



MULTI-TENANT | Q3 2025

Overall Market

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

northmarq.com

MULTI-TENANT OVERALL MARKET

Market Fundamentals



Q3 2025 Investment Sales Volume	\$47.73B
Change from Last Quarter (Q2 '25)	+0.6%
Change from Last Year (Q3 '24)	+20.3%



Q3 2025 Overall Average Cap Rate	7.05%
Change from Last Quarter (Q2 '25)	+8 bps
Change from Last Year (Q3 '24)	+16 bps

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

Overview | Multi-Tenant Overall Market

Multi-tenant investment sales totaled \$47.7B in the third quarter, bringing year-to-date volume to \$138.7B. While activity was nearly flat compared to the second quarter, it was up 20.3% year-over-year.

Industrial transactions totaled \$17.7B in volume, continuing to represent the largest share of activity at 37.1%, though down from 44.1% one year ago. Office transactions followed at \$15.9B, or 33.4% of total deal volume, up from 29.9% last year. Retail transactions accounted for \$14.1B, or 29.5%, an increase from 25.8% one year earlier.

Cap rates rose eight basis points to an average of 7.05%, continuing a slow upward trend. The overall average is now 16 basis points higher than a year ago, with office posting the largest year-over-year increase.

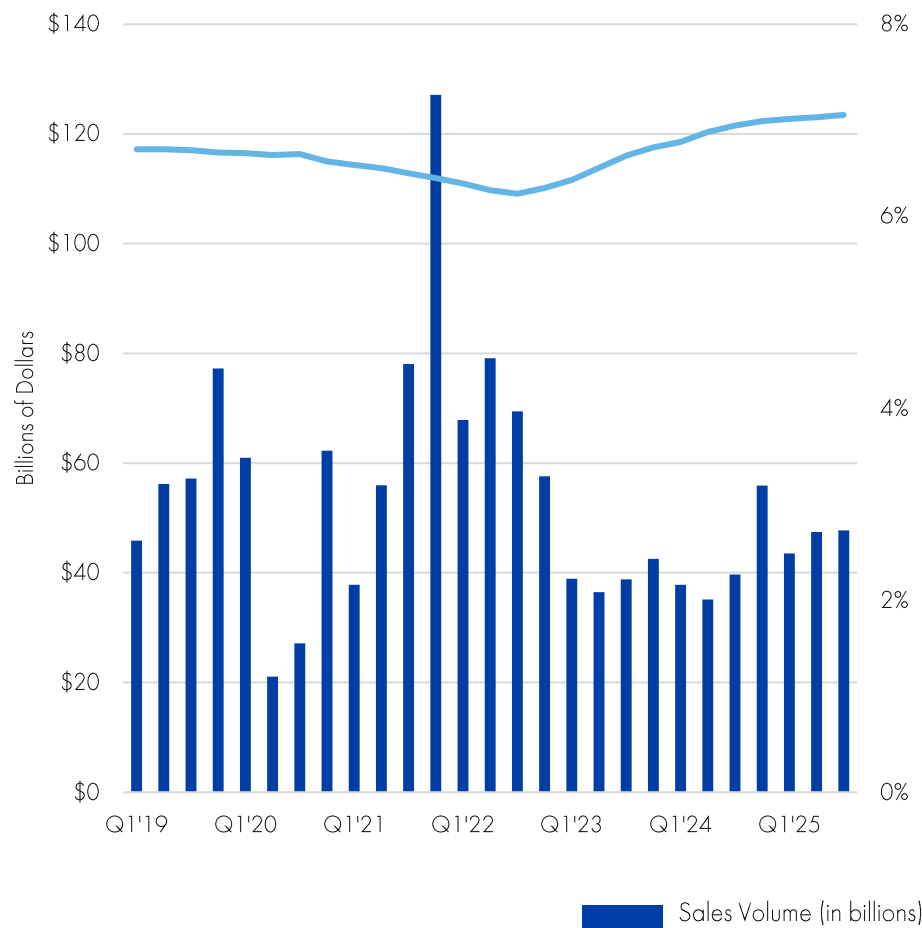
Private buyers accounted for 56% of multi-tenant acquisitions through the third quarter of 2025, followed by institutional investors at 22%. The share of institutional acquisitions has increased by 9% since 2023, while private investment activity has declined 2% over the same period.



