

INSIDE VILNIUS OFFICE MARKET

Q4 2014



Vilnius. Visualization of Quorum

Main office locations

The main prime office concentration in Vilnius is in two main business districts – CBD and Business Triangle. Many B class office developments are located in Ukmerges street and its surroundings as well as former military zone now known as North Town area and the territory surrounded by Ozo and Kalvariju streets. Some of the developments are also situated in Naujamiestis and Virsuliskes districts.

Supply

By the end of 2014 the stock of modern office premises in Vilnius was 404,500 sq. m or 0.76 sq. m per capita. This number excludes entirely built-to-suit and partially sold projects. The total office stock has increased by 19.870 sq. m of gross leasable area or by 5.2%.

It is expected that during 2015–2017 Vilnius office market will increase by approx. 110,000 sq. m of modern office space. Currently six out of ten planned projects in Vilnius are under construction.

Vacancy

Vacancy in modern office buildings, especially in CBD, is very low at the moment. Vacancy in prime offices has fallen below 2% in average in the beginning of 2014 while in Q4 2014 vacancy for A class properties did not even reach 0.5%, which means that there are almost no available A class offices in the market.

The appearing demand for business campuses has positively affected B class business centres, especially ones which are close to the CBD. High demand for quality premises in B class office segment has forced vacancy in this segment to move down at a very quick pace. In 2014 Q1 the average vacancy rate in B class offices stood at 8.5% and in Q4 2014 it decreased down to 3.3%.

Demand

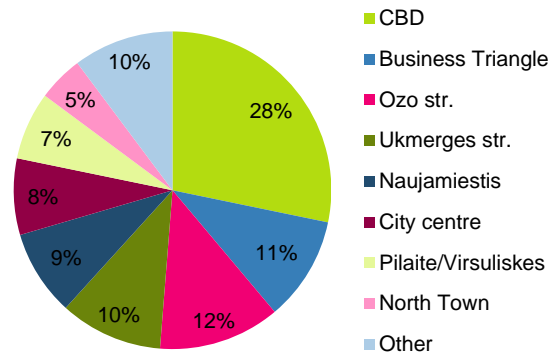
The largest rent transactions in 2014 were made by Shared service centres and IT companies who totally uses over 20% of all office stock in Vilnius. The trend of pre-lease is coming back to Vilnius office market and agreements are often signed 6-9 months in advance.

Rent rates

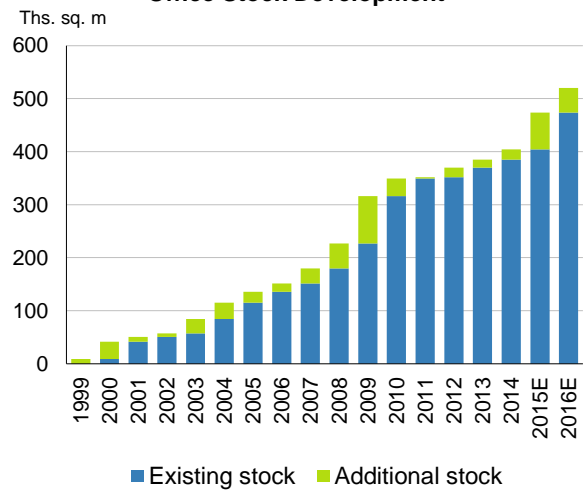
In Q4 2014 the average market rent for prime office premises in Vilnius CBD remained in the range of 14-15.8 EUR/sq. m/month, in other central areas the market rent rates were in the range of 10-13 EUR/sq. m/month, whereas B class offices further from city centre were leased for 8.5-11 EUR/sq. m/month.

Record low vacancy rates turned Vilnius office market into landlord market, where asking rent rates can be easily increased, however this trend cannot last for a long time as new buildings are coming to the market and the old ones (especially in the prime segment) will be forced to face the competition.

