



MULTI-TENANT | Q4 2025

Overall Market

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

northmarq.com

MULTI-TENANT OVERALL MARKET

Market Fundamentals



Q4 2025 Investment Sales Volume	\$65.26B
Change from Last Quarter (Q3 '25)	+19.6%
Change from Last Year (Q4 '24)	+16.0%



Q4 2025 Overall Average Cap Rate	7.00%
Change from Last Quarter (Q3 '25)	+1 bp
Change from Last Year (Q4 '24)	+1 bp

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

Overview | Multi-Tenant Overall Market

Multi-tenant investment sales totaled \$65.3 billion in the fourth quarter, bringing full-year volume to \$211.8 billion. Activity was up nearly 20% from the previous quarter and by 16.0% year-over-year. Annual volume improved 25.2% from 2024.

Industrial transactions totaled \$25.2 billion in volume, continuing to represent the largest share of activity at 38.6%, though down from 43.4% one year ago. Office transactions followed at \$23.0 billion, or 35.2% of total deal volume, up from 33.8% last year. Retail transactions accounted for \$17.2 billion, or 26.3%, an increase from 22.8% one year earlier.

Cap rates rose by a single basis point to an average of 7.00%, nearly unchanged from the third quarter. The overall average is just a single basis point higher than a year ago, with industrial posting the largest year-over-year increase.

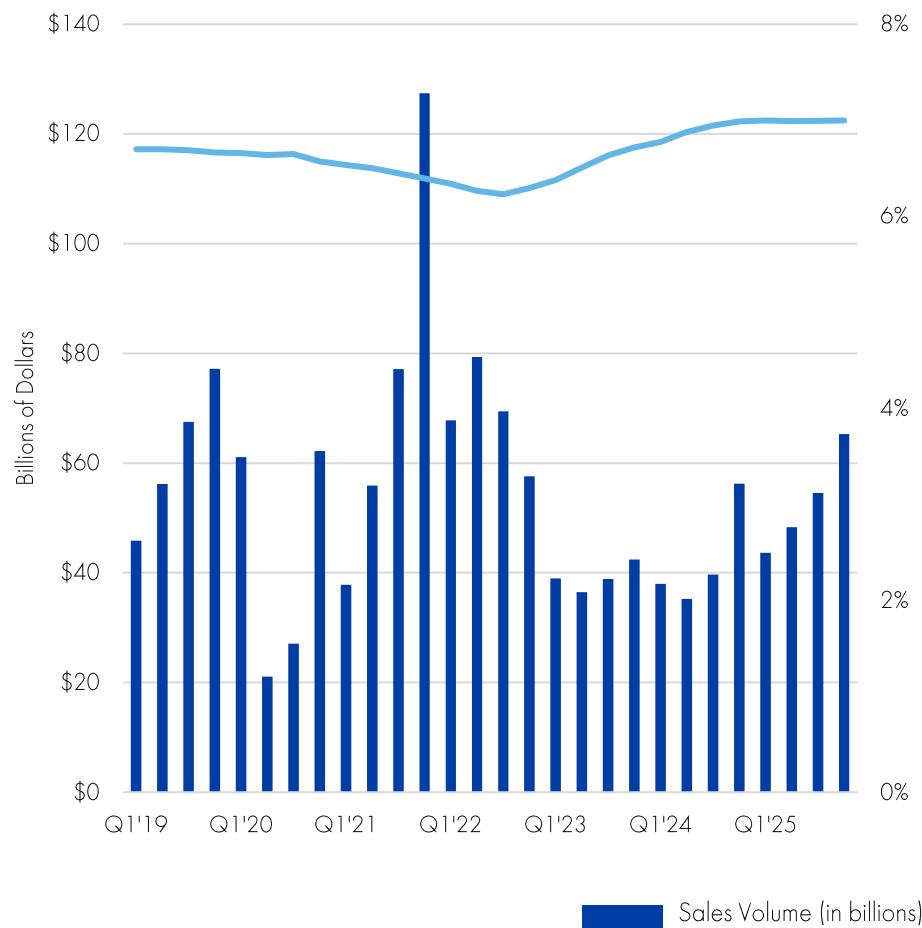
Private buyers accounted for 57% of multi-tenant acquisitions through the third quarter of 2025, followed by institutional investors at 22%. The share of institutional acquisitions has increased by 8% since 2023, while private investment activity has declined 1% over the same period.