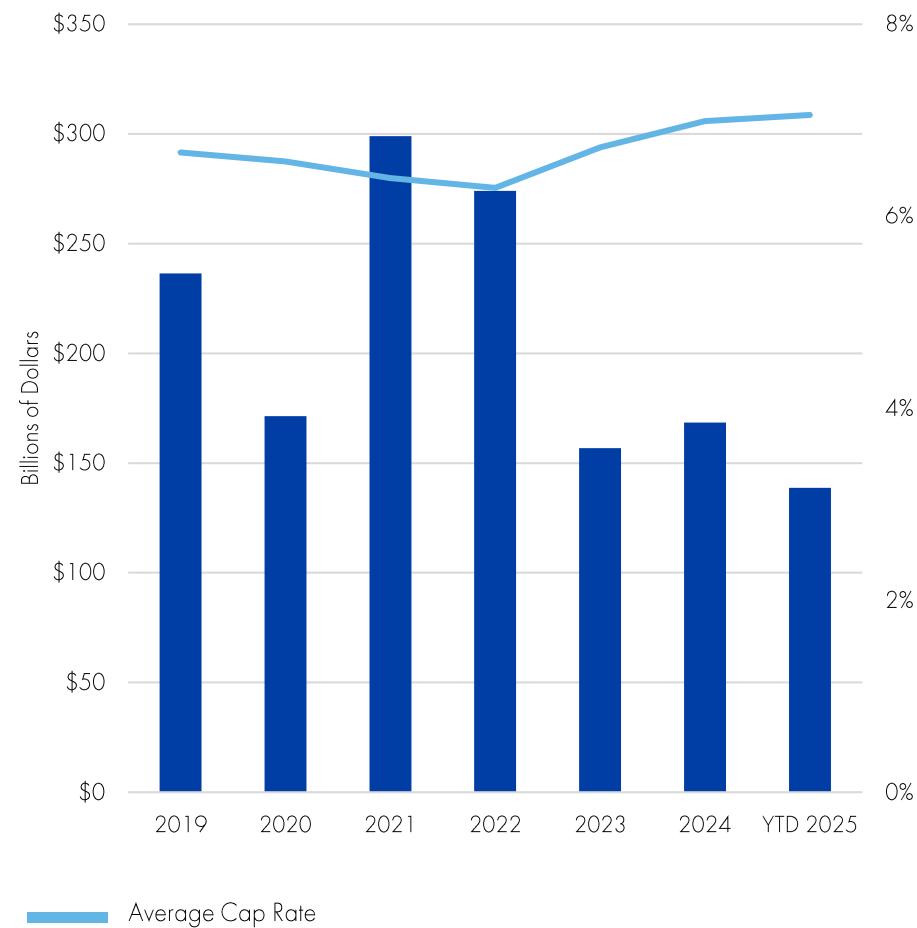
MULTI-TENANT OVERALL MARKET

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	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Office	\$11.84	\$18.98	\$11.50	\$16.35	\$15.95
Industrial	\$17.60	\$24.17	\$18.02	\$18.20	\$17.70
Retail	\$10.22	\$12.74	\$14.03	\$12.90	\$14.08
Total	\$39.67	\$55.89	\$43.55	\$47.45	\$47.73

Annual

Type	2021	2022	2023	2024	YTD 2025
Office	\$113.53	\$93.14	\$43.82	\$53.43	\$43.81
Industrial	\$125.33	\$106.50	\$66.33	\$71.07	\$53.92
Retail	\$60.11	\$74.36	\$46.59	\$44.00	\$53.75
Total	\$298.97	\$274.01	\$156.74	\$168.50	\$138.73

