



MULTI-TENANT | Q1 2026

Overall Market

Commercial Real Estate Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

MULTI-TENANT OVERALL MARKET

Market Fundamentals



Q1 2026 Investment Sales Volume	\$55.95B
Change from Last Quarter (Q4 '25)	-19.4%
Change from Last Year (Q1 '25)	+28.2%



Q1 2026 Overall Average Cap Rate	6.99%
Change from Last Quarter (Q4 '25)	+1 bp
Change from Last Year (Q1 '25)	-1 bp

Overview | Multi-Tenant Overall Market

Multi-tenant investment sales totaled nearly \$56 billion in the first quarter of 2026. Activity was down nearly 20% from the previous quarter but still up 28.2% year over year. This marks the third quarter in a row where overall volume has surpassed \$50 billion.

Industrial transactions totaled \$22.8 billion in volume, continuing to represent the largest share of activity at 40.7%, though down from 41.2% one year ago. Office transactions followed at \$18.1 billion, or 32.3% of total deal volume, up from 26.6% a year earlier. Retail transactions accounted for \$15.1 billion, or 27.0%, a decline from 32.1% year over year.

Cap rates rose by a single basis point to an average of 6.99%, nearly unchanged from the fourth quarter. The overall average is just a single basis point lower than a year ago, with industrial posting the only year-over-year increase.

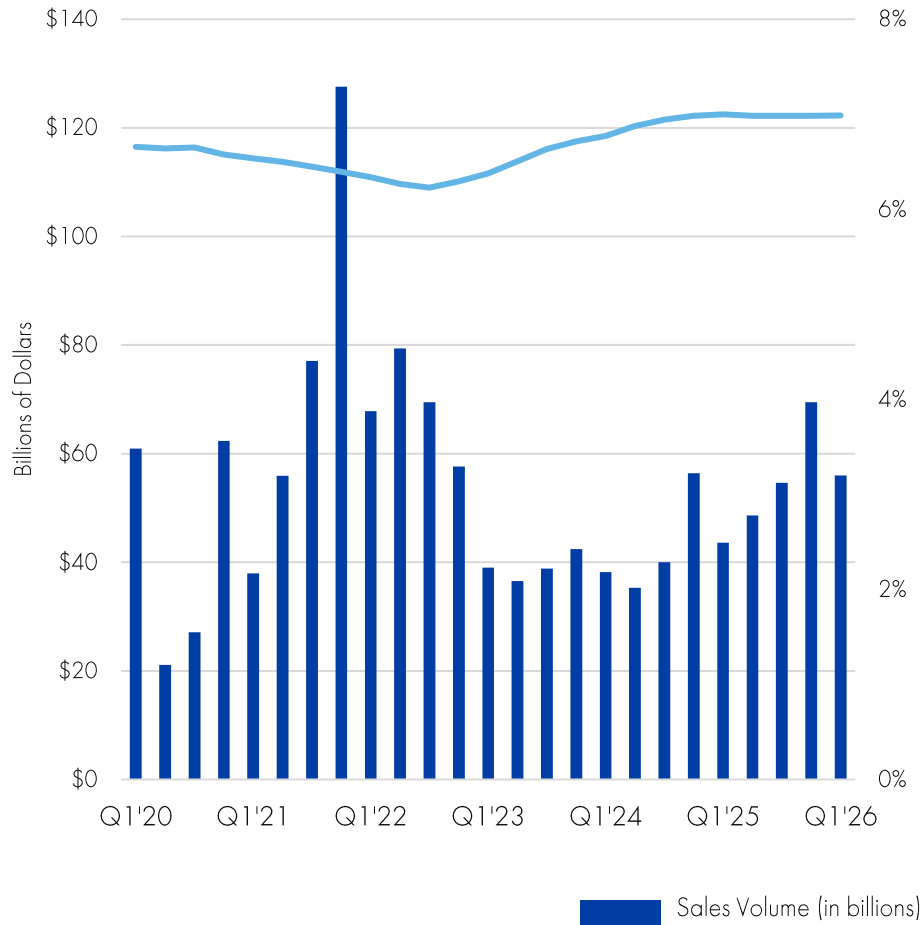
Private buyers accounted for 51% of multi-tenant acquisitions through the first quarter of 2026, followed by institutional investors at 27%. The share of institutional acquisitions has increased by 13% since 2023, while private investment activity has declined 7% over the same period.



