Investment Market monthly **Germany**

March 2015

The facts at a glance

Commercial investment market accelerates in March

Commercial investment market

■ The rolling transaction volume of the past twelve months summed up to €39.3bn, representing a plus of 1.8% compared to the figure of last month (Mar 2014 – Feb 2015).

■ With a share of 42% Office dominated the transaction activity of the past twelve months followed by Retail (25%) and Industrial / Logistics (8%).

Residential portfolio investment market

■ The rolling transaction volume of the past twelve months summed up to €17.1bn, representing a decrease of 1.9% compared to the figure of last month (Mar 2014 – Feb 2015).

■ The number of transacted residential units in the past twelve months summed up to 290,500 and was therefore 4.8 % below the figure of last month.

Figure of the month – €1bn

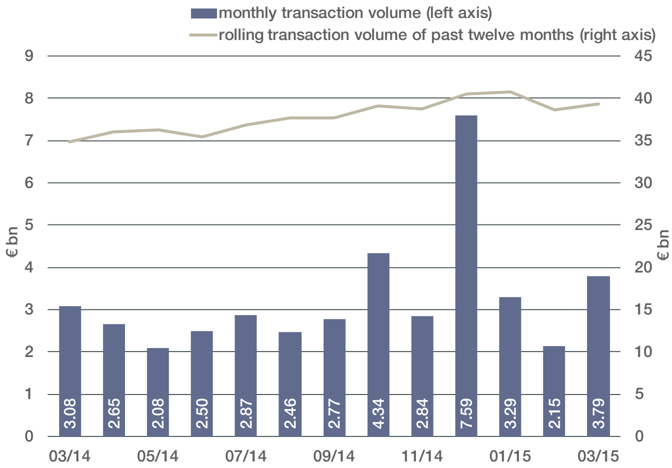
■ Almost €1bn was invested directly by investors from South Korea in German commercial properties over the past twelve months.