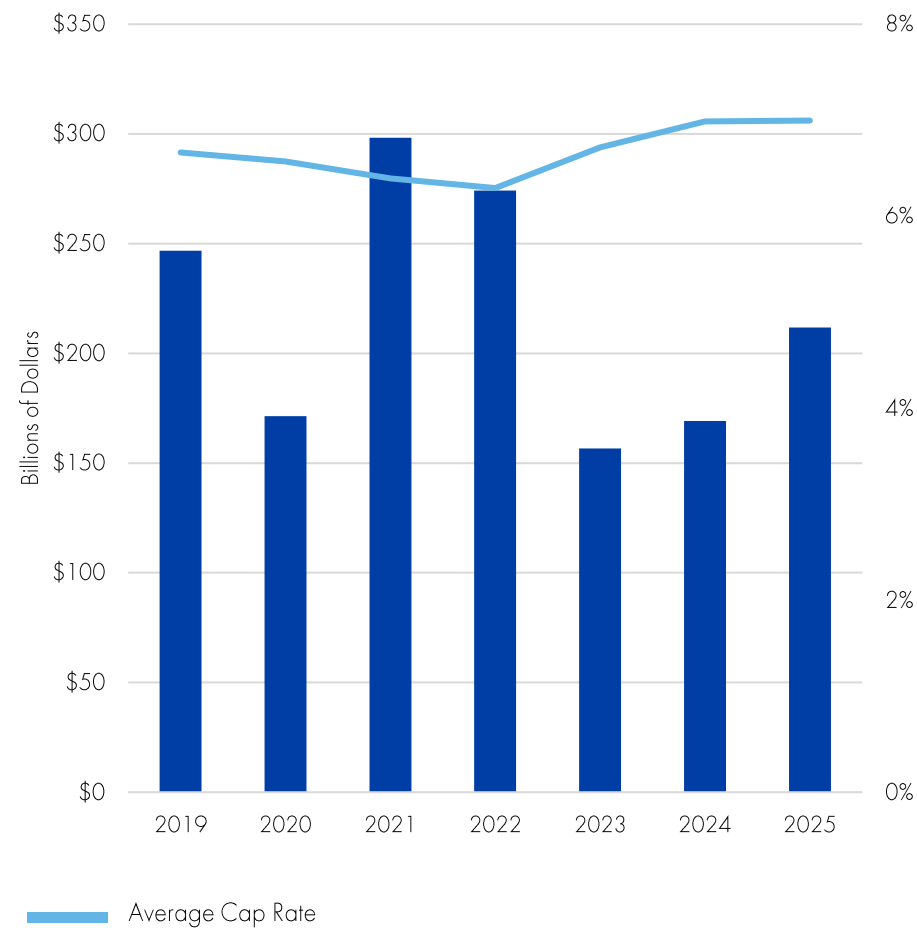
MULTI-TENANT OVERALL MARKET

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	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Office	\$19.01	\$11.64	\$16.81	\$17.36	\$22.95
Industrial	\$24.40	\$18.04	\$18.60	\$21.72	\$25.16
Retail	\$12.83	\$13.96	\$12.89	\$15.48	\$17.15
Total	\$56.24	\$43.64	\$48.31	\$54.55	\$65.26

Annual

Type	2021	2022	2023	2024	2025
Office	\$113.81	\$93.15	\$43.84	\$53.50	\$68.76
Industrial	\$124.31	\$106.69	\$66.36	\$71.38	\$83.52
Retail	\$60.13	\$74.39	\$46.52	\$44.30	\$59.48
Total	\$298.24	\$274.23	\$156.72	\$169.18	\$211.76

