



Overall Market

SINGLE-TENANT OVERALL MARKET

Market Fundamentals



Q4 2025 Investment Sales Volume	\$16.01B
Change from Last Quarter (Q3 '25)	+39.1%
Change from Last Year (Q4 '24)	+12.8%



Q4 2025 Overall Average Cap Rate	6.87%
Change from Last Quarter (Q3 '25)	+2 bps
Change from Last Year (Q4 '24)	+5 bps

Overview | Single-Tenant Overall Market

Single-tenant investment sales totaled \$16.0 billion in the fourth quarter, lifting full-year volume to \$51.4 billion. Activity surged 39.1% quarter-over-quarter and increased 12.8% year-over-year.

Industrial transactions totaled \$8.8 billion in volume, continuing to represent the largest share of activity at 55.2%, though down from 61.2% one year ago. Office transactions followed at \$3.8 billion, or 24.0% of total deal volume, up from 18.3% last year. Retail transactions accounted for \$3.3 billion, or 20.8%, a slight improvement from 20.5% one year earlier.

Cap rates inched up 2 basis points from the previous quarter to an average of 6.87%, similar to averages throughout 2025. The overall average is now 5 basis points higher than a year ago, with office posting the largest year-over-year increase.

Private buyers accounted for 53% of single-tenant acquisition volume through the fourth quarter of 2025, up from 43% in 2024, followed by institutional investors at 20%, slightly above 17% last year. REIT/Listed activity as a share of total transaction volume declined sharply, falling from 17% in 2024 to 8% in 2025.



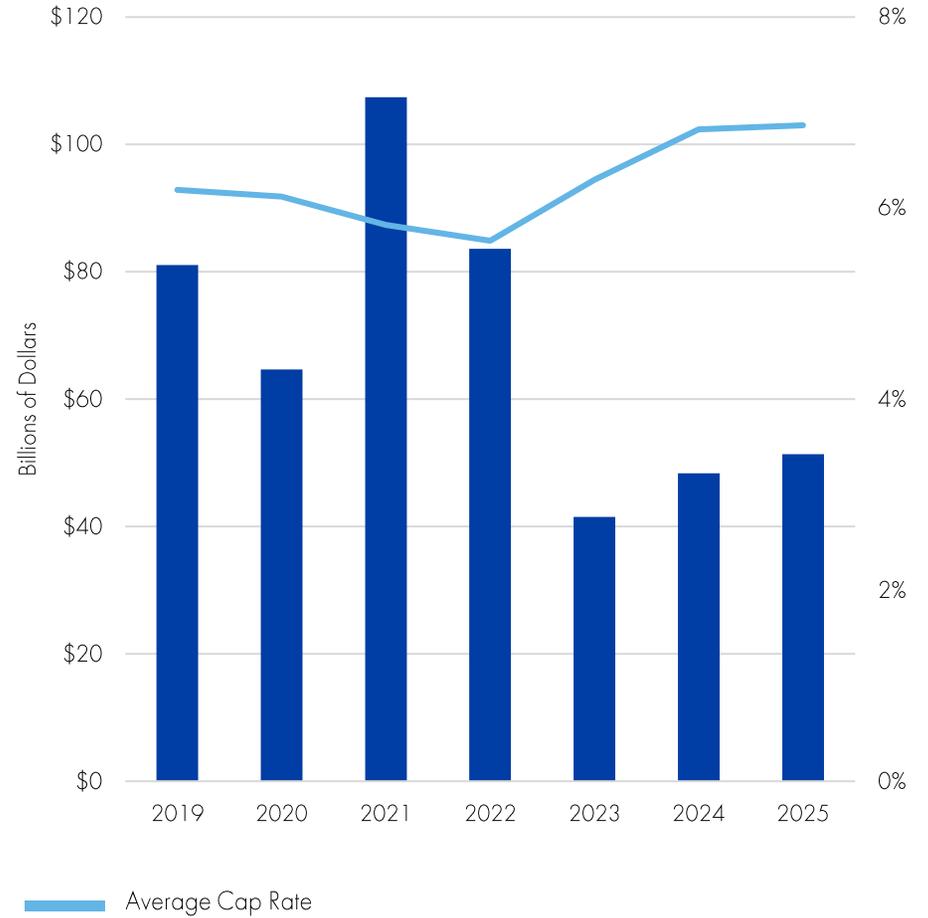
SINGLE-TENANT OVERALL MARKET

Investment Sales Volume & Average Cap Rates

Quarterly



Annual



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



SINGLE-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	\$2.60	\$3.05	\$2.28	\$2.50	\$3.85
Industrial	\$8.69	\$6.05	\$6.31	\$6.57	\$8.83
Retail	\$2.90	\$3.46	\$2.67	\$2.44	\$3.33
Total	\$14.20	\$12.57	\$11.26	\$11.51	\$16.01