Main office locations in 2014 Q4



Office Stock Development



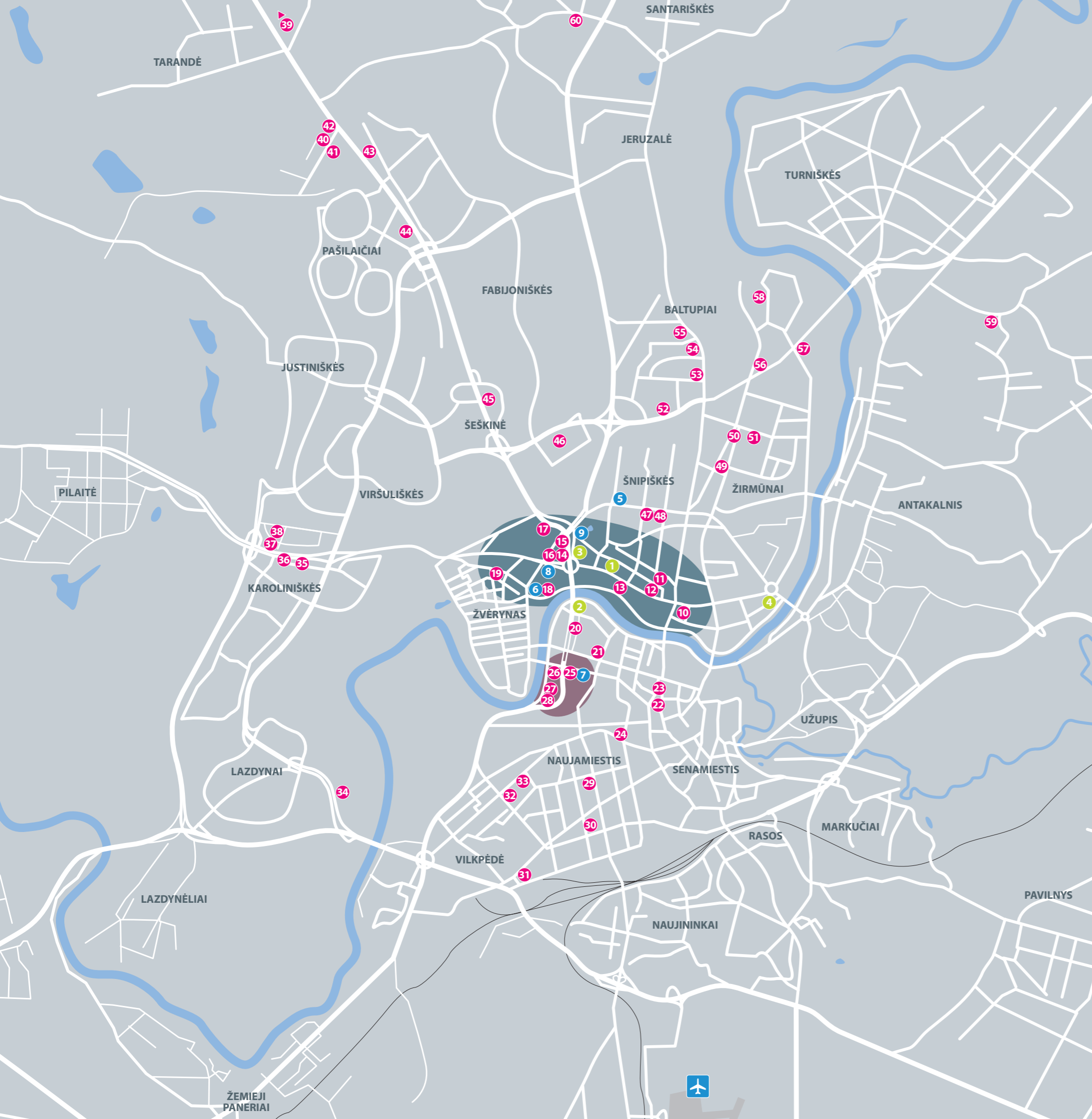
Office development in Vilnius 2015-2017

No	Developer , Name	Class, Leasable area	Expected finishing
1	Sostena	B, 2,300 sq. m	2015 Q2
2	Evolis, Premium	B, 8,400 sq. m	2015 Q2
3	Lords LB, K29	A, 14,100 sq. m	2015 Q3
4	Vastint Lithuania, Uniq	A, 6,816 sq. m	2015 Q3
5	Invalda, Vertingis	B, 6,000 sq. m	2015 Q4
6	Schage, Quadrum	A, 30,000 sq. m	2016 Q1
7	Realinija, Santariskiu	B, 1,800 sq. m	2016 Q2
8	Eika, Four Cubes	B, 8,000 sq. m	2017 Q1
9	Upes Projektai, Hall 2	A, 8,000 sq. m	2017
10	Hanner, Zalgirio BC	B, 20,000 sq. m	2017

