

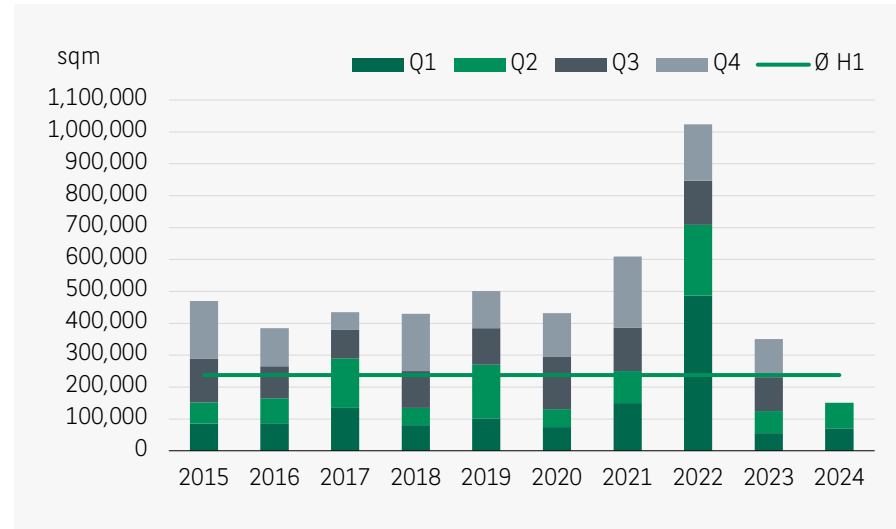


BERLIN

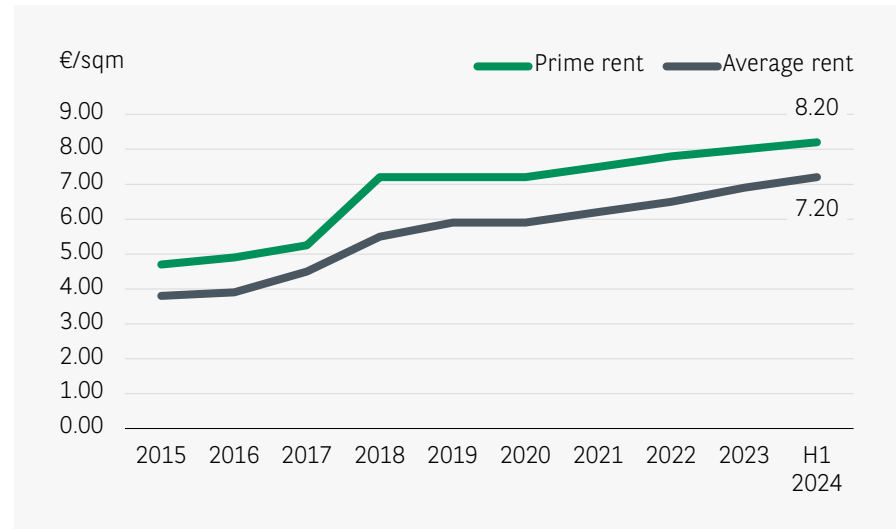
# REPORT LOGISTICS MARKET

H1 2024

## Development of light industrial and logistics take-up



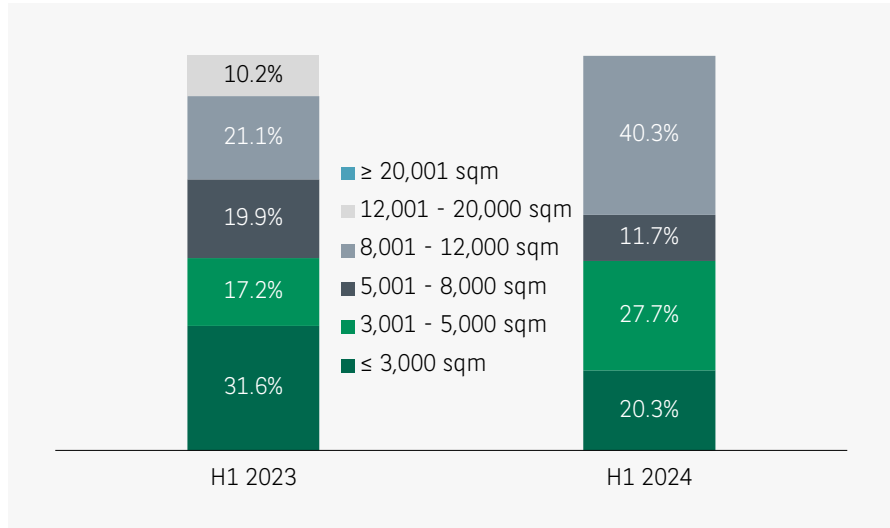
## Prime and average rents



## INCREASE IN TAKE-UP, ONLY MAJOR DEALS ARE MISSING FOR AN ABOVE-AVERAGE RESULT

- The Berlin logistics market recorded a slight upward trend in the first half of 2024 and is among the minority of top markets where take-up rose y-o-y.
- With take-up totalling 151,000 sqm, the capital city region ranks third among the most important logistics regions behind Frankfurt (195,000 sqm) and the Ruhr region (192,000 sqm). While the previous year's result was thus exceeded by almost 21%, the long-term average remains out of reach in the current market phase (-37%).
- It is worth noting, however, that the result was achieved without any major deals in the size segment above 12,000 sqm. If only the categories up to this size were included in the analysis, the Berlin logistics market could even report an above-average result. In addition, the take-up achieved in the small and medium-sized segments also represents a remarkable volume across all locations.
- In line with this fact, both the new-build (27%) and the owner-occupier segment (8%) have been underrepresented to date. This is fairly unsurprising as these categories are often responsible for large deals, which are rare at the moment in the lee of the challenges in the project development sector.
- Even though there are signs of stabilization for prime (€8.20 per sqm) and average (€7.20 per sqm) rents in the Berlin market area, they have risen by a further 5% and 10% respectively since mid-2023.

