

# MARKETBEAT GREECE



CUSHMAN &  
WAKEFIELD

PROPRIUS

Office Q3 2022

**7.45%**  
Vacancy Rate



**20,000**  
Take-Up sqm

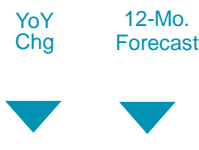


**€25.00**  
Prime Rent, PSQM



## ECONOMIC INDICATORS Q3 2022

**5.3%**  
GDP growth rate  
for 2022



**11.8%**  
Unemployment Rate  
September 2022



**12%**  
Inflation rate  
September 2022



## INVESTMENT MARKET: Volatility grows in investment albeit a positive environment.

In the third quarter of 2022 the office market was responsible for an investment volume of € 50 mil, low compared to an anticipated year end minimum of € 300 mil, which is 30% higher than that of the previous year. Harder financing climate results in higher return requirements among real estate investors, as risk increases, and volatility grows. However, the revitalised tourism sector and authorities' support measures mitigated the impact, leading to increased activity in the sector at year end. Despite the global challenges, Greece is outperforming EU peers avoiding a recession. Structural improvements and reforms have improved the economy's resilience to shocks. A strong tourism sector, domestic consumption and investment will drive a healthy real GDP growth of around 5.3% in 2022 higher than the euro area average at 2.2%, while growth for next year is seen at 1.8%. (Moody's analytics). During the 3<sup>rd</sup> quarter the management team of Alpha Bank chose the Dimand -EBRD- Premia Properties scheme, as the preferred investor for the Skyline project. The portfolio includes approximately 575 owned and reclaimed properties, worth approximately €500 m with 50 high value assets mainly offices.

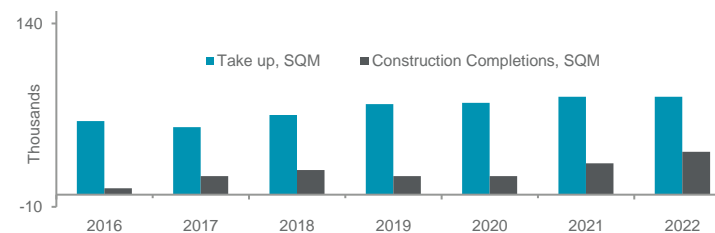
## SUPPLY & DEMAND: Quality remains the priority requirement.

The Greater Athenian office market registered 15 new lease deals in a total take-up volume of 20,000 sq.m bringing the year-to-date volume at 53,000 sq.m at approximately the same levels as 2021. Transactions in general are taking longer to be concluded and the majority of occupiers prefer to renew their current leases with or without space reduction. Kifisias Ave at Athens north, reached the highest share of take-up in the third quarter mainly influenced by the future occupation of PWC to new state-of-the-art offices of total area of 22.500 sqm. Pipeline under construction for the next 3 years accounts for 140,000 sq.m, of which 18% are already pre-let. With respect to sectors, State authorities, services businesses and ITT firms played the leading roles in terms of the demand for office space representing some 65% of the total transacted. After the increase of 10% in second semester of 2021, prime rents remain stable since then. The upcoming rental reviews in this inflationary environment are expected to increase pressure on occupiers that are not protected by governmental 3% cap on rent increases and consequently accelerate the trend of scaling down in the search for cost savings.

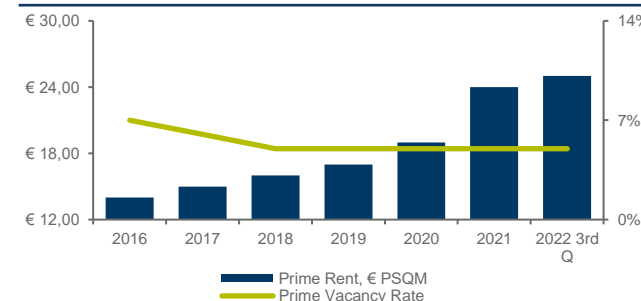
## OUTLOOK: Prime and average rents remained stable over the past year.