Vacancy in business centers

	Q4 2013	Q4 2014
A class	1,9%	0,4%
B class	8,5%	3,3%

OFFICE BUILDINGS IN VILNIUS



No	Project Name	Address, street
1	Quadrum	Konstitucijos Ave. 21
2	UNIQ	A. Gostauto St. 12a
3	K29	Konstitucijos Ave. 29
4	Premium	Sporto St. 18
5	Zalgirio 135	Zalgirio St. 135
6	Green Hall 2	Upes St. 21
7	Jasinskio 10	J. Jasinskio St. 10
8	Narbuto 5	T. Narbuto St. 5
9	Lvovo 105	Lvovo St. 105
10	IBC (International Business Centre)	Seimyniskiu St. 3a, 3, 1a / A. Juozapaviciaus St. 6/2
11	Vilnius Business Harbour	Lvovo St. 25
12	Europa	Konstitucijos Ave. 7
13	Swedbank Headquarters	Konstitucijos Ave. 20a
14	GV18A	Gelezinio Vilko St. 18a
15	Danske Bank	Saltoniskiu St. 2
16	Saltoniskiu 10C	Saltoniskiu St. 10c
17	Baltic Hearts	Ukmerges St. 120
18	Green Hall	Upes St. 21
19	Marenta Business Centre	Kestucio St. 65
20	Vertas	Gyneju St. 16
21	Merchants' Club	Gedimino Ave. 35
22	Plaza 31/1	Vilniaus St. 31 / Islandijos St. 1
23	Business Centre 2000	Jogailos St. 4
24	Basanaviciaus 15	Basanaviciaus St. 15
25	BC 12	J. Jasinskio St. 12
26	MG Baltic	J. Jasinskio St. 16, 16a, 16b, 16c
27	Eika Business Centre	A. Gostauto St. 40a, 40b
28	G40	A. Gostauto St. 40
29	Vilbra Business Centre	Svirigailos St. 11b, 11h, 11m
30	Vytenio 46	Vytenio St. 46
31	Skraidenis	Naugarduko St. 100, 102
32	LJB	Savanoriu Ave. 28
33	Evita	Savanoriu Ave. 18
34	L3	Laisves Ave. 3
35	JIN&JAN	Menulio St. 7, 11
36	Trapecija	Pilaites Ave. 16
37	Atea	J. Rutkausko St. 6
38	Grand Office	Virsuliskiu In. 34
39	Orange Office	Senasis Ukmerges Rd. 4
40	Trio	Perkunkiemio St. 3, 5, 7
41	Business Park Four	Perkunkiemio St. 2, 4, 6
42	Vertingis	Ukmerges St. 322
43	Kamane	Ukmerges St. 369a
44	Sostena	Ukmerges St. 280
45	Evolution	Ukmerges St. 223
46	Akropolio Business Centre	Ozo St. 25
47	Kernaves Business Centre	Zalgirio St. 92
48	Zalgirio Business Centre	Zalgirio St. 88
49	North Star	Olonu St. 2
50	Olonu Business Centre	Verkiu St. 25c / J. Galvydzio St. 1
51	Domus Centre	P. Luksio St. 32
52	Ozo Business Centre	Ozo St. 10a
53	Alfa	V. Gerulaicio St. 1
54	Beta	J. Balcikonio St. 3
55	Gama	Kalvariju St. 204
56	NCBC	Kareiviu St. 6
57	Eta	Zirmunu St. 107
58	Zirmunu Business Centre	Zirmunu St. 139
59	Sunrise Valley	Sauletekio ALY 15
60	VITP	Mokslininku St. 2a

- Under development Office buildings
- Possible development Office buildings
- Existing Office buildings
- CBD
- Business triangle



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