In the first quarter of 2015, the Hamburg market (including environs) generated take-up of logistics and warehouse premises totalling 85,000 m². That result was well down on the good prior-year figure (-33 %) and also fell short of the long-term average (-18 %). A year-on-year decline of this kind, but in varying extents, has been apparent in the other Big Six locations as well, and is due to the comparison with the strong totals achieved at the start of 2014. In the inter-city ranking, Hamburg has to be content with third place behind Frankfurt (168,000 m²) and Berlin (86,000 m²). Despite generally lively demand, fewer new deals were concluded than in the equivalent period last year, and unlike then, there has so far been no deal of above 12,000 m². The owner-occupier proportion has slipped slightly to 27 %.

**INDUSTRIAL COMPANIES TAKE FIRST PLACE**

The business-sector ranking of demand is headed by industrial and production companies. They lifted their share considerably compared with last year to nearly 44 %. Wholesale/retail took second place with a one-fifth slice, fuelled by a series of smaller leases. Logistics firms, which had easily led the field at the beginning of 2014, have not been so active so far this year. They accounted for just 17 %, giving them third place. Leases like that concluded by the Deutsches Schauspielhaus (German Playhouse) for 5,700 m² helped to give the category of miscellaneous sources of demand the relatively high share of almost 19 %.

**NO LARGE DEALS YET**

In the distribution of take-up according to size classes, the 5,001-8,000 m² bracket achieved the highest share, with nearly 37 %. It was also the only category to generate a year-on-year increase in absolute take-up. Small deals of up to 3,000 m² again made a sizeable contribution by accounting for 31 %, which was similar to their prior-year share. Over 27 % of all turnover comprised new contracts for premises of between 8,000 and 12,000 m²; that was 4 percentage points up on 2014. Take-up in the 3,001-5,000 m² segment was somewhat low, by long-term standards too, and produced a share of just under 6 %. Up to now, no deals at all have been registered in the large-premises class of over 12,000 m².
PRIME RENT STEADY

The main focus of demand for warehouse and logistics space is, as before, in Billbrook/Allermöhe. It is there, and in the western municipal and harbour area, that the prime rent for premises with modern specifications is obtained. This still stands at 5.70 €/m². It is a fact that in particular users seeking large premises are often unable to find what they are looking for within the municipal boundaries, and so increasing interest is being exhibited in areas like Glindc und Reinbek. But this has not impacted on the new-build proportion of take-up; that has remained at the prior-year level of 29%. The rental price level in the market area as a whole has also stayed steady, with an average rent of 4.85 €/m².

OUTLOOK

In the months ahead, the Hamburg market looks set to develop in stable fashion. Given ongoing positive economic conditions, turnover should pick up slightly after the somewhat weaker start to the year, with a substantial contribution being made by several sizeable upcoming deals and building commencements. Where the year as a whole is concerned, though, it remains to be seen whether a result in the 450,000 m² range can be achieved again.

On the supply side, availability is likely to decline further. For the time being, the prime rent will probably remain unchanged.