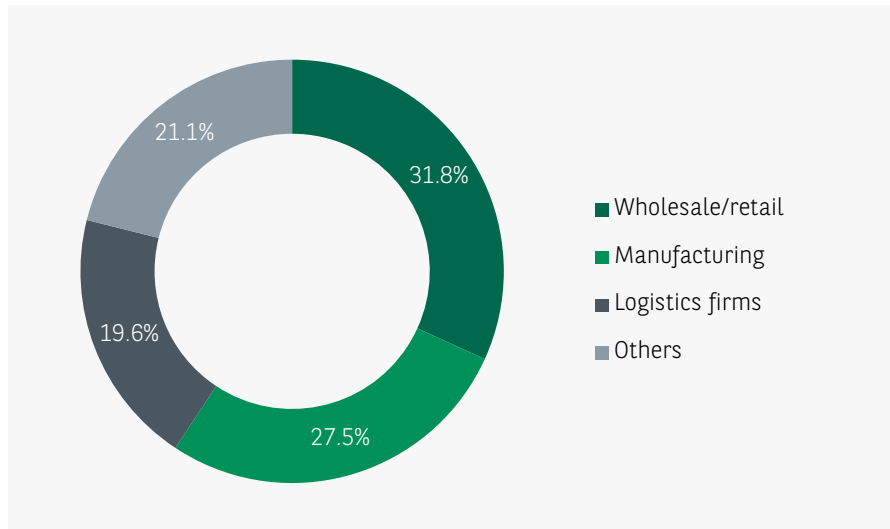
## Take-up by size category



## DEALS BETWEEN 8,000 AND 12,000 SQM WITH 40% SHARE

- The very good take-up level in the small and medium-sized segments contrasts with the lack of deals in the segment of 12,000 sqm and above, which contributes on average around 40 %. In the size categories in which take-up was recorded, deals between 8,000 and 12,000 sqm (40%) and deals between 3,000 and 5,000 sqm (almost 28%) stand out in particular – both of which achieved above-average results by mid-year 2024.
- In the sector ranking, the three most important demand groups were all active and made notable contributions. At the top of the list are wholesale/retail companies (accounting for almost 32%), which benefited from lettings to the pharmaceutical wholesaler Alliance Healthcare in the core area (10,800 sqm) and Peek & Cloppenburg in Falkensee (8,700 sqm), among others. However, the manufacturing sector and logistics firms were also extensively involved in the market, accounting for 28% and 20% respectively.

## Take-up by sector



## Major contracts

Quarter	Company	Location	sqm
Q1	Alliance Healthcare	Berlin	11,800
Q1	THW	Berlin	9,000
Q1	Peek & Cloppenburg	Falkensee	8,700
Q2	Müller-Zeiner Industrieverpackungen	Berlin	8,500
Q2	Glow	Berlin	7,800

## OUTLOOK

- Although the Berlin logistics market can report an increase in take-up y-o-y, the demand situation can be assessed as cautiously optimistic overall due to the continued slowdown in the pace of expansion by companies.
- While there is currently a lack of large deals due to the economic situation and short supply, there is increased demand for smaller spaces close to the city centre. In addition, the retail and e-commerce sector, which is steadily regaining strength in Berlin as well as in some other locations, is sending positive signals for improved market sentiment in the retail sector as an important driver of take-up.
- Demand is often still limited by the supply side, as logistics properties built speculatively or for owner-occupiers have become rare due to the challenging market environment for property developments. This often leaves standing assets respectively older premises as the only option. However, these premises can only provide a solution in individual cases especially for large-volume requests. This is due not least to the continuing trend among tenants to take advantage of contract extensions, which further prevents higher market activity.
- Against this backdrop, it is assumed that take-up in the second half of the year will continue to be above the previous year's level but below average by the end of the year. As in the first quarters, less momentum is expected in the rental segment, although slight upward movements are still possible.

