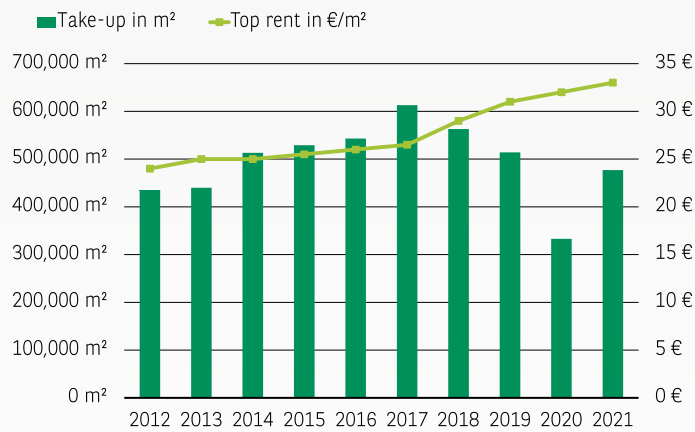




At a Glance **Q4 2021**

OFFICE MARKET HAMBURG

Development of take-up and top rents

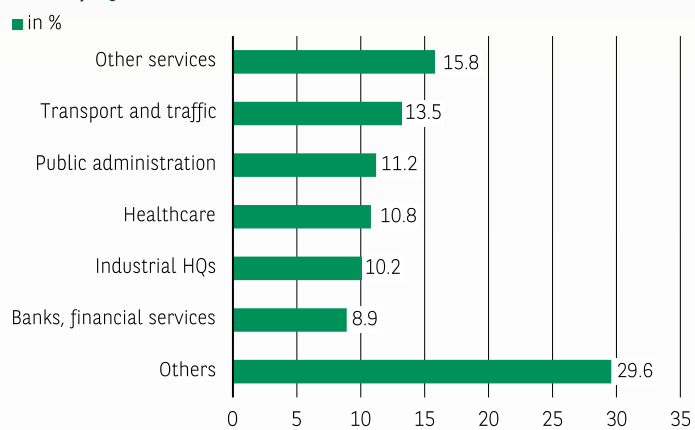


© BNP Paribas Real Estate GmbH, December 31, 2021

➤ STRONG GROWTH OF TAKE-UP

The Hamburg office market achieves a take-up of 477,000 m² in 2021, thus increasing its weak prior-year result by a respectable 43%. After 2020 was heavily impacted by the Corona pandemic, in which decisions on new and especially large office space were postponed in many cases, the market recovered noticeably in 2021. Whereas in the previous year only one major contract for more than 10,000 m² was registered, no fewer than seven contracts in this segment ensured take-up of more than 100,000 m². These include the Berenberg Bank with 19,200 m², which will move to City Nord after completion of the Ipanema building, the Staatsanwaltschaft Hamburg with 17,600 m² in the City, and Techniker Krankenkasse, which is expanding its headquarters in Barmbek by 14,500 m². Nevertheless, as in other top locations, the overall result is still below the ten-year average (-4%). However, the market recovery, which was particularly noticeable from the second half of the year onwards, points to further positive development.

Take-up by sector 2021

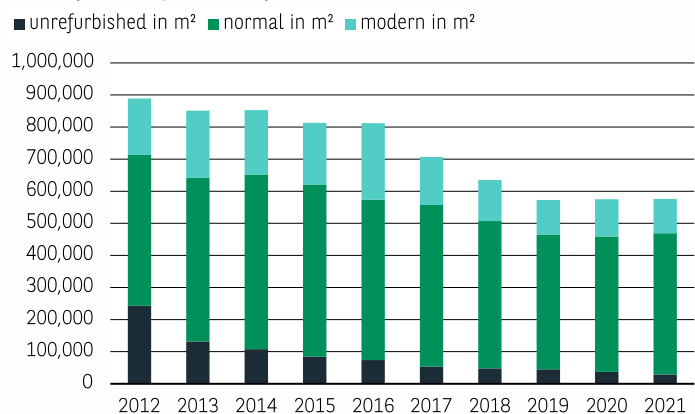


© BNP Paribas Real Estate GmbH, December 31, 2021

➤ BROAD DEMAND ACROSS ALL SECTORS

In 2021, the distribution of take-up by sector again highlights the broad demand base of the Hamburg market. With almost 16%, the category of other services occupies first place. The transport and traffic sector follows in second position with 13.5%, to which the letting of Maersk in the new Johann Kontor building at Klosterwall in the fourth quarter made an important contribution. Public administration moves into third place with a good 11%. In addition, the healthcare sector (just under 11%) and the administrative departments of industrial companies (a good 10%) achieved double-digit shares.