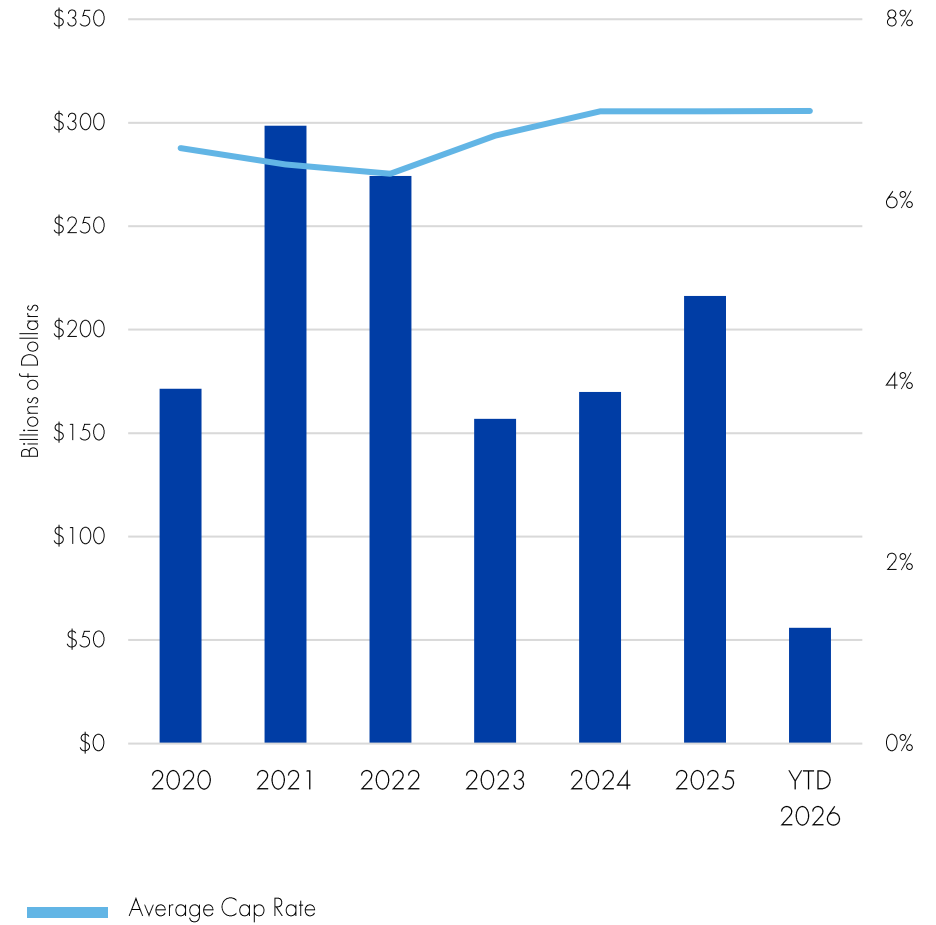
MULTI-TENANT OVERALL MARKET

Investment Sales Volume & Average Cap Rates

Quarterly



Annual



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



MULTI-TENANT OVERALL MARKET

Quarterly & Annual Market Statistics By Property Type

Investment Sales Volume (in billions)



Quarterly

Type	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Office	\$11.61	\$16.85	\$17.57	\$25.24	\$18.06
Industrial	\$18.00	\$18.86	\$21.59	\$26.37	\$22.79
Retail	\$14.02	\$12.89	\$15.48	\$17.85	\$15.11
Total	\$43.64	\$48.61	\$54.64	\$69.46	\$55.95

Annual

Type	2022	2023	2024	2025	YTD 2026
Office	\$93.25	\$43.88	\$53.82	\$71.28	\$18.06
Industrial	\$106.67	\$66.47	\$71.49	\$84.83	\$22.79
Retail	\$74.41	\$46.52	\$44.56	\$60.25	\$15.11
Total	\$274.33	\$156.87	\$169.87	\$216.35	\$55.95

