



MULTI-TENANT | Q4 2025

# Industrial

## MULTI-TENANT INDUSTRIAL

### Market Fundamentals



Q4 2025 Investment Sales Volume	<b>\$25.16B</b>
Change from Last Quarter (Q3 '25)	<b>+15.9%</b>
Change from Last Year (Q4 '24)	<b>+3.1%</b>



Q4 2025 Overall Average Cap Rate	<b>6.43%</b>
Change from Last Quarter (Q3 '25)	<b>+5 bps</b>
Change from Last Year (Q4 '24)	<b>+27 bps</b>

### Overview | Multi-Tenant Industrial

The multi-tenant industrial sector recorded nearly \$25.2 billion in fourth quarter investment sales, up 15.9% from the previous quarter and 3.1% year-over-year. While volume has improved, 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 \$6.9 billion and accounting for 27.3% of total activity. The West followed with \$5.2 billion, representing 20.7% of the total, while the Southwest recorded \$4.9 billion, or 19.5%. The Midwest recorded \$3.6 billion in transactions, making up 14.3%, with the Mid-Atlantic and Northeast contributing \$2.4 billion, or 9.5%, and \$2.1 billion, or 8.5%, respectively.

The average cap rate rose 5 basis points to 6.43% in the last three months and is now up 27 basis points year-over-year. The Mid-Atlantic, Southeast, Southwest and West experienced quarterly declines, while the Midwest and Northeast recorded increases.

Private buyers accounted for 58% of multi-tenant industrial acquisitions through the fourth quarter of 2025, followed by institutional investors at 22%. 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	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Mid-Atlantic	\$1,576.50	\$2,084.41	\$1,103.23	\$1,442.37	\$2,380.39
Midwest	\$3,302.19	\$2,402.08	\$2,501.43	\$2,958.17	\$3,597.05
Northeast	\$2,443.20	\$1,883.94	\$1,802.21	\$1,940.92	\$2,141.74
Southeast	\$6,623.09	\$3,160.19	\$4,744.16	\$5,881.69	\$6,864.36
Southwest	\$5,902.67	\$3,685.63	\$3,561.76	\$4,897.69	\$4,917.06
West	\$4,549.07	\$4,745.80	\$4,547.42	\$4,596.34	\$5,202.77
<b>Total</b>	<b>\$24,396.72</b>	<b>\$18,039.18</b>	<b>\$18,602.70</b>	<b>\$21,717.17</b>	<b>\$25,164.53</b>

##### Annual

Type	2021	2022	2023	2024	2025
Mid-Atlantic	\$10,397.93	\$8,484.74	\$5,244.83	\$4,712.69	\$7,010.39
Midwest	\$22,420.53	\$15,621.14	\$8,893.41	\$10,085.71	\$11,458.72
Northeast	\$11,404.55	\$10,773.47	\$7,122.95	\$6,698.33	\$7,768.81
Southeast	\$25,394.84	\$22,661.90	\$14,286.37	\$17,547.74	\$20,650.40
Southwest	\$21,615.52	\$16,478.66	\$11,206.29	\$15,641.36	\$17,062.14
West	\$33,075.61	\$32,665.16	\$18,999.48	\$16,435.50	\$19,092.32
<b>Total</b>	<b>\$124,308.98</b>	<b>\$106,685.08</b>	<b>\$66,355.69</b>	<b>\$71,381.19</b>	<b>\$83,523.57</b>

#### Average Cap Rates



##### Quarterly

Type	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Mid-Atlantic	6.19%	6.18%	6.31%	6.74%	6.68%
Midwest	7.59%	7.60%	7.59%	7.41%	7.54%
Northeast	5.84%	6.03%	6.25%	6.33%	6.52%
Southeast	6.35%	6.39%	6.44%	6.36%	6.35%
Southwest	6.19%	6.38%	6.61%	6.70%	6.61%
West	5.65%	5.55%	5.62%	5.70%	5.69%
<b>Total</b>	<b>6.16%</b>	<b>6.24%</b>	<b>6.34%</b>	<b>6.38%</b>	<b>6.43%</b>

