

MULTI-TENANT | Q4 2025



# Overall Market

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

[northmarq.com](http://northmarq.com)

## MULTI-TENANT OVERALL MARKET

### Market Fundamentals



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



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

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.

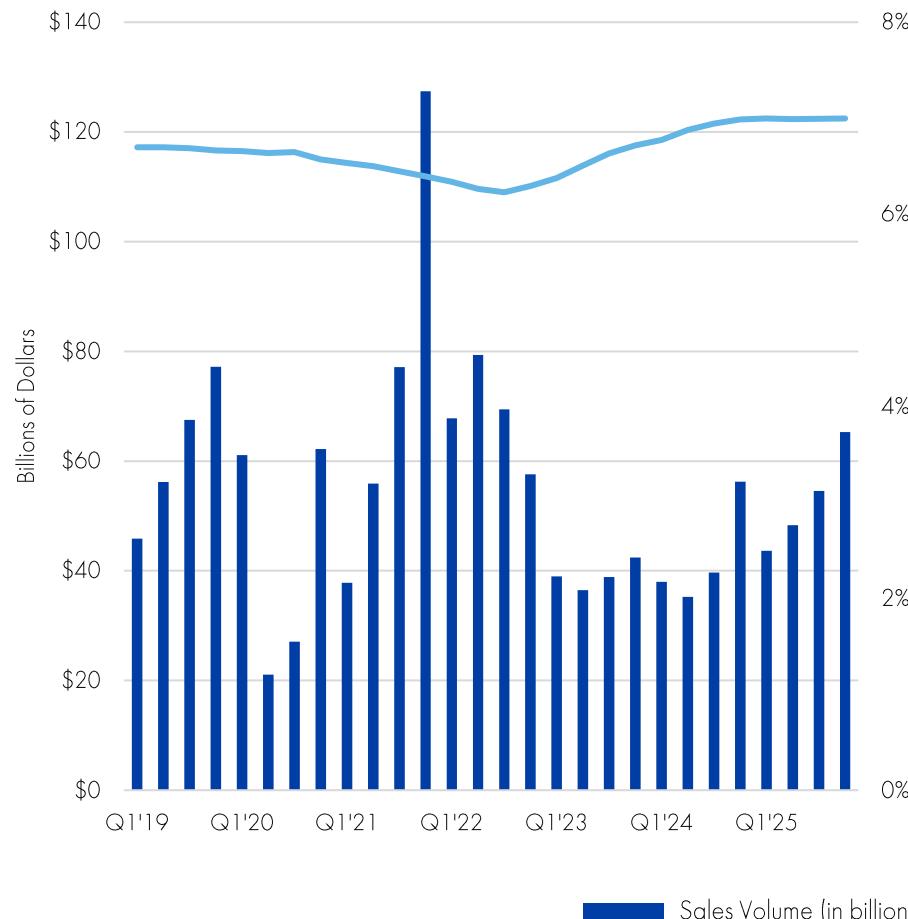
Private buyers accounted for 57% of multi-tenant acquisitions through the third quarter of 2025, followed by institutional investors at 22%. The share of institutional acquisitions has increased by 8% since 2023, while private investment activity has declined 1% over the same period.



