JOSÉ LUIS SUÁREZ

EUROPEAN REAL ESTATE MARKETS



5939

European Real Estate Markets

José Luis Suárez Professor of Financial Management IESE Business School Madrid, Spain







CIIF

palgrave macmillan

University of Navarra





© José Luis Suárez 2009

All rights reserved. No reproduction, copy or transmission of this publication may be made without written permission.

No portion of this publication may be reproduced, copied or transmitted save with written permission or in accordance with the provisions of the Copyright, Designs and Patents Act 1988, or under the terms of any licence permitting limited copying issued by the Copyright Licensing Agency, Saffron House, 6-10 Kirby Street, London EC1N 8TS.

Any person who does any unauthorized act in relation to this publication may be liable to criminal prosecution and civil claims for damages.

The author has asserted his right to be identified as the author of this work in accordance with the Copyright, Designs and Patents Act 1988.

First published 2009 by PALGRAVE MACMILLAN

Palgrave Macmillan in the UK is an imprint of Macmillan Publishers Limited, registered in England, company number 785998, of Houndmills, Basingstoke, Hampshire RG21 6XS.

Palgrave Macmillan in the US is a division of St Martin's Press LLC, 175 Fifth Avenue, New York, NY 10010.

Palgrave Macmillan is the global academic imprint of the above companies and has companies and representatives throughout the world.

Palgrave® and Macmillan® are registered trademarks in the United States, the United Kingdom, Europe and other countries.

ISBN-13: 978-0-230-01316-2 ISBN-10: 0-230-01316-3

This book is printed on paper suitable for recycling and made from fully managed and sustained forest sources. Logging, pulping and manufacturing processes are expected to conform to the environmental regulations of the country of origin.

A catalogue record for this book is available from the British Library.

Library of Congress Cataloging-in-Publication Data

Suárez, José Luis, 1953-

European real estate markets/Jos Luis Suárez.

p. cm.

Includes index.

ISBN 978-0-230-01316-2 (alk.paper)

1. Real estate business—Europe. 2. Real estate investment—Europe.

3. Mortgage loans—Europe. I. Title.

HD586.S83 2008

332.63'24094-dc22

2008027562

10 9 8 7 6 5 4 3 2 1 18 17 16 15 14 13 12 11 10 09

Printed and bound in China

European Real Estate Markets

Also by José Luis Suárez

Análisis de la rentabilidad histórica de la inversión en acciones, deuda pública y renta fija privada en el mercado de capitales español (co-author with Altina Sebastián González)

Benchmarking de la Función Financiera (co-author with Alvaro Aris and Tomas Fernández)

Libro Blanco del Sector Inmobiliario (White Paper on the Spanish Real Estate Industry) (co-editor)

For my wife, Liliana, for her encouraging and continuous support

The International Center for Financial Research

The CIIF (International Center for Financial Research) is an interdisciplinary institution with an international outlook and a focus on teaching and research in finance. It was created at the beginning of 1992 to channel the financial research interest of a multidisciplinary group of professors at the IESE Business School in Madrid and has established itself as a nucleus of study within the School's activities.

Fifteen years on, our chief objectives remain the same:

- To find answers to the questions that confront the owners and managers of finance companies and the financial directors of all kind of companies in the performance of their duties.
- To develop new tools for financial management.
- To study in depth the changes that occur in markets and their effects on the financial dimension of business activities.

All of these activities are programmed and carried out with the support of our sponsoring companies. Apart from providing vital financial assistance, our sponsors also help to define the CIIF's research projects, ensuring their practical relevance. These companies are: Aena, AT Kearney, Caja Madrid, Fundación Ramón Areces, Grupo Endesa, The Royal Bank of Scotland and Unión Fenosa.

http://www.iese.edu/ciif/

List of Abbreviations

AMF Autorité des marchés financiers (financial market

authorities, France)

BI Fiscale Beleggingsinstelling (Dutch REIT)

BRIC/BRICs Brazil, Russia, India and China CDO collateralized debt obligation

CDS credit default swap

CEA Comité Européen des Assurances

CEBS Committee of European Banking Supervision

CEE Central and Eastern Europe

CMBS commercial mortgage-backed securities

CRD Capital Requirement Directive
EBIT earnings before interest and taxes
EMFA European Mortgage Finance Agency

EMU European Monetary Union

EPRA European Public Real Estate Association

EU European Union

euribor Euro Interbank Offered Rate

FBS Fundierte Bankschuldverschreibungen

(Austrian covered bonds)

FCP Fonds Commun de Placement (Luxembourg real estate

investment fund)

FIIs Fondi di investimento immobiliare (Italian investment

funds in immovable assets)

FIIs Fondos de Inversión Inmobiliaria (Spanish investment

funds in immovable assets)

FPI Fonds de placement immobilier (France; alternative

name for an RFA)

FSA Financial Services Authority (UK)

FTSE Financial Times Stock Exchange (London)

GAV . gross asset value

GDP gross domestic product GLA gross leasable area

GOE German open-ended fund

G-REIT German REIT

GSE government-sponsored enterprise (USA – e.g.

