

Investment Market monthly Germany

January 2017



The facts at a glance

Commercial 12-months volume at €53.6bn, residential at €10.8bn

Commercial real estate market

In January 2017, approx. €3.4bn was invested in the commercial real estate market in total. In comparison: In the same month last year (January 2016), the transaction volume was around €3.1bn. The average monthly transaction volume was at €4.5bn during January 2016 and December 2016. In the last twelve months some €53.6bn were invested, and therefore around the same volume as in the previous period.

Residential real estate market

On the residential real estate market approx. €0.6bn was invested in January 2017. In the same month last year, the transaction volume was at around €0.4bn. In the past twelve months the average monthly transaction volume amounted to €0.9bn. The transaction volume of the last twelve months summed up to €10.8bn, representing an increase of 1% compared to the figure of last month.

Commercial investment market

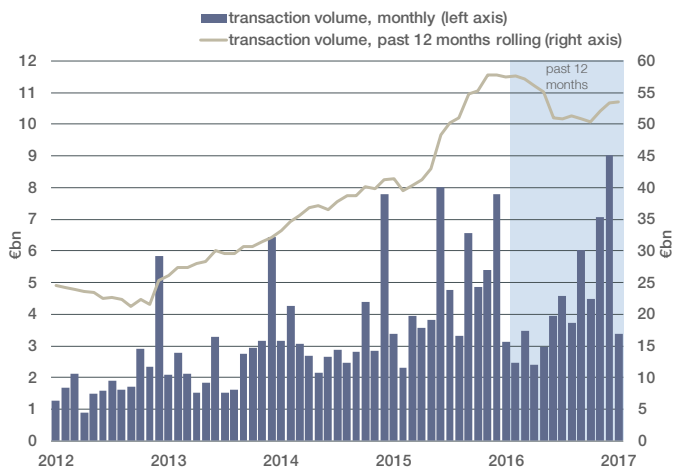
Overview

TABLE 1 **Transaction volume and prime yields**

	Transaction volume (€m, 12 months rolling)			Prime Yield Office		Prime Yield High street property	
	Jan 2017	against Jan 2016	against Dec 2016	Q4 2016	against Q3 2016	Q4 2016	against Q3 2016
Berlin	5,240	-34%	+7%	3.5%	-20bps	3.3%	+/-0bps
Düsseldorf	2,445	-14%	+1%	4.0%	-10bps	3.7%	-10bps
Frankfurt	6,168	+10%	+/-0%	3.9%	-10bps	3.5%	+/-0bps
Hamburg	4,576	+8%	-2%	3.6%	-30bps	3.6%	+/-0bps
Cologne	1,965	-13%	+19%	3.9%	+/-0bps	3.6%	+/-0bps
Munich	5,762	-5%	+1%	3.3%	-20bps	3.2%	-20bps
Stuttgart	1,713	-11%	-4%	3.5%	-10bps	3.8%	-10bps
Germany*	53,581	-7%	+/-0%	3.7%	-14bps	3.5%	-6bps

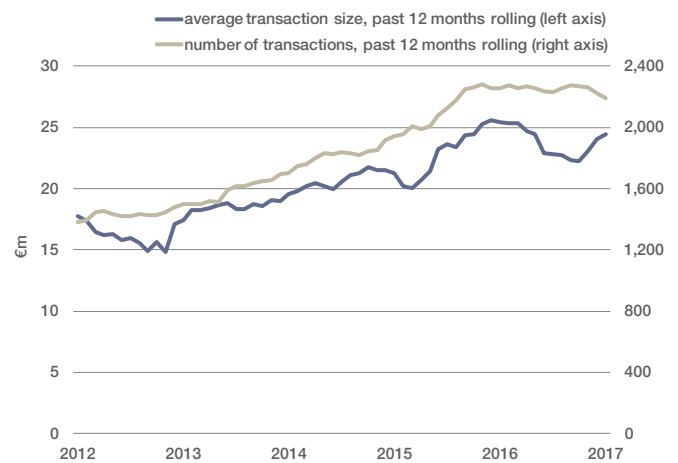
Source: Savills / * prime yields = Ø Top 7