Average Cap Rates



Quarterly

Type	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Office	7.43%	7.51%	7.54%	7.52%	7.53%
Industrial	6.16%	6.24%	6.34%	6.38%	6.43%
Retail	7.14%	7.11%	7.04%	7.04%	7.01%
Total	6.99%	7.00%	6.99%	6.99%	7.00%

Annual

Type	2021	2022	2023	2024	2025
Office	6.39%	6.37%	7.11%	7.43%	7.53%
Industrial	5.71%	5.49%	5.86%	6.16%	6.43%
Retail	6.76%	6.58%	6.97%	7.14%	7.01%
Total	6.40%	6.29%	6.72%	6.99%	7.00%



MULTI-TENANT OVERALL MARKET

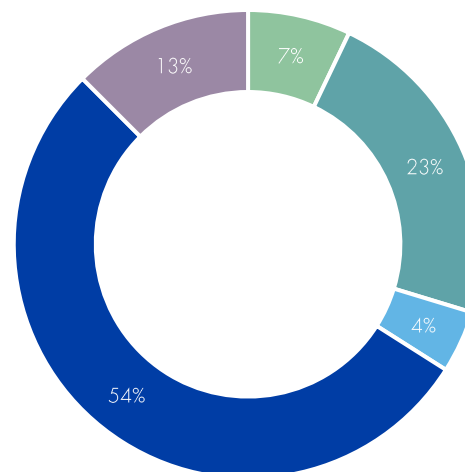
Buyer Distribution

Quarterly, by Property Type

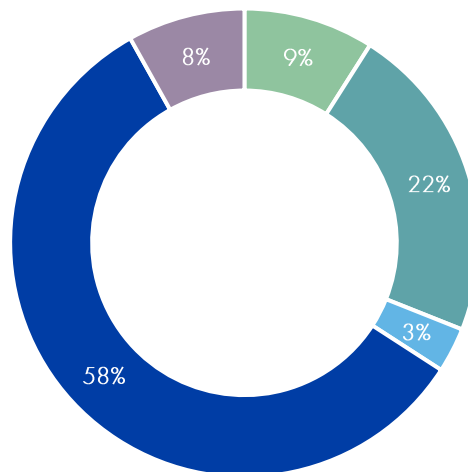
YTD as of Q4 2025



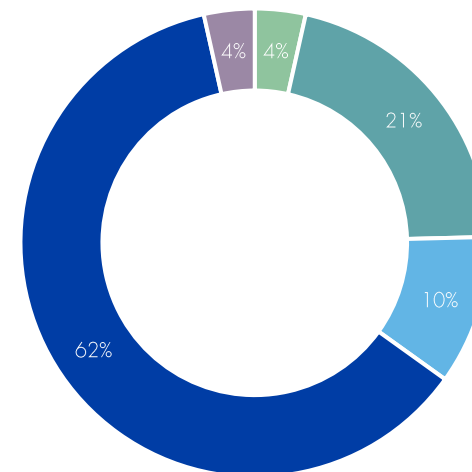
Multi-Tenant Office



Multi-Tenant Industrial