Annual

Type	2021	2022	2023	2024	2025
Office	\$28.94	\$22.64	\$7.41	\$10.26	\$11.69
Industrial	\$56.59	\$42.72	\$21.75	\$26.06	\$27.77
Retail	\$21.88	\$18.25	\$12.33	\$12.04	\$11.90
Total	\$107.41	\$83.60	\$41.49	\$48.36	\$51.35

Average Cap Rates



Quarterly

Type	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Office	7.19%	7.23%	7.33%	7.31%	7.35%
Industrial	6.45%	6.51%	6.48%	6.39%	6.37%
Retail	6.87%	6.91%	6.91%	6.89%	6.92%
Total	6.82%	6.86%	6.88%	6.85%	6.87%

Annual

Type	2021	2022	2023	2024	2025
Office	6.18%	6.15%	6.67%	7.19%	7.35%
Industrial	5.44%	5.39%	6.39%	6.45%	6.37%
Retail	5.92%	5.60%	6.15%	6.87%	6.92%
Total	5.82%	5.66%	6.30%	6.82%	6.87%



SINGLE-TENANT OVERALL MARKET

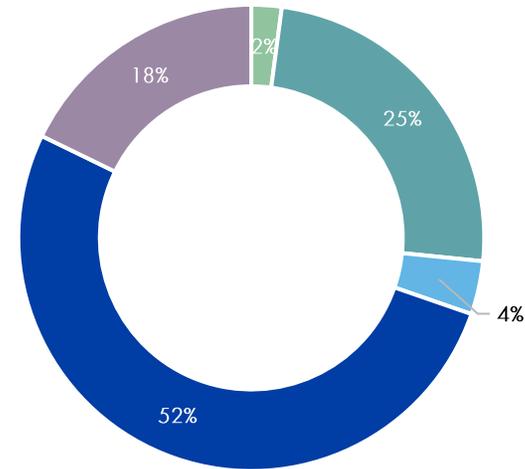
Buyer Distribution