The benchmark prime rent has remained stable over the past year, standing at € 25/sq m/month. It is expected that rents will be challenged in 2023 due to the delivery of new offering, rising inflation which is putting further upward pressure on rents and combined however with shortage of quality and well-located office space in Athens.

## TAKE UP/DELIVERIES



## OVERALL VACANCY & PRIME RENT



## MARKET STATISTICS ATHENS

| SUBMARKET   | INVENTORY (SQM)  | AVAILABILITY (SQM) | OVERALL VACANCY RATE(%) | YTD OVERALL TAKE-UP(SQM) | UNDER CNSTR ONGOING (SQM) | DEVELOPMENT IN THE PIPELINE(SQM) | PRIME RENT* (€/SQM/MNTH) | PRIME YIELD* |
|---|------------------|--------------------|-------------------------|--------------------------|---------------------------|----------------------------------|--------------------------|--------------|
| CBD & CBD periphery                                     | 1,750,000        | 157,500            | 9.00                    | 21,000                   | 25,864                    | 62,077                           | €25.00                   | 5.80         |
| Athens North East(Kifisias Ave, Attiki Odos, Mesoghion) | 1,850,000        | 166,500            | 5.88                    | 19,000                   | 28,000                    | 34,000                           | €25.00                   | 6.00         |
| Athens North(E75)                                       | 60,000           | 5,400              | 19.00                   | 1,800                    | 0,00                      | 0,00                             | €16.00                   | 7.00         |
| Athens South(Syngrou, Vouliagmenis)                     | 1,000,000        | 90,000             | 7.20                    | 7,000                    | 15,500                    | 173,750                          | €22.00                   | 6.30         |
| Piraeus Port  | 280,000          | 25,200             | 14.00                   | 1,200                    | 16,000                    | 0,00                             | €18.00                   | 6.90         |
| Other   | 150,000          | 13,500             | 18.00                   | 2,000                    | 0                         | 16,000                           | €13.00                   | 7.50         |
| <b>TOTALS</b>   | <b>5,090,000</b> | <b>458,100</b>     | <b>10.80</b>            | <b>52,000</b>            | <b>85,364</b>             | <b>296,827</b>                   | <b>€19.80</b>            | <b>6.58</b>  |

\*Rental rates & yields reflect average prime

## KEY LEASE TRANSACTIONS Q3 2022

| PROPERTY            | SUBMARKET    | TENANT     | SQM    | TYPE      |
|---------------------|--------------|------------|--------|-----------|
| Kifisias Ave        | North Athens | PWC        | 11,000 | New lease |
| Michalakopoulou Ave | CBD fringe   | State      | 1,000  | New lease |
| Agisilaou str       | North Athens | Pharma     | 1,212  | New lease |
| Har. Trikoupi       | CBD          | Technology | 1,076  | New lease |

\*Renewals not included in leasing statistics

## KEY SALES TRANSACTIONS Q3 2022

| PROPERTY                        | SUBMARKET         | SELLER / BUYER                                 | SQM    | PRICE (€)    |
|---------------------------------|-------------------|--|--------|--------------|
| 12 klm National Rd Athens Lamia | Athens Northeast  | Private party/Dromeus Capital                  | 14.868 | 11,570,100   |
| 1, Artemidos str                | Athens North East | Hellenic Properties/Eeverty                    | 6,200  | confidential |
| 59-61, Akadimias str            | Athens CBD        | Bank of Greece/Hellenic Competition commission | 8,379  | 9,500,000    |

## KEY CONSTRUCTION COMPLETIONS YTD 2022

| PROPERTY             | SUBMARKET    | MAJOR TENANT | SQM    | DEVELOPER |
|----------------------|--------------|--------------|--------|-----------|
| Syggrou & Lagoumitzi | Athens South | TBC          | 15,000 | Dimand    |

## NICKY SIMBOURAS

Managing Director

+30 210 7480852

[nicky.simbouras@cwproprius.com](mailto:nicky.simbouras@cwproprius.com)

[cushmanwakefield.com](http://cushmanwakefield.com)

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