Occupier market Madrid and Barcelona

- Spanish e-commerce continues to break records, according to the latest published data. During the 3rd quarter of 2018 the turnover of e-commerce exceeded €10 billion, almost 30% more than in the previous year.

- During the 1st half-year of 2019 take-up in Madrid was almost 155,000 sq m, with more than 87,500 sq m being contracted during the 2nd quarter of the year. In Barcelona take-up reached 345,000 sq m in the first semester.

- In the 2nd quarter more than 65% of the take-up in the capital took place in the first ring. This underlines the increasing demand from occupiers to locate their activities in urban conurbations as the pressure on delivery times from the end client further intensifies.

- The prime rents remain stable in Madrid and Barcelona, staying at €5.50 sq m per month and €6.85 sq m per month respectively.

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**GRAPH 1**

**E-commerce turnover**
Spain. 2007 - Q3 2018

**GRAPH 2**

**Prime Rents**
€/sq m/month. 2007 - Q2 2019

**GRAPH 3**

**Take-up evolution**
Madrid. 2009 - Q2 2019

**GRAPH 4**

**Take-up evolution**
Barcelona. 2009 - Q2 2019

---

**GRAPH 5**

**TOP3 | Main occupier transactions**
Madrid Market. Q2 2019

**CONFIDENTIAL | GETAFE, MADRID**
17,200 sq m

**BORMIOLI | AZUQUECA H., GUADALAJARA**
16,100 sq m

**CONFIDENTIAL | GETAFE, MADRID**
10,300 sq m

---

**Vacancy rate**

**MADRID: 5.5% | BARCELONA: 3.5%**
In the 2nd quarter of the year, investment volumes reached €326 M, five times more than the same period of the previous year. The national volume in the 1st half-year is over €530 M.

Logistic investment in Madrid was higher than Barcelona during the second quarter, approximately €170 M in the capital compared to more than €107 M in Barcelona.

One of the most relevant transactions has been the sale of an Invesco logistics platform in P.I. Los Gavilanes (Getafe). With an 85% occupancy, it has tenants such as Mercadona, Ader or ATDL, and is located in a prime location to respond to the needs of last mile logistics.

During this 2nd quarter yields compressed slightly, going from 5.25% to 5%, due to the interest that logistics assets continue to generate in the investment market.

### GRAPH 6
**Variation in prime yields 2007 – Q2 2019**

![Graph showing variation in prime yields from 2007 to Q2 2019 for Madrid and Barcelona.](source)

### GRAPH 7
**Prime yields in European cities**

<table>
<thead>
<tr>
<th>City</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brussels</td>
<td>5.00%</td>
</tr>
<tr>
<td>London</td>
<td>4.00%</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>4.25%</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>4.00%</td>
</tr>
<tr>
<td>Berlin</td>
<td>4.25%</td>
</tr>
<tr>
<td>Paris</td>
<td>4.25%</td>
</tr>
<tr>
<td>Dublin</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

### GRAPH 8
**TOP 3 | Investment transactions Q2 2019**

**WAREHOUSE IND. PARK LOS GAVILANES (GETAFE, MADRID)**
- **VENDOR:** INVESCO | **PURCHASER:** M&G
- €32.5 M | €1,100 / sq m

**MERLIN WAREHOUSES (CASTELLBISBAL AND LLÍA DEL VALL, BARCELONA)**
- **VENDOR:** MERLIN | **PURCHASER:** CONFIDENTIAL
- €26.2 M | €720 / sq m

**SESEÑA PROJECT (SESEÑA, TOLEDO)**
- **VENDOR:** PAVASAL | **PURCHASER:** GREENOAK
- €18 M | €620 / sq m

### GRAPH 9
**Variation of investment volumes in Spain**

<table>
<thead>
<tr>
<th>Year</th>
<th>Madrid</th>
<th>Barcelona</th>
<th>Rest of Spain</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>448</td>
<td>112</td>
<td>89</td>
</tr>
<tr>
<td>2008</td>
<td>780</td>
<td>176</td>
<td>82</td>
</tr>
<tr>
<td>2009</td>
<td>1,280</td>
<td>637</td>
<td>578</td>
</tr>
<tr>
<td>2010</td>
<td>968</td>
<td>620</td>
<td>531</td>
</tr>
<tr>
<td>2011</td>
<td>1,255</td>
<td>531</td>
<td>620</td>
</tr>
<tr>
<td>2012</td>
<td>1,255</td>
<td>620</td>
<td>531</td>
</tr>
</tbody>
</table>

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