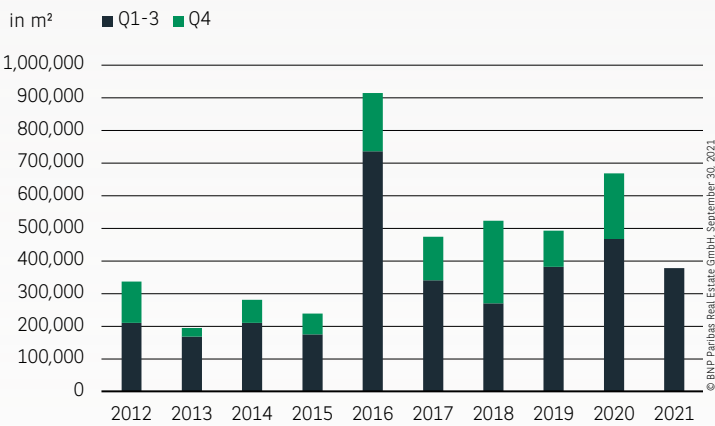




At a Glance **Q3 2021**

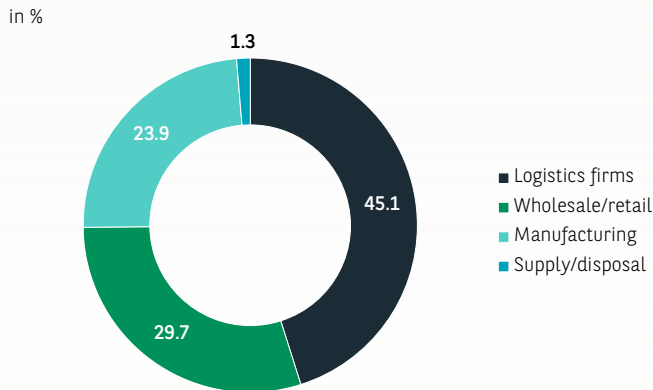
# LOGISTICS MARKET RUHR REGION

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



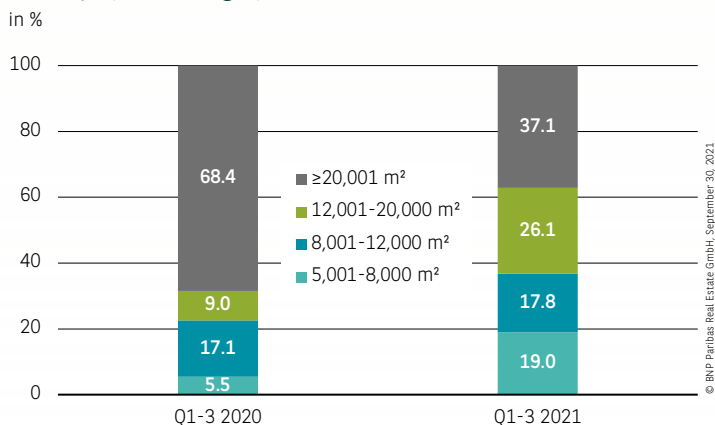
\* Deals ≥5,000 m²

### Take-up by sector\*



\* Deals ≥5,000 m²

### Take-up by size category



Q1-3 2020

Q1-3 2021

### WEAKER THAN IN THE PREVIOUS YEAR, BUT ABOVE AVERAGE

With take-up of 378,000 m² in the first three quarters, the Ruhr region logistics market fell short of the result for the same period last year (-19 %), but still achieved a volume that is above the long-term average (+13 %). The fact that even more deals were registered in the first nine months than in the previous year can be seen as an indication that the high market dynamics of recent years are continuing in the logistics region. The new-build share of take-up, which currently amounts to around 62 %, was fuelled by the 67,000 m² fulfilment logistics centre of the fashion company Levi Strauss. It is likely to set new standards in Germany in terms of sustainability in the logistics segment with its cradle-to-cradle concept. However, it is not only the high take-up in new-build properties (235,000 m²) in a long-term comparison that is pleasing, but also in existing properties (143,000 m²), which are also benefiting from the good demand situation.

### CHANGE OF LEADERSHIP - LOGISTICS AHEAD OF WHOLESALE/RETAIL AT THE TOP

In contrast to the last two years, when take-up was largely driven up by retail, logistics firms have taken the lead in the sector ranking after the first three quarters. Overall, they account for every second deal and 45 % of total take-up. At the same time, demand from retail companies has remained high. They were particularly active in the third quarter, which alone contributed 58 % of this industry's result in the running year. Overall, they have a share in take-up of 30 % in the interim balance sheet. The third important pillar of the logistics market are the industrial companies, which are represented in the ranking with 24 % after the first three quarters.

### SHIFT IN FAVOUR OF THE SMALLER CATEGORIES

If one divides the market activity into take-up in the size categories below and above 20,000 m², the difference between the current and the previous year's result crystallises: Thus, 61 % more was taken up in the smaller and medium segments, while large deals achieved a 56 % lower volume. Nevertheless, deals over 20,000 m² (37 %) still continue to generate the highest volumes, ahead of the three classes below 20,000 m², which all contributed double-digit take-up shares of between 18 % and 26 %.

