## Lausanne Office, Q4 2020

# More projects to come in Lausanne and its region

**MARKET SUMMARY Q4 2020**
**CITY OF LAUSANNE**

49,000 sq m
Availability

3.0%
Availability rate

CHF 305/sq m p.a.
Median asking rent

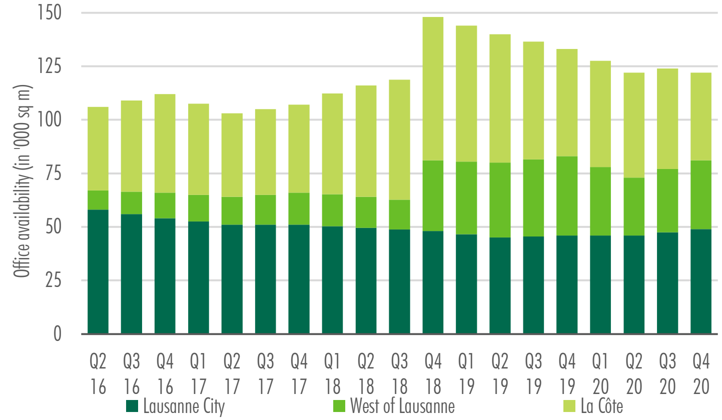
CHF 430/sq m p.a.
Prime rent

44,000 sq m
Developments by 2025

398,000 sq m
Developments in the region by 2025*

Trend compared to previous semester
*Incl. city of Lausanne, West of Lausanne and La Côte

Figure 1: Availability in the city of Lausanne



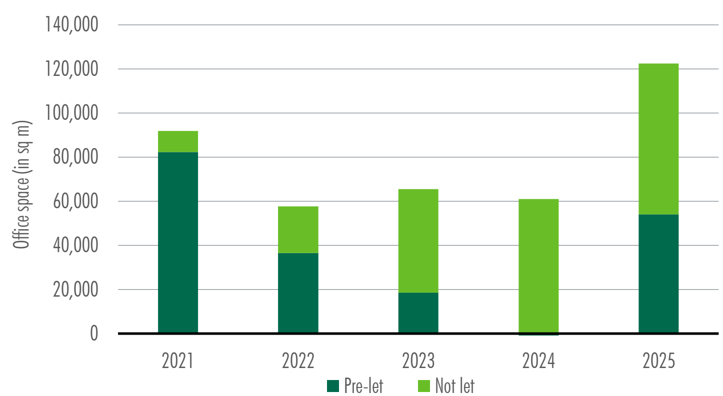

Source: CBRE Research, 2021

## AVAILABILITY

The office availability rate in Lausanne bounced back to 3.0% in Q4 2020, yet keeping low levels compared to other major Swiss cities. Although the pandemic has somehow held back tenants from moving, a few large office deals were signed during 2020: in Crissier in the "Millenium" building (to be completed in 2021), in Lausanne-South with AVASAD, or in Morges with Lunaphore, an EPFL spin-off. The latter shows that the strong start-up growth, fuelled by record fundraising in 2020, is able to generate new office demand.

Yet, office demand remains widely endogenous and mainly consists of space consolidation rather than extensions. Potential tenants are still actively searching for small premises in the CBD, keeping rents above CHF 400/sq m p.a. in the best locations. In the periphery, rents remain under pressure, rent-free periods and fit-out contributions by landlords for future tenants can help vacant space to be taken up.

Figure 2: Pipeline in the city of Lausanne, West of Lausanne and La Côte (new builds)




