Northmarq

SINGLE-TENANT | Q3 2026



Overall Market

Commercial Real Estate Debt + Equity | Investment Sales | Loan Servicing | Fund Management **northmarq.com**

SINGLE-TENANT OVERALL MARKET

Market Fundamentals

Q3 2026 Investment Sales Volume	**$17.31B**
Change from Last Quarter (Q2 '26)	**+14.7%**
Change from Last Year (Q3 '25)	**+41.7%**

Q3 2026 Overall Average Cap Rate	**6.957%**
Change from Last Quarter (Q2 '26)	**+6 bps**
Change from Last Year (Q3 '25)	**+13 bps**

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

Overview | Single-Tenant Overall Market

Single-tenant investment sales totaled roughly $17.3 billion during the third quarter, an increase of 14.7% from the preceding three months and 41.7% from the same period last year.

The industrial sector continues to drive the majority of the single-tenant activity, accounting for nearly 60% of the transaction volume during the third quarter, which closely tracked levels recorded one year ago. There was an uptick in office sales, as the sector recorded $3.9 billion in sales in the past three months, up from nearly $2 billion in the preceding quarter. Retail transactions made up $3.1 billion, down from $3.6 billion in the second quarter.

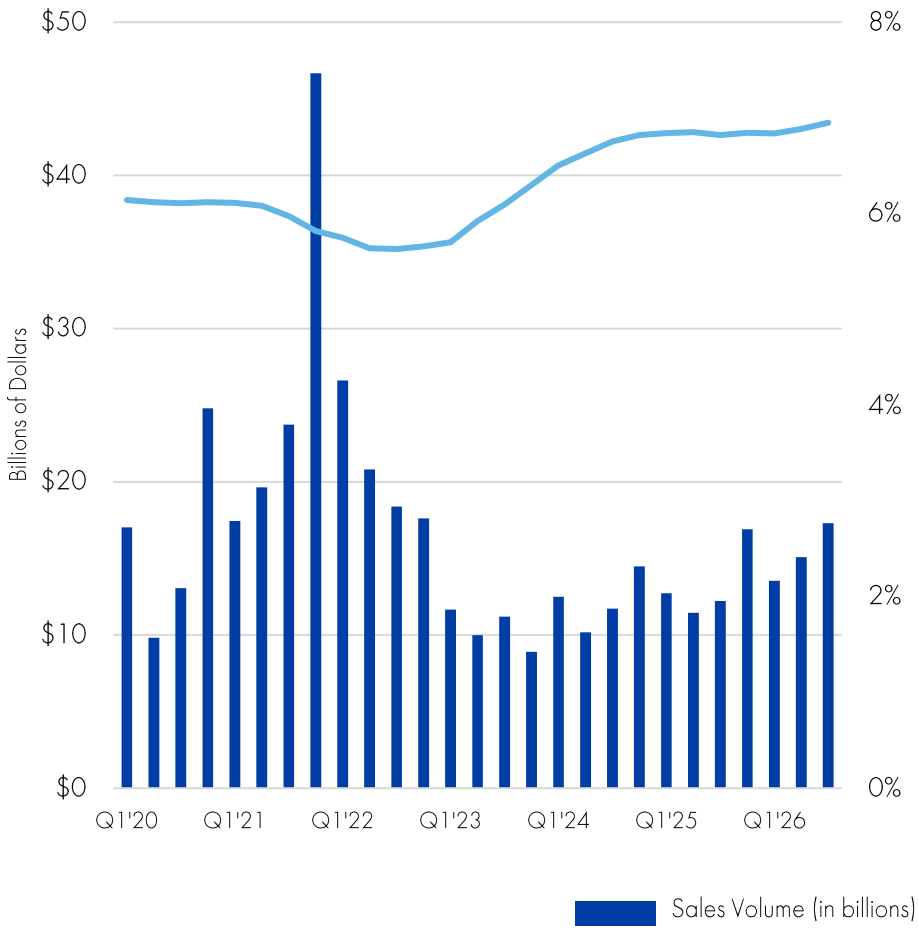
Cap rates ticked higher by 6 basis points during the third quarter to an average of 6.95%. The current average rate exceeds levels recorded one year ago by 13 basis points, with industrial properties posting the steepest year-over-year increase at 47 basis points.