GRAPH 1 **Transaction volume**



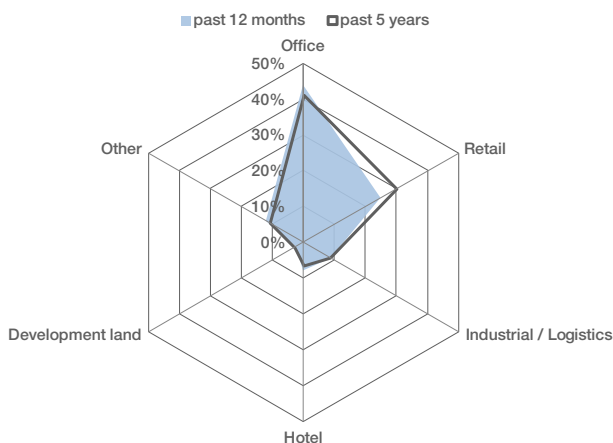
Source: Savills

GRAPH 2 **Deal size and number of transactions**



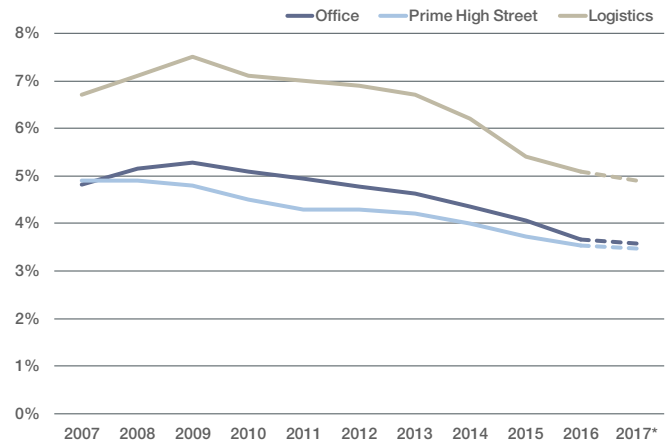
Source: Savills

GRAPH 3 **Transaction volume by type of use**



Source: Savills

GRAPH 4 **Prime yields****

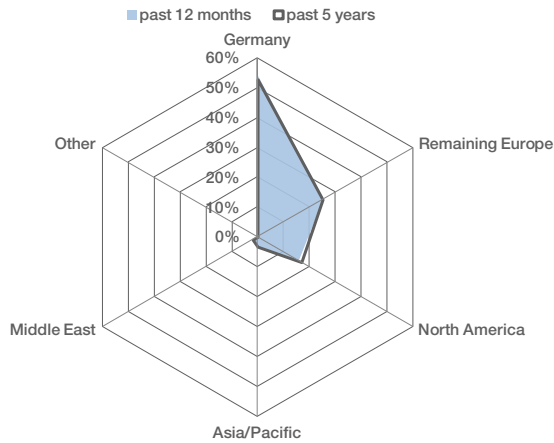


Source: Savills / * forecast / ** average of Top 7 markets

Commercial investment market

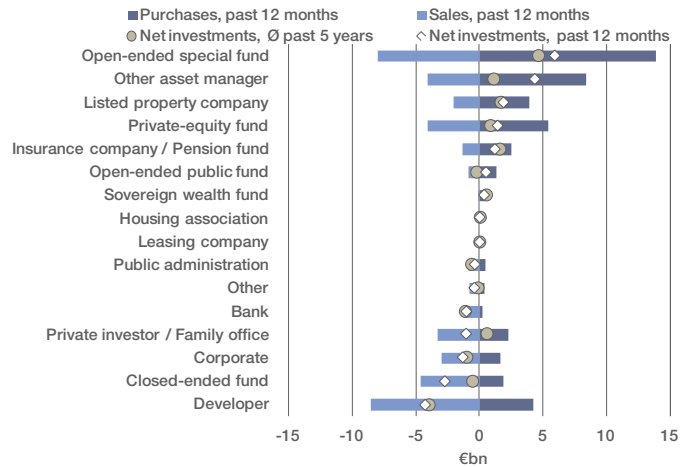
Buyer and seller groups, transactions in detail