Quarterly, by Property Type

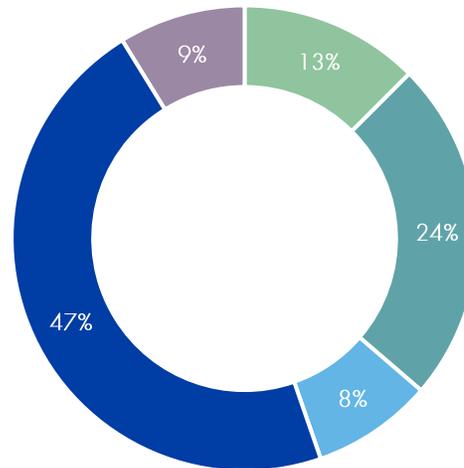
YTD as of Q4 2025

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

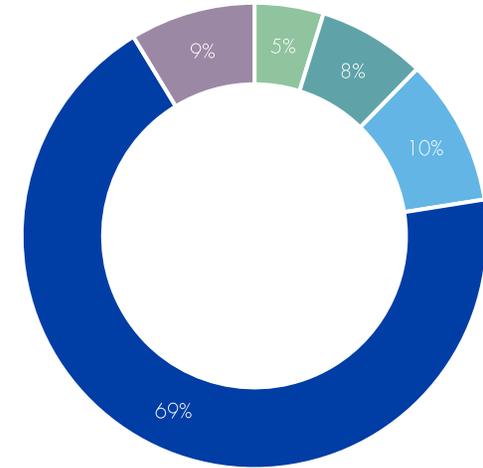
Single-Tenant Office



Single-Tenant Industrial



Single-Tenant Retail



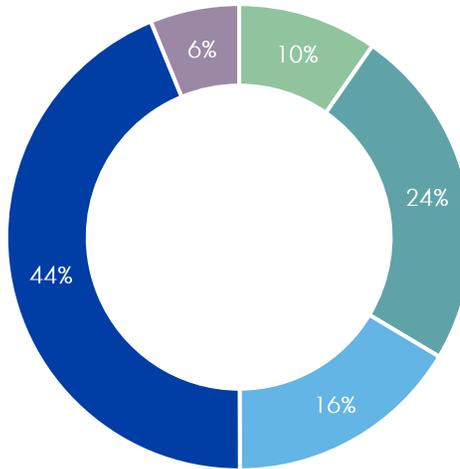
SINGLE-TENANT OVERALL MARKET

Buyer Distribution Annual, Overall Market

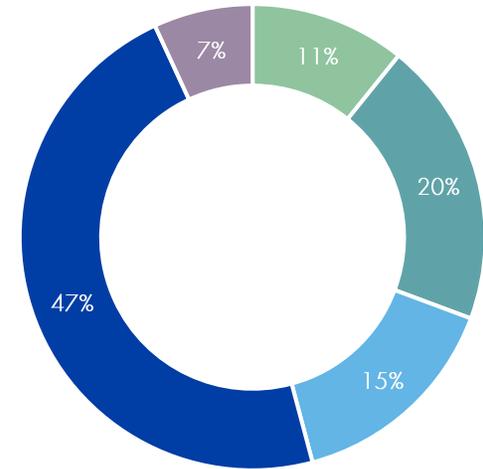
Annual

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

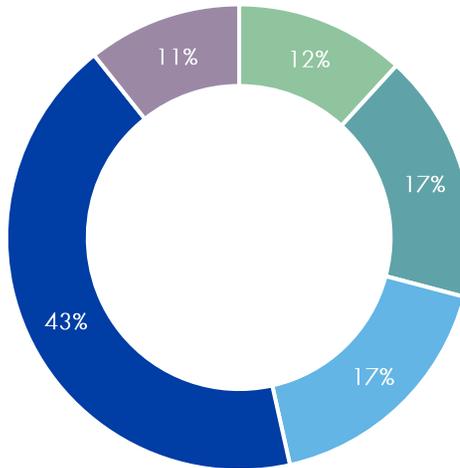
2022



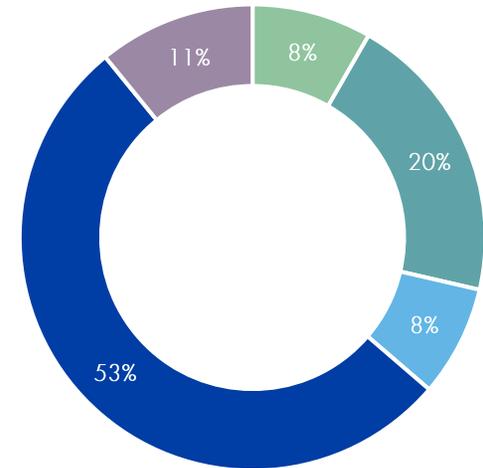
2023



2024



2025



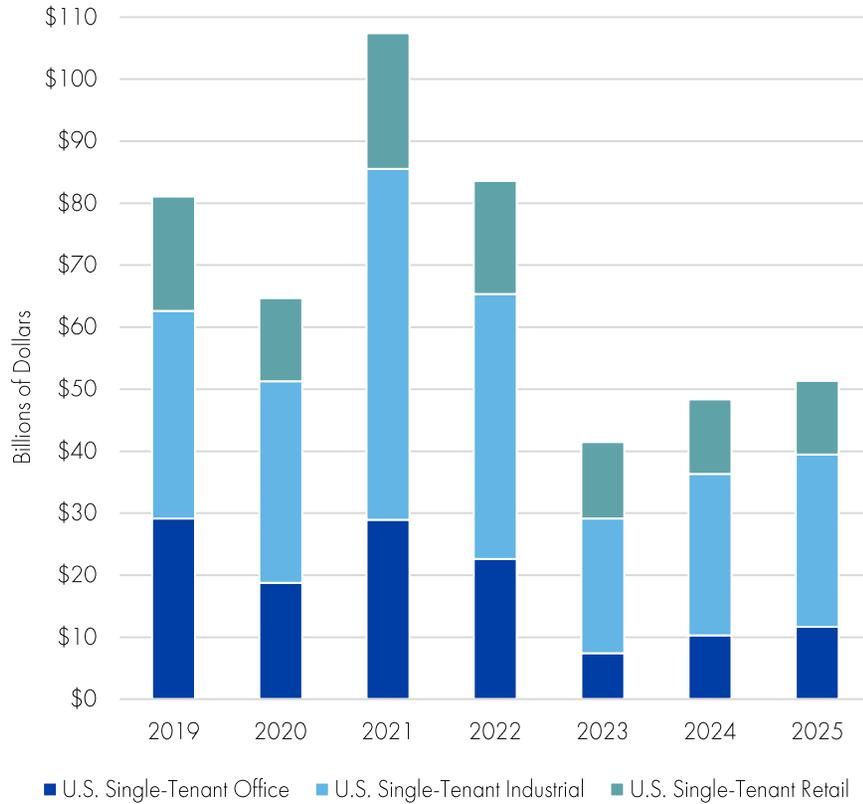
Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5m; graphs may not total 100 percent due to rounding



