NEW RECORD ACHIEVED

The Hamburg warehouse and logistics premises market got off to a very dynamic start in 2017, setting a new first-quarter record with take-up of 165,000 m². That was considerably higher than the prior-year result (+27%) and the ten-year average (+46%). That performance returned Hamburg to the top slot in the nationwide ranking of the major markets, relegating Berlin (135,000 m²) and Frankfurt (108,000 m²) to second and third places. Overall, the city can already point to larger deals than in the first three months of last year. The biggest contract up to now was concluded by the Hamburg State Opera: its stage-design workshops are to move into a new building in Rothenburgsort providing some 17,300 m² of space. In other notable deals, Transgourmet Germany secured 15,000 m² in the core area, and logistics service-provider Lagerei und Spedition Dirk Vollmer took up 14,000 m² in Neu Wulmstorf.

LOGISTICS FIRMS MAINTAIN THEIR LEAD

The distribution of take-up between business sectors was far more balanced than in the same period last year. With just under 39%, logistics firms have kept their lead, and in fact increased their absolute volume slightly. Retailers, with 23%, made a smaller contribution to the total than this time last year, while manufacturers stepped up their share appreciably to post around 18%. This means that the relative positions of the chief sources of demand were the same as before. Companies in the supply and disposal sector played only a subordinate role, with just over 2%, while the collective category of other businesses generated the high share of nearly 18%, fuelled especially by the Hamburg State Opera contract.

ALREADY SOME SIZEABLE CONTRACTS

The size-class spread also presents quite a balanced picture, thus underlining the broad basis of demand in the Hamburg market. Unlike last year, there have already been some leases in the size bracket of 12,000 m², and this contributed around 28% to the total. So, too, did the 5,000-8,000 m² class. It is notable that the category of small premises up to 3,000 m² once again obtained a high share, of 19%, with an absolute volume similar to that generated last year. In contrast, the 3,000-5,000 m² segment posted a considerably lower turnover year-on-year; this cut its share by nearly 24 percentage points to just over 7%. The remaining 18% comprised deals of between 8,000 and 12,000 m².
STABLE RENTAL PRICE LEVEL

As before, the buoyant demand encounters just restricted supply. Particularly in favoured submarkets like Allermöhe, Billbrook, the harbour, and generally in the central areas, there is a shortage of large-area premises and also of suitable plots of land for sizeable project developments. In view of this, companies are increasingly having to opt for peripheral locations, especially when they want built-to-suit solutions. All the same, the rental price level has stayed steady. The prime rent is still 5.70 €/m², the average rent stands unchanged at 4.85 €/m².

OUTLOOK

The Hamburg market turned in an excellent performance in the opening quarter, setting a new take-up record. The months ahead can also be expected to feature lively demand, but just how far this will be reflected by a strong result for the year as a whole will depend substantially on the available supply. After all, there have already been isolated cases, particularly in the large-unit segment, of the shortage of sites obliging companies to choose locations outside the Hamburg market area. Against this background, there are unlikely to be any marked increases in the present owner-occupier proportion (just over 17 %) or the new-build proportion (10 %). Both top and average rents are also likely to remain stable.

### Key figures of logistics market Hamburg

<table>
<thead>
<tr>
<th></th>
<th>Q1 2016</th>
<th>Q1 2017</th>
<th>Trend remaining year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime rent</td>
<td>5.70 €/m²</td>
<td>5.70 €/m²</td>
<td>➡</td>
</tr>
<tr>
<td>Average rent</td>
<td>4.85 €/m²</td>
<td>4.85 €/m²</td>
<td>➡</td>
</tr>
<tr>
<td>Take-up</td>
<td>130,000 m²</td>
<td>165,000 m²</td>
<td>➡</td>
</tr>
<tr>
<td>- Thereof owner-occupier</td>
<td>13.4 %</td>
<td>17.4 %</td>
<td>➡</td>
</tr>
<tr>
<td>- Thereof new building</td>
<td>9.7 %</td>
<td>10.3 %</td>
<td>➡</td>
</tr>
</tbody>
</table>

### Major contracts in Hamburg Q1 2017

- **Hamburg State Opera (stage-design workshops)**: Hamburg 17,300
- **Transgourmet Deutschland**: Hamburg 15,000
- **Lagerei und Spedition Dirk Vollmer**: Neu Wulmstorf 14,000
- **Logistics firm**: Hamburg 10,800
- **UTI Deutschland**: Wenzendorf 9,500

All rights reserved. At a Glance is protected in its entirety by copyright. No part of this publication may be reproduced, translated, transmitted, or stored in a retrieval system in any form or by any means, without the prior permission in writing of BNP Paribas Real Estate GmbH.