

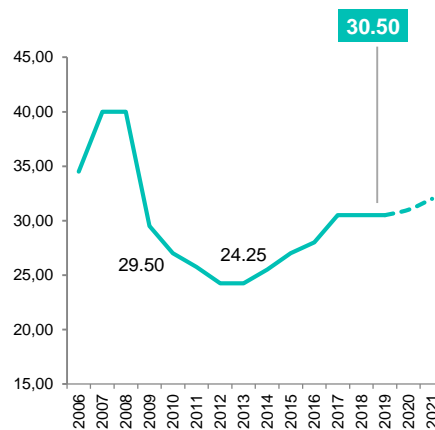
# OFFICES SNAPSHOT

1<sup>st</sup> quarter 2019

## Madrid occupier market

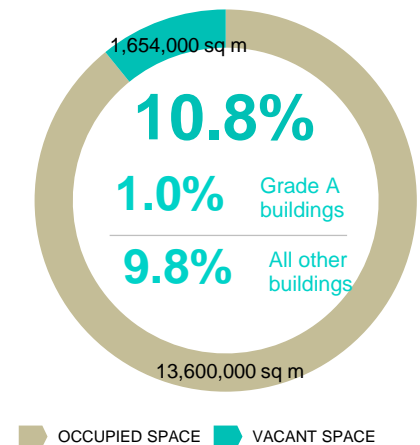
- During the first quarter of the year take-up reached around 124,000 sq m, 4% higher than the same period of the previous year and 24% higher than 2017.
- M-40 Northeast registered the largest share of the quarter, with approximately a 33%, followed by the Secondary Centre with a 17% and CBD with a 16%.
- This quarter the area with the largest share, M-40 Northeast, is where the transaction with the largest proportion of land has occurred. Exemplified by ING Bank, acquiring around 35,000 sq m, relocating his headquarters in the Helios business park.
- Prime rents have remained at €30.50 sq m / month, rising to a maximum of €38.50 sq m / month for the most sought-after areas of the CBD.

GRAPH 1  
Prime rents  
Q1 2019



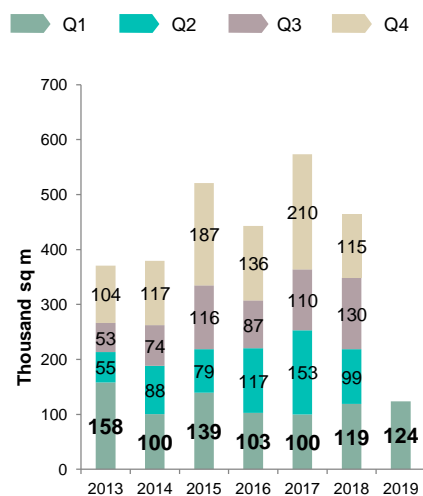
Source: Knight Frank Research

GRAPH 2  
Vacancy rate  
Q1 2019



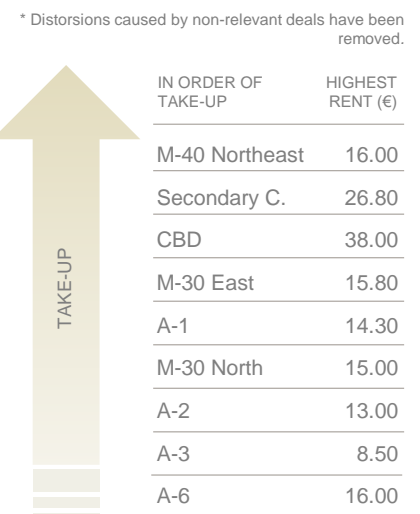
Source: Knight Frank Research

GRAPH 3  
Quarterly take-up  
2013 – Q1 2019



Source: Knight Frank Research

GRAPH 4  
Take-up and highest rents achieved this year by submarket\*. Q1 2019



Source: Knight Frank Research

GRAPH 5  
TOP3 | Main occupier transactions  
Q1 2019

### ING BANK

HELIOS | M-40 Northeast

35,000 sq m

### WEWORK

Francisco Silvela 106 | Secondary Centre

6,400 sq m

### ATENTO TELESERVICIOS

Marie Curie 17-19 | A-3 (Rivas)