Private buyers accounted for 48% of single-tenant acquisition volume through the third quarter of 2026, down from 53% in 2025, followed by institutional investors at 24%, or about 4% higher than last year. REIT/Listed activity as a share of total transaction volume inched lower from 2025 at 8% of year-to-date activity. Cross-border investment volume increased 3% from last year, accounting for 11% of volume in 2026, but remains in line with historical trends.

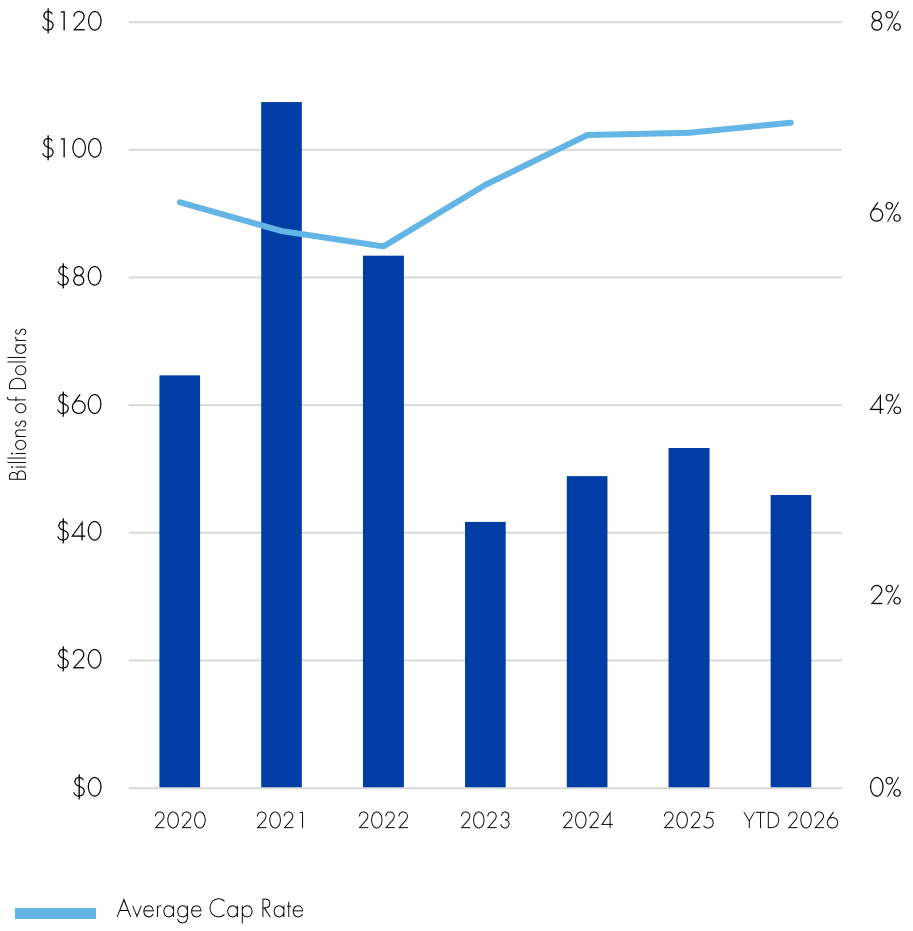
SINGLE-TENANT OVERALL MARKET

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

SINGLE-TENANT OVERALL MARKET

Quarterly & Annual Market Statistics

By Property Type

Investment Sales Volume (in billions)

Quarterly

Type	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Office	$2.60	$3.32	$2.28	$2.00	$3.90
Industrial	$7.11	$9.51	$8.32	$9.47	$10.27
Retail	$2.50	$4.07	$2.94	$3.63	$3.13
Total	**$12.22**	**$16.91**	**$13.53**	**$15.09**	**$17.31**

Annual

Type	2022	2023	2024	2025	YTD 2026
Office	$22.59	$7.42	$10.59	$11.30	$8.17
Industrial	$42.57	$21.94	$26.19	$29.24	$28.06
Retail	$18.27	$12.37	$12.08	$12.75	$9.70
Total	**$83.42**	**$41.74**	**$48.86**	**$53.29**	**$45.93**

