

# Romanian Real Estate Market

Retail and Warehouse / Industrial Sectors

2025



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# 01

# EY Parthenon

# EY Romania | Overview

EY is a global professional services firm with revenues exceeding \$45.4 bn and over 365,000 people across 150+ countries.

Since 1992, EY has been a leading provider of professional services in Romania.

> EY Romania has significant experience in serving leading companies and investors in various industry sectors including:

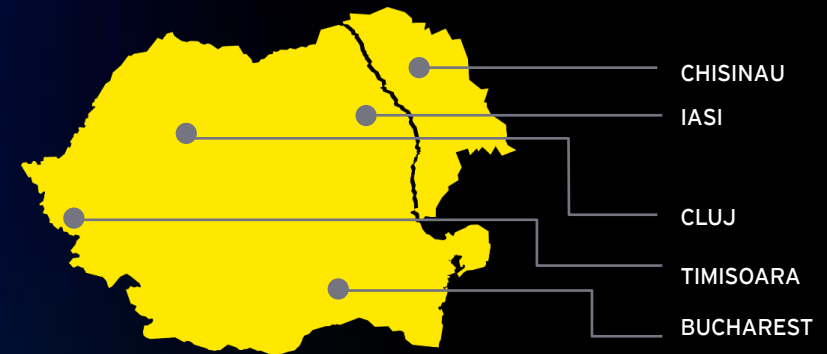
Industrial production	Financial services
Oil & gas	Energy & utilities
Consumer products	Automotive
Telecommunications	Technology
Real estate	Healthcare & life sciences

> Clients include national companies and major foreign investors operating in Romania

> We cooperate with important government and regulatory organizations

## EY Romania & Moldova - Quick Facts

2 Countries | 5 Offices | 1000+ People | 33 Years of experience in local market  
30 Partners



700+ Companies in our portfolio | SERVE 54% of TOP 100 companies operating in Romania by 2017 turnover | AUDITS 18%

# EY Romania | Overview

## Lead Advisory

- ▶ Mergers, acquisitions, disposals, management buyouts, buy-ins, fundraisings
- ▶ Takeovers and strategic reviews
- ▶ Corporate strategy assessment
- ▶ Business portfolio review
- ▶ Business models and forecasts
- ▶ Company valuations
- ▶ Feasibility analyses
- ▶ Structuring and negotiating transactions
- ▶ Developing and drafting bids



## Grants and Incentives Advisory

- ▶ Project Eligibility Assessment and Structuring
- ▶ Analysis of Project Compliance with the state aid Scheme Requirements
- ▶ Optimization of Project Structure for Subsidy Maximization
- ▶ Liaison with Relevant Authorities for Application and Clarification Processes
- ▶ Iterative Adjustments to Business Plan and Application Documents
- ▶ Preparation and Submission of State aid Project Application Files
- ▶ Project Implementation and Reimbursement Advisory Services
- ▶ Continuous Support and Consultation Throughout the Project Lifecycle



## Transaction Diligence

- ▶ Due-diligence of the financial, operational and commercial situation (both for the seller and for the buyer)
- ▶ Integration and reorganization services
- ▶ Financial Assistance in the Acquisition Process
- ▶ Assessing Sustainable Income and Cash Flows; analyzing the main categories of income and costs
- ▶ Analysis of commitments, contingents and elements assimilated to debt. Forecasting Analysis; identification of balance sheet exposures
- ▶ Assessment of key customers and suppliers
- ▶ Consultancy on price adjustment mechanisms and other clauses in sales contracts
- ▶ Independent business analysis and presentation of restructuring options



## Turnaround Restructuring Services

- ▶ Credit advisory services: Liquidation Analysis, Entity Priority Analysis, Business & Strategic Reviews (IBR), Assessment and mitigation of short-term cash flow requirements, Critical appraisal of corporate strategy, Review of recent and forecast financial performance and cash flows
- ▶ Distressed corporate advisory: Crisis Management and Financial Restructuring, Assistance with Business Closure/ Downsizing, Short-term cash flow Advisory, Accelerated disposals and acquisitions
- ▶ Working capital services
- ▶ Turnaround - Financial and Operational Restructuring



## Valuation, Modelling & Economics

- ▶ Business, shares, intangible assets, land and buildings, machinery and equipment, portfolio valuations
- ▶ Financial reporting valuations including purchase price allocation and impairment testing, revaluations, financial instruments and investment properties
- ▶ Strategic finance advisory including business planning and forecasting, investment appraisals and feasibility studies
- ▶ Business modelling
- ▶ Legal, tax, regulatory valuations
- ▶ Valuations related to legal disputes



## Strategy

- ▶ Market Entry: Go-to-Market strategy, Market Entry Analysis & Design, Commercial Due Diligence
- ▶ Business Strategy: Business Model Reinvention, Business Value Proposition Design, Business Unit Strategy, Portfolio and Corporate Strategy, Innovation as a Service
- ▶ Operational Strategy: Business & Service Design, Experience Design (Customer Experience, Employee Experience, Patient Experience, Citizen Experience), Value Chain Transformation, Post-Merger Integration, Corporate & Business Communication Strategy, Corporate Governance Design & Capacity Building



# 02

## Overview of the Romanian Real Estate Market

# Overview of the Romanian Real Estate Market

## 2025 Real Estate Value

**1.16** trillion

In 2025, the Romanian real estate market was estimated at approximately EUR 1.16 trillion, reflecting a 2.2% increase compared to 2024, driven primarily by continued price appreciation across the residential segment.

## Residential Sector

**75%**

The residential sector (homes and apartments) accounted for 75% of the total value.

## Commercial Sector

**25%**

The commercial sector (office buildings, retail spaces, warehouses, and industrial properties) accounted for 25% of the total value.

## 2026-2029 Projection

**1.2%**

The commercial sector is forecast to grow by 1.2% per annum from 2026 to 2029, reflecting more moderate growth compared to the residential sector, which is forecast to increase by 2.4% per annum over the same period.

## Structural Analysis of Total Commercial Stock (mil. sqm)

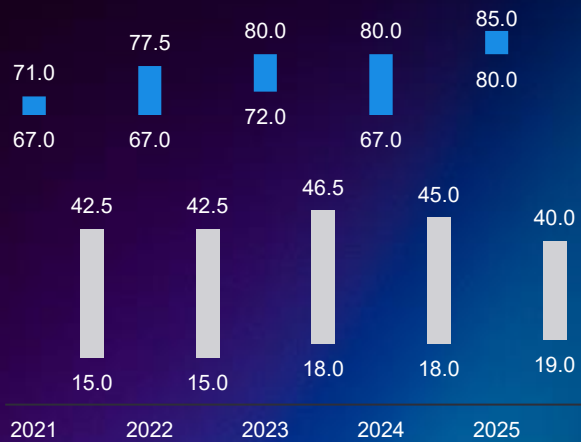


At the end of 2025, Romania's commercial real estate stock included:

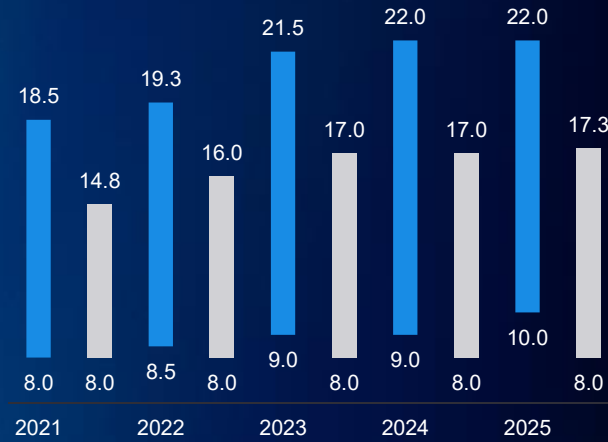
- 8m sqm of industrial space, with almost 0.3m sqm of stocked added during the year;
- 4.7m sqm of modern retail space, of which over 70% was concentrated in Bucharest; and
- 3.4m sqm of modern office space in Bucharest. No office deliveries were completed in 2025, marking a historic first for Bucharest's modern office market.

# Commercial headline Market Rent dynamic

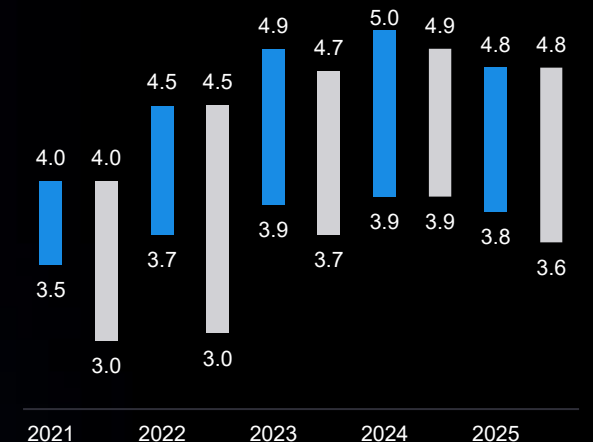
Headline Market Rent for Retail Sector (EUR/sqm/month)



Headline Market Rent for Office Sector (EUR/sqm/month)



Headline Market Rent for Industrial Sector (EUR/sqm/month)



■ Bucharest    ■ Regional Cities

In 2025, rent for retail units of 100-150 sqm located on the ground floor of prime shopping centers in Bucharest stabilized at EUR 80-85 sqm/month up from EUR 67-80 sqm/month in 2024. Similarly, the rents for prime shopping centers in regional cities stabilized at EUR 19-40 sqm/month, down slightly from EUR 18-45 sqm/month recorded in 2024.

In 2025, office headline rents in Bucharest remained broadly stable, with prime levels reaching a maximum of EUR 12 sqm/month. By contrast, prime headline office rents in regional cities recorded a more moderate increase of approximately 6% over the same period.

In 2025, prime headline rents in Bucharest's industrial and logistics hubs softened to EUR 3.8–4.8 per sq m per month, driven by increased supply and more cautious tenant demand.

# Leading Commercial Real Estate Owners in Romania

The total value of the portfolios held by the largest real estate investors active in Romania reached EUR 16.26 bn in 2025. In 2025, NEPI Rockcastle stood out as the largest owner of commercial properties in Romania, holding landmark assets such as Promenada București, Promenada Craiova, Promenada Sibiu, Mega Mall, Shopping City Timișoara, and City Park Constanța. Its portfolio was valued at around EUR 2.7 billion. CTP România is one of the leading players in the industrial real estate sector, with a portfolio valued at approximately EUR 2.4 bn, encompassing major projects such as CTPark Bucharest West, Bucharest North, and Bucharest Chitila.

Company	Country of Origin	Sectors	2022 (EUR bn)	2023 (EUR bn)	2024 (EUR bn)	2025 (EUR bn)
Nepi Rockcastle	South Africa	Retail and residential	2.21	2.58	2.70	2.70
CTP Romania	Czech Republic	Industrial	1.60	1.92	2.40	2.40
CPI Property Group	Czech Republic	Office and retail	1.80	1.56	1.56	1.56
GlobalWorth	United Kingdom	Office and industrial	1.60	1.52	2.00	1.00
AFI Europe Romania	Israel	Office, retail and residential	1.40	1.50	2.00	2.00
Pavăl Holding	Romania	Office and industrial	1.00	1.30	1.00	1.00
Iulius Group & Atterbury Europe	Romania	Office, retail and residential	1.20	1.20	1.20	1.30
MAS Real Estate & Prime Kapital	United Kingdom	Retail, office and residential	0.75	1.18	1.30	1.30
WDP Romania	Romania	Industrial	0.85	1.17	1.00	1.00
One United Properties	Romania	Residential and office	1.00	1.10	1.00	2.00
<b>TOTAL</b>			<b>13.00</b>	<b>15.00</b>	<b>16.16</b>	<b>16.26</b>

# 03

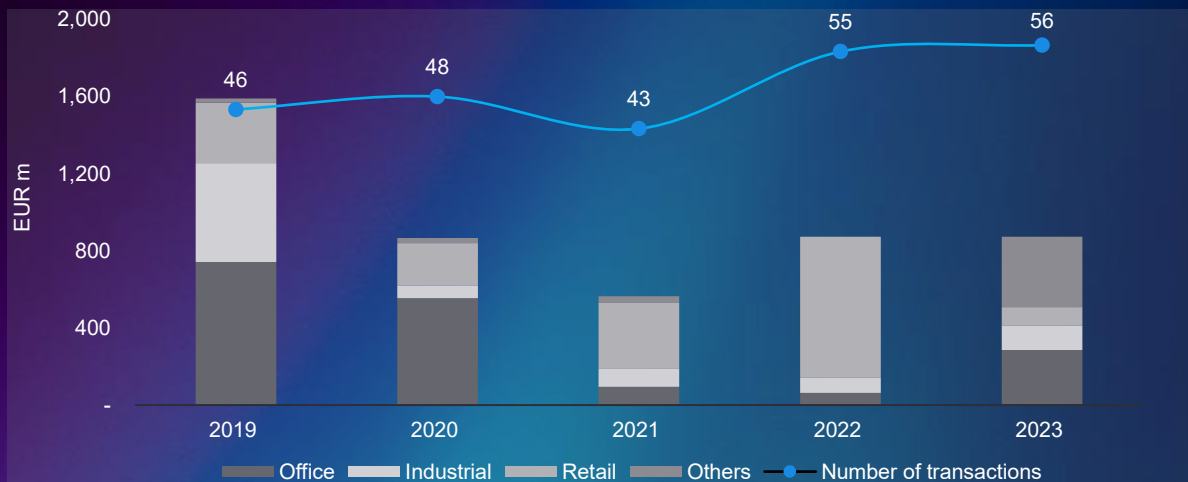
## M&A in the Romanian Real Estate Sector

# M&A in the Romanian Real Estate Sector

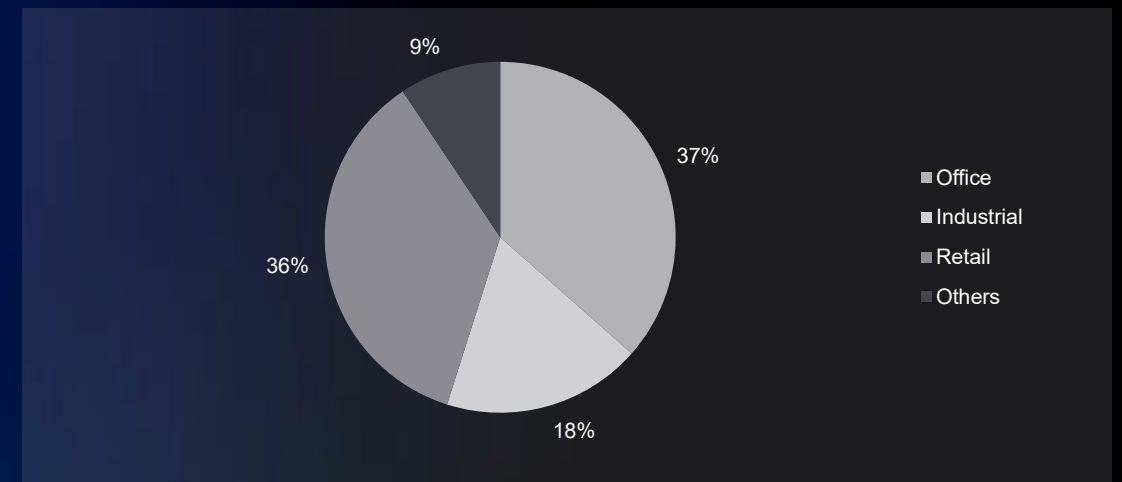
## Real estate, hospitality & construction (REH&C)

REH&C maintained a positive trajectory and ranked first by deal count for the third consecutive year, with deal activity rising modestly to 56 transactions (+2% YoY) and disclosed deal value increasing to EUR 856m (+7% YoY).

In 2025, construction activity in Romania remained resilient, with the volume of works increasing by over 8% in the first 11 months of the year, supported by higher levels of capital repair and new construction, notably in the residential (+13%) and non-residential (+12%) segments. This trend points to continued momentum in core building and infrastructure, despite a moderation in maintenance and current repair works.



Romania's REH&C Value and Volume Evolution



Total Investment between 2021 and 2025

# Key deals and trends driving M&A

Globally, as interest rates began to stabilise, M&A activity in real estate picked up though deal timelines remained lengthy and some regions still face challenges. By sub-sector, logistics and retail parks have performed strongly, while investment in build-to-rent projects and hotels has also increased.

In terms of value, the CVC–Therme joint venture in the hospitality segment, stands out as the landmark transaction of the sector, underscoring the growing potential of the Romanian leisure sector. The joint venture is intended to serve as a platform for broader expansion beyond Romania.

By transaction volume, UK based M Core Property emerged as the most active investor in the sector, completing eight acquisitions in 2025 and reinforcing its position as a leading consolidator of Romanian retail real estate. Notably, the group was involved in two of the largest disclosed real estate transactions of 2025, acquiring Focșani Shopping Center for approximately EUR 50m and a shopping center in Suceava for EUR 47.5m.

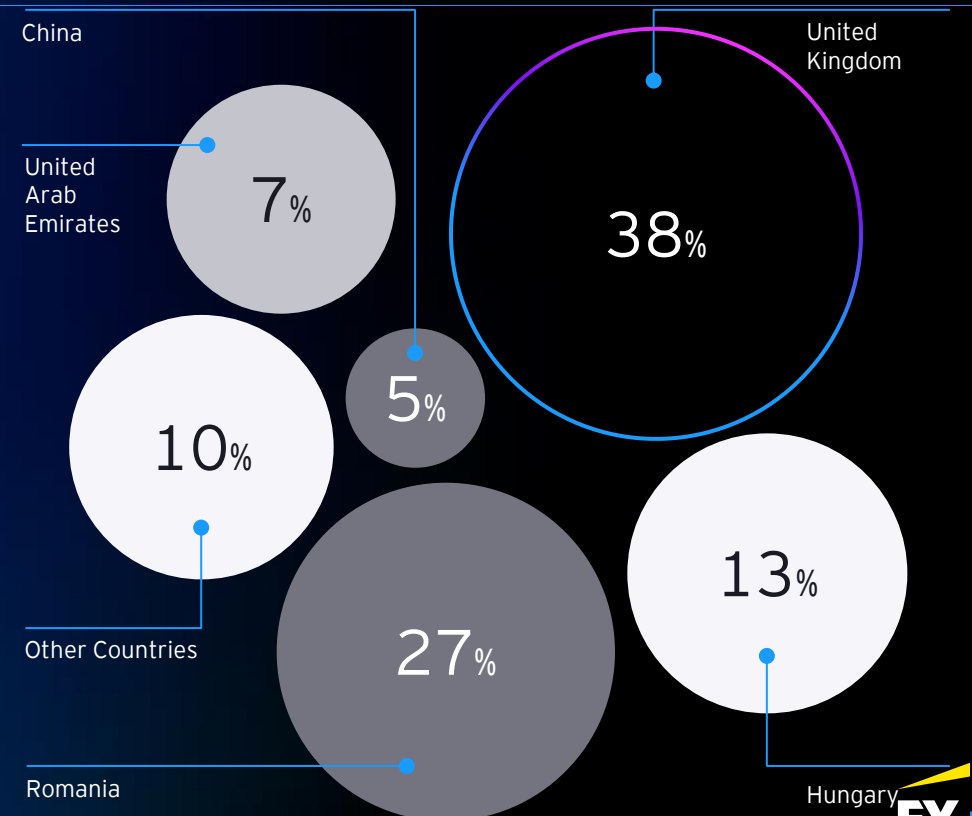
These transactions highlight the investor's continued appetite for dominant regional retail parks with stable cash flows, particularly in secondary cities where competition remains limited and yields remain attractive by regional standards.

The sector outlook for 2026 remains positive, supported by continued investment directed toward industrial parks and logistics, reflecting sustained demand from manufacturing and nearshoring. In parallel, EU-funded infrastructure projects are expected to underpin construction activity, improving connectivity and reinforcing the attractiveness of adjacent real estate assets. Together, these dynamics should sustain investor interest and transaction momentum across the real estate and construction segment.

## Investment Source of Capital

The Romanian real estate market attracted a mix of foreign and local capital, with the United Kingdom, Romania and the Czech Republic being the top sources of investment.

27% of the annual investments originated from local capital, primarily concentrated in Bucharest, marking a decline from the prior year.



# 04

## Retail Sector

# Retail Sector

4.7m

Total Stock Romania (sqm)

By the end of 2025, approximately 195 ths. sqm of modern retail space had been delivered, representing a 15% increase compared to 2024.

The total modern retail stock in Romania was approximately 4.7 million square meters at the end of 2025

700 ths.  
sqm

Expectation

Over the next five years, approximately 700 thousand sq m of modern retail space is expected to be delivered, signalling a robust development pipeline. This forthcoming supply will be largely driven by continued expansion in secondary and tertiary cities.

80-85  
EUR/sqm  
/month

Headline Rent for Bucharest

In Bucharest, the headline rent for retail spaces is relatively high, ranging between EUR 80-85 sqm/month, while outside of Bucharest the range of the headline rate broader and significantly lower at between EUR 19-40 sqm/month.

7.25%

Bucharest Prime Yield

In 2025, prime retail yields in Bucharest remained stable at approximately 7.25%, indicating a balanced market environment and sustained investor confidence.

# Retail Sector

## Major Retail Owners

**Main Retail Owners:** The retail sector in Romania is evidently concentrated, with the top five investors holding a significant market share. Nepi Rockcastle, Prime Capital, Iulius, Atterbury Europe, CPI Property Group, and M Core together account for over 45% of the total retail stock, which demonstrates a strong influence over the retail real estate market.

**The Largest Owner:** Nepi Rockcastle, as the largest investor in the retail segment, plays a significant role in the market dynamics of the retail real estate sector. Holding around 20% of the total retail stock indicates a strong market presence and influence over retail trends and pricing. Nepi Rockcastle has a substantial portfolio of retail properties, which likely includes prime locations in both Bucharest and other strategic locations throughout Romania.

Major Retail Owners	Country of Origin	Portfolio in Romania (ths. sqm)
Nepi Rockcastle	South Africa	993
Prime Kapital	South Africa	435
Iulius and Atterbury Europe	Romania, South Africa	310
M Core	United Kingdom	255
CPI Property Group	CZechia	245

# 05

## Warehouse / Industrial Sector

# Warehouse / Industrial Real Estate Sector

8m

Total Stock Romania (sqm)

As per Romanian Market Update research performed by Cushman & Wakefield, over the past 18 months, the industrial market has remained resilient, supported by strong activity on both the supply and demand sides. Total take-up exceeded 1.3 million sq m during the 2024–H1 2025 period, while national modern stock reached nearly 7.75 million sq m by the end of H1 2025.

438 ths.  
sqm

Under construction

Approximately 84% of the projects currently under construction are located in the areas surrounding Bucharest, accounting for around 438 ths sqm of future new supply.

3.8-4.8  
EUR/sqm  
/month

Headline Rent for Bucharest

In Bucharest, the headline rent for warehouse / industrial spaces is relatively high, ranging between EUR 3.8-4.8 sqm/month.

7.5%

Bucharest Prime Yield

In 2025, prime industrial yields in Bucharest remained stable at approximately 7.5%, indicating a balanced market environment and sustained investor confidence.

# Warehouse / Industrial Real Estate Sector

## The Major Industrial Owners

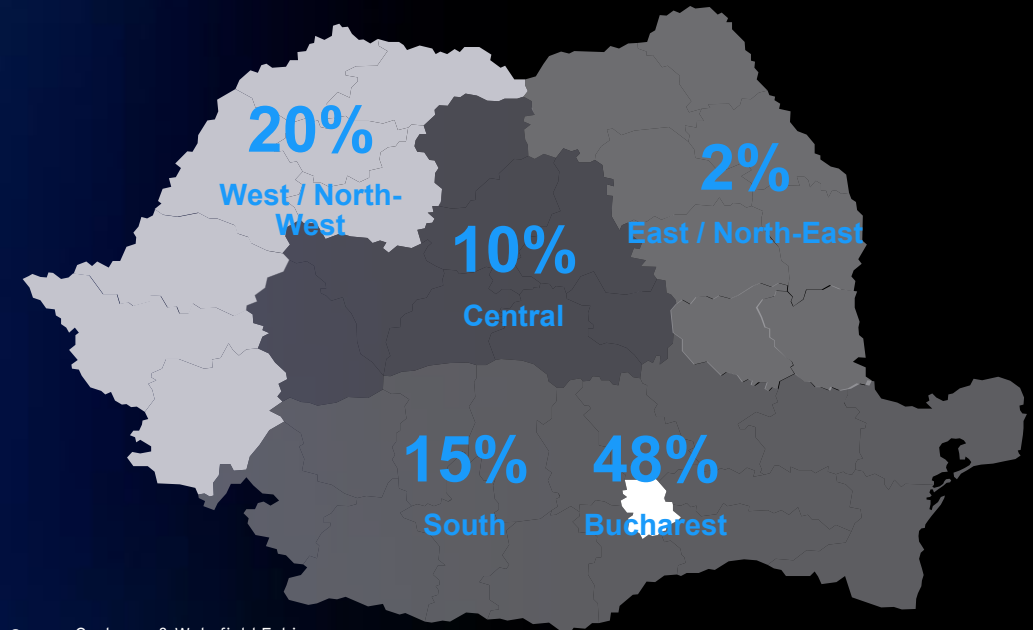
Key Industrial Owners	Country of Origin	Portfolio in Romania (ths. sqm)
CTP	Czech Republic	3,055
Warehouses De PAUW	Belgium	1,886
VGP	Belgium	420
P3 Project	Singapore	380
Logicor	China	325

Source: Romania Market update 2025 – Cushman and Wakefield | Echinox

CTP stands as the largest listed developer, owner and manager of industrial and logistics spaces in Europe, with 14m sqm of Gross Leasable Area (GLA) across 10 countries as of Q3 2025.

WDP ranks as the second largest owner of industrial-logistics spaces in Romania, boasting a robust local market, with a portfolio of almost 1.9m sqm.

## 2025 Romania Modern Stock by Region



Source: Cushman & Wakefield Echinox

In 2025, all five industrial development regions in Romania benefited from new spaces and the Bucharest region attracted the largest share, claiming nearly half of the annual supply. The East / North-East region attracted a limited share of new industrial investment in 2025, accounting for only 2% of total annual supply, primarily due to weaker transport infrastructure, lower proximity to key consumption hubs, and reduced demand from large logistics occupiers.

By contrast, developers continued to prioritize regions with superior highway connectivity, stronger labor markets, and closer access to major distribution corridors, particularly around Bucharest, which absorbed nearly half of new deliveries.