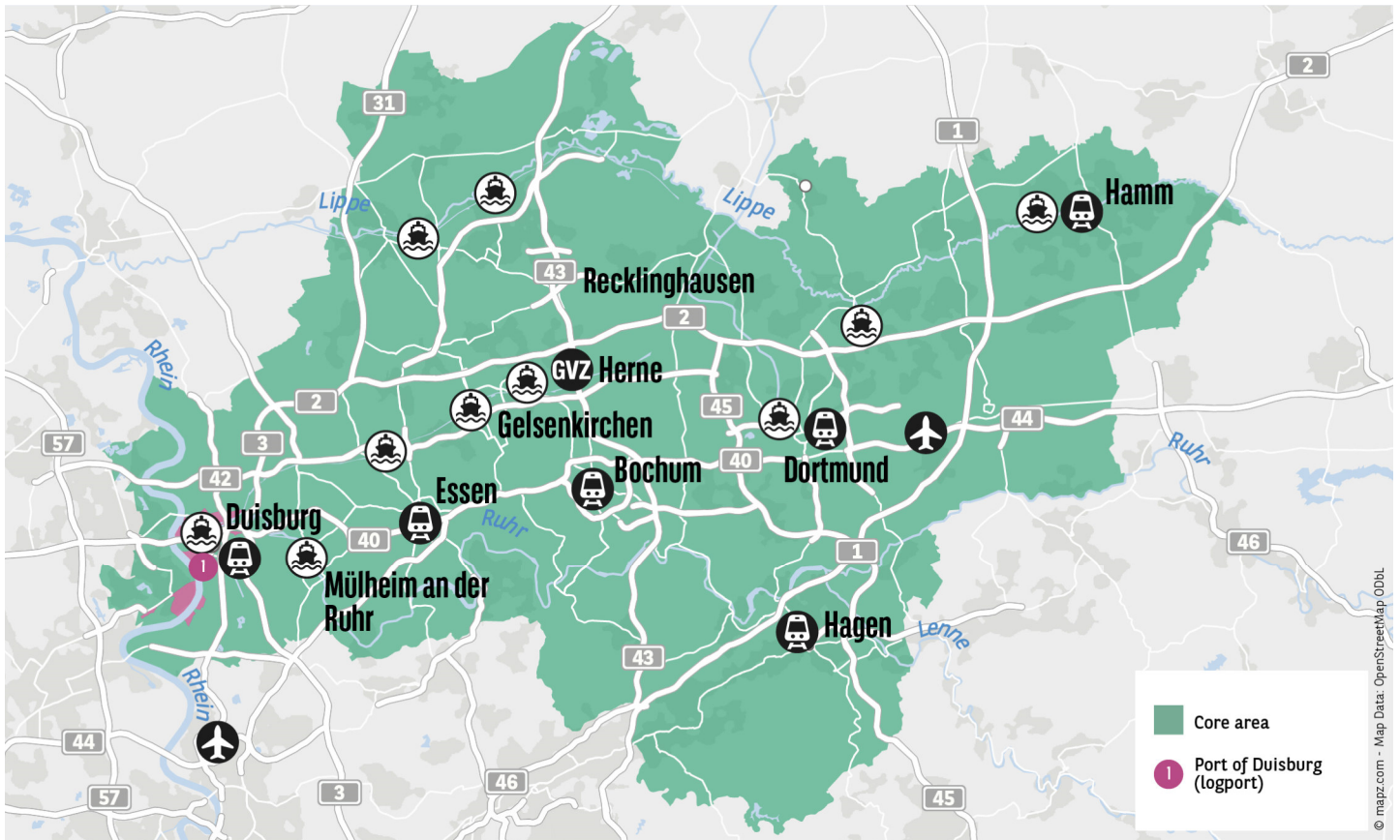
	2019	2020	Trend 2021
Prime rent	4.90 €/m <sup>2</sup>	4.90 €/m <sup>2</sup>	↗
Average rent	4.10 €/m <sup>2</sup>	4.20 €/m <sup>2</sup>	↗
Take-up	493,000 m <sup>2</sup>	669,000 m <sup>2</sup>	→
- Share of owner-occupiers	37.4 %	14.0 %	→
- Share of new buildings	56.7 %	70.7 %	→

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**OUTLOOK**

Contrary to the overall economic situation, the Ruhr region was able to improve on its already good result from 2019. The market repeatedly benefits from individual project developments for interested parties in the large-space segment, which cannot be realised in available existing properties. Against the background of such deals in the modern segment, it cannot be ruled out that the top rent could break the 5 €/m<sup>2</sup> mark. The very good demand situation also sets the course for another above-average take-up volume in 2021.

\* Deals ≥5,000 m<sup>2</sup>



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