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Major contracts

Company	Company	Location	Area(m <sup>2</sup> )
Q3	Levi Strauss	Dorsten	67,000
Q3	E-commerce company	Hamm	20,300
Q2	Hellmann Worldwide Logistics	Werne	20,000
Q3	JW Fulfillment DUS	Unna	17,300

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Key figures logistics market Ruhr region\*

	Q1-3 2020	Q1-3 2021	Trend remaining year
Prime rent	4.90 €/m <sup>2</sup>	5.20 €/m <sup>2</sup>	➔
Average rent	4.10 €/m <sup>2</sup>	4.50 €/m <sup>2</sup>	➔
Take-up	468,000 m <sup>2</sup>	378,000 m <sup>2</sup>	➔
- Share of owner-occupiers	16.4 %	2.8 %	➔
- Share of new buildings	63.1 %	62.3 %	➔

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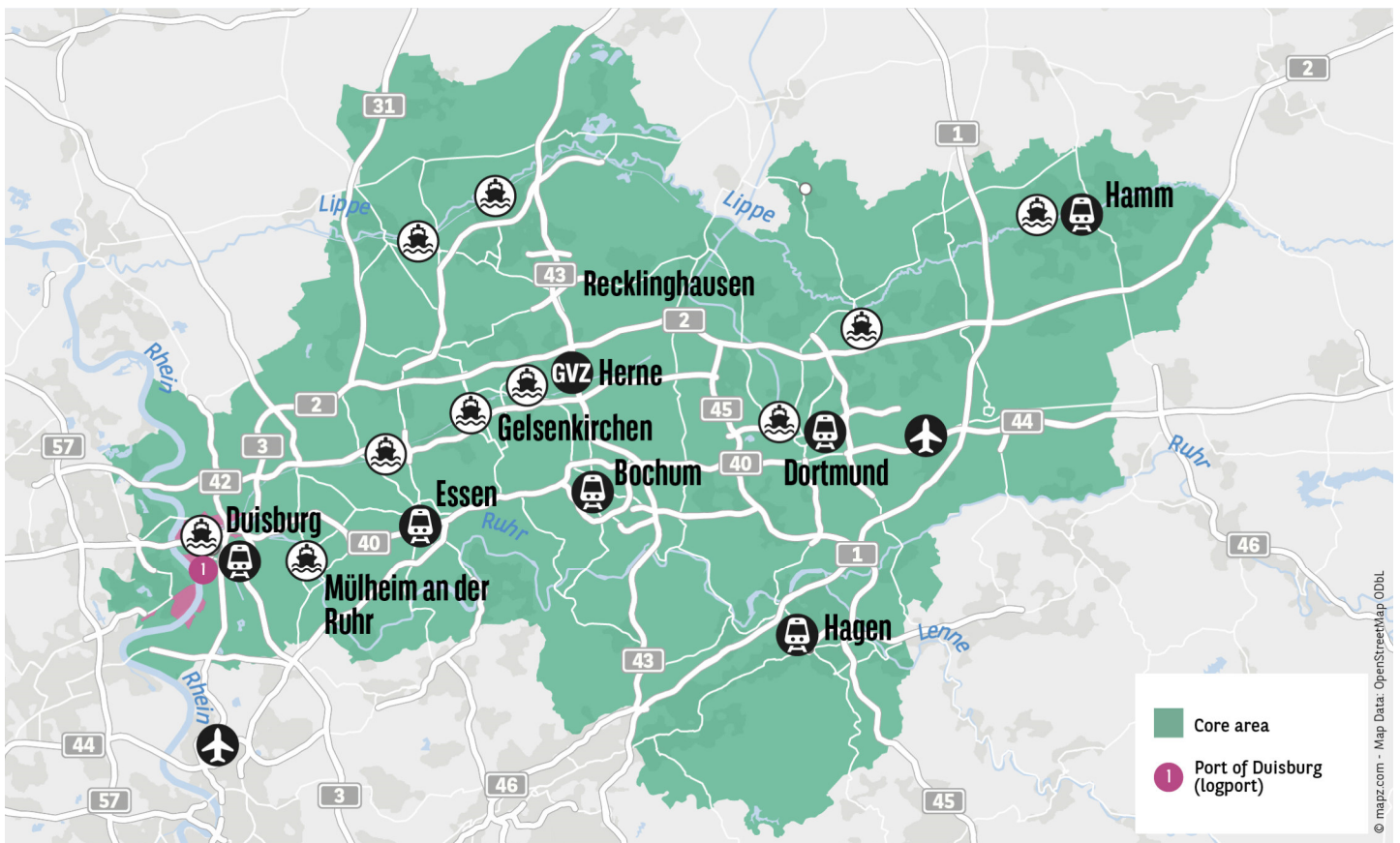
\* Deals ≥5,000 m<sup>2</sup>

➔ INCREASE TO OVER 5 €/m<sup>2</sup> AND CONTINUED LACK OF SPACE

Against the background of constantly high demand pressure in the Ruhr region, the prime rent broke through the €5 mark in the third quarter and is currently set at 5.20 €/m<sup>2</sup>. This is not only being achieved in Duisburg, but also in the central and eastern Ruhr region, where the district of Unna in particular has increasingly emerged as an important demand focus in the recent past. The fact that rents are rising not only at the top but also across the board is reflected in the average rent, which at 4.50 €/m<sup>2</sup> has also increased slightly in the last three months. On the supply side, it should be noted that new-build projects are mostly let before completion and in the existing segment extension options are largely used. As a result, no significant changes can be observed in relation to the shortage of space.

➔ OUTLOOK

Even if the Ruhr region cannot match its previous year's result, demand for logistics space continues to clearly exceed supply. The mismatch between supply and demand persists. Recently, only the average volume per deal has fallen, but not the number of registered deals. Thus, the continuing excess demand is reflected in the increased rent level both in the prime segment and in average rents. Overall, supply remains the only limiting factor for further take-up in the final quarter.



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Further Information BNP Paribas Real Estate GmbH | Branch office Düsseldorf | Phone +49 (0)211-52 00-00 | [www.realestate.bnpparibas.de](http://www.realestate.bnpparibas.de)