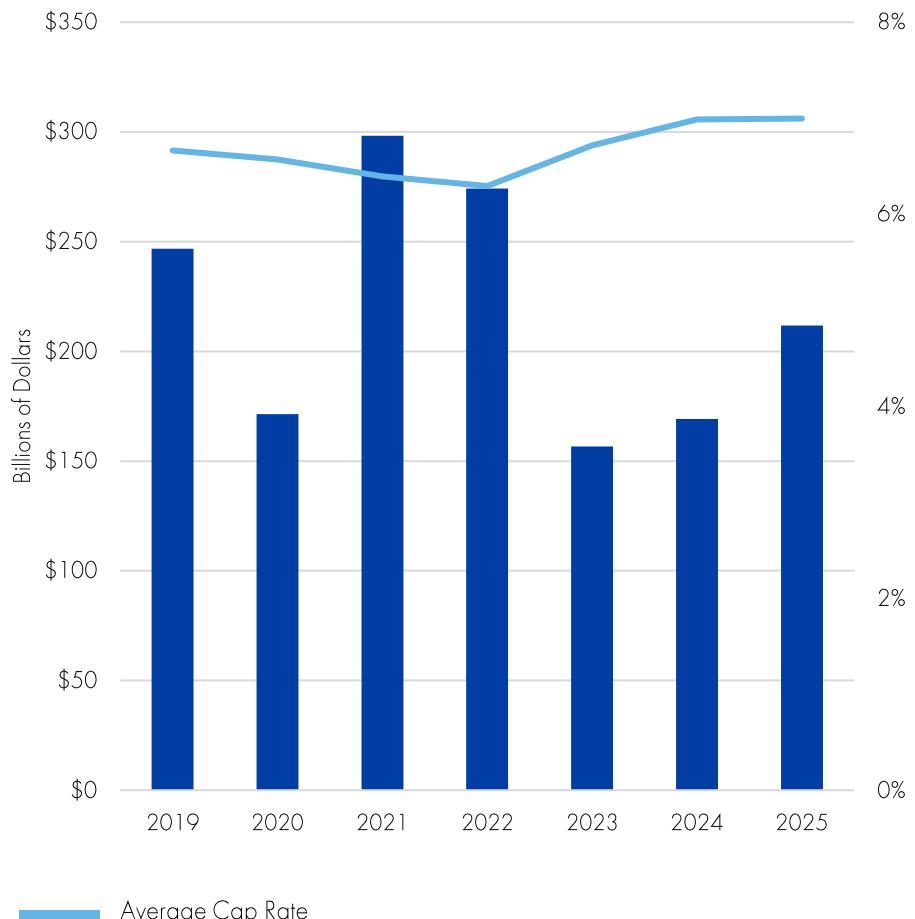
## MULTI-TENANT OVERALL MARKET

### Investment Sales Volume & Average Cap Rates

Q Quarterly



A 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
<b>Total</b>	<b>\$56.24</b>	<b>\$43.64</b>	<b>\$48.31</b>	<b>\$54.55</b>	<b>\$65.26</b>

##### 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
<b>Total</b>	<b>\$298.24</b>	<b>\$274.23</b>	<b>\$156.72</b>	<b>\$169.18</b>	<b>\$211.76</b>

#### 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%
<b>Total</b>	<b>6.99%</b>	<b>7.00%</b>	<b>6.99%</b>	<b>6.99%</b>	<b>7.00%</b>

##### 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%
<b>Total</b>	<b>6.40%</b>	<b>6.29%</b>	<b>6.72%</b>	<b>6.99%</b>	<b>7.00%</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 OVERALL MARKET