## Key figures logistics market Berlin

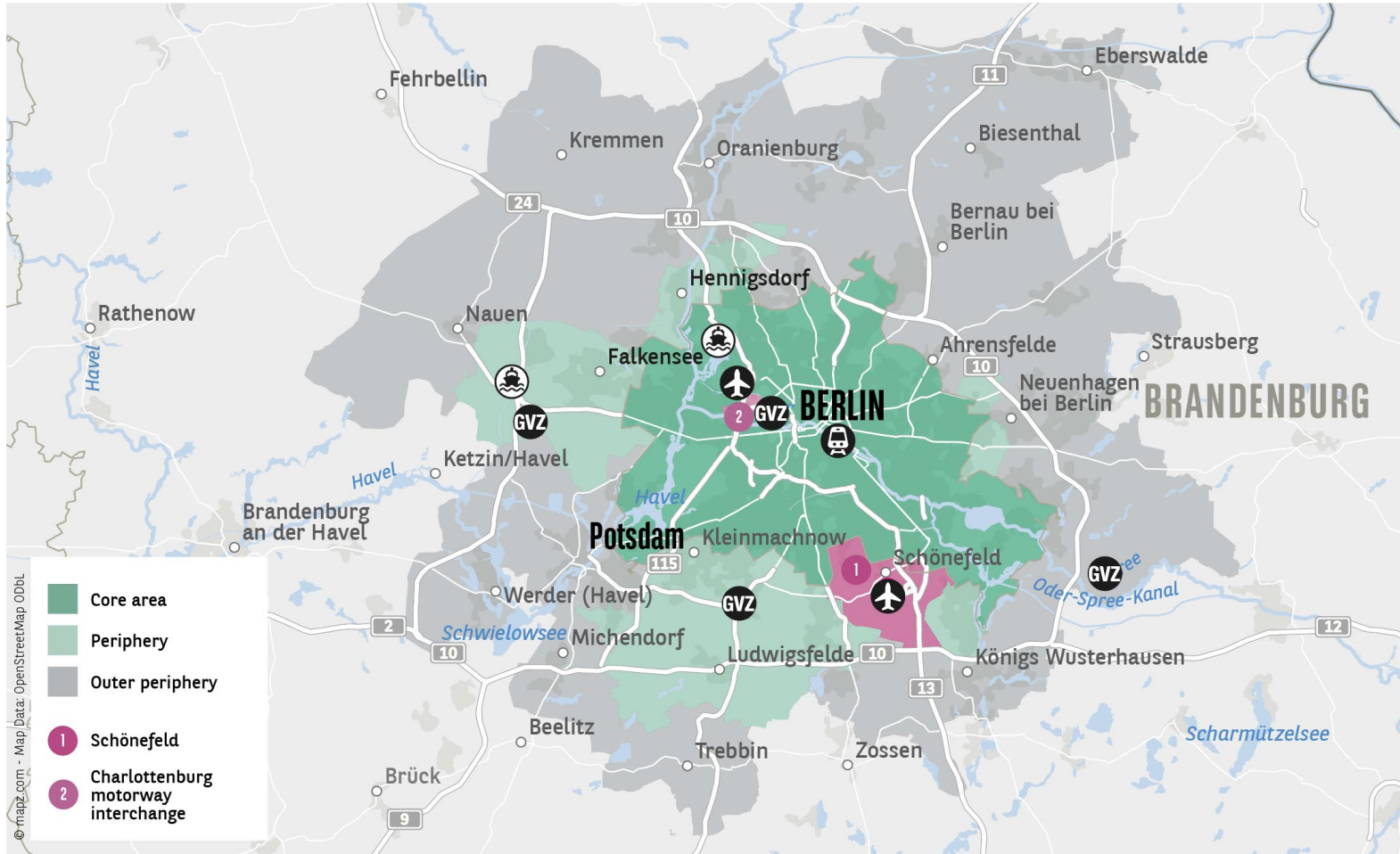
RENTS AND TAKE-UP	H1 2023	H1 2024	%-Veränderung
Prime rent (in €/sqm)	7.80	8.20	5.1%
Average rent (in €/sqm)	6.50	7.20	10.8%
Total take-up (in sqm)	<b>125,000</b>	<b>151,000</b>	<b>20.8%</b>

SECTORS	H1 2023	H1 2024	LANGJÄHRIGER Ø
Logistics firms	22.6%	19.6%	22.9%
Wholesale/retail	49.1%	31.8%	42.7%
Manufacturing	8.3%	27.5%	20.6%
Others	20.0%	21.1%	13.8%

SIZE CATEGORIES	H1 2023	H1 2024	LANGJÄHRIGER Ø
Share of deals > 20,000 sqm	0.0%	0.0%	14.6%
Share of deals ≤ 20,000 sqm	100.0%	100.0%	85.4%

OWNER-OCCUPIERS/NEW BUILDING SHARE	H1 2023	H1 2024	LANGJÄHRIGER Ø
Share of owner-occupiers	0.0%	8.1%	13.1%
Share of new buildings	45.5%	27.2%	42.3%

# LOGISTICS MARKET BERLIN



## CONTACT

### BNP Paribas Real Estate GmbH

Kranzler Eck Berlin | Kurfürstendamm 22 | 10719 Berlin

Phone +49 (0)30-884 65-0

All rights reserved. This report 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. That applies in particular to reproductions, adaptations, translations, photographs (analogue and/or digital), microfilming and storage and processing in electronic systems. 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  
Edited by: BNP Paribas Real Estate Consult GmbH | As of: 30.06.2024  
Further information: BNP Paribas Real Estate GmbH | Branch office Berlin  
Photo credits: ©Zixp@ck- stock.adobe.com

LEARN  
MORE 