Average Cap Rates

Quarterly

Type	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Office	7.20%	7.26%	7.19%	7.14%	7.12%
Industrial	6.40%	6.43%	6.50%	6.71%	6.87%
Retail	6.87%	6.89%	6.86%	6.87%	6.93%
Total	**6.82%**	**6.84%**	**6.84%**	**6.89%**	**6.95%**

Annual

Type	2022	2023	2024	2025	YTD 2026
Office	6.16%	6.67%	7.19%	7.26%	7.12%
Industrial	5.39%	6.39%	6.45%	6.43%	6.87%
Retail	5.60%	6.16%	6.87%	6.89%	6.93%
Total	**5.66%**	**6.30%**	**6.82%**	**6.84%**	**6.95%**

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

SINGLE-TENANT OVERALL MARKET

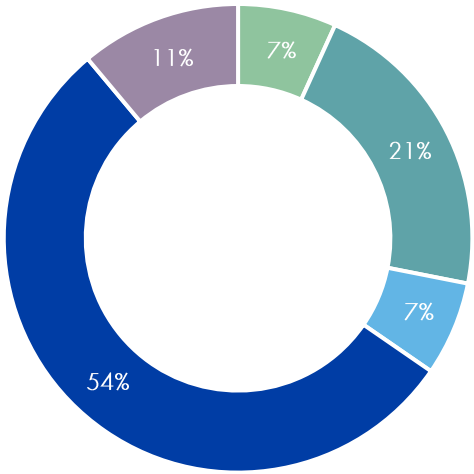
Buyer Distribution

Quarterly, by Property Type

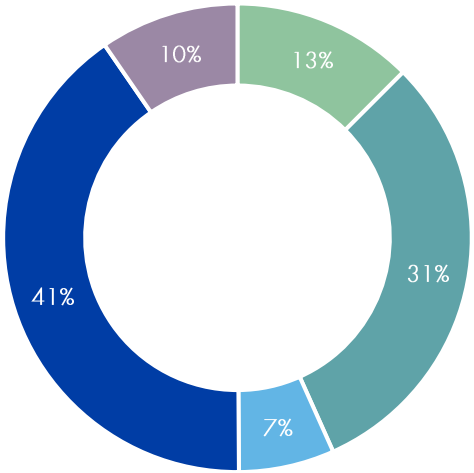