5,000 sq m

## QUARTERLY TAKE-UP MADRID | Q1

Q1 2017: 100,000 sq m Q1 2018: 119,000 sq m Q1 2019: 124,000 sq m

# Investment market Madrid and Barcelona

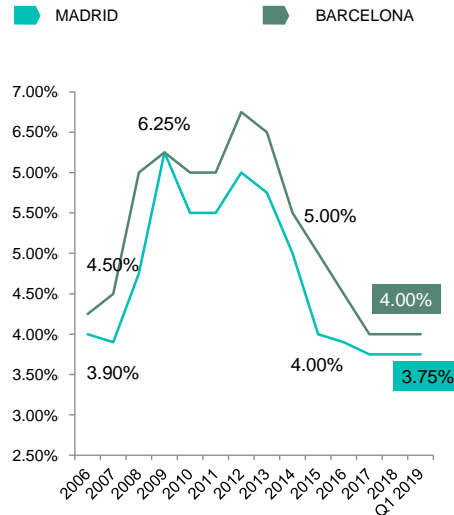
- The investment volume for the first quarter of the year has beaten records compared to the same previous periods, reaching almost €1.3 billion.

- The investment in Madrid and Barcelona has increased more than double compared to the previous year, even though the largest investment amount continues to be in the capital.

- The largest deal of the quarter has been the sale of 18 buildings at €215 million by Meridia Capital, although they will continue to manage this portfolio. The assets were acquired by Partners Group.

- Prime yields remain stable at low levels around 3.75% in Madrid and 4% in Barcelona.

GRAPH 6  
Variation in prime yields  
2006 – Q1 2019



Source: Knight Frank Research

GRAPH 7  
European prime yields  
Latest available data

	YIELD
Bruselas	4.25%
Londres City	4.25%
Dublín	4.00%
Londres WE	3.50%
Ámsterdam	3.25%
Fráncfort	3.10%
Berlín	2.75%
París	3.00%

Source: Knight Frank Research

GRAPH 8  
TOP3 | Investment transactions  
Q1 2019

## PORFOLIO MERIDIA (BARCELONA Y MADRID)

VENDOR: MERIDIA CAPITAL  
PURCHASER: PARTNERS GROUP

€215 m | €2,360 sq m

## CARTERA ILUNION (MADRID)

VENDOR: BLACKSTONE  
PURCHASER: ZURICH

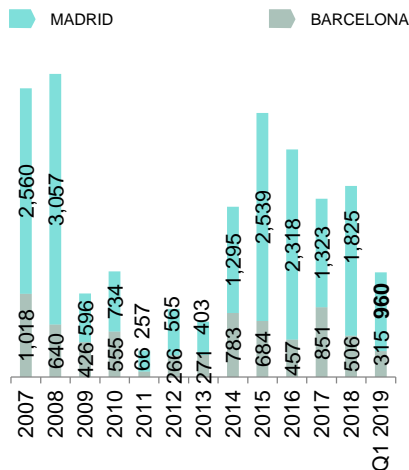
€163 m | € 5,300 sq m

## CARTERA AUTONOMY (BARCELONA Y MADRID)

VENDOR: AUTONOMY  
PURCHASER: STARWOOD

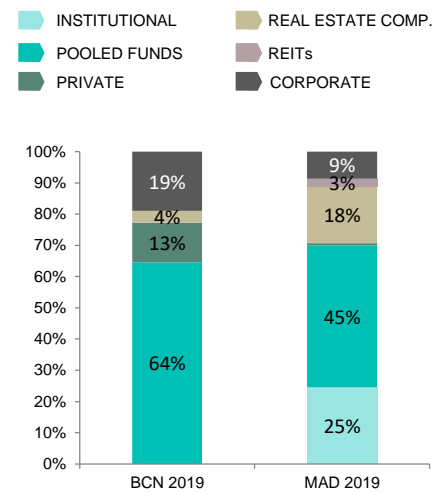
€125 m | € 2,700 sq m

GRAPH 9  
Investment volumes  
2007 - Q1 2019 (€m)



Source: Knight Frank Research

GRAPH 10  
Investment by type of investor  
Q1 2019 (%)



Source: Knight Frank Research



RESEARCH

**Jorge Sena**  
Partner  
Head of Commercial  
[Jorge.Sena@es.knightfrank.com](mailto:Jorge.Sena@es.knightfrank.com)  
+34 600 919004

**Raúl Vicente**  
Associate  
Head of Office Agency  
[Raul.Vicente@es.knightfrank.com](mailto:Raul.Vicente@es.knightfrank.com)  
+34 600 919023

**Rosa Uriol**  
Head of Research  
[Rosa.Uriol@es.knightfrank.com](mailto:Rosa.Uriol@es.knightfrank.com)  
+34 600 919114

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