

G&B Real Estate Market Survey

Commercial | Investment

2023/Q1-4

Hamburg



Photo: © Grossmann & Berger GmbH



Considerably fewer commercial properties sold

At the end of the year investments in commercial real estate in Hamburg had reached a total of about €1.3bn. The result was thus 71% lower than the total a year before, clearly reflecting the numerous challenges on the investment market. The steep rise in interest rates, high inflation and economic challenges rattled many market players, acting as a strong brake on trading activity. In the final quarter the highest number of transactions and biggest volume of trade was noted. Year on year the total number of transactions was around one third lower.

Public sector is most active investor

The public sector was by far the most active group of buyers. With investments of more than €400m, public spending made up some 33% of the total market. Part of this above-average share of the market consisted of the purchase of the "Treasury Building" at Gänsemarkt; additionally Hamburg Port Authority bought "New Work Harbour" in HafenCity in the 4th quarter. With a price tag of around €157m, this was also the biggest transaction posted in 2023.

Cautiously optimistic view of the future

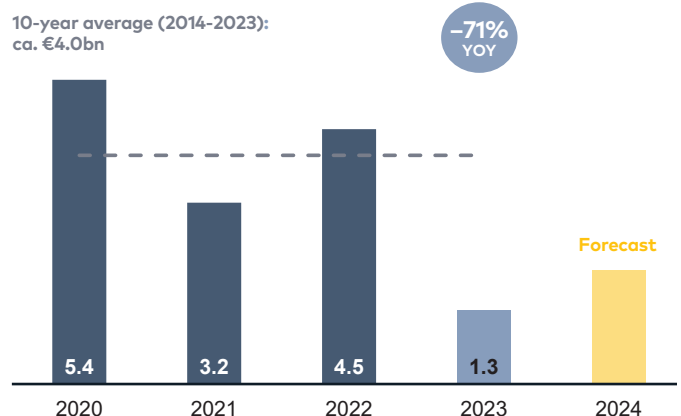
As matters stand at present and assuming interest rates stabilize or even fall slightly in 2024, we expect to see a gradual recovery in the second half year, brisker trading activity and moderate growth of the investment business. However, in view of several insolvencies, the general mood among real estate professionals is likely to remain rather gloomy.

Frank-D. Albers | Managing Director

>> The current challenges and the increased number of insolvencies in the real estate business will continue to make themselves felt in 2024. Nevertheless, we take a cautiously optimistic view, because some positive signals are noticeable. Over the course of the year we are assuming that the investment market will gather a little more momentum. It could well be that forced sales will generate an unusual volume of transactions. <<

Transaction volume

2020-2024 | Hamburg | in € bn



Source: Grossmann & Berger GmbH

Commercial Investment

Hamburg | Key Facts

2023/Q1–4



Photo: © Grossmann & Berger GmbH

TOP
5

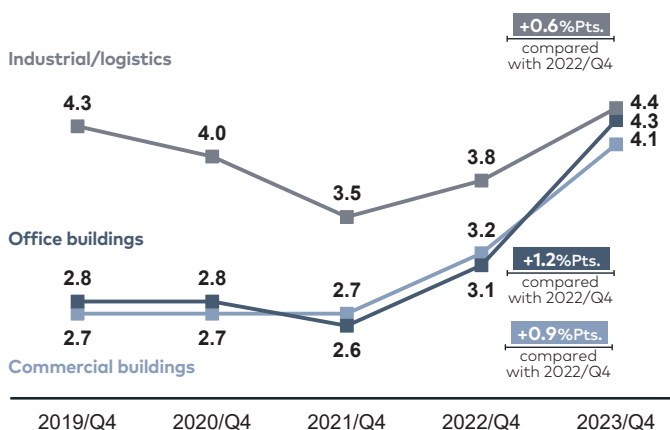
Top contracts

2023/Q1–4 | Hamburg | Selection

- 1 | "New Work Harbour" | Office | ca. €157m**
Am Strandkai 1 | HafenCity | Investor: Hamburg Port Authority
- 2 | "Finanzbehörde" (Treasury Building) | Office | ca. €119m**
Gänsemarkt 36 | City | Investor: City of Hamburg
- 3 | "Office 3001" | Office | confidential**
Max-Born-Strasse 2-4 | Bahrenfeld | Investor: City of Hamburg
- 4 | "Cube 10" | Office | ca. €60m**
Amelungstrasse 8-10 | City | Investor: Ofi Invest
- 5 | "Tibarg Center" | Retail | ca. €50m**
Tibarg 41 | Hamburg West | Investor: Greve

Prime yields

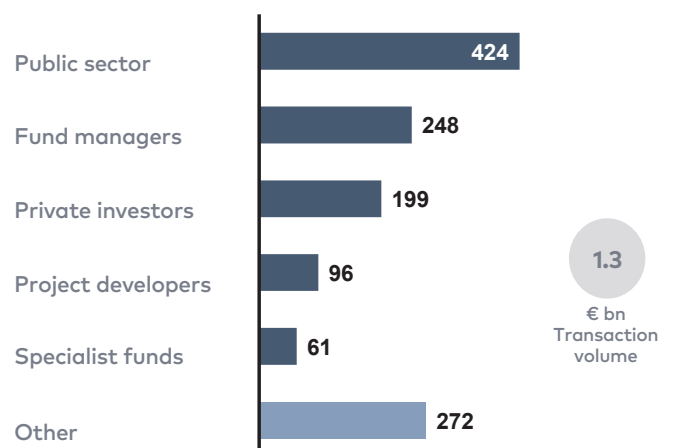
2019–2023/Q4 | Hamburg | (Net) initial yield | in %



Source: Grossmann & Berger GmbH

Investor groups

2023/Q1–4 | Hamburg | Transaction volume | in € millions



Source: Grossmann & Berger GmbH



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We draw your attention to the fact that all statements made here are non-binding. Most of the information is based on third-party reports. The sole intention of this market survey is to provide general information for our clients.

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