Average Cap Rates



Quarterly

Type	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Office	7.28%	7.43%	7.54%	7.56%	7.55%
Industrial	6.20%	6.17%	6.22%	6.35%	6.40%
Retail	7.11%	7.14%	7.12%	7.07%	7.11%
Total	6.95%	6.99%	7.02%	7.03%	7.05%

Annual

Type	2021	2022	2023	2024	YTD 2025
Office	6.39%	6.37%	7.11%	7.43%	7.55%
Industrial	5.71%	5.50%	5.86%	6.17%	6.40%
Retail	6.77%	6.58%	6.97%	7.14%	7.11%
Total	6.40%	6.30%	6.72%	6.99%	7.05%



MULTI-TENANT OVERALL MARKET

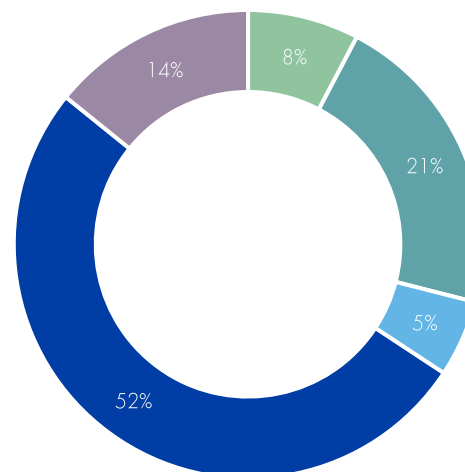
Buyer Distribution

Quarterly, by Property Type

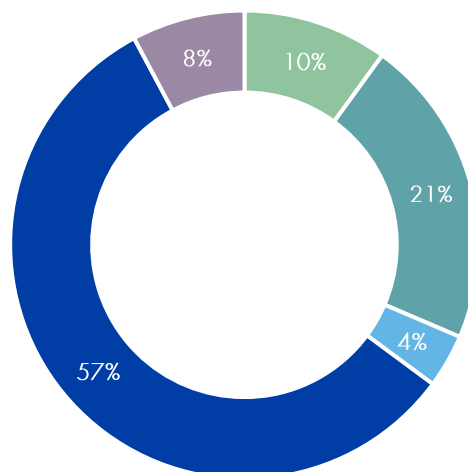
YTD as of Q3 2025



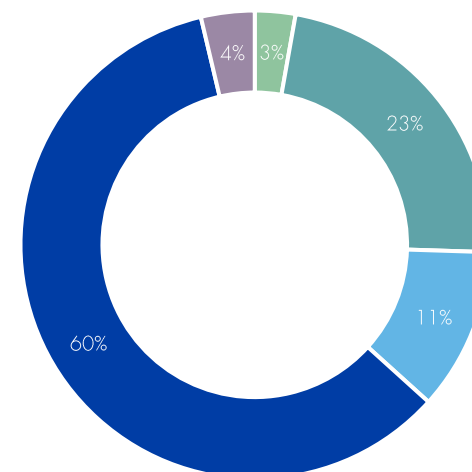
Multi-Tenant Office



Multi-Tenant Industrial



Multi-Tenant Retail

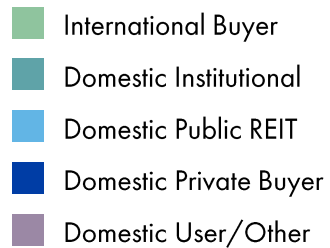