Fannie Mae. Freddie Mac)

HBOS Halifax Bank of Scotland (banking group)

Halifax House Price Index (UK) HPI

International Council of Shopping Centers ICSC Offene Immobilienfonds (German investment IFS

funds in immovable assets)

Immobilien Investmentfonds (Austrian investment HFs

funds in immovable assets)

European Association of Investors in Non-Listed **INREV**

Real Estate Vehicles

Investment Property Databank IPD

Japanese REIT J-REIT

London Interbank Offered Rate libor limited property trust (Australia) LPT

mortgage-backed security **MBS** mutual fund trust (Canada) **MFT**

medium-term note **MTN**

National Association of Real Estate **NAREIT**

Investment Trusts

National Council of Real Estate Investment NCREIF

Fiduciaries (USA)

Organismes de Placement Collectif Immobilier **OPCI**

(French legal structure for real estate investment;

replacement for SCPI)

property unit trust (South Africa) **PUT**

Règle de fonctionnement allégé (French; type of OPCI), **RFA**

also called FPI (Fonds de placement immobilier)

real estate investment company (Korea) REIC

former real estate fund regime in Italy (see SIIQ) REIF

REIT real estate investment trust

residential mortgage-backed securities **RMBS**

Société de Crédit Foncier (France) SCF Société civile de placement immobilier **SCPI**

(French legal structure for real estate investment)

Società di gestione del risparmio SGR

(Italian management company for FIIs)

Société d'investissement à capital fixe **SICAFI**

en immobilière (Belgian REIT)

Société d'investissement à capital variable/fixe SICAV/SICAF

(Luxembourg REIT) (SICAV also in France)

Securities Industry and Financial Markets Association **SIFMA**

Sociedades de Inversión Inmobiliaria SHs

(Spanish real estate investment company)

Société d'investissement immobilier cotée (French REIT) SHC

xxii List of Abbreviations

SIIQ Società d'Intermediazone Quotate (Italian REIT)
SIV structured investment vehicle
SPPICV Société de placement à prépondérante immobilière à capital variable (France; a type of OPCI)
SPV special purpose vehicle
S_REIT Singapore REIT

UCI undertaking for collective investment

UCIT Undertaking for the Collective Investment of

Transferable Securities Directive

UK REIT British REIT

ZWEX Swiss residential market index

Contents

List of Figures		X
Li	st of Tables	xvi
Li	st of Abbreviations	XX
In	troduction	1
1	The Residential Sector	8
	Population	9
	Characteristics of European households	18
	Housing stock	22
	Housing production	27
	House transactions and prices	33
	Housing policies in Europe	40
2	Commercial Real Estate	50
_	The European commercial real estate stock and markets	51
	Offices	55
	Shopping centres	69
	Industrial properties	75
3	Direct Property Investment	82
	Characteristics of direct property investment	83
	Real estate investment benchmarks and indices	85
	Risk–return profile of direct property investment,	
	all-property	85
	Volatility of income returns and capital growth	93
	Risk and return on direct property investment by	
	property asset class	94
	Total real estate returns and macroeconomic variables	104
	Direct investment versus equities and bonds in the	
	United States	107
	Property derivatives	108

4	Indirect Investment in Real Estate:	
	Listed Companies and Funds	113
	Listed real estate companies	114
	REITs in North America, Asia-Pacific and Africa	120
	Investment characteristics: types of assets and debts	123
	Real estate investment funds in Europe	126
	National characteristics of real estate funds	129
	Direct and indirect real estate investment	141
5	Real Estate Financing: Residential Mortgage Markets	152
	Description of the European mortgage markets	153
	Mortgage market volume	154
	Household indebtedness	165
	Characteristics of mortgage loans	168
	Movements towards the European integration of	
	mortgage markets	170
	White Paper on the Integration of EU Mortgage Credit	
	Markets	173
6	Financial Institutions' Funding for	
	Mortgage Lending Purposes	179
	Mortgage bonds	181
	Mortgage bond issuance	187
	Mortgage-backed securities	188
	Mortgage bonds versus mortgage-backed securities	195
	Collateralized debt obligations (CDOs)	196
	CDOs in euros	201
	Harmonization initiatives in the European	
	secondary mortgage markets	203
In	dex	206