GRAPH 5
Transaction volume by origin of buyer



Source: Savills

GRAPH 6
Transaction volume by type of investor



Source: Savills

TABLE 2
Top 10 transactions of the month*

Property / Portfolio	Location(s)	(Main) Type of property	Volume (€m)	Area (sq m)	Buyer	Seller
East Side Mall	Berlin	Retail	undisclosed	38,000	RFR-Holding GmbH	FREO FINANCIAL & REAL ESTATE OPERATIONS SARL
Gerling-Quartier 2. Bauabschnitt	Cologne	Mixed-use property	undisclosed	35,000	Proximus Real Estate AG, Quantum Immobilien AG	Immofinanz AG
Portfolio (6 properties)	Berlin, Binzen, Essen, Kiel, München, Remseck	Retail	ca. 163	97,700	Hahn-Immobilien Beteiligungs AG	Taurus Investment Holdings LLC
Portfolio (18 properties)	i. a. Göttingen, Kaiserslautern, Lörrach, Lüneburg	Retail	ca. 125	70,000	Corestate Capital AG	unknown Investor
Friesenquartier	Cologne	Mixed-use property	undisclosed	22,300	Proximus Real Estate AG, Quantum Immobilien AG	Immofinanz AG
VGB-Portfolio (4 properties)	Bergisch Gladbach, Berlin, Dresden, Ludwigsburg	Office	ca. 106	22,100	unknown Private-Equity Fund	Redefine International Plc
Parkstadt Center Schwabing	Munich	Mixed-use property	ca. 100	32,000	Art-Invest Real Estate, Pension Scheme (Germany), Pension Fund (Germany)	unknown Investor (Europe)
Sirius Business Park München-Ober-sending	Munich	Office	ca. 85	71,800	Fiduciary Capital GmbH	Sirius Facilities GmbH
Portfolio (2 properties)	Stuttgart	Office	ca. 80	37,600	JP Morgan Asset Management	Wohninvest GmbH
StadtCenter Düren	Düren	Retail	ca. 70	23,000	Union Investment Real Estate GmbH	CBRE Investors

Source: Savills / * only published transactions are shown, measured by volume

Residential investment market

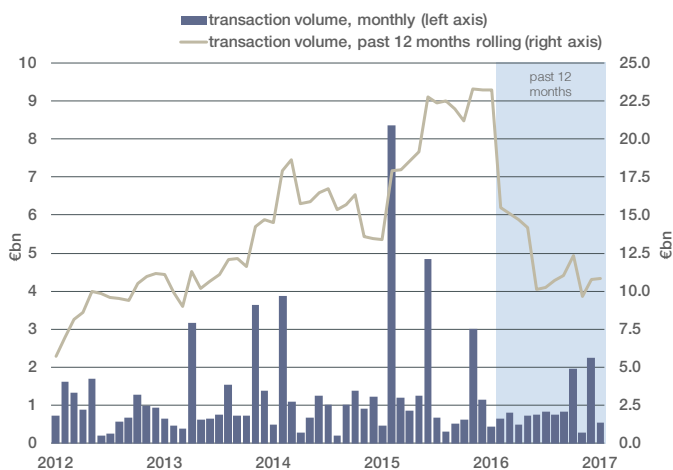
Overview and market structure

TABLE 3 **Transaction volume and prices***

	Transaction volume (€m, 12 months rolling)			Prices (€ per unit, 12 months rolling)		
	Jan 2017	against Jan 2016	against Dec 2016	Jan 2017	against Jan 2016	against Dec 2016
A-Cities	5,045	-45%	+3%	147,000	+51%	+7%
B-Cities	1,588	-64%	-7%	89,800	+40%	-3%
C-Cities	1,002	-53%	+1%	92,100	+17%	+/-0%
D-Cities	801	-35%	+5%	55,400	+13%	-2%
Other	2,409	-62%	+2%	62,900	+14%	+/-0%
Germany	10,846	-53%	+1%	93,400	+32%	+1%

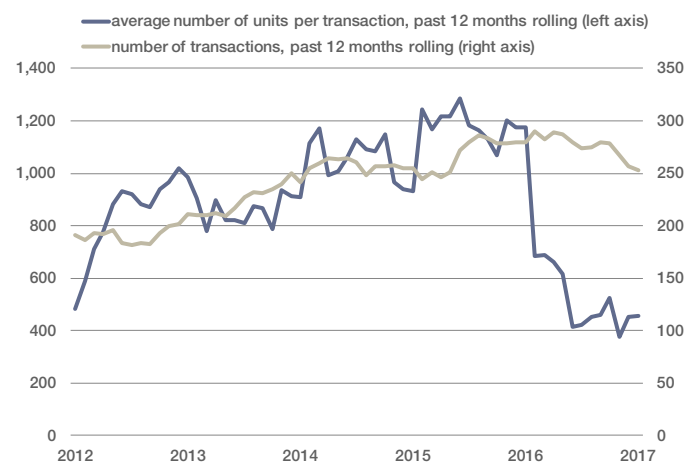
Source: Savills / * City classification based on Bulwiengesa