Commercial investment market

Overview

GRAPH 1

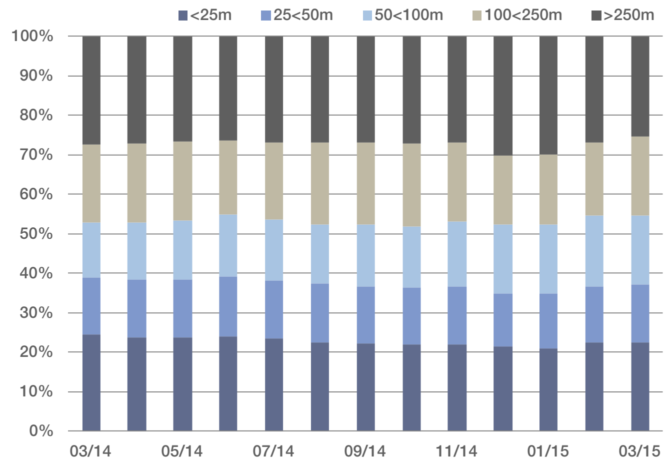
Transaction volume



Source: Savills

GRAPH 2

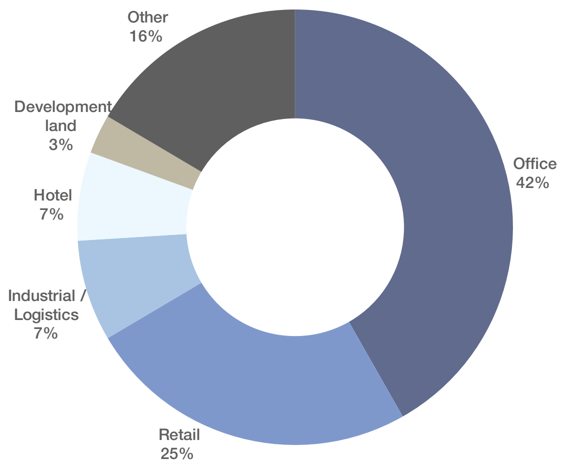
Transaction volume by deal size



Source: Savills

GRAPH 3

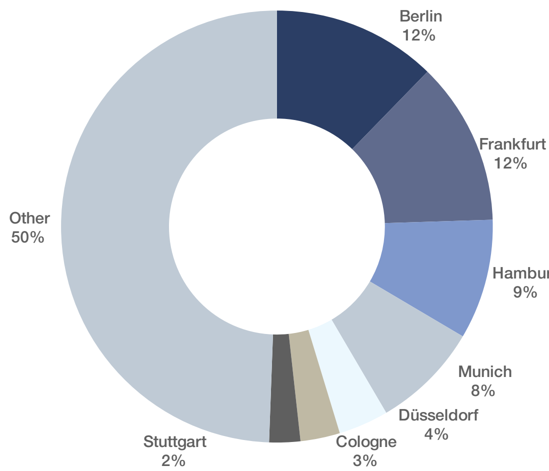
Transaction volume by type of use*



Source: Savills / * last twelve months

GRAPH 4

Transaction volume by location*



Source: Savills / * last twelve months

The commercial investment market

The month in brief

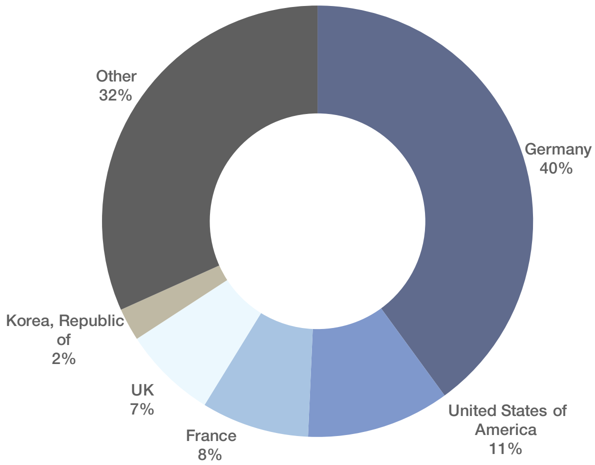
- In March 2015, approx. €3.8bn was invested in the commercial real estate market in total. In comparison: In the same month last year (March 2014), the transaction volume was around €3.1bn. The average monthly transaction volume in the past twelve months (Mar 2014 – Feb 2015) was at €3.2bn.
- In March, 144 single asset transactions with an investment volume of approx. €3.0bn took place. In comparison: On average of the past twelve months 139 transactions with an investment volume of €2.2bn took place.
- In addition to that, 16 portfolio transactions with an investment volume of approx. €0.8bn took place. In comparison: On average of the past twelve months 13 transactions with an investment volume of €1.1bn took place.

Commercial investment market

Buyer and seller groups

GRAPH 5

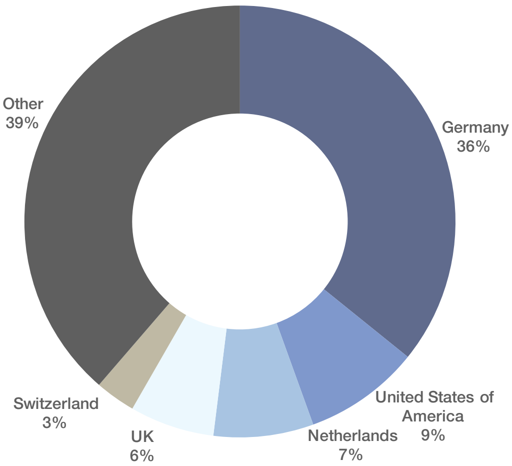
Transaction volume by nationality of buyer*



Source: Savills / * last twelve months

GRAPH 6

Transaction volume by nationality of seller*



Source: Savills / * last twelve months

TABLE 1

Top 10 buyer groups*

#	Buyer	Volume (€m)	Number of properties
1	Open-ended special fund	7,285	261
2	Other asset manager	4,700	288
3	Listed property company	4,394	213
4	Private-equity fund	4,388	118
5	Insurance company / Pension fund	3,303	119
6	Closed-ended fund	2,931	116
7	Private investor / Family office	2,672	279
8	Corporate	2,670	363
9	Developer	2,277	316
10	Open-ended public fund	736	42

Source: Savills / * last twelve months

TABLE 2

Top 10 seller groups*

#	Seller	Volume (€m)	Number of properties
1	Developer	6,670	244
2	Other asset manager	4,875	230
3	Open-ended special fund	3,883	129
4	Closed-ended fund	3,320	184
5	Private-equity fund	3,018	158
6	Private investor / Family office	2,415	161
7	Corporate	2,162	205
8	Bank	1,939	55
9	Listed property company	1,903	107
10	Open-ended public fund	1,516	52