Multi-Tenant Retail



MULTI-TENANT OVERALL MARKET

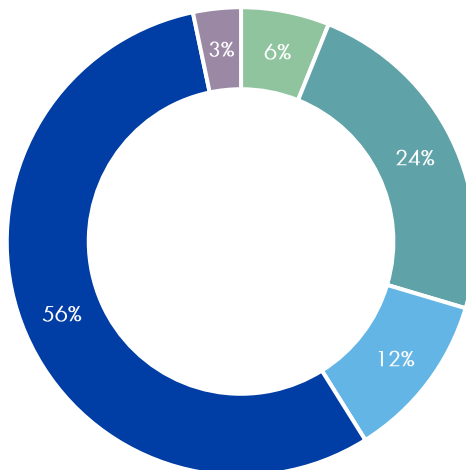
Buyer Distribution

Annual, Overall Market

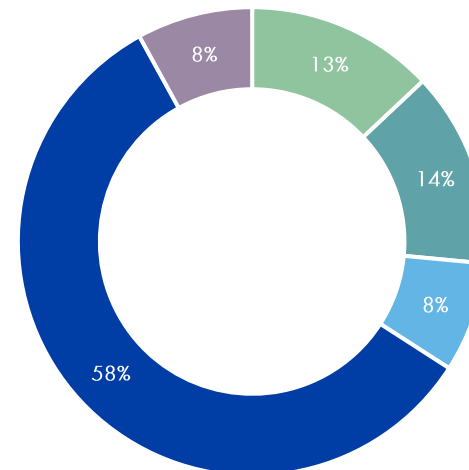
Annual



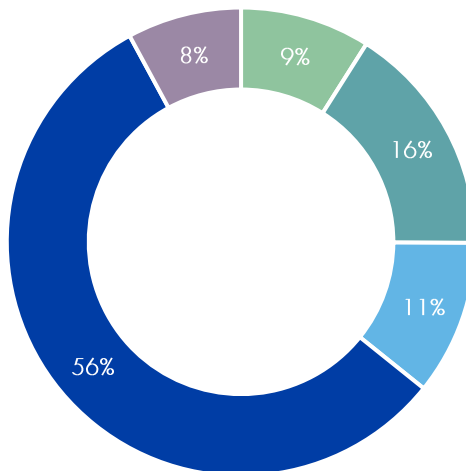
2022



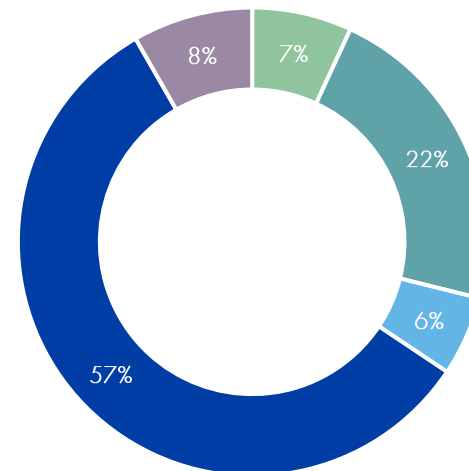
2023



2024



2025

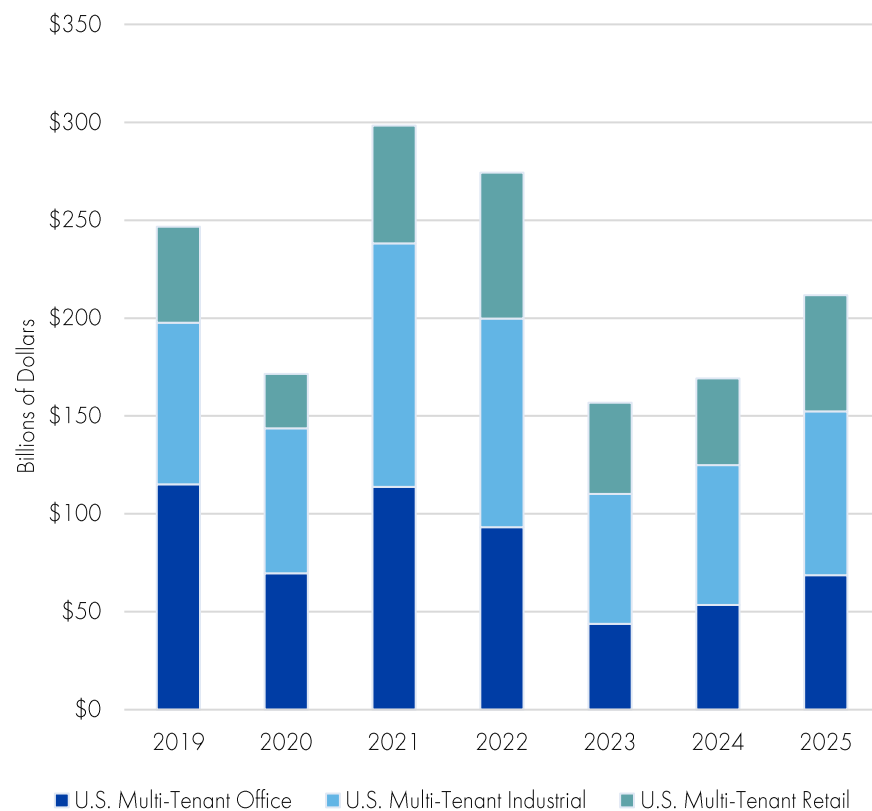