MULTI-TENANT OVERALL MARKET

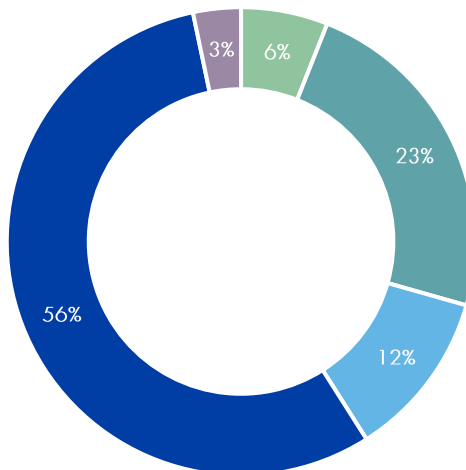
Buyer Distribution

Annual, Overall Market

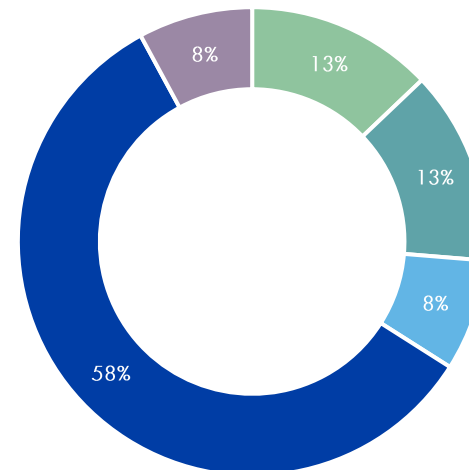
Annual



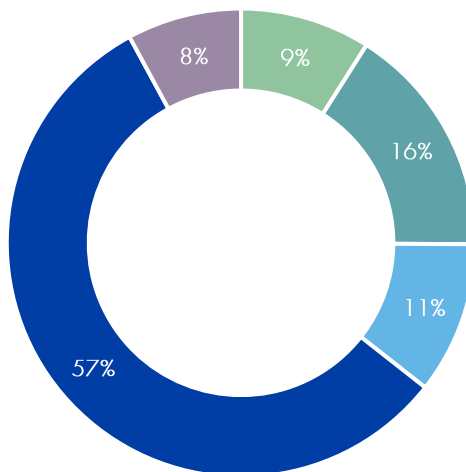
2022



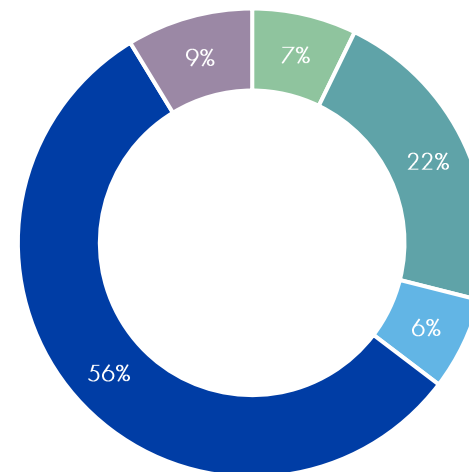
2023



2024



YTD 2025

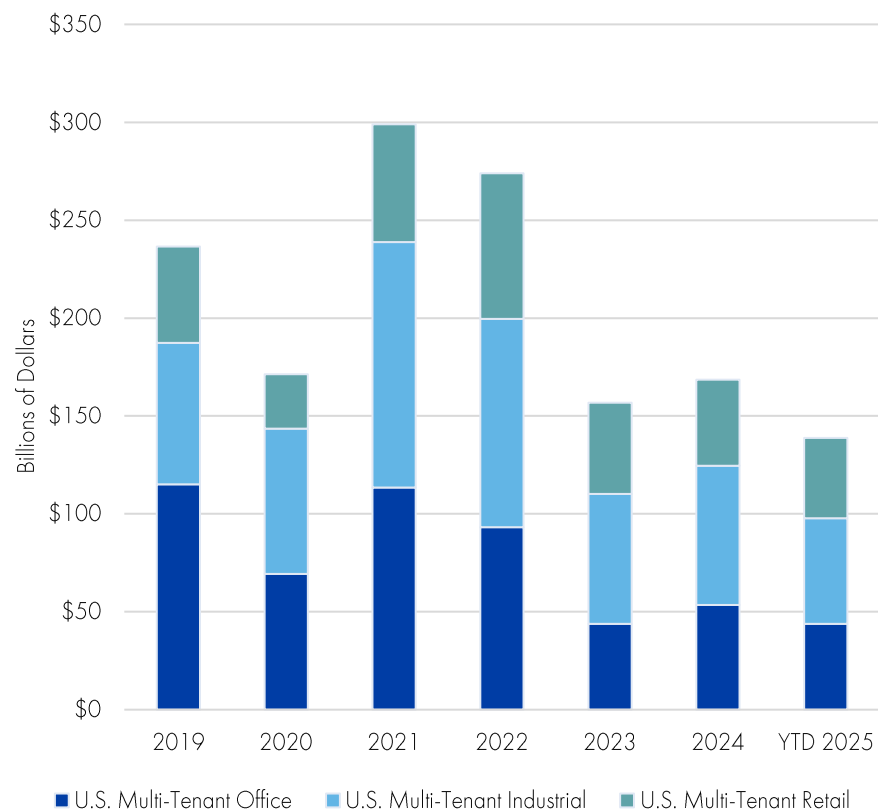


MULTI-TENANT OVERALL MARKET

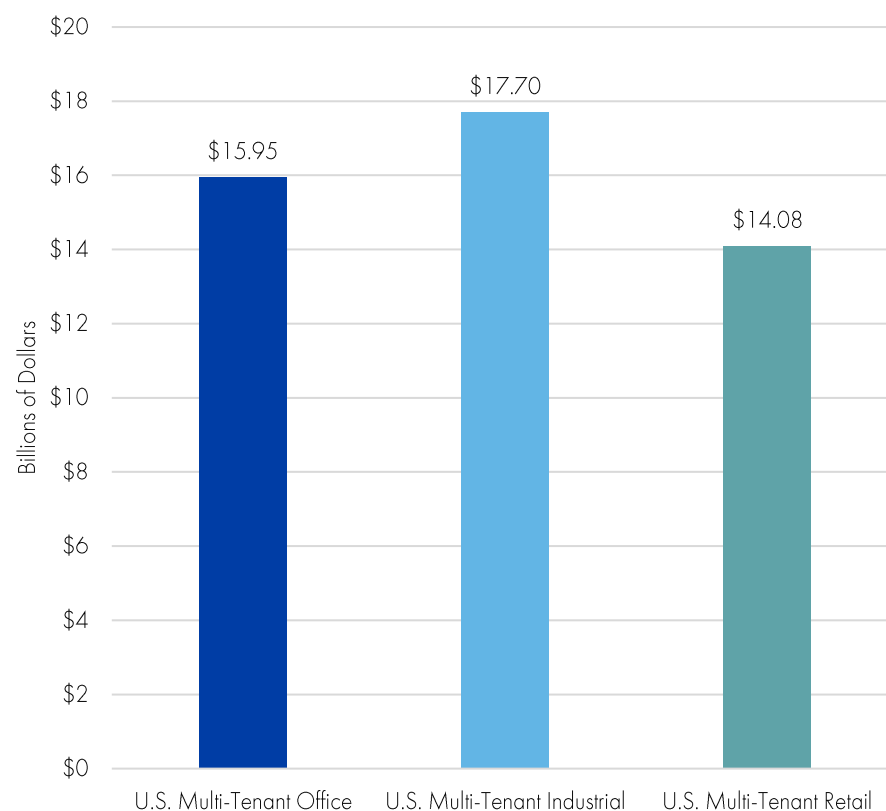