GRAPH 7 **Transaction volume**



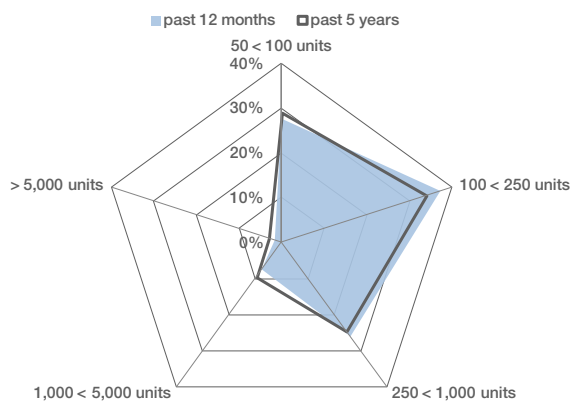
Source: Savills

GRAPH 8 **Deal size and number of transactions**



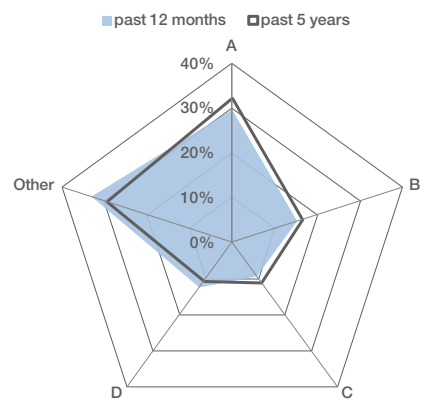
Source: Savills

GRAPH 9 **Number of transactions by size**



Source: Savills

GRAPH 10 **Traded units by city category***

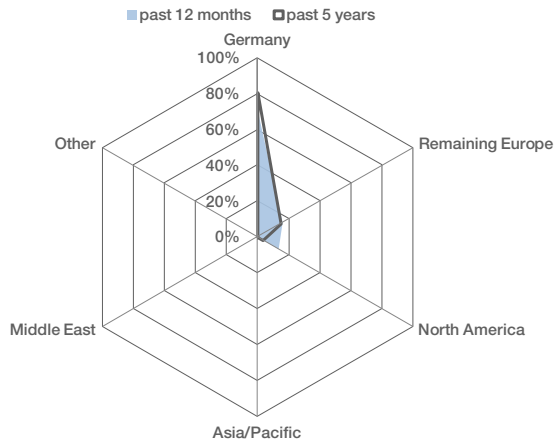


Source: Savills / * based on the Bulwiengesa classification

Residential investment market

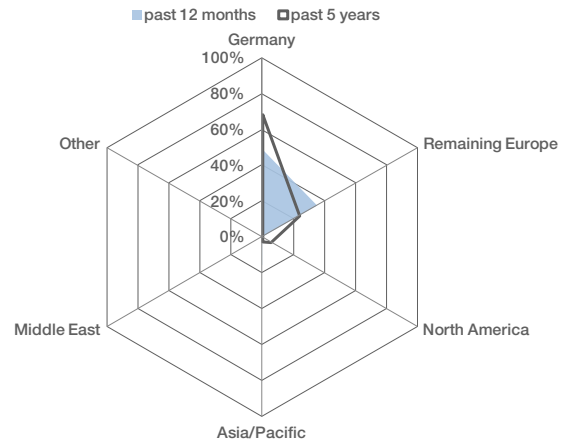
Market players, prices and transactions in detail

