



MULTI-TENANT | Q1 2026

Industrial

MULTI-TENANT INDUSTRIAL

Market Fundamentals



Q1 2026 Investment Sales Volume	\$22.79B
Change from Last Quarter (Q4 '25)	-13.6%
Change from Last Year (Q1 '25)	+26.6%



Q1 2026 Overall Average Cap Rate	6.44%
Change from Last Quarter (Q4 '25)	+3 bps
Change from Last Year (Q1 '25)	+22 bps

Overview | Multi-Tenant Industrial

The multi-tenant industrial sector recorded nearly \$22.8 billion in first quarter investment sales, down 13.6% from the previous quarter but up 26.6% year over year. While volume has moderated, the sector continues to outperform on a relative basis, supported by strong tenant demand and long-term foundational tailwinds.

The Southeast region led the nation in fourth-quarter transaction volume, reaching \$5.8 billion and accounting for 25.4% of total activity. The West followed with \$4.8 billion, representing 21.2% of the total, while the Southwest recorded \$4.0 billion, or 17.7%. The Midwest recorded \$3.9 billion in transactions, making up 17.1%, with the Mid-Atlantic and Northeast contributing \$2.2 billion, or 9.7%, and \$1.8 billion, or 7.7%, respectively.

The average cap rate rose 3 basis points to 6.44% in the last three months and is up by 22 basis points year over year. The Southeast was the only region to record a quarterly decline, while all other regions posted quarterly increases.

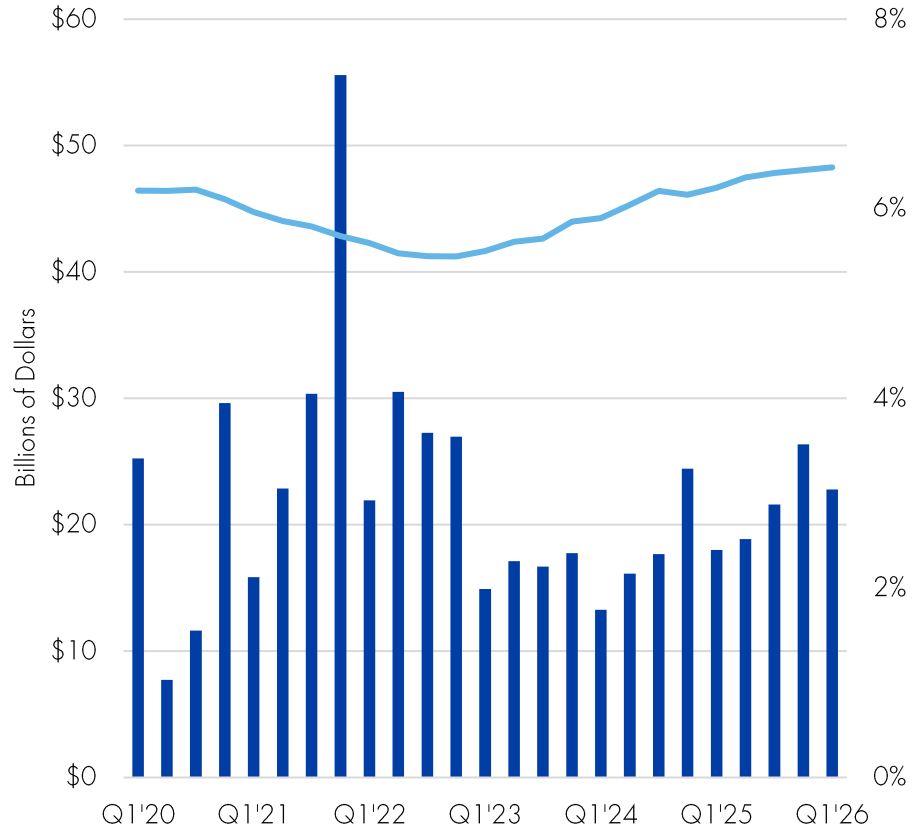
Private buyers accounted for 51% of multi-tenant industrial acquisitions during the first quarter of 2026, followed by institutional investors at 27%. The share of institutional acquisitions has been gradually increasing since 2023, while private investment activity has remained elevated during the same period.



MULTI-TENANT INDUSTRIAL

Investment Sales Volume & Average Cap Rates

Quarterly



Annual



■ Sales Volume (in billions) — Average Cap Rate

Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5M

MULTI-TENANT INDUSTRIAL

Quarterly & Annual Market Statistics

Investment Sales Volume (in millions)



Quarterly

Type	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Mid-Atlantic	\$2,093.88	\$1,104.76	\$1,492.10	\$2,420.31	\$2,213.71
Midwest	\$2,349.75	\$2,504.96	\$2,602.97	\$3,750.34	\$3,892.99
Northeast	\$1,887.37	\$1,802.21	\$2,043.55	\$2,373.00	\$1,763.50
Southeast	\$3,176.80	\$4,887.83	\$5,915.37	\$6,962.23	\$5,787.91
Southwest	\$3,692.37	\$3,670.08	\$4,925.38	\$5,178.16	\$4,033.42
West	\$4,721.85	\$4,551.60	\$4,615.10	\$5,430.04	\$4,839.80
Total	\$17,999.15	\$18,863.92	\$21,594.47	\$26,367.96	\$22,786.56