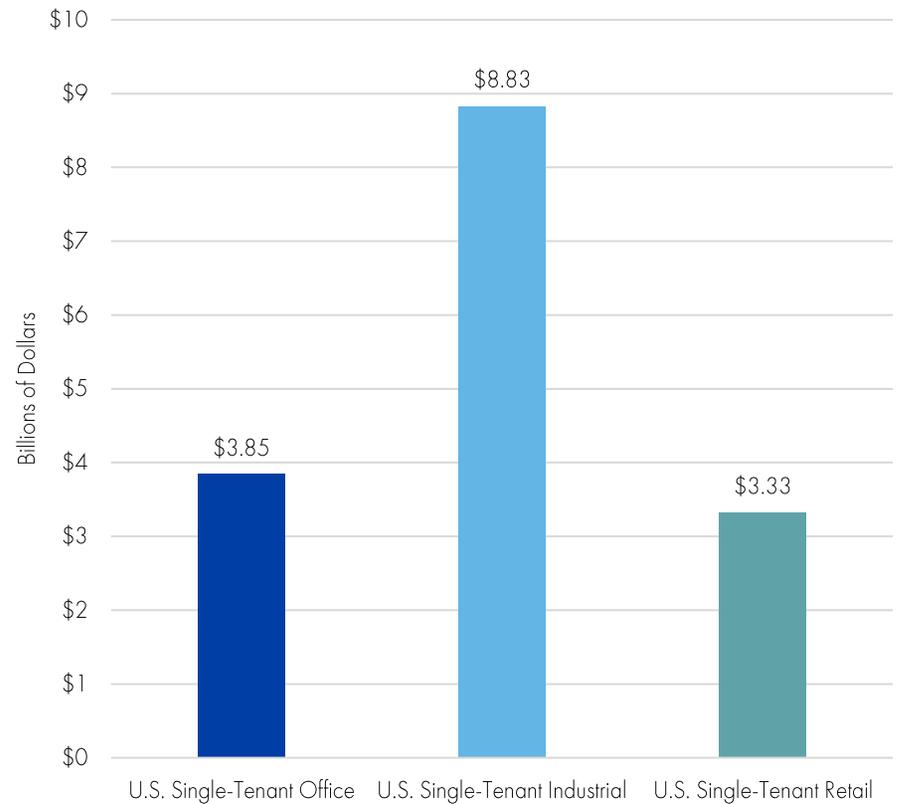
SINGLE-TENANT OVERALL MARKET

Investment Sales Volume By Property Type

Annual



Q4 2025



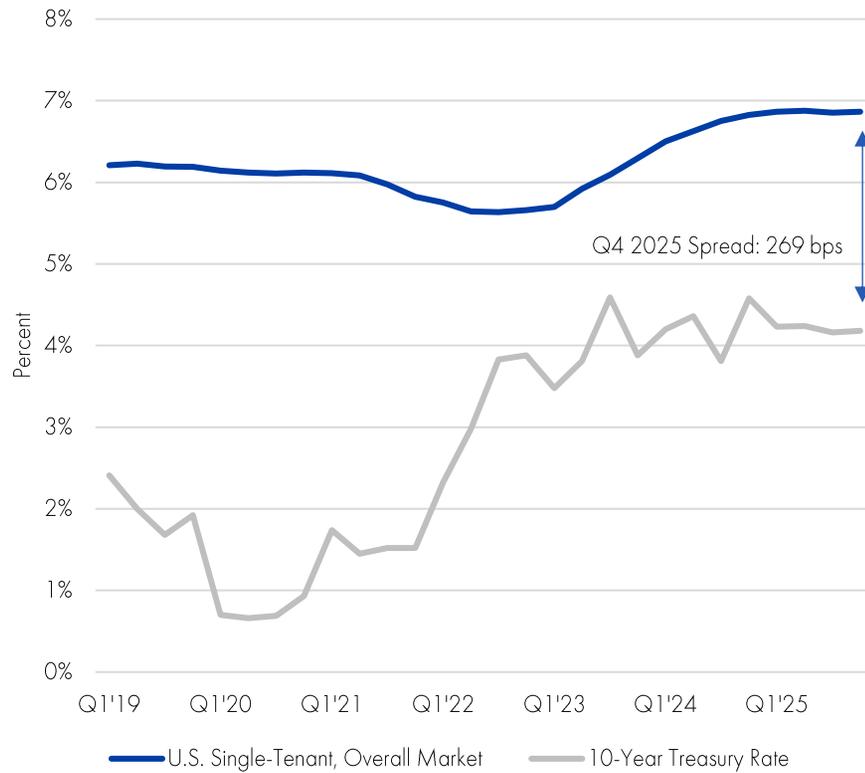
Source: Northmarq, Real Capital Analytics; analysis includes sales greater than \$2.5m



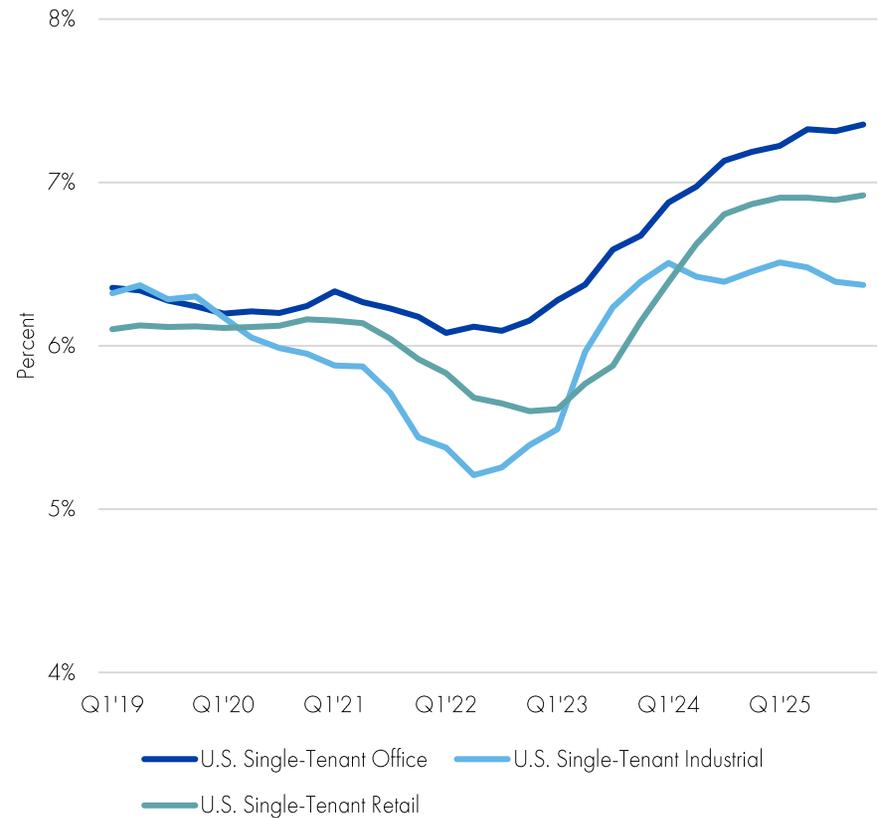
SINGLE-TENANT OVERALL MARKET

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

©2026 Northmarq. All rights reserved. No part of this publication may be reproduced by any means without prior written permission of Northmarq. The information contained in this publication has been compiled from sources believed to be reliable. Northmarq accepts no liability or responsibility for the accuracy or completeness of the information contained herein and no reliance should be placed on the information contained in this publication.