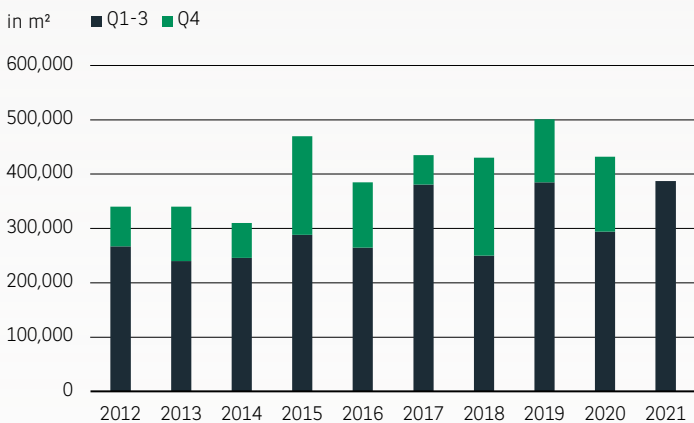




At a Glance **Q3 2021**

LOGISTICS MARKET BERLIN

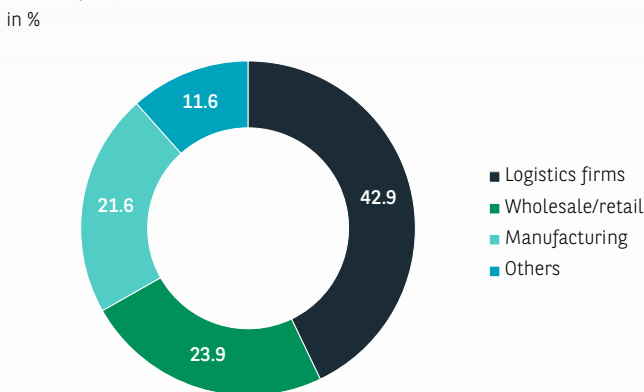
Light industrial and logistics take-up



LOGISTICS MARKET IS RUNNING AT FULL SPEED

The positive momentum on the Berlin market for logistics and industrial space continued in the third quarter and even gained further momentum. In the previous quarter alone, approx. 137,000 m² was taken up (incl. owner-occupiers). This brings the take-up for the current year to 387,000 m², which means that the market is now moving at the same high level as in 2019. The recent result is not only almost 32 % higher in a year-on-year comparison, but also almost 29 % above the ten-year average. The latest take-up is all the more impressive as no deal with more than 20,000 m² of space was signed in the third quarter. The market is very active, particularly in the small and medium-sized space segment.

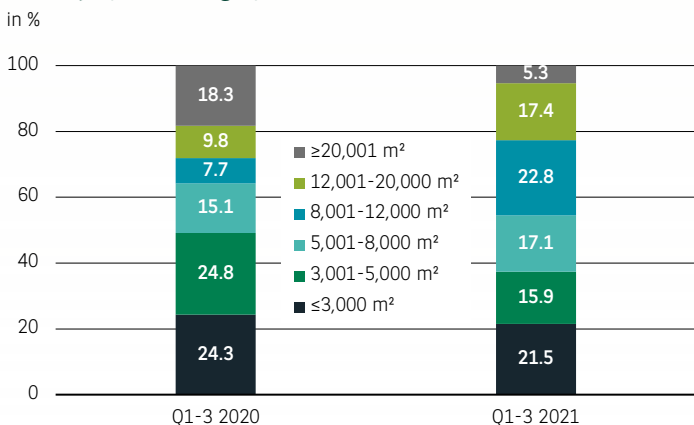
Take-up by sector



LOGISTICS FIRMS WITH RECORD TAKE-UP

Logistics firms have contributed 166,000 m² to take-up so far. This is the highest figure in the last decade and the 10-year average has been exceeded by almost 64 %. They are responsible for two of the three largest deals in the year to date. Rieck Logistik and BLG Industrielogistik each leased around 19,000 m² in project developments in the third quarter. Overall, transaction activity in this sector is high with around 30 deals. Retail companies have also gained compared to the previous year (around 21 %), but their take-up of around 92,000 m² is still 18 % below the long-term average, which is primarily due to the lack of very large-scale deals. For retail, a continuation of the e-commerce boom can clearly be seen. Industrial/manufacturing companies are also very successful on the market (+60 % above 10-year average). They account for the largest transaction in the market (almost 21,000 m²).

Take-up by size category



MID-SIZE SEGMENT STRONGER THAN EVER

Large deals beyond 20,000 m² continue to be rare and their market share of currently 5 % can only be attributed to the above-mentioned deal. Overall, the market is performing above average, especially in the mid-range space segment. Around 88,000 m² of take-up was transacted in the size category between 8,001 and 12,000 m² (10-year average: 37,000 m²). Almost on a par are deals under 3,000 m² with a market share of 21.5 %. Their result is almost 18 % above the long-term average. The majority of these deals were concluded in the core area. Proximity to the end consumer is often decisive for users here.

