

AUGUST 2026

Investment Sales Megatrends

Industrial & Apartments Increase Share

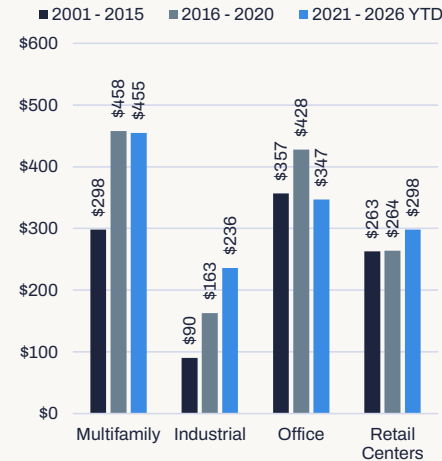
New York Metro

- Taking the very long view on value trends, average **sale prices trended up in three of the four major property types**. This is real estate's role for an investor: yield plus some value appreciation and a partial inflation hedge.
- **Office pricing has been the laggard**: Pricing jumped significantly in the years leading up to the pandemic but has since retreated even further. **Multifamily, on the other hand, has overtaken office as NYC's most expensive category**. Sector pricing did not depreciate significantly post-COVID and has stabilized in the \$400 PSF range, compared with the \$350 PSF range for office.
- While volume across sectors generally has not returned to pre-pandemic levels, market share has shifted considerably. Office has shrunk from 57% in the early 2000s to 35% over the last five years, while **multifamily now makes up the largest portion of deal activity** (38%).
- Even so, multifamily values remain on par with

2017 levels as investors proceed with caution amid the post-COVID rent crash, fear of government intervention, and changing rent control guidelines. This trepidation has kept both volume and values from enjoying a resurgence such as that in the **industrial sector, which boomed during the pandemic** and continues to enjoy strong interest from investors.

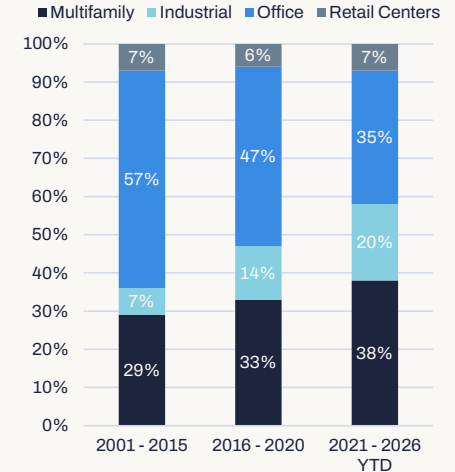
- Industrial pricing has been on the rise for the last decade and is nearly triple its early-2000s range. Volume peaked in 2021, helping **market share jump by 6 percentage points** from the pre-COVID era to nearly 20% of traded volume in recent years.
- While the largest industrial trades have been in New Jersey or suburban New York, **the priciest tend to be within NYC's outer boroughs**. For example, a 1.7 MSF Anheuser-Busch brewery in Northern NJ traded for \$212 PSF in Q1 2026, while a 7,000 SF warehouse in Queens, NY traded for nearly \$2,200 PSF that same quarter.

AVERAGE PRICE (\$/SF)



SOURCE: TRANSWESTERN, RCA

% SHARE BY PROPERTY TYPE



SOURCE: TRANSWESTERN, RCA

ANNUAL VOLUME & AVERAGE PRICE (\$/SF)



SOURCE: TRANSWESTERN, RCA