Source: Savills / * last twelve months

Commercial investment market

Transactions in detail

TABLE 3

Top 20 transactions*

Date	Property / Portfolio	Location(s)	(Main) Type of property	Volume (€m)	Area (sq m)	Seller	Buyer
March 15	Deutsche-Bank-Campus	Berlin	Office	ca. 150	38,900	Art-Invest Real Estate GmbH & Co KG	Deutsche Asset & Wealth Management
March 15	Portfolio (3 properties)	Hamburg	Office		32,349	NORRPORTEN	Pembroke Real Estate
March 15	Portfolio (22 properties)	i.a. Berlin, Bonn, Braunschweig	Hotel/gas-tronomy	ca. 128.	n/a	Carlyle Group LLC	Foncière des Murs
March 15	Portfolio (14 properties)	Berlin, Frankfurt, Leipzig	Mixed-use prop-erty	ca. 118	93,000	DG ANLAGE Gesellschaft mbH	Tristan Capital Partners
March 15	Portfolio (14 properties)	n/a	Community wel-fare property		n/a	proSenium	Charlston Holding
March 15	Tauentzienstraße 7C	Berlin	Retail		11,454	Banif	unknown Investor
March 15	Portfolio (2 properties)	Dortmund, Düs-seldorf	Office	ca. 80	45,000	UBS AG	Schroders Property Invest-ment Management
March 15	Das Es!	Esslingen am Neckar	Retail		32,763	Rockspring Property Asset Management	Union Investment Real Estate GmbH
March 15	Zeil 127	Frankfurt am Main	Retail		5,250	Aberdeen Asset Management Deutschland AG	Gertler Estates GmbH
March 15	Windmühlstraße 14	Frankfurt am Main	Office		44,600	unknown Investor	Deutsche Vermögensbera-tung (DVAG)
March 15	Tübinger Carré	Stuttgart	Retail		16,744	Alexander Gurgiel Liegen-schaftsverwaltungen	Union Investment Real Estate GmbH
March 15	Pergamon-Palais	Berlin	Office		6,232	HIH Hamburgische Immobil-ien Handlung GmbH	Union Investment Real Estate GmbH
March 15	CityCenter	Schwäbisch Gmünd	Retail		22,500	unknown Investor	KA Immo Management GmbH
March 15	Kelheimer Einkauf-szentrum	Kelheim	Retail		19,000	BGP Investment S.à r.l. (BGP)	concarus REAL ESTATE INVEST GMBH
March 15	Leos	München	Office	ca. 42	5,000	Momeni Projektentwicklung	Versorgungswerk der Landesärztekammer Hessen
March 15	Portfolio (9 properties)	i.a. Hattersheim, Herrenberg, Köln	Warehouses/Lo-gistic property		95,824	unknown Investor	Starwood Capital Europe Ltd., M7 Real Estate
March 15	Merkurhaus	Leipzig	Retail		10,000	unknown Investor (Europe)	Jachimowicz Unternehm-ensgruppe
March 15	Im Lekkerland	Oberhausen	Warehouses/Lo-gistic property	ca. 37	36,844	unknown Investor	Segro Germany
March 15	Dragoner-Areal	Berlin	Mixed-use prop-erty		n/a	Bundesanstalt für Immobilie-naufgaben	Arne Piepgras
March 15	An der Hasen-bahn 3	Celle	Retail	ca. 35	26,350	NEWPORT Holding GmbH	Hamborner REIT AG

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

Residential portfolio investment market

Overview and transactions in detail

TABLE 4

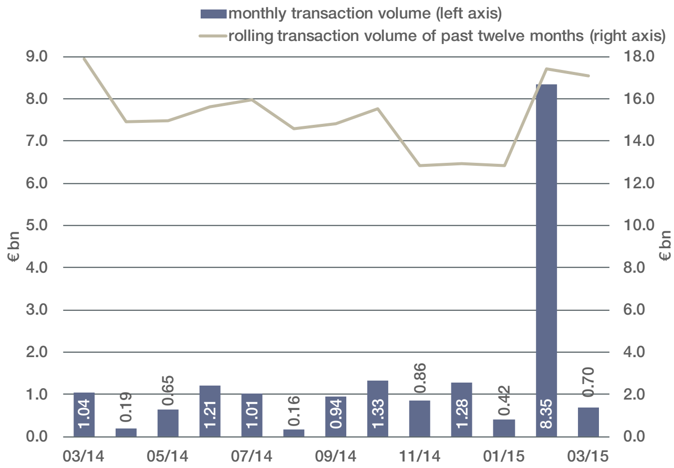
Top 5 residential portfolio transactions*