Annual

Type	2022	2023	2024	2025	YTD 2026
Mid-Atlantic	\$8,484.74	\$5,244.83	\$4,719.64	\$7,111.05	\$2,213.71
Midwest	\$15,624.71	\$8,909.84	\$10,106.23	\$11,208.03	\$3,892.99
Northeast	\$10,773.47	\$7,117.90	\$6,700.68	\$8,106.13	\$1,763.50
Southeast	\$22,698.90	\$14,361.40	\$17,567.10	\$20,942.23	\$5,787.91
Southwest	\$16,443.71	\$11,231.36	\$15,658.12	\$17,465.98	\$4,033.42
West	\$32,644.79	\$19,002.03	\$16,475.81	\$19,318.58	\$4,839.80
Total	\$106,670.33	\$66,469.72	\$71,487.44	\$84,825.50	\$89,612.91

Average Cap Rates



Quarterly

Type	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Mid-Atlantic	6.18%	6.30%	6.68%	6.68%	6.74%
Midwest	7.58%	7.56%	7.44%	7.50%	7.57%
Northeast	6.00%	6.25%	6.27%	6.42%	6.59%
Southeast	6.39%	6.41%	6.34%	6.35%	6.24%
Southwest	6.31%	6.54%	6.61%	6.51%	6.53%
West	5.56%	5.60%	5.71%	5.68%	5.75%
Total	6.22%	6.33%	6.38%	6.41%	6.44%

Annual

Type	2022	2023	2024	2025	YTD 2026
Mid-Atlantic	5.72%	6.59%	6.19%	6.68%	6.74%
Midwest	6.66%	7.20%	7.59%	7.50%	7.57%
Northeast	5.31%	6.00%	5.84%	6.42%	6.59%
Southeast	5.65%	5.87%	6.34%	6.35%	6.24%
Southwest	5.35%	5.64%	6.19%	6.51%	6.53%
West	4.81%	5.30%	5.65%	5.68%	5.75%
Total	5.50%	5.86%	6.15%	6.41%	6.44%

Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5M; totals may not equal the sum of individual property types due to rounding



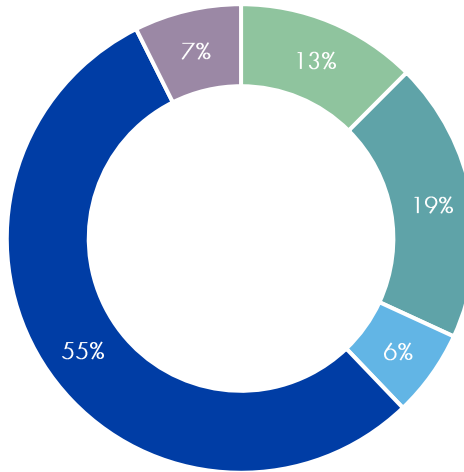
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Buyer Distribution

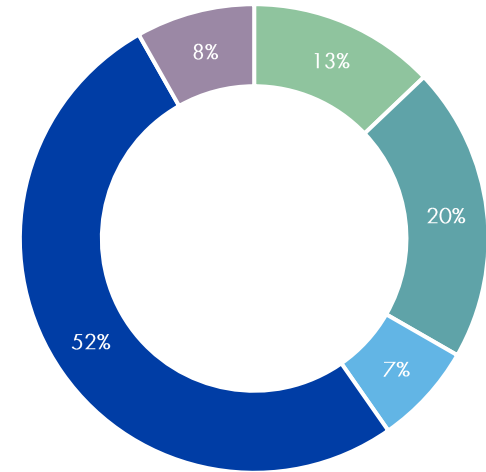
Annual

- International Buyer
- Domestic Institutional
- Domestic Public REIT
- Domestic Private Buyer
- Domestic User/Other

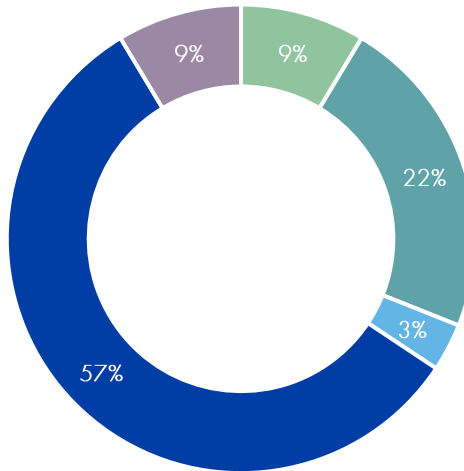
2023



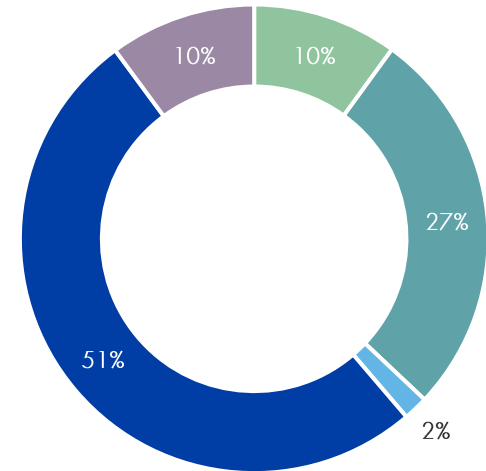
2024



2025



YTD 2026



Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5M; graphs may not total 100 percent due to rounding





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