YTD as of Q3 2026

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

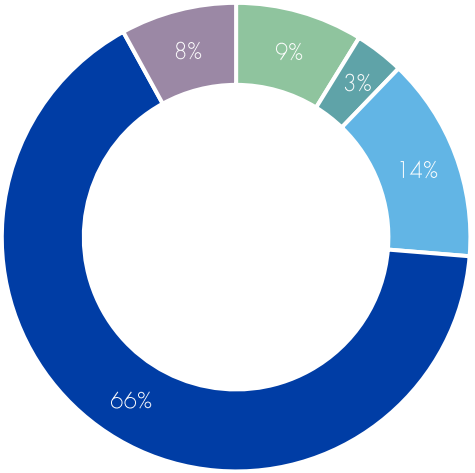
Single-Tenant Office



Single-Tenant Industrial



Single-Tenant Retail



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

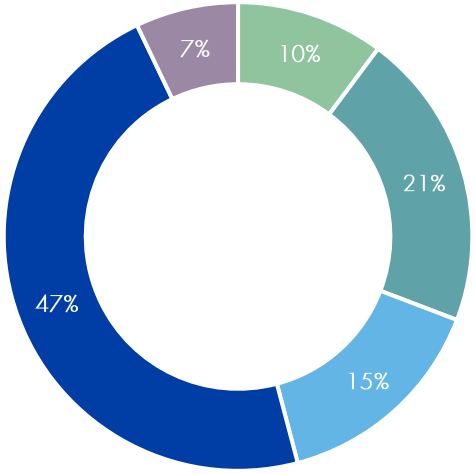
Buyer Distribution

Annual, Overall Market

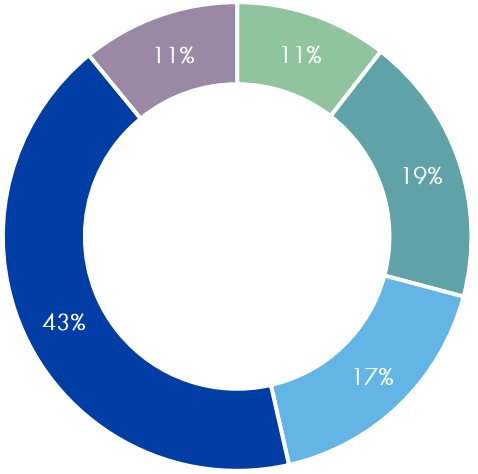
Annual

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

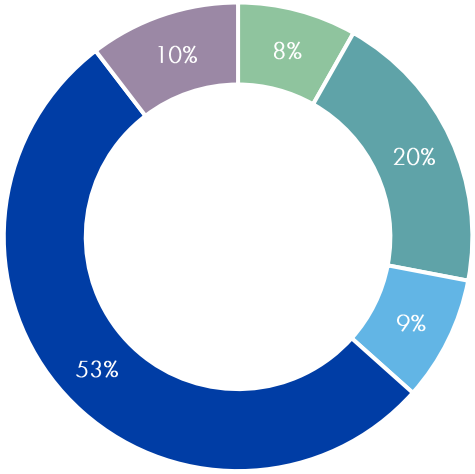
2023



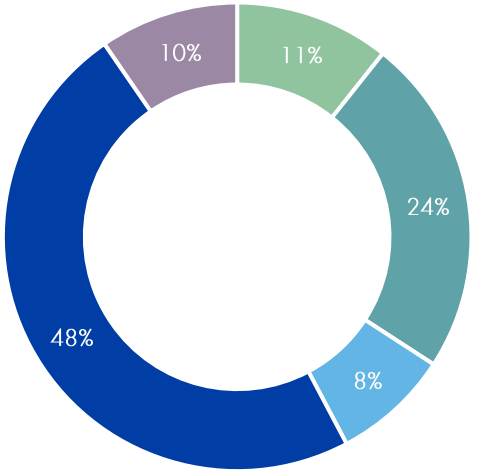
2024



2025



YTD 2026



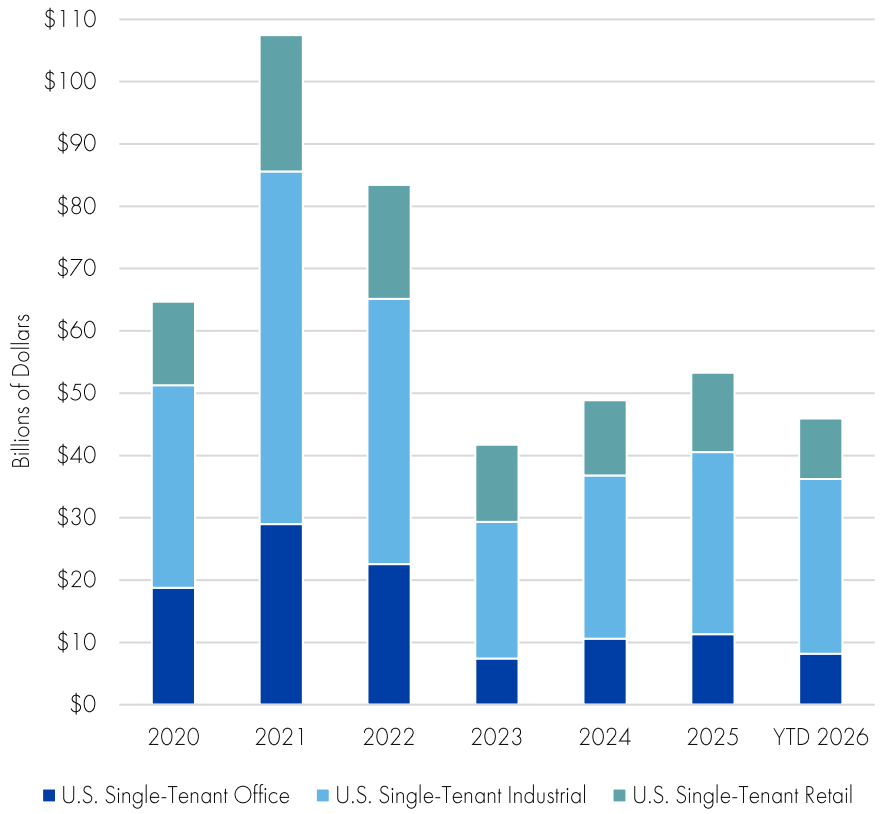
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SINGLE-TENANT OVERALL MARKET