List of Figures

1.1	Size of UK investment markets, 2006	9
1.2	Population in Europe, 2006, and total growth,	
	1997–2006	11
1.3	Variation in the population of Europe, by	
	country, 1980–2006	12
1.4	Ageing of the global population,	
	2005 and 2050, by continent	17
1.5	Ageing of the population in EU-27 countries, 2005	
	and 2050	17
1.6	Structure of households, selected European	
	countries, 1981 and 2004	20
1.7	Family spending on housing, EU-25 and	
	selected European countries, 2000 and 2005	22
1.8	Age of the housing stock, selected European	
	countries, 2005–6	24
1.9	Housing stock in relation to the population,	
	EU-27 countries, 2006	25
1.10	Housing density, selected European countries, 2006	26
1.11	Unoccupied dwellings, selected European countries,	
	1990 and most recent	26
1.12	Growth in number of building permits, selected	
	European countries, 1997–2006	30
1.13	Housing starts, selected countries, 2000	
	and/or 2006	31
1.14	Housing starts and population, selected	
	European countries, 2006	32
1.15	Housing transactions, selected EU-27 countries,	
	2001 and 2006	35
1.16	House prices, selected European countries,	
	1997–2006	37
1.17	Concurrence of favourable cycles in house prices,	
	1976–2004	37
1.18	Housing starts, USA, 2002–7	38
1.19	OFHEO House Price Index, 2003–7	39
1.20	Transaction costs, selected countries, 2007	40
1.21	Housing subsidies, selected European countries,	
	2002–3	41

1.22	European countries with significant variation	
	in the proportion of owner-occupied houses,	
	1980–2004	43
1.23	Share of social rental dwellings in the housing	
	supply, Europe, c. year 2000	44
1.24	Subsidies to housing development and to citizens,	
	United Kingdom, 1980–2004	4ϵ
2.1	Global real estate stock value, 2006	52
2.2	Direct real estate investment volume, Europe,	
	2000–7	53
2.3	Inter-regional capital flows, Europe, 2007	54
2.4	Sources of capital invested in European real	
	estate, 2007	55
2.5	Destination of capital invested in European	
	real estate, 2007	56
2.6	Top ten European cities, investment by	
	sectors, 2006	56
2.7	Office stock, principal European cities, third	
20 0	quarter, 2006	57
2.8	Office completions, selected European cities,	
2 2	2006, and evolution 2000–6	58
2.9	Office completions, Europe, 1990–2008	59
2.10	Take-up index, EU-15, 1991–2006	60
2.11	Take-up levels in the European market,	
	2005 and 2006	60
2.12	Rent variation, EU-15, 1990–2007	61
2.13	Rents in main European cities, 2006	62
2.14	Office vacancy rate, main European cities, 2006	62
2.15	Office vacancy rate and GDP growth in the Euro Zone,	0.000
0.16	1991–2005	63
2.16	Office investment market, selected	
0 17	European cities, 2005 and 2006	64
2.17	Prime office yields, main European cities, 2007	65
2.18.		
	cities, selected European countries,	65
2 10	Summer 2007 Clobal office prime violds, 2000, 6	65
2.19	Global office prime yields, 2000–6	66
2.20	Central London office market take-up,	67
2 21	2006 and 2007 Prime rents, main submarkets, London, 2006, 7	67
2.21 2.22	Prime rents, main submarkets, London, 2006–7	67
∠.∠∠	Central London investment transactions,	60

2.23	City and West End prime yields, London,	
	2006 and 2007	68
2.24	Shopping centre stock, Europe, 2006	70
2.25	Shopping centre density, Europe, 2006	71
2.26	Shopping centre growth, Europe, 1960–2006	72
2.27	Shopping centres under construction, Europe,	
	2006–7	72
2.28	European shopping center investment transactions,	
	1999–2005	74
2.29	European shopping centre investment transactions,	
,	by country, 2005 and 2006	74
2.30	Investment in shopping centres, domestic and	
	cross-border breakdown, Europe, 1999–2006	75
2.31	Vacancy rates of industrial property, Western	
	Europe, Winter, 2005–6	76
2.32	Take-up levels for selected European cities, 2006	78
2.33	Variation in prime rents, selected European cities,	
	over 1-year and 5-year periods, 2006 and 2001–5	78
2.34	Industrial prime rents, selected European cities,	
	2006	79
2.35	Industrial EU-15 yield index, 2000–6	80
2.36	European prime industrial yields, 2006	80
3.1	Return on investment in real estate (all property),	
	and in equities, United Kingdom, 1976–2006	83
3.2	Total nominal all-property returns, selected European	
	countries, 1997–2006	88
3.3	Total real all-property returns, selected European	
	countries, 1997–2006	89
3.4	Risk in direct property investment, all-property,	
	selected European countries, 2000–6	90
3.5	Nominal real estate risks and returns, all-property,	
	selected European countries, 2000–6	90
3.6	Nominal annual income return, selected European	
	countries, 1997–2006	91
3.7	Nominal capital growth when investing in all	
	properties, selected European countries, 1997–2006	92
3.8	Volatility of rental income and capital growth,	
	selected European countries, 2000–6	94
3.9	Total nominal 7-year property returns, selected	
	European countries, 2000–6	95
3.10	Total annual return, retail sector, selected	
	Furonean countries 2000 6	0.6