Average Cap Rates



Quarterly

Type	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Office	7.52%	7.55%	7.53%	7.54%	7.51%
Industrial	6.22%	6.33%	6.38%	6.41%	6.44%
Retail	7.11%	7.03%	7.02%	7.00%	7.01%
Total	7.00%	6.98%	6.98%	6.98%	6.99%

Annual

Type	2022	2023	2024	2025	YTD 2026
Office	6.37%	7.11%	7.43%	7.54%	7.51%
Industrial	5.50%	5.86%	6.15%	6.41%	6.44%
Retail	6.58%	6.97%	7.14%	7.00%	7.01%
Total	6.29%	6.72%	6.98%	6.98%	6.99%



MULTI-TENANT OVERALL MARKET

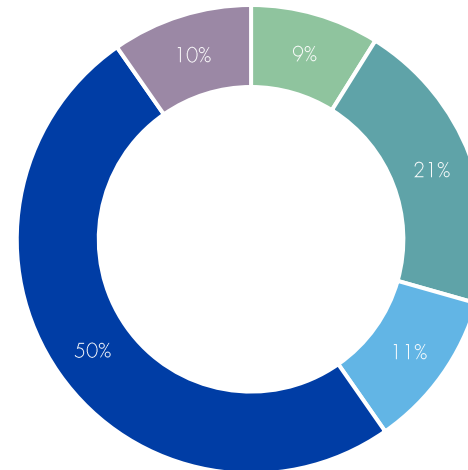
Buyer Distribution

Quarterly, by Property Type

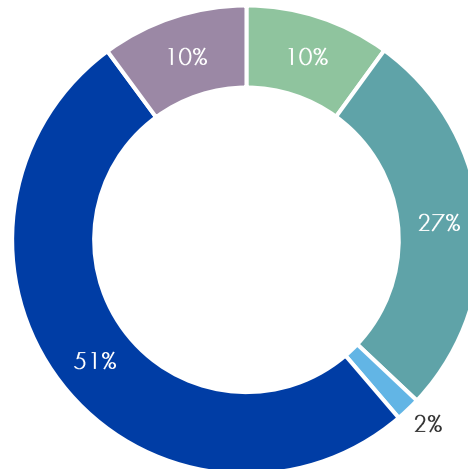
YTD as of Q1 2026