Source: CBRE Research, 2021

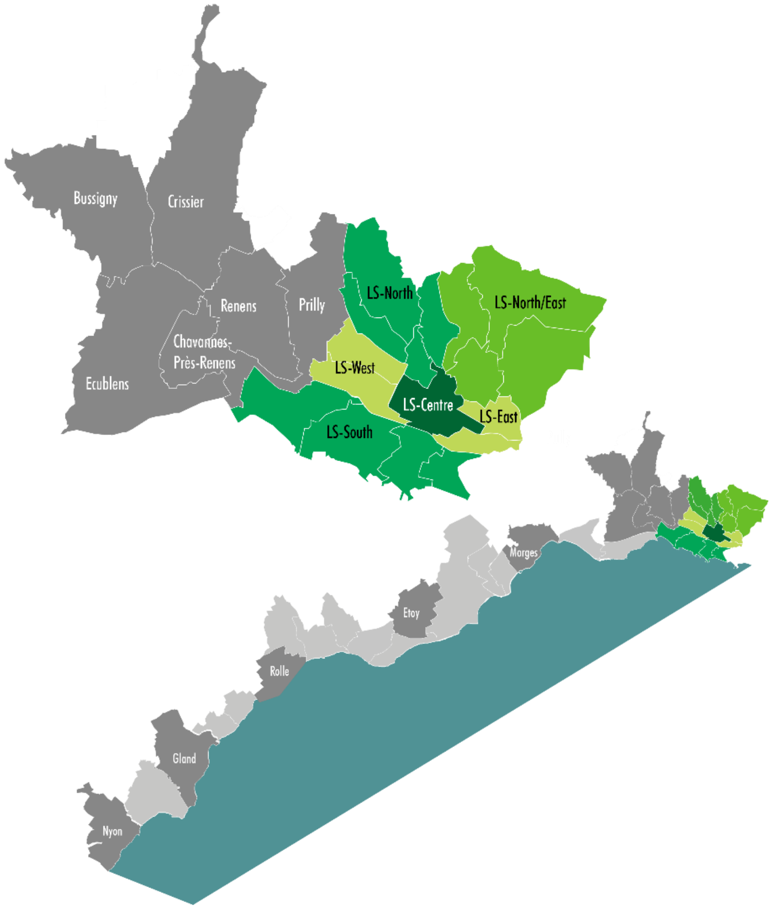
## PIPELINE

With less than 45,000 sq m to be delivered within the next five years, the office pipeline suggests that new supply should remain scarce in Lausanne. However, the recent launch of the 1st phase of the "Plaines-du-Loup" project bodes well for a steady real estate development promoted by the City of Lausanne in the long-term.

The West of Lausanne could see more than 275,000 sq m of office space to be completed between 2021 and 2025. More than one-third of these projects are currently under construction, with pre-let rates of approx. 75%. Suspended for a short time, the CFF schemes will continue in Renens and Malley, which should be launched this year. Furthermore, the Lausanne region sees the emergence of mixed-use projects including industrial and tertiary activities.

Admittedly, upcoming new supply should match the potential growth of companies. But in the long-term, the overflow of new developments may well exceed market demand: this risk of oversupply could push developers to stall on starting some of their projects.

Figure 3: Lausanne submarkets




Quelle: CBRE Research, 2021

Figure 4: Office market key data

| Submarket | | Availability (in sq m) | Availability rate (in %) | Range of asking rents* (in CHF/sq m p.a.) | Median asking rent (in CHF/sq m p.a.) |
|---|---|---|---|---|---|
| Lausanne CBD | ↑ | 13,000 | 1.9 | 250-430 | 350 |
| Lausanne South | ↑ | 5,000 | 1.4 | 240-370 | 300 |
| Lausanne West | → | 10,000 | 5.3 | 200-330 | 250 |
| Lausanne North | → | 7,000 | 4.4 | 205-250 | 230 |
| Lausanne North/East** | → | 12,000 | 5.5 | 190-355 | 270 |
| Lausanne East | ↑ | 1'000 | 3.8 | 200-380 | 300 |
| City of Lausanne | ↑ | 49,000 | 3.0 | | 305 |
| Crissier | → | 6,000 | 6.2 | 170-290 | 220 |
| Bussigny | ↑ | 5,000 | 8.7 | 160-230 | 200 |
| Renens-Prilly | ↑ | 11,000 | 4.6 | 180-360 | 230 |
| Other West L.*** | ↑ | 10,000 | 3.8 | 160-280 | 210 |
| West of Lausanne | ↑ | 32,000 | 4.9 | | 220 |
| Morges | → | 13,000 | 7.7 | 220-350 | 275 |
| Nyon | ↑ | 17,000 | 7.2 | 200-390 | 285 |
| Rolle-Etoy | ↓ | 8,000 | 9.1 | 200-260 | 250 |
| Gland | → | 7,000 | 9.8 | 170-300 | 215 |
| La Côte | ↓ | 45,000 | 8.0 | | 265 |

*The range of asking prices excludes the highest and lowest 10% and may have been adapted according to the data quality. **Lausanne North/East: incl. Biopôle
***Chavannes-près-Renens, Ecublens, St-Sulpice

Source: CBRE Research, 2021

## Methodology

The cutoff date for the availability and rent data was January 19th, 2021. Only rental space offering more than 50 sq m and available within three months were included in our statistics.

### FOR MORE DETAILED INFORMATION PLEASE CONTACT OUR EXPERTS

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