Major contracts

Quarter	Company	Location	Area (m ²)
Q1	Gestamp	Großbeeren	20,500
Q3	Rieck Logistik	Oberkrämer	19,000
Q3	BLG Industrielogistik	Falkensee	18,500
Q1	SAS Autosystemtechnik	Vogelsdorf	17,500
Q2	E-commerce company	Blankenfelde-Mahlow	12,200

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Key figures logistics market

	Q1-3 2020	Q1-3 2021	Trend remaining year
Prime rent	7.20 €/m ²	7.20 €/m ²	➔
Average rent	5.90 €/m ²	6.00 €/m ²	➔
Take-up	294,000 m ²	387,000 m ²	➔
- Share of owner-occupiers	10.9 %	1.7 %	➔
- Share of new buildings	59.3 %	45.6 %	➔

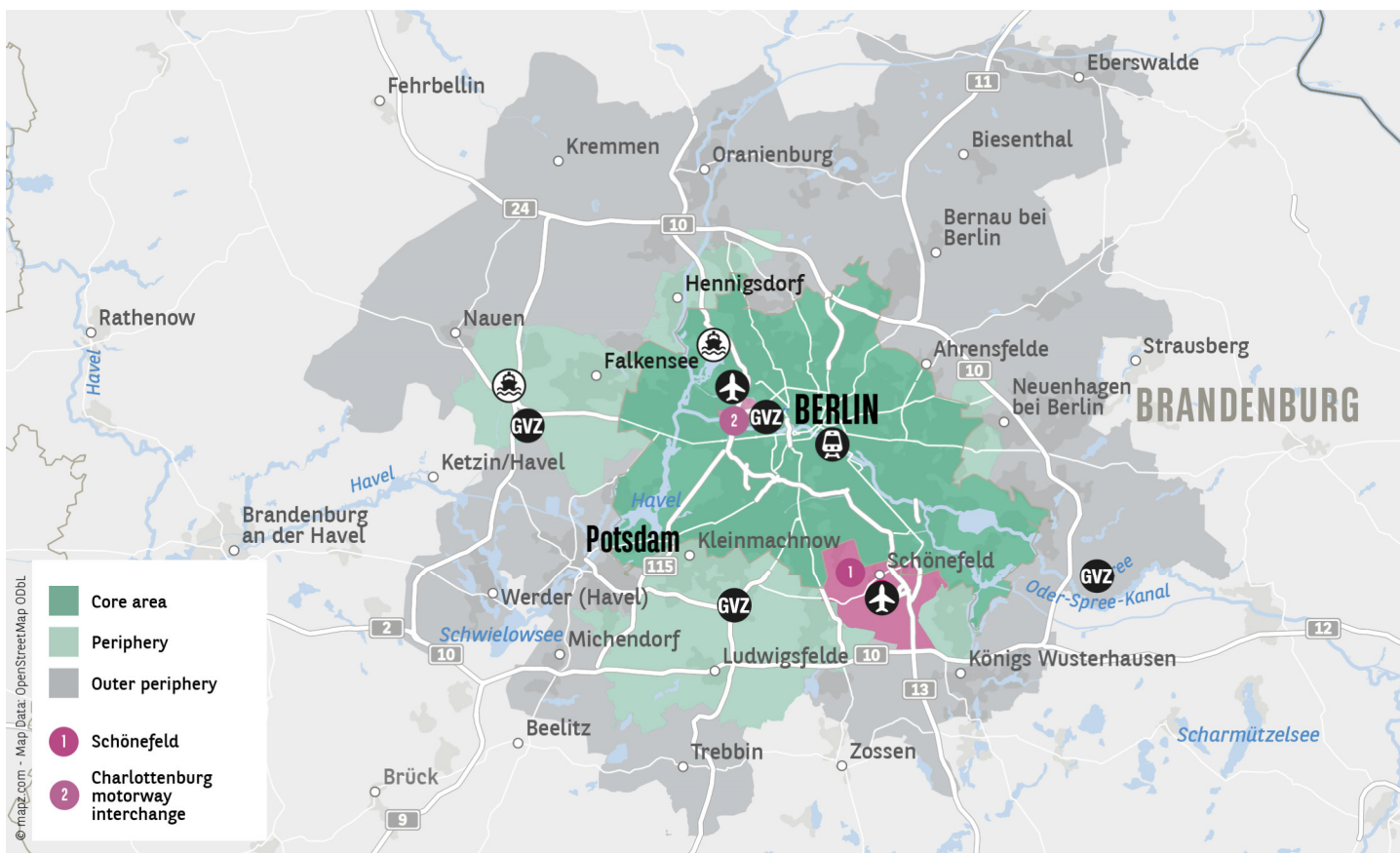
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➔ SUPPLY OF SPACE CONTINUES TO DECLINE

The volume of available space continued to decline in the third quarter. Especially in the core area, the reduction in supply is progressing, which applies in particular to smaller properties up to around 3,000 m² of space. Increasingly, companies looking in this size class are being forced to broaden their focus and consider a location in the surrounding area. A more extensive reduction in supply can also be seen for the market area south of Berlin. Here, large development sites are rare and despite the strong demand in this area, there are currently only a few new developments. In general, speculatively built space in the Berlin area is quickly absorbed by the market and, with few exceptions, large deals take place in project developments due to a lack of alternatives in the stock. The prime rent in the Berlin city area remains stable at a high level of 7.20 €/m².

➔ OUTLOOK

The Berlin market is heading for a record result. It is already at the level of the very strong year 2019 and there are currently a number of major requests under negotiation that should be successfully concluded before the end of the year. In parallel, everything points to a progressive reduction in supply, as the number of projects currently under construction is low. The pressure on rents will continue, the high rent level will stabilise.



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