3.11	Total annual return, residential sector, selected	
	European countries, 2000–6	9:
3.12	Total annual return, industrial sector, selected	
	European countries, 2000–6	98
3.13	Total annual return, office sector, selected	
	European countries, 2000–6	99
3.14	Investment risk by asset class, five European	
	countries, 20006	100
3.15	Risk and return of property investment, by	
	sector, European countries, 2000–6	102
3.16	Real estate return and interest rates, Europe,	
	2001–6	105
3.17	Returns on direct investment in office and	
	industrial property (lhs), and annual GDP	
	growth (rhs), EU-15, 2001-6	105
3.18	Cumulative returns on direct investment in	
	real estate and other asset classes,	
	United Kingdom, 1978–2006	10ϵ
3.19	Cumulative returns on real estate direct	
	investment and other asset classes, USA,	
	1979–2006	107
3.20	Property derivatives: operation of a total	
	return swap	110
3.21	Trading volume of commercial property derivatives,	
	United Kingdom, 2004–7	111
3.22	Trading volume of residential property derivatives,	
	USA, 2006–January 2008	111
4.1	Investment volume by country of origin, 100 largest	
	listed real estate companies, Europe, as at	
	1 January 2007	115
4.2	Portfolio composition, fifteen largest companies by	
	investment volume, Europe, 1 January 2007	123
4.3	Leverage of the fifteen largest European real estate	
	companies by investment volume,	
	31 December 2006	125
4.4	Loan-to-value ratio, fifteen largest property	
	companies by investment volume, Europe,	
	31 December 2006	12ϵ
4.5	Returns on real estate stocks and the general	
	stock market, Europe, 1995–2007	127
4.6	Returns on real estate stocks and the general	
	stock market USA 1995_2007	128

4.7	Real estate investment fund management styles	129
4.8	Non-listed real estate funds, Europe, 1995–2006	134
4.9	Real estate investment funds according to	
	investment style, Europe, May 2006	135
4.10	Geographical destinations of European fund	
	investment, January 2007	135
4.11	Investment portfolio of real estate funds,	
	Europe, December 2006	137
4.12	Country of origin, managing companies of real	
	estate investment funds, Europe, December 2006 ,	138
4.13	Ten largest real estate investment funds, Europe,	
	December 2006	139
4.14	Single- and multi-country fund index returns,	
	Europe, 2006	140
4.15	Insurance companies' investment by category,	
	1997–2005	148
4.16	Variation of insurance companies' investments	
	by category, EU-12, 1999–2005	148
5.1	Growth of residential mortgage loans outstanding,	
	EU-27, 2005-6	156
5.2	Growth of gross residential mortgage loans,	
	selected European countries, 2005–6	158
5.3	3-month interbank spread, 2007	159
5.4	Monthly gross lending, UK and Spain, 2006–7	160
5.5	Mortgage loans in foreign currency, selected	
	CEE countries, June 2006	160
5.6	US mortgage origination for house purchase	
	purposes, 2004–7	161
5.7	Delinquency rates in US mortgage markets,	
	1998–2007	162
5.8	Residential mortgage loans outstanding in relation	
	to GDP, EU-27, 2005 and 2006	163
5.9	Residential mortgage loans/total loans: outstanding	
	balances, selected European countries, 1996,	
	2000 and 2006	164
5.10	Mortgage loans outstanding per capita, EU-27	
	countries and EU-27 total, 2006	164
5.11	Household indebtedness and owner occupancy rate,	
	selected European countries, 2006	167
5.12	Types of interest rate charged, mortgage loans,	
	selected European countries and the EU, 2005	168
5 13	Transaction costs across the EU, 2003	170