In 2017, unlike last year, the Düsseldorf logistics premises registered an exceptionally good opening quarter. Just as in 2016, demand was buoyant – but this time it encountered appropriate supply. That helped to generate take-up of 62,000 m², which broke the record set in 2011 and exceeded the long-term average by 39%. The fine performance was fuelled decisively by two major deals, by Imperial Industrial Logistics and Expeditors. Both of these were concluded in the north-western periphery (Krefeld), which together with the core area is one of the most favoured locations. Something else to be noted is that – thanks to some speculatively built facilities – the supply situation has eased slightly, especially in the central parts of the market. In the western and eastern periphery, on the other hand, premises remain scarce.

The fact that the two biggest contracts in the first quarter were concluded by logistics firms, traditionally a strong force here, helped them secure first place in the business-sector ranking with two-thirds of aggregate turnover. Manufacturers, which usually take third place in Düsseldorf, are currently in second position, with a take-up share of nearly 25%. This robust result was due especially to leases taken out by automotive supplier Isringhausen (7,600 m²) and technology company ABB (4,500 m²). In this snapshot of the market, retailers have not put in much of an appearance so far, generating just a relatively low 6%, as against their long-term average of around 38%.

Market activity up to now has featured new leases in a whole spectrum of size classes. In addition to the major deals referred to above, the mid-range segment (3,000-8,000 m²) contributed nearly 20% to the successful first-quarter performance, and with just over 12,000 m² achieved a somewhat higher absolute volume than last year. The small-unit bracket of premises up to 3,000 m² has also exhibited great dynamism, posting a share of 22% thanks to turnover of just under 14,000 m², which was nearly four times the prior-year figure.
SLIGHT FALL IN AVERAGE RENTS

The prime rent in the Düsseldorf logistics premises market has remained unchanged at 5.40 €/m², obtained in the north and now also in the west, in Düsseldorf-Heerdt. The average rent, on the other hand, has declined somewhat, to 4.40 €/m². This is due primarily to downward pressure exerted by older units in the low-price segment. In the course of the year, though, competition for the favoured category of modern premises should lead to an increase in the average rent. The owner-occupier proportion of take-up, customarily low in this market, is currently very low indeed, at less than 8%. However, it should start moving higher. That also applies to the new-build share of turnover: this is now around 24%, already slightly above the prior-year figure, but in view of the growing availability of new premises, it looks set to climb.

OUTLOOK

After a very successful start, the rest of this year can also be expected to feature dynamic market activity. The speculative construction of some new complexes in the anyway highly favoured core area increases the scope for meeting the strong demand, especially since further premises are due to come onto the market in the coming months. Although the year as a whole should produce a very high take-up, the prime rent is unlikely to rise for the time being but simply firm up at its present level.