

LIGHTBOX