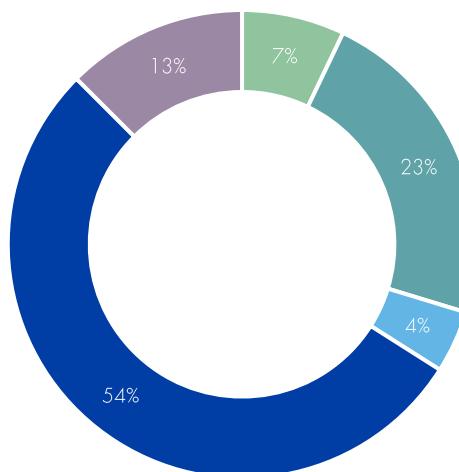
### Buyer Distribution

Quarterly, by Property Type

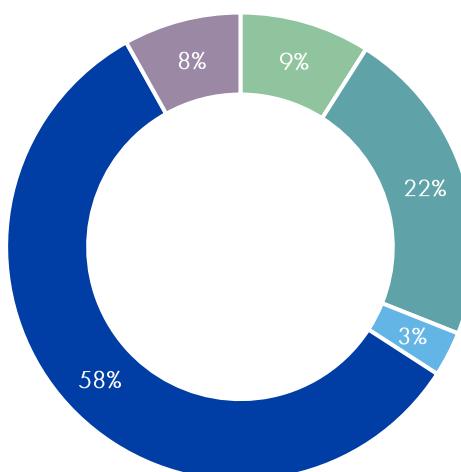
YTD as of Q4 2025

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

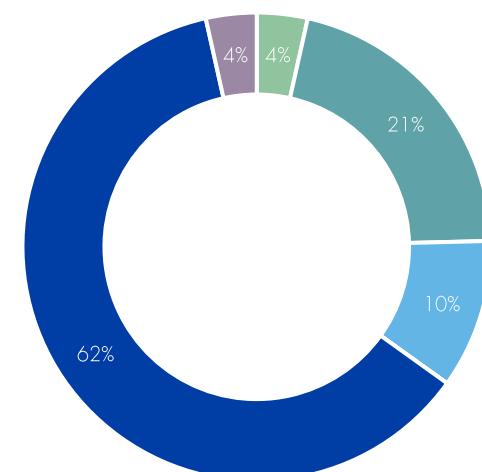
Multi-Tenant Office



Multi-Tenant Industrial



Multi-Tenant Retail



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



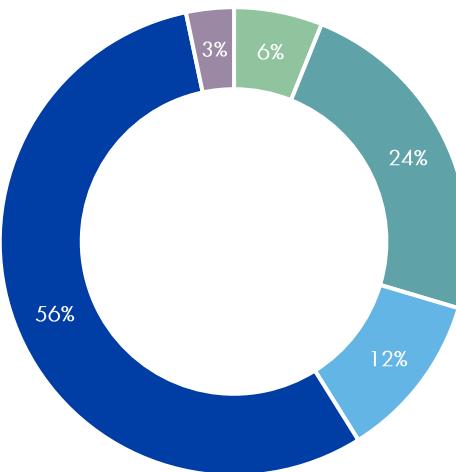