GRAPH 11
Transaction volume by origin of buyer



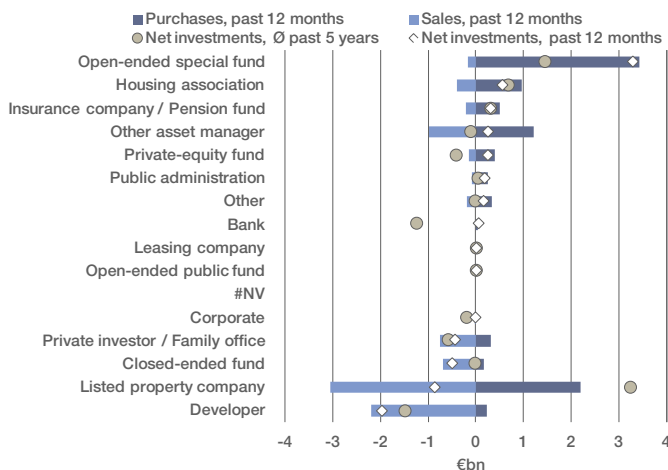
Source: Savills

GRAPH 12
Transaction volume by origin of seller



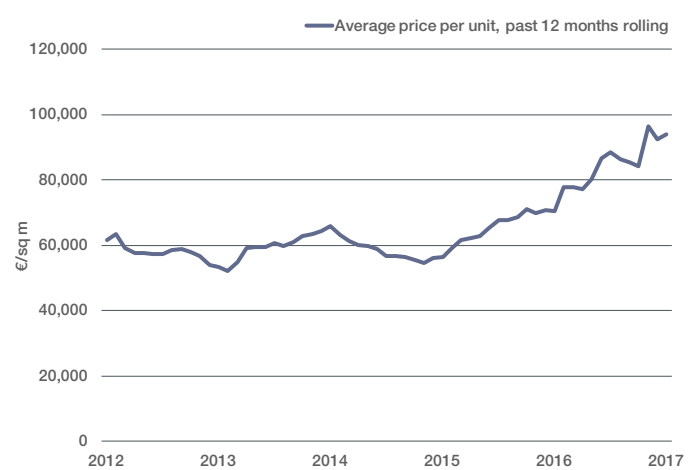
Source: Savills

GRAPH 13
Transaction volume by type of investor



Source: Savills

GRAPH 14
Development of prices



Source: Savills

TABLE 4
Top 5 portfolio transactions of the month*

Name of portfolio Location(s)	Number of units	Volume (€m)	Buyer	Seller
Hamburg	255	undisclosed	Quantum Immobilien AG	Aug. Prien Immobilien, Köhler & von Barga Immobilien OHG
Hamburg	250	undisclosed	unknown Institutional Investor (Europe)	Aug. Prien Immobilien, Köhler & von Barga Immobilien OHG
Berlin	undisclosed	undisclosed	unknown Investor (Europe)	Nicolas Berggruen Holding GmbH
Hamburg, Leipzig, München, Saarbrücken	730	undisclosed	DeWAG, unknown Institutional Investor	unknown Investor
Bremen, Bremerhaven, Delmenhorst	620	undisclosed	Forte Capital Deutschland, Proprium Capital Partners	unknown Investor (abroad)

Source: Savills / * only published transactions are shown, measured by volume

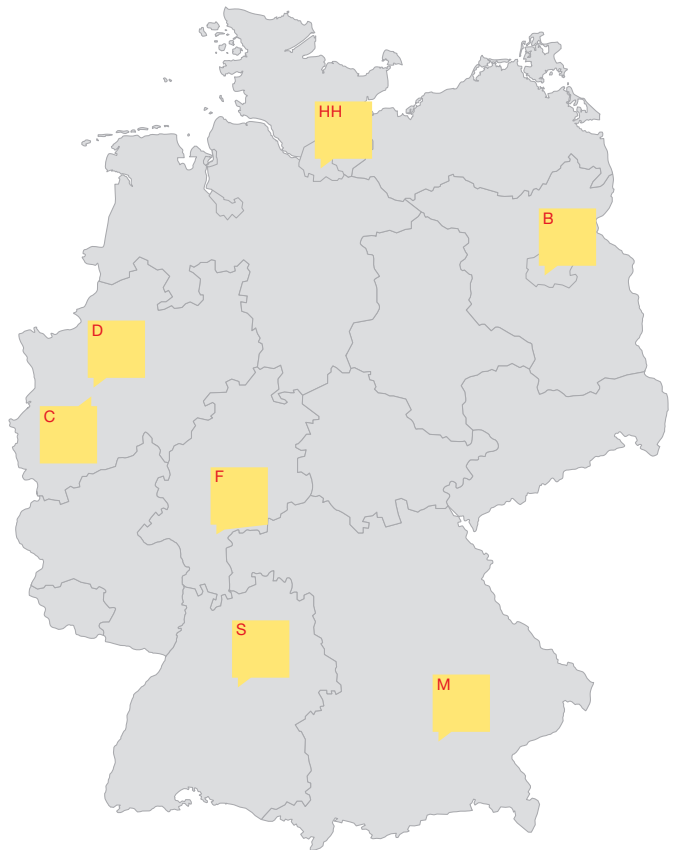
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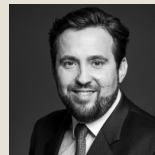
Marcus Lemli
CEO Germany
+49 (0) 69 273 000 12
mlemli@savills.de



Marcus Mornhart
Agency
+49 (0) 69 273 000 70
mmornhart@savills.de



Karsten Nemecek
Corp. Finance - Valuation
+49 (0) 30 726 165 138
knemecek@savills.de



Draženko Grahovac
Corp. Finance - Valuation
+49 (0) 30 726 165 140
dgrahovac@savills.de



Matthias Pink
Research
+49 (0) 30 726 165 134
mpink@savills.de

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