Date	Name of portfolio Location(s)	Number of units	Volume (€m)	Seller	Buyer
March 15	Berlin	5,750	ca. 375	Deutsche Wohnen AG	ADO Group
March 15	Hamburg	2,000	ca. 239	unknown Investor	Fonciere des Regions
March 15	i.a. Aachen, Duisburg, Gelsenkirchen, Hagen	331		Obligo Investment Management AS	Ares Management, Forte Capital Deutschland GmbH
March 15	Leipzig	171	ca. 11	Tameso Unternehmensgruppe	unknown Institutional Investor (Germany)
March 15	Neukirchen-Vluyn			unknown Other Investor	Peach Property Group AG

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

GRAPH 7

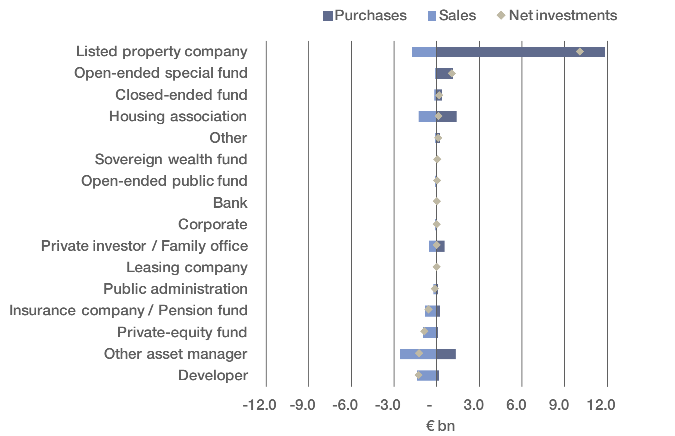
Transaction volume



Source: Savills

GRAPH 8

Transaction volume by type of investor*



Source: Savills / * last twelve months

The Residential portfolio investment market

The month in brief

- In March 2015, approx. €0.7bn was invested in 14 residential portfolios. In comparison: In the same month last year (March 2014), the transaction volume was around €1.0bn. In the past twelve months (Mar 2014 – Feb 2015) an average transaction volume of €1.5bn was invested in 17 residential portfolios.
- The number of sold residential units in March 2015 summed up to approx. 9,400. In comparison: In the past twelve months, 25,400 units have been sold per month on average.
- With a net investment volume of €10.1bn, the investor group of 'Listed property company' was the most active during the last twelve months, followed by the investor groups of 'Open-ended special fund' (€1.1bn) and 'Closed-ended fund' (€0.2bn).

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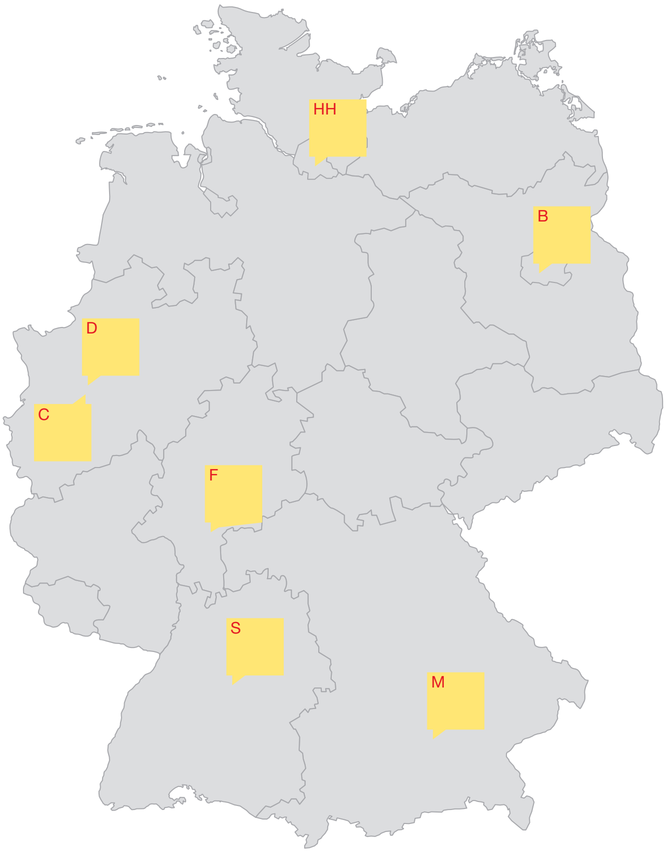

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