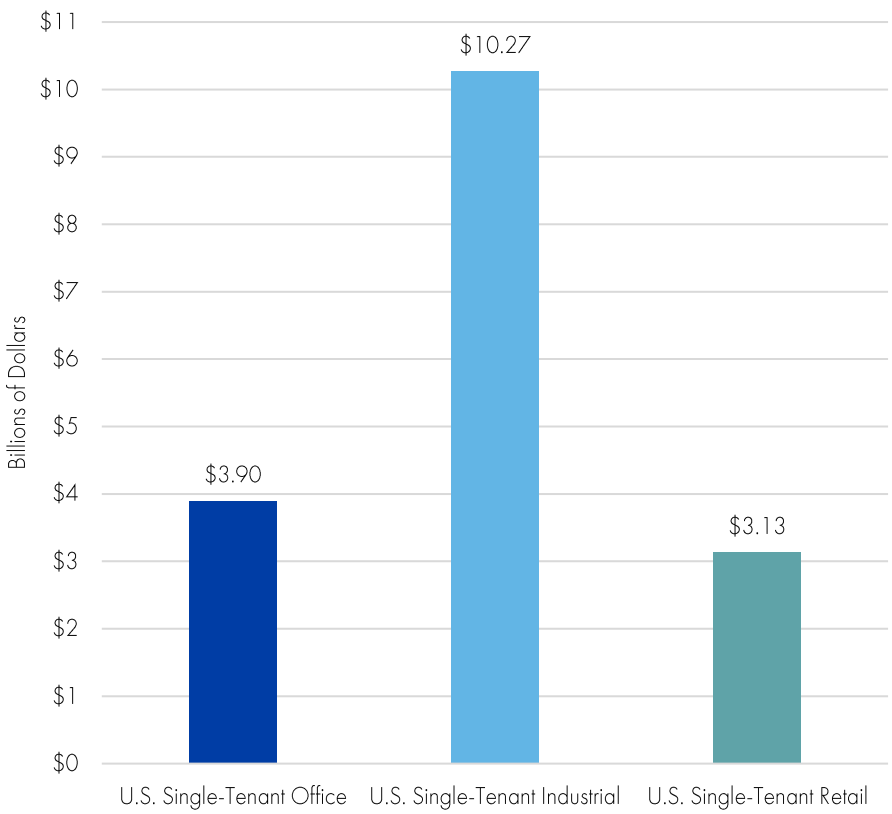
Investment Sales Volume

By Property Type

Annual



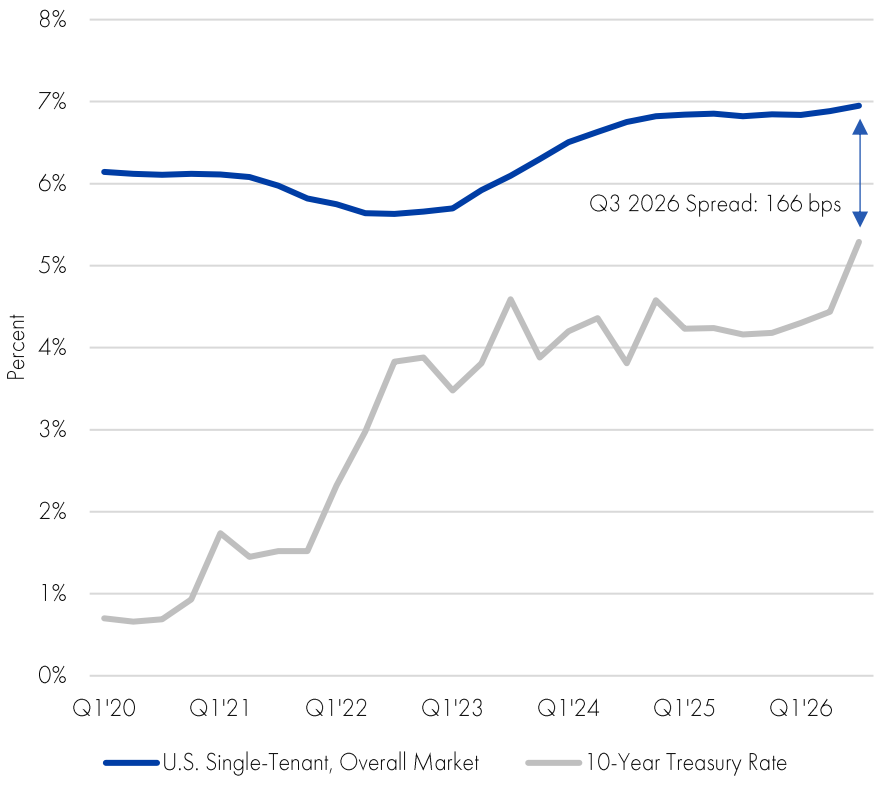
Q3 2026



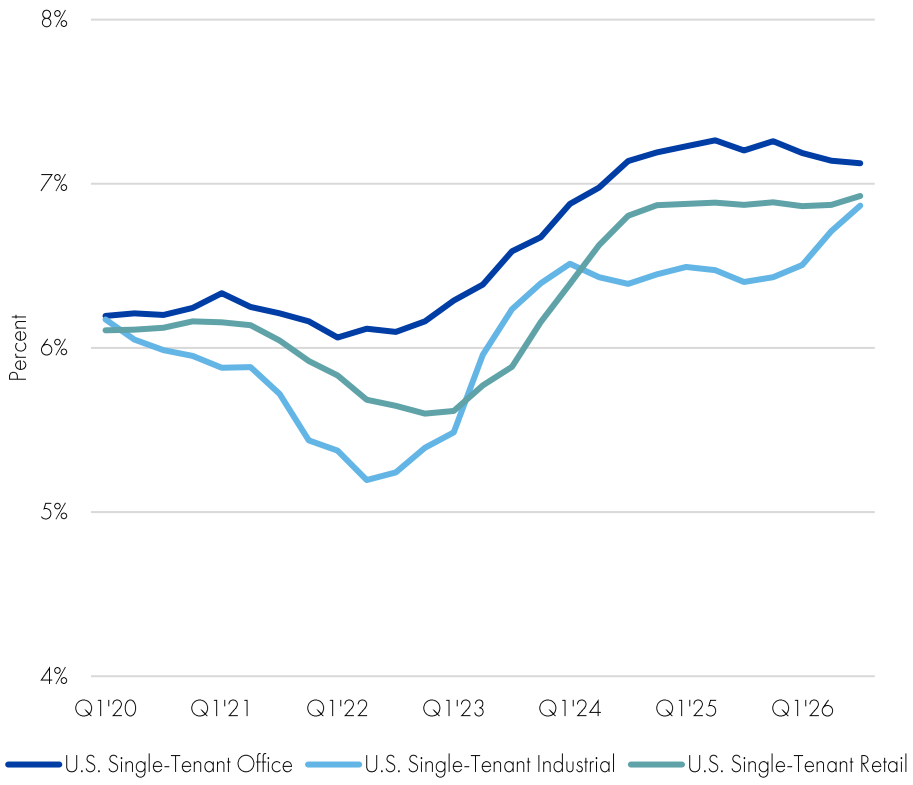
Source: Northmarq, Real Capital Analytics; analysis includes sales greater than $2.5M

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

Northmarq

JOHN TAGG

Research Manager

jtagg@northmarq.com

SAM TIFFANY

Senior Market Analyst

stiffany@northmarq.com

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

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