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

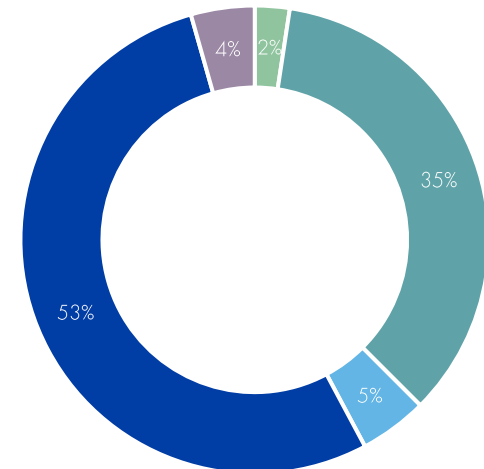
Multi-Tenant Office



Multi-Tenant Industrial



Multi-Tenant Retail



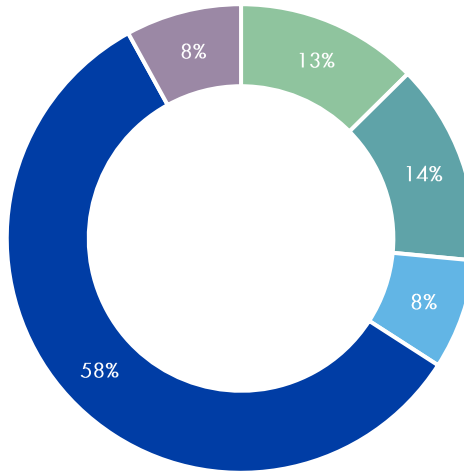
MULTI-TENANT OVERALL MARKET

Buyer Distribution Annual, Overall Market

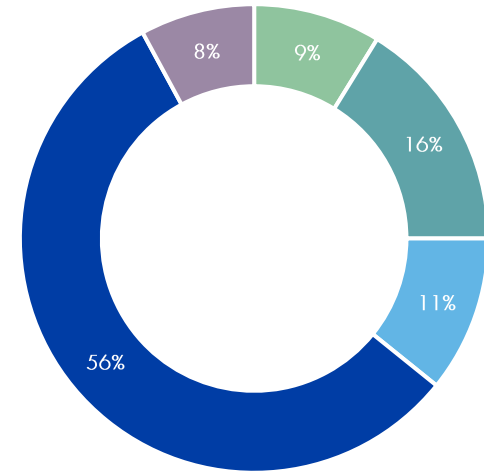
Annual

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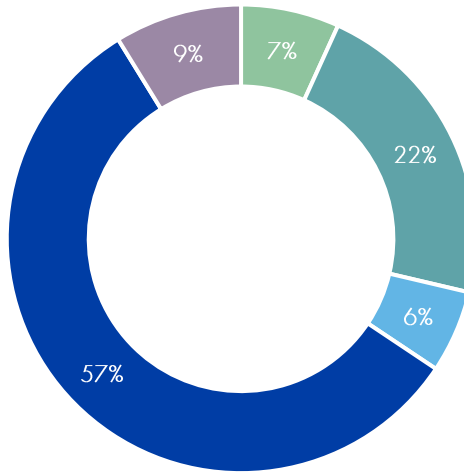
2023



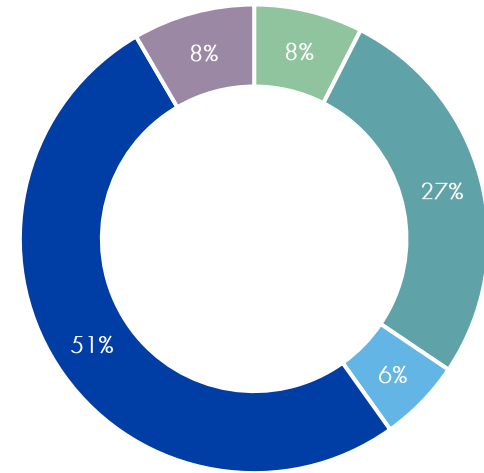
2024



2025



YTD 2026



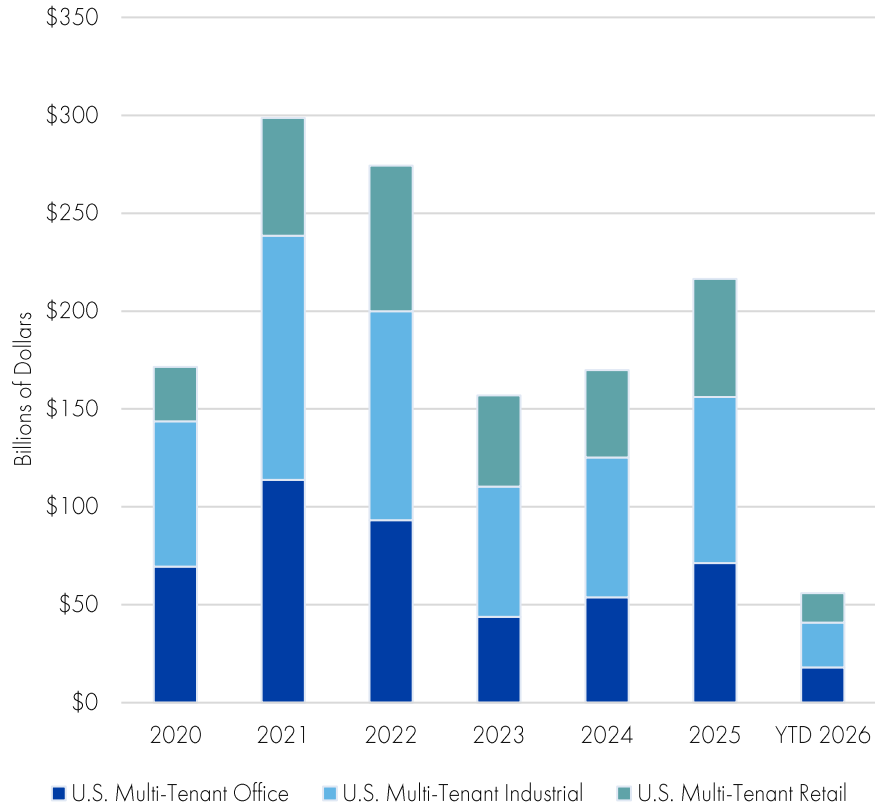
Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5M; graphs may not total 100 percent due to rounding