MULTI-TENANT OVERALL MARKET

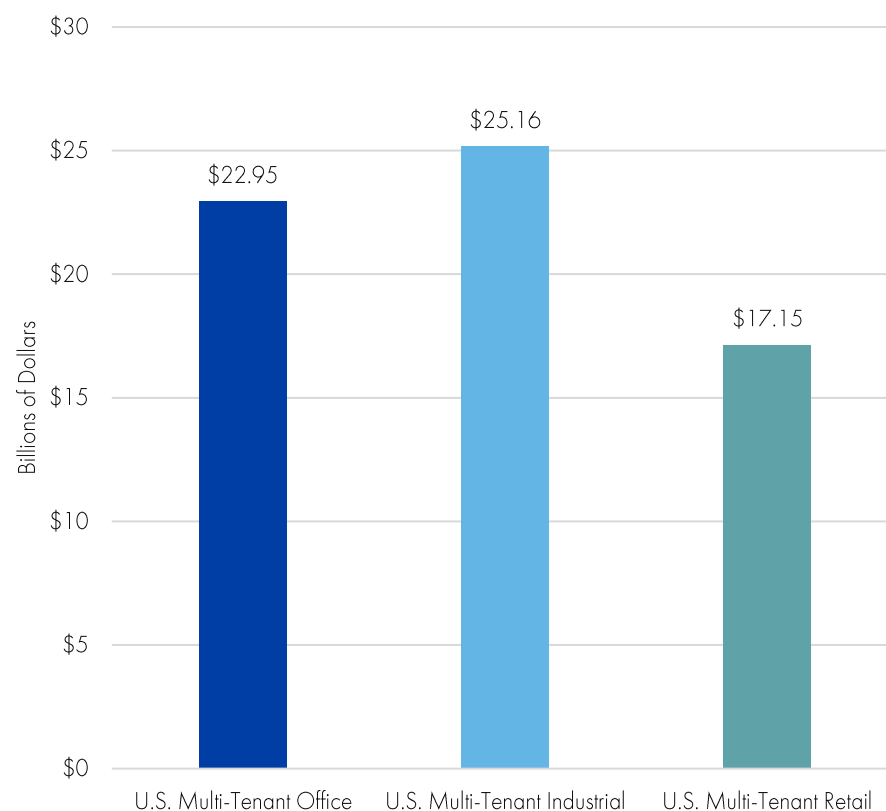
Investment Sales Volume

By Property Type

 Annual



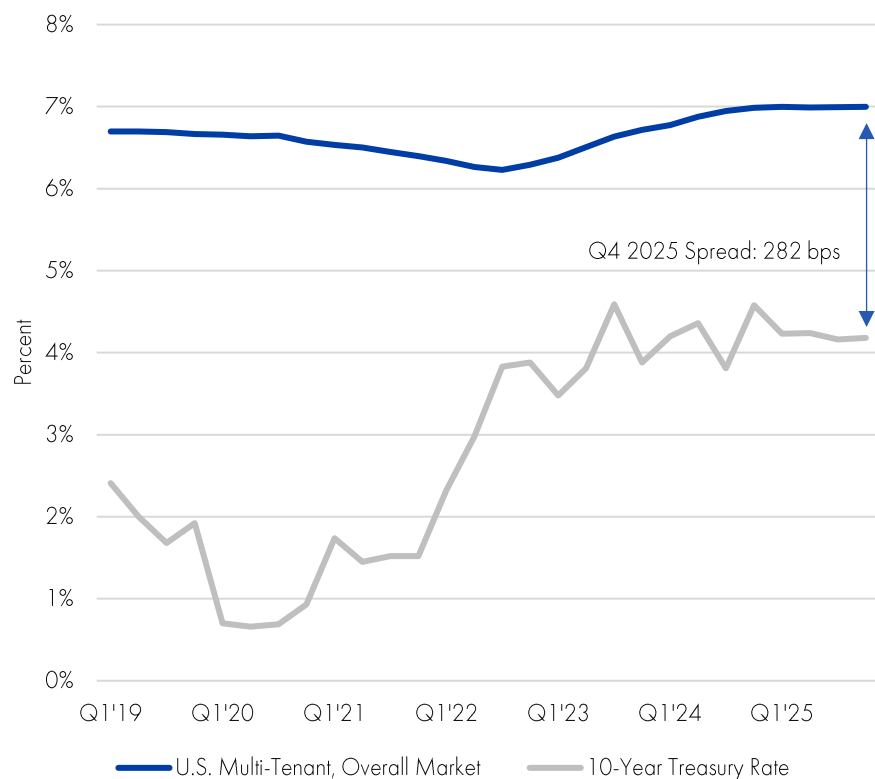
 Q4 2025



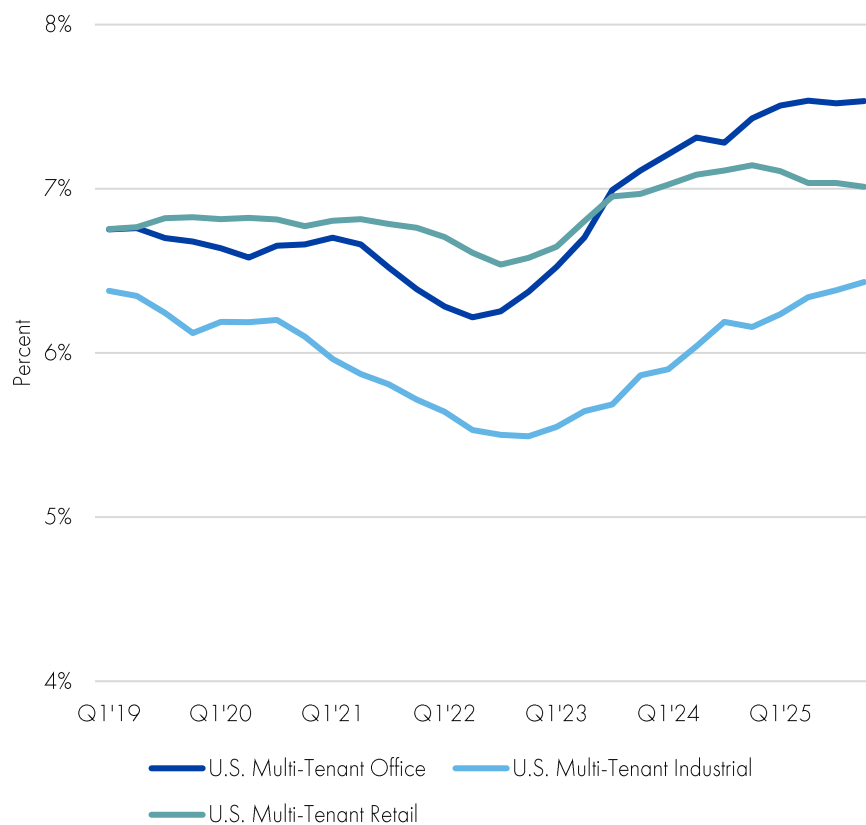
MULTI-TENANT OVERALL MARKET

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





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