Development of vacant space



© BNP Paribas Real Estate GmbH, December 31, 2021

➤ VACANCIES STILL UNCHANGED

Following ups and downs during the year, the year-end figure for vacancies was back at the same level as in the previous two years, standing at 576,000 m². However, in the most demanded category of space with modern facilities, the volume has dropped slightly and now accounts for just under 19% of the total. Supply in this segment is low in many submarkets. The largest overall volume of space available at short notice continues to be found in the two office market zones with the highest demand, City (92,500 m²) and City South (50,500 m²). While 31% of the space in the City can be classified as modern, the figure in the City South is only 6%. The vacancy rate for the market as a whole remains unchanged at 4.1%.

Major contracts

Sub-market	Company	m ²
3.5	Berenberg Bank	19,200
1.1	Staatsanwaltschaft Hamburg	17,600
2.5	Techniker Krankenkasse	14,500
1.1	Maersk Deutschland	13,000
3.5	SIGNAL IDUNA-Group	13,000
3.7	Systemx Deutschland	11,700

© BNP Paribas Real Estate GmbH, December 31, 2021

➤ CONSTRUCTION ACTIVITY UP YEAR-ON YEAR

Space under construction increased by almost 11% year-on-year to 450,000 m², which is a rather high volume by long-term standards. The volume of the space still available, which is more significant for the market, is 174,000 m² (just under 39%) and has declined by approx. 10%. In a nationwide comparison, this is an extraordinarily low figure. At the same time, it should be noted that only 31,000 m² of this space is expected to be completed in 2022, with the majority not coming onto the market until 2023.

➤ RENT LEVEL ON THE RISE

As a result of lettings in the new-build segment, the prime rent rose by a good 3% to 33 €/m² at the end of the year. Rents in excess of the 30 €/m² mark are achieved for high-quality space in highly sought after locations within the City submarket. The upward trend in average rents, which has been evident for several years, continued in 2021. At the end of the year, it stood at 18.50 €/m², an increase of almost 6%.

Trends in important market indicators

	2020	2021	Trend 2022
Take-up	333,000 m ²	477,000 m ²	➔
Vacant space	575,000 m ²	576,000 m ²	➔
Space under construction (total)	407,000 m ²	450,000 m ²	➔
Space under construction (available)	193,000 m ²	174,000 m ²	➔
Top rent	32.00 €/m ²	33.00 €/m ²	➔

© BNP Paribas Real Estate GmbH, December 31, 2021

➤ OUTLOOK

The positive development of the Hamburg market and the generally good economic conditions give reason to be optimistic about the year 2022. Against this background, take-up in line with the ten-year average and thus of around 500,000 m² appears realistic. On the supply side, no significant change in space under construction is expected. A further increase in the level of rents is certainly possible.

Key indicators 2021

Submarkets**	Top rent* (€/m ²)		Take-up (m ²)	Vacant space (m ²)			Space under construction (m ²)		Space on offer (m ²)	
	from	to	2021	total	modern	of this, since completion	total	available	available	projected
	1		2	3	4	5	6	7	8 = (3 + 7)	9
1 City Centre										
1.1 City Centre		33.00	111,500	92,500	28,500	4,500	78,800	62,700	155,200	183,000
1.2 Eastern Harbour Fringe		25.50	6,000	4,500	500	0	0	0	4,500	0
1.3 HafenCity		29.00	41,000	21,500	11,500	2,500	116,600	77,100	98,600	102,900
1.4 Western City Fringe - St. Pauli		24.00	4,500	2,000	1,000	0	0	0	2,000	0
2 Centre Fringe	20.00 -	24.00	101,000	178,000	32,000	1,000	43,600	17,600	195,600	305,400
3 Subcentres	13.00 -	19.50	213,000	277,500	33,500	7,000	211,000	16,600	294,100	309,700
Total			477,000	576,000	107,000	15,000	450,000	174,000	750,000	901,000

* The top rent given applies to a market segment of 35 % in each case.

** The office market zone map and the key indicator table at submarket level can be found under the following link: [Office market zone map and key indicator table 2021](#)

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.

The statements, notifications and forecasts provided here correspond to our estimations at the time when this report was prepared and can change without notice. The data come from various sources which we consider reliable but whose validity, correctness or exactness we cannot guarantee. Explicitly, this report does not represent a recommendation of any kind, nor should it be regarded as forming a basis for making any decisions regarding investment or letting or renting property or premises. BNP Paribas Real Estate can accept no liability whatsoever for any information contained or statements made herein.

Imprint Publisher and copyright: BNP Paribas Real Estate GmbH | Prepared by: BNP Paribas Real Estate Consult GmbH | Status: 31.12.2021

Further Information BNP Paribas Real Estate GmbH | Branch office Hamburg | Phone +49 (0)40-348 48-0 | www.realestate.bnpparibas.de