Investment Sales Volume

By Property Type

 Annual



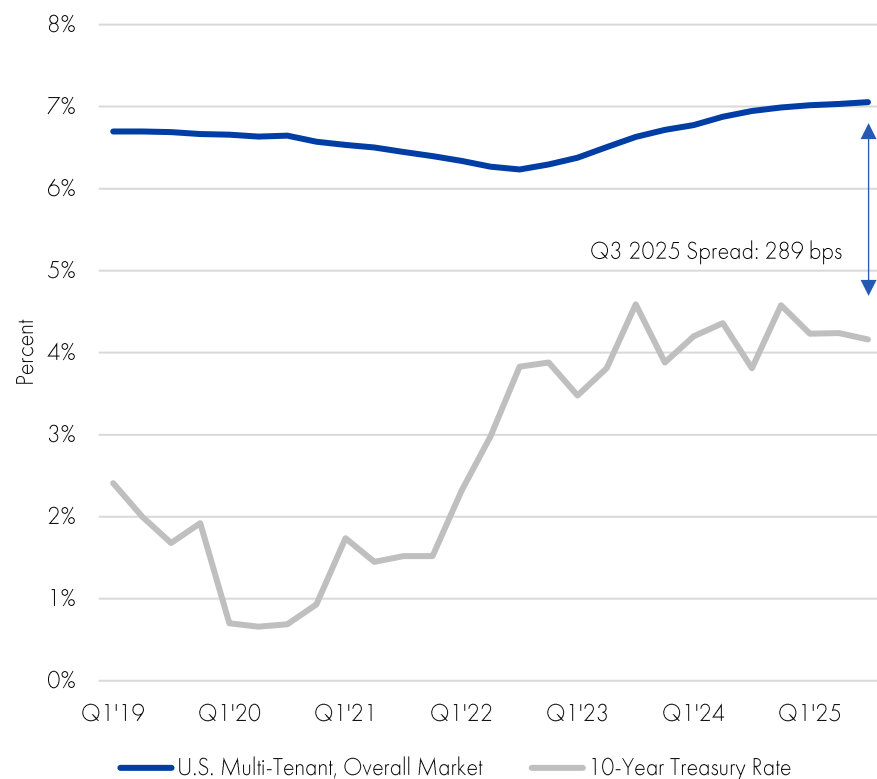
 Q3 2025



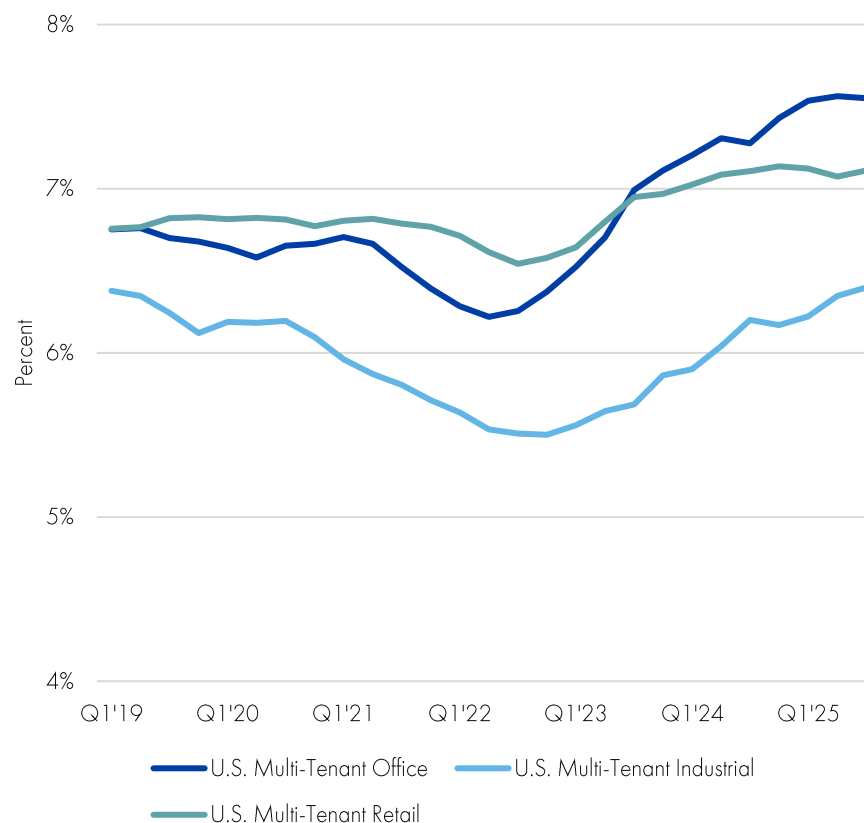
MULTI-TENANT OVERALL MARKET

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





JOHN TAGG

Research Manager

jtagg@northmarq.com

northmarq.com/trends-insights/research-library/marketsnapshot

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