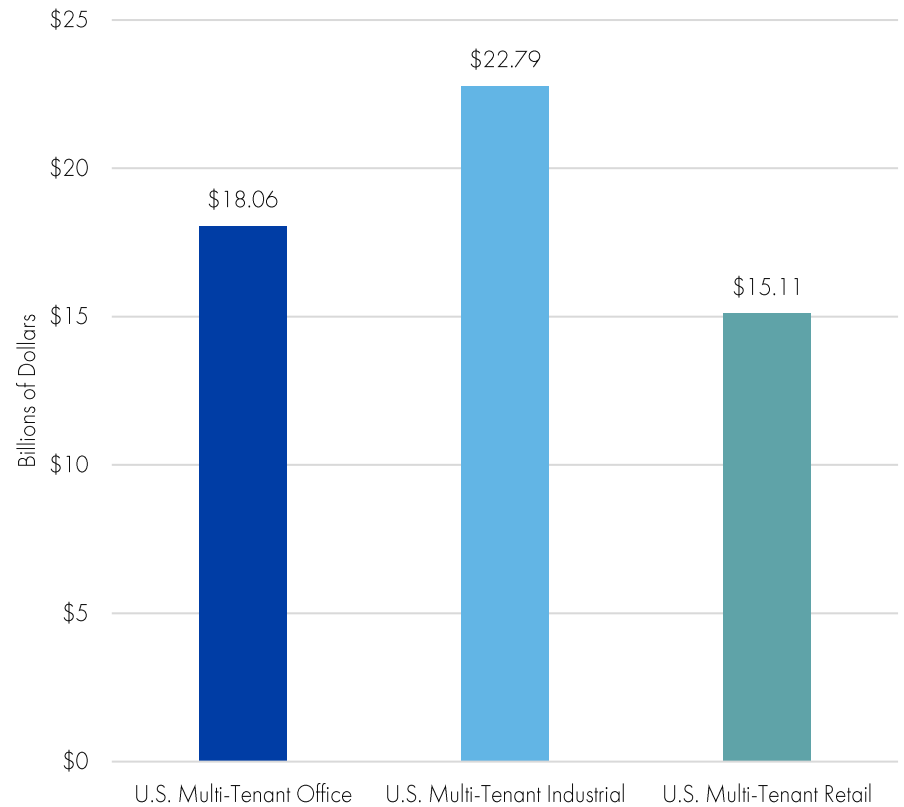
MULTI-TENANT OVERALL MARKET

Investment Sales Volume By Property Type

Annual



Q1 2026

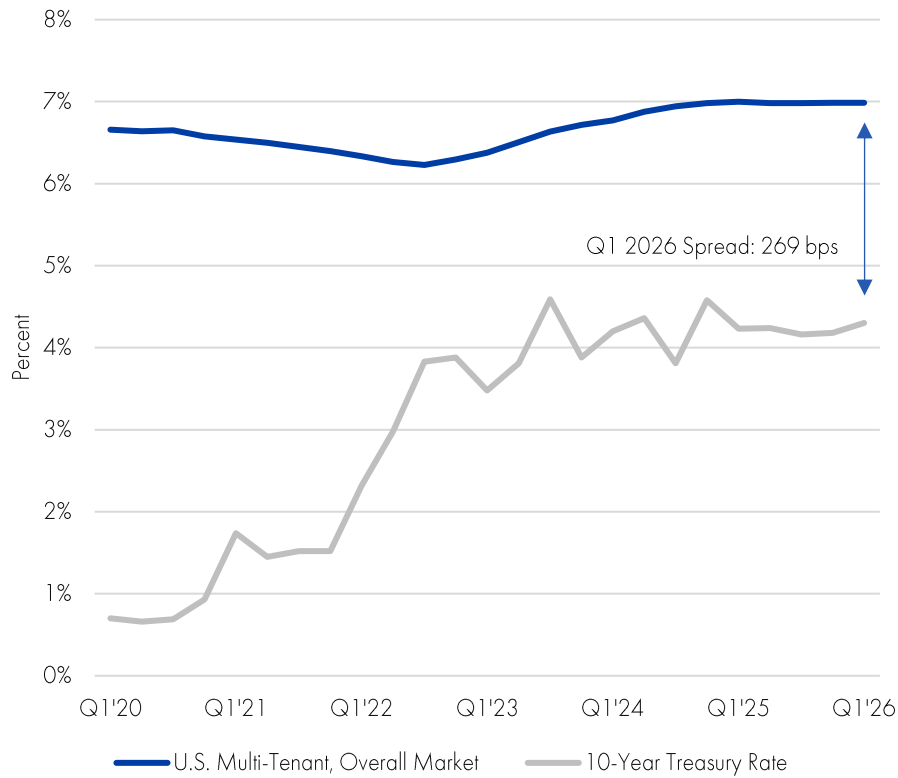


Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5M

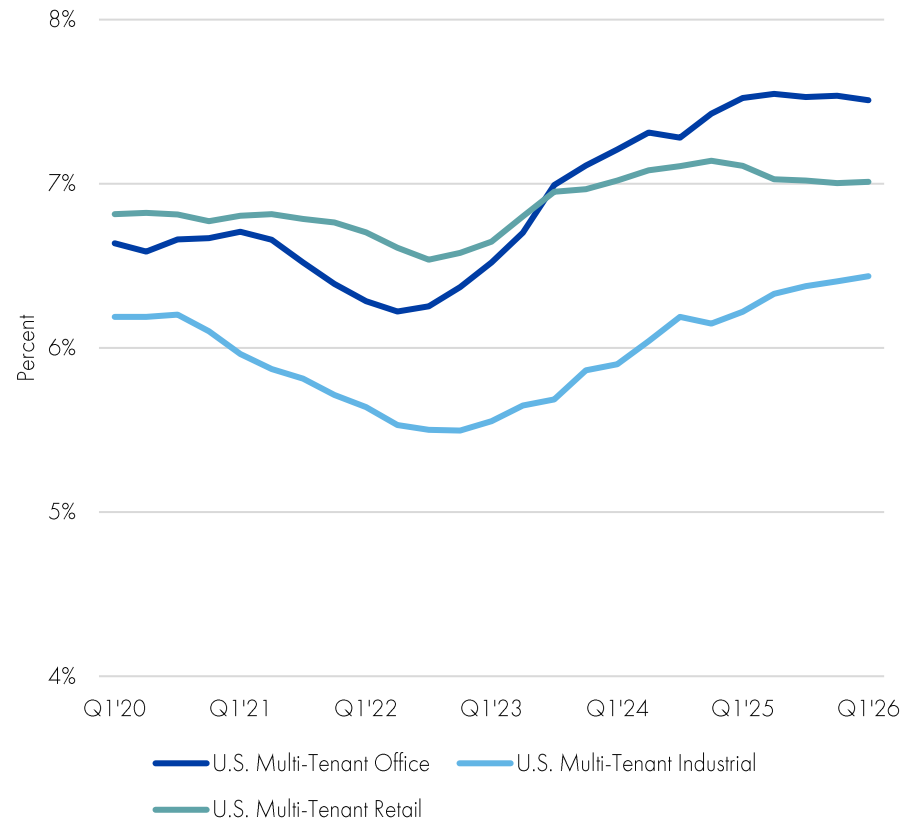
MULTI-TENANT OVERALL MARKET

Average Cap Rates

Overall Average Cap Rate vs. 10-Year Treasury, with Current Spread



Average Cap Rates, by Property Type



Source: Northmarq, Real Capital Analytics, U.S. Federal Reserve; analysis includes sales greater than \$2.5M; 10-year treasury graph includes quarter-end values and may not illustrate actual daily high or low points





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