##### Annual

Type	2021	2022	2023	2024	2025
Mid-Atlantic	6.21%	5.72%	6.59%	6.19%	6.68%
Midwest	6.90%	6.66%	7.20%	7.59%	7.54%
Northeast	5.21%	5.31%	6.00%	5.84%	6.52%
Southeast	5.86%	5.65%	5.87%	6.35%	6.35%
Southwest	5.70%	5.32%	5.64%	6.19%	6.61%
West	5.02%	4.81%	5.30%	5.65%	5.69%
<b>Total</b>	<b>5.71%</b>	<b>5.49%</b>	<b>5.86%</b>	<b>6.16%</b>	<b>6.43%</b>

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



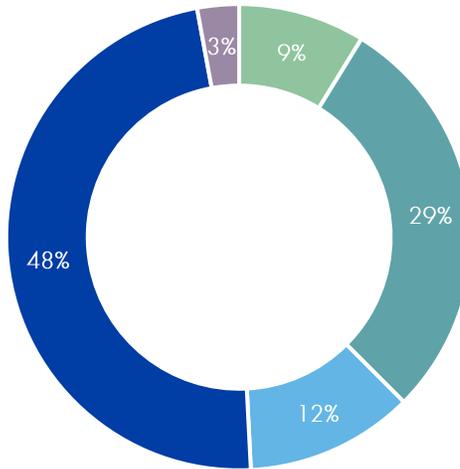
# MULTI-TENANT INDUSTRIAL

## Buyer Distribution

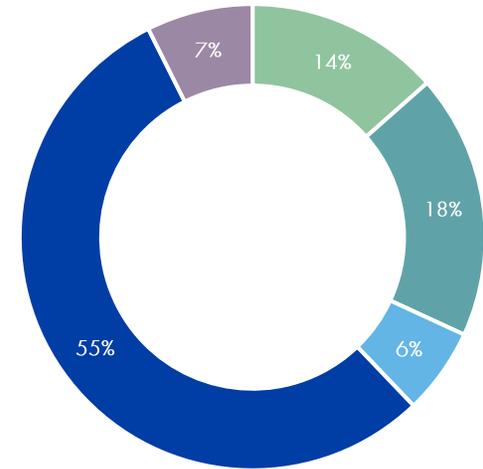
### Annual

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

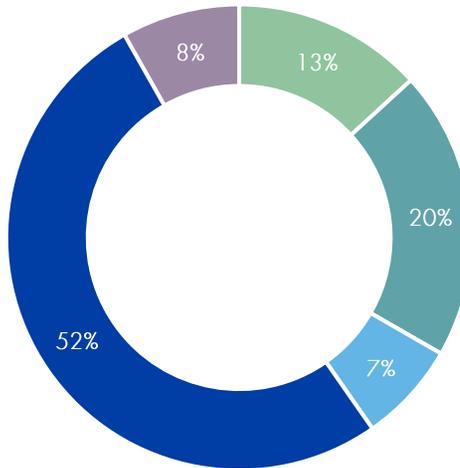
2022



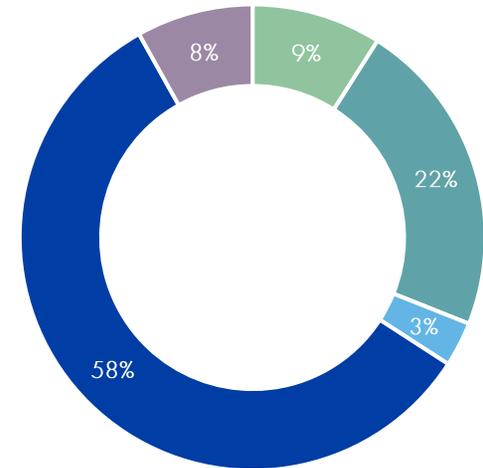
2023



2024



2025



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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