

## Focus on the Geneva market

The last quarter saw a strong increase in the sales volume compared to the previous ones. In total, 57 transactions were added to the 88 already recorded in 2021. The business volume in the «offices, workshops and storage facilities» segment was the highest, with only 6 transactions, representing an average sales price of CHF 123 million. At the end of the year, 11 property portfolios of various uses were sold for an average price of CHF 60 million. Some of these transactions involved private owners selling their portfolios to their own companies.

While the year saw no less than 8 transactions exceeding CHF 100 million, 6 of them took place during this quarter. The two most important year-end sales concerned city-centre buildings, well known to the local population. The first newly renovated building, hosting the BNP Paribas bank, sold for CHF 270 million. The second of the top 5 had been owned by the Allianz insurance group for almost 60 years. The sale of a prime building by an institutional investor is surprising and deviates from the usual practice.

Investment by allocation	Sales volume			Average transaction price in CHF
	in CHF	in %	in number	
Multiple-unit housing with or without commercial ground floor	308'178'893.-	16%	23	13'399'082.-
Mix housing-commercial activities	170'050'000.-	9%	10	17'005'000.-
Condominiums (PPE)	23'200'000.-	1%	2	11'600'000.-
Offices, Workshops, Storage facilities	738'655'435.-	38%	6	123'109'239.-
Retail, Factories, Hotels, Others	30'458'920.-	2%	5	6'091'784.-
Portfolios of various uses	692'259'543.-	35%	11	62'932'686.-
<b>Total</b>	<b>1'962'802'791.-</b>	<b>100%</b>	<b>57</b>	<b>34'435'137.-</b>

## Top 5 sales



Geneva, Place de Hollande  
**1 building**

**CHF 270'255'555.-**

Seller: BNP Paribas  
Acheteur: Place de Hollande SA



Geneva, Place de Longemalle  
**3 buildings**

**CHF 137'659'880.-**

Seller: Allianz suisse SA  
Buyer: BVK (Caisse de pension Canton de Zurich)



Plan-les-Ouates, Tourbillon  
**1 building**

**CHF 135'000'000.-**

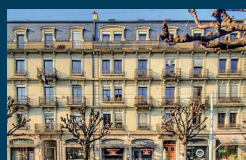
Seller: Swiss Prime Site immobilier AG  
Buyer: Fondation Hans Wildorf



Plan-les-Ouates, Tourbillon  
**1 building**

**CHF 125'000'000.-**

Seller: Swiss Prime Site immobilier AG  
Buyer: Fondation Hans Wildorf



Geneva  
**Portfolio of 5 buildings**

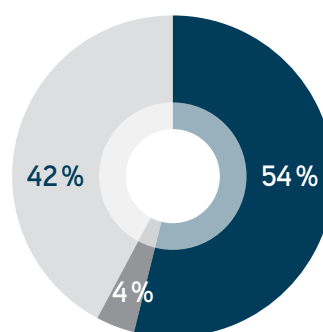
**CHF 103'750'000.-**

Seller: Domovoy SA  
Buyer: AXA Fondation de placement

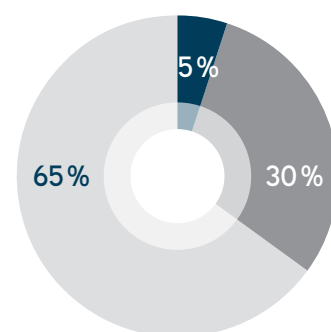
## Seller-buyer profiles

The trend of recent years was confirmed in the last quarter with a majority of private sellers (54%). Buyers are mainly insurance companies, pension funds and funds. Only 3 private owners purchased properties in their own name, which accounted for only 1% of this quarterly transaction volume.

Type of sellers\*



Type of buyers\*



● Private (natural person) ● SA/SI/Funds/Insurers  
● Public/Coop/Foundations/Pension funds

\* as a percentage of the number of transactions



# Do you have any investment projects?

Naef Investissement & Commercial offers you tailor-made services to optimise your performance objectives or to enhance the value of your office and commercial premises.

Our expert teams provide investment and commercial real estate services all over Switzerland through our 3 geographical centres located in Geneva, Vaud and Neuchâtel.

**Cyril Peyrot**  
Investment

cyril.peyrot@naef-invest.ch  
+41 22 839 39 45

**Vanessa Minkoff Cigdem**  
Investment

vanessa.minkoffcigdem@naef-invest.ch  
+41 22 839 39 61

**Antoine Humbert**  
Commercial real estate

antoine.humbert@naef-invest.ch  
+41 22 839 37 72

**Erika Bibollet**  
Commercial real estate

erika.bibollet@naef-invest.ch  
+41 22 839 39 88



**Geneva**

+41 22 839 39 00  
ic-geneve@naef-invest.ch



**Vaud**

+41 21 318 77 07  
ic-vaud@naef-invest.ch



**Neuchâtel**

+41 32 737 27 50  
ic-neuchatel@naef-invest.ch