## MULTI-TENANT OVERALL MARKET

### Buyer Distribution Annual, Overall Market

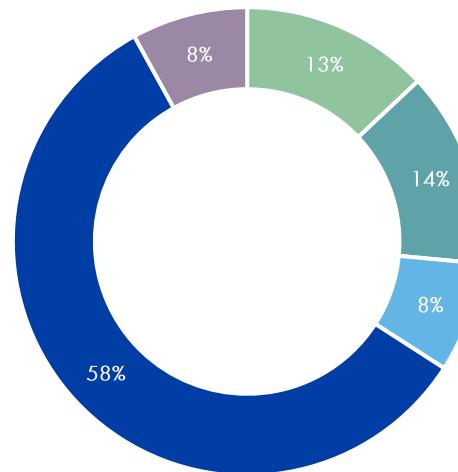
Annual

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

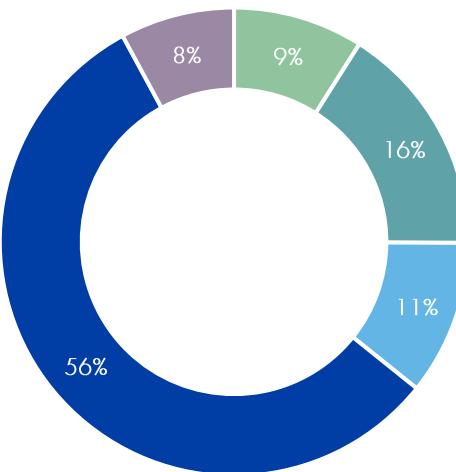
2022



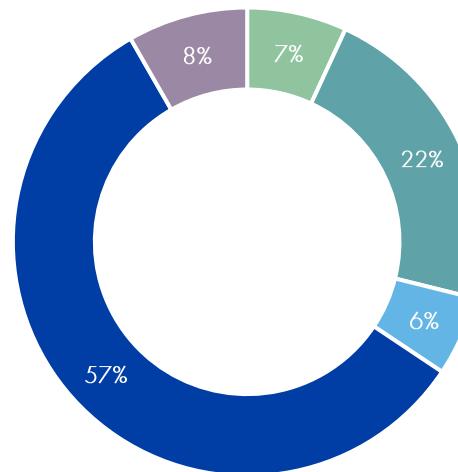
2023



2024



2025



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

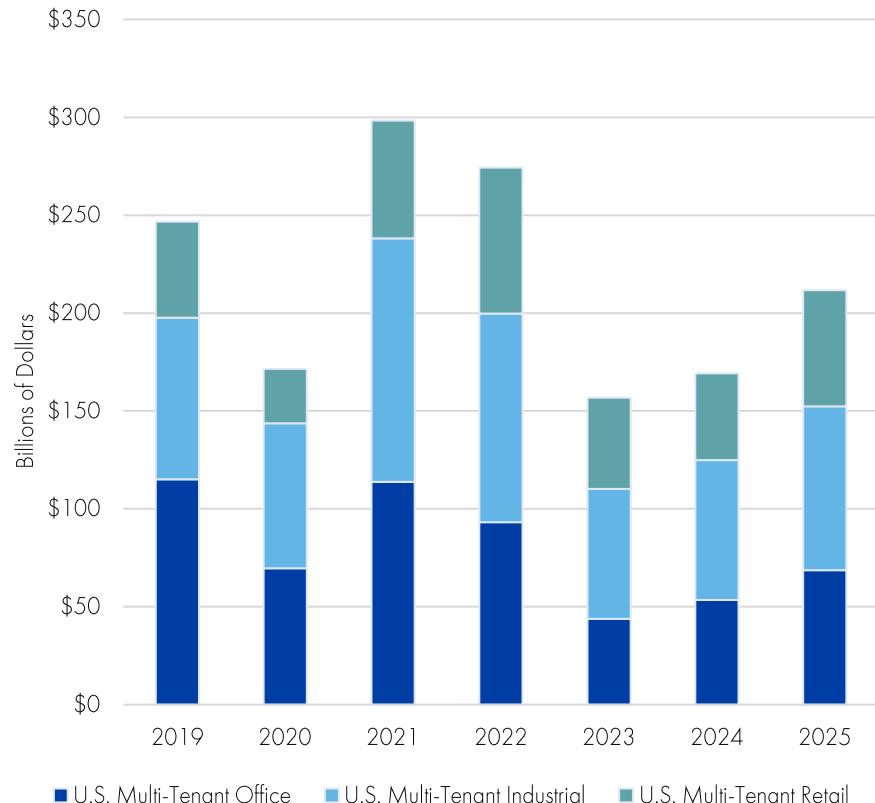


## MULTI-TENANT OVERALL MARKET

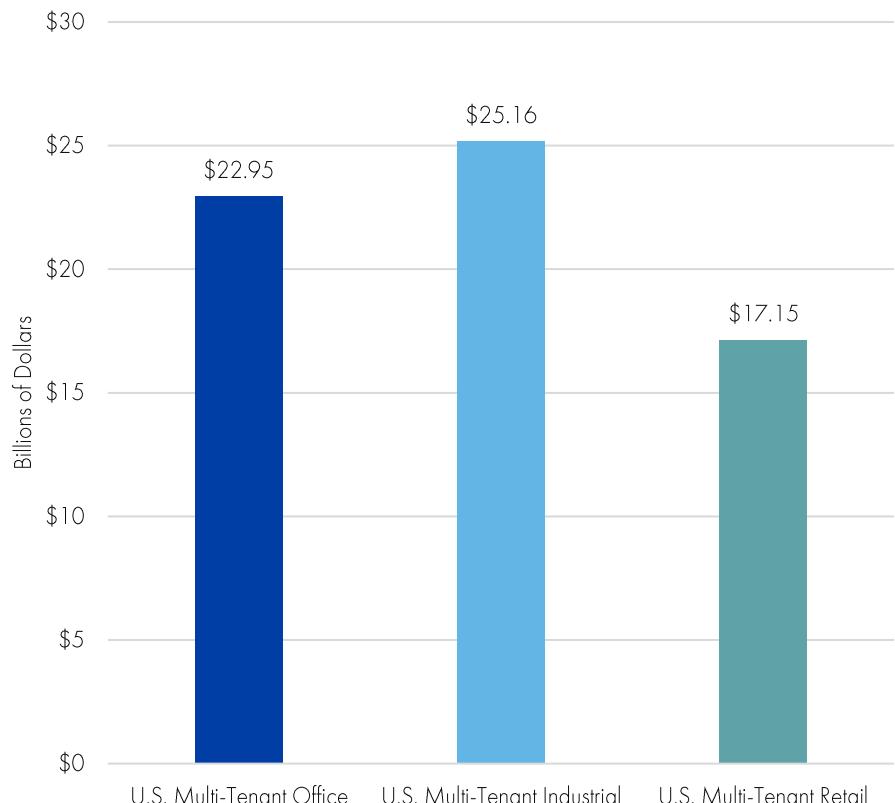
### Investment Sales Volume

By Property Type

 **Annual**



 **Q4 2025**



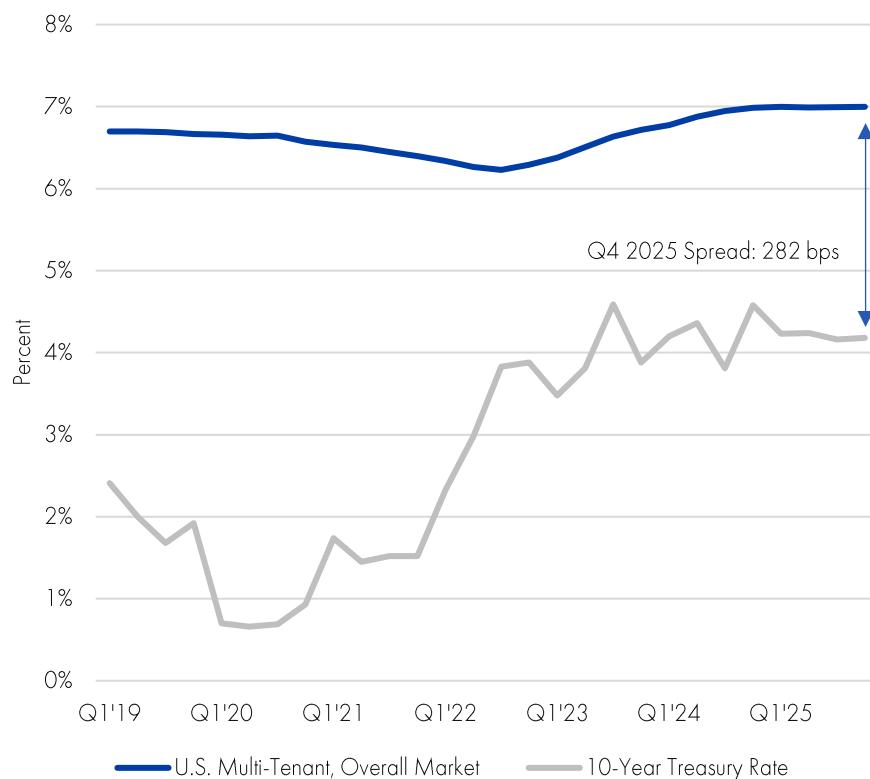
Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5m



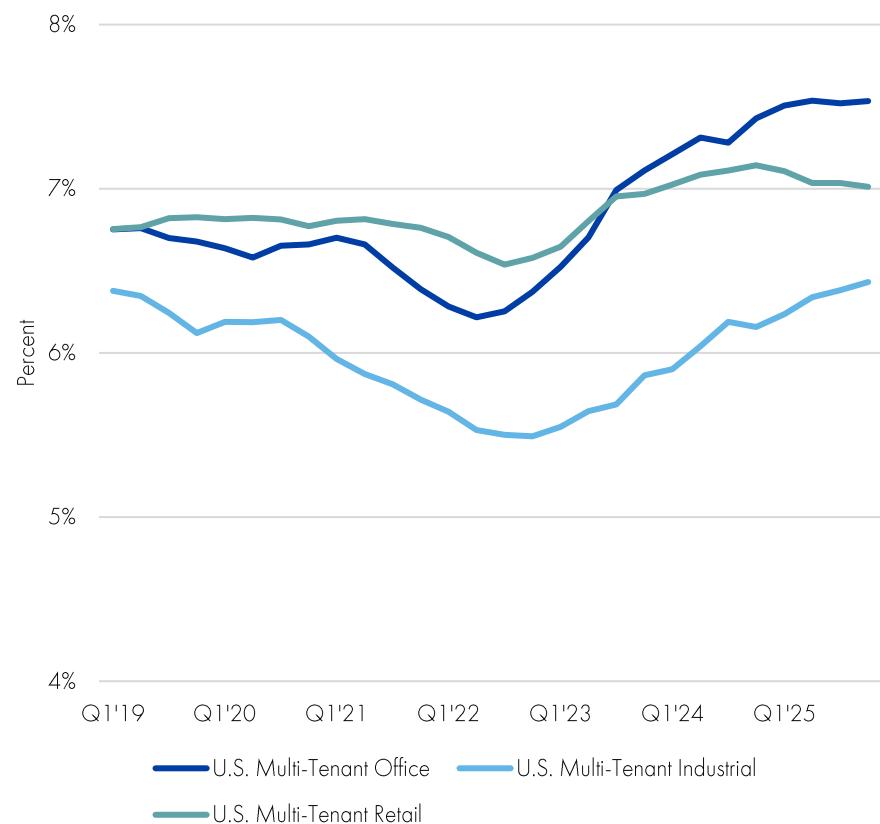
## MULTI-TENANT OVERALL MARKET

### 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





## JOHN TAGG

*Research Manager*

jtagg@northmarq.com

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