

# MarketInSight

*Skopje Retail 2017*



# RETAIL MARKET STAYS IN THE INVESTORS' FOCUS

Figure 1 – Skopje Modern Retail Stock per types of formats



\* As per ICSC classification, only centrally managed formats larger than 5,000 sq m

\*\* Population as per official Census

Source: CBS International

## YEAR 2017 SUMMARY

- Total shopping center stock in Skopje stands at the level of 90,000 sq m of GLA
- The share of modern shopping centers in the total retail stock in Skopje is expected to further grow upon finishing of the Cevahir Sky City Mall over the next two years
- Interest in other Macedonian cities, such as Tetovo, Prilep and Ohrid increases
- Turkish Limak Holding announced the development of its first investment in Macedonia of 330,000 sq m (GBA) mixed-use project
- Balfin Group from Albania, announced its 300 million euro investment in mixed use mega project on the land of Skopje Fair spreading on 150,000m<sup>2</sup> which will be undertaken in the next 5 years time

### SHOPPING CENTERS

With no new completions in the 2017, Skopje total modern retail stock remained unchanged, standing at the level of 90,000 sq m of GLA. Analyzing the stock per capita, it amounts to 178 sq m per 1,000 inhabitants.

In terms of new developments, a few active retail projects indicate a stable increase of retail stock in the forthcoming period. By 2018/2019, Skopje should be enriched with two new shopping malls, Emporio Shopping Center and Cevahir Sky City Mall, both being developed along the main boulevards of the Municipalities of G. Petrov and Aerodrom, respectively.

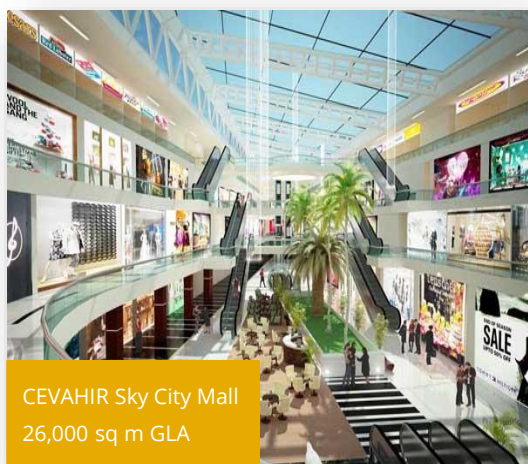
In addition, Turkish company Limak Holding recently commenced the preparation works on its immense mixed-use project which will hold app. 330,000 sq m of GBA. Upon the opening of this format, Skopje western-style shopping center supply will mark a significant increase since the opening of Skopje City Mall in 2012.

Skopje as a cultural, economic and political center dominates the real estate scene, however in the retail segment other key Macedonian towns, such as, Tetovo, Prilep and Ohrid mark an upward trend and generate more interest from the developers.

Recently, the city of Tetovo has witnessed the opening of ReMall and Palma Mall, both being constructed by local companies. These two malls form a total of 104,000 square meters of GBA, available in the city of Tetovo. Palma Mall just begun its expansion of the existing capacities with additional 30,000m2 GBA.

### RENTAL LEVELS

The asking rents for high street units remained stable, ranging between EUR 15 – 30 per square meters per month, depending on the location and the type of unit, while the rents for the retail units in the shopping centers vary between EUR 12 – 40 per square meters per month.



CEVAHIR Sky City Mall  
26,000 sq m GLA

Table 1 – Rental levels

Location	Size	Asking price (EUR/sq m)
Centar, Downtown	<150 sq m	Up to 40
Aerodrom		9-15
Karposh		10-18

Source: CBS International

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Table 1 – Pipeline projects

Location	Project	Investor	GBA (sq m)	Status
Skopje, Gjorche Petrov	Emporio Mall	Municipality of G. Petrov/Transmet	30,000	under construction
Skopje, Aerodrom	Cevahir Sky City Mall	Cevahir Holding Macedonia	170,000	under construction
Skopje, Downtown	Limak Mixed-Use	Limak Holding Macedonia	330,000	preparation phase

Source: CBS International

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