

### MARKET FUNDAMENTALS

	YOY Chg	12-Month Forecast
<b>€50,900</b> Median HH Income	▲	▲
<b>10.6%</b> Population Growth	▲	▲
<b>3.7%</b> Unemployment Rate	▬	▲

Source: CBS, CPB

### ECONOMIC INDICATORS

	YOY Chg	12-Month Forecast
<b>0.6%</b> GDP Growth	▲	▲
<b>2.7%</b> Purchase power Forecast	▲	▲
<b>3.0%</b> Retail Sales Growth Nonfood	▲	▲

Source: ING, CBS

### INVESTMENT MARKET

During the first three quarters of 2024, the investment volume in the retail market reached a modest €560 million, which is around 11% higher compared to the same period last year. The retail investment market is currently characterized by relative small-scale transactions (€10-15 mln). However, the market is anticipating the return of private equity, expecting that more external financing will be deployed in the last quarter of 2024.

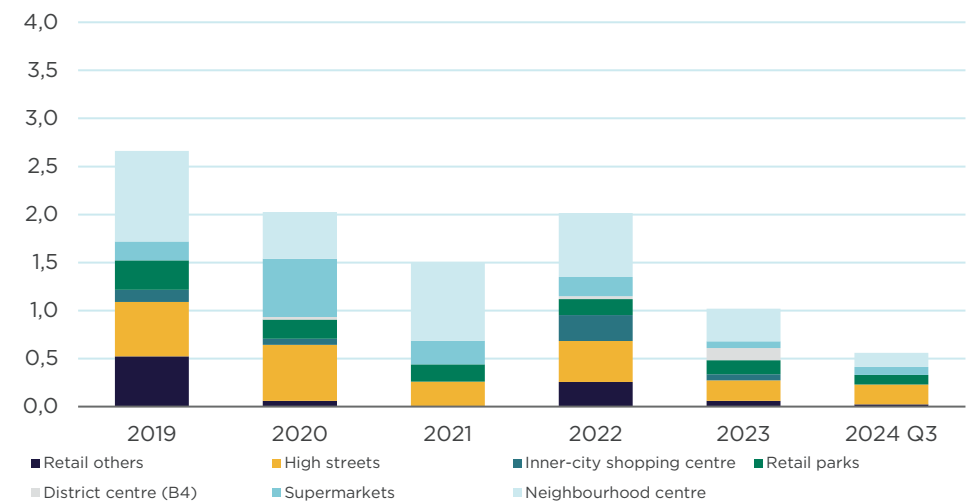
Investment activity was mainly visible in the high street (€246 mln) and convenience segments of the market (€146 mln), although a substantial proportion of the high street volume was the result of one single (€107 mln) trophy asset transaction, as these remain consistently popular with private investors due to their lower risk profile and potential emotional attachment among the broader public.

### OCCUPIER MARKET

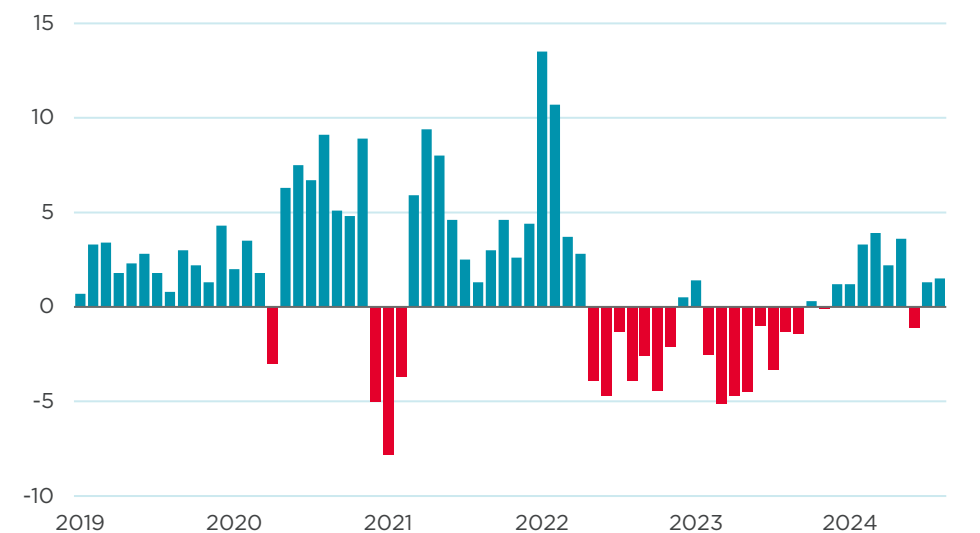
In 2024, economic growth in the Netherlands is significantly fueled by consumer (and government) spending. Retailers are expected to profit substantially from increased purchasing power of consumers as a result of widespread salary increases. Footfall figures in the high streets and shopping centers have practically been restored to their 2019 levels.

While turnovers are on the increase, retailer exploitation costs are rising as well. Retailers are struggling with wage increases propelled by low unemployment and a significant increase of the minimum wage. Postponed tax returns and payback of covid support resulted in an increased number of bankruptcies. Retailers are responding to these challenges in various ways. While foreign retailers are currently adopting a cautious approach, Dutch retailers are being quite expansive as they are attempting to reduce operating costs by relocating to larger stores, thereby realizing cost benefits such as fewer staff per square meter while maintaining or increasing turnover. In contrast to the trend towards online in the supermarket branch, successful nonfood online retailers, including Mr. Marvis, MyJewellery, Coolblue, Fietsenwinkel, and Zalando, are expanding into brick-and-mortar stores.

### RETAIL INVESTMENT VOLUME (IN € BLN.)



### RETAIL TURNOVER (% CHANGE)



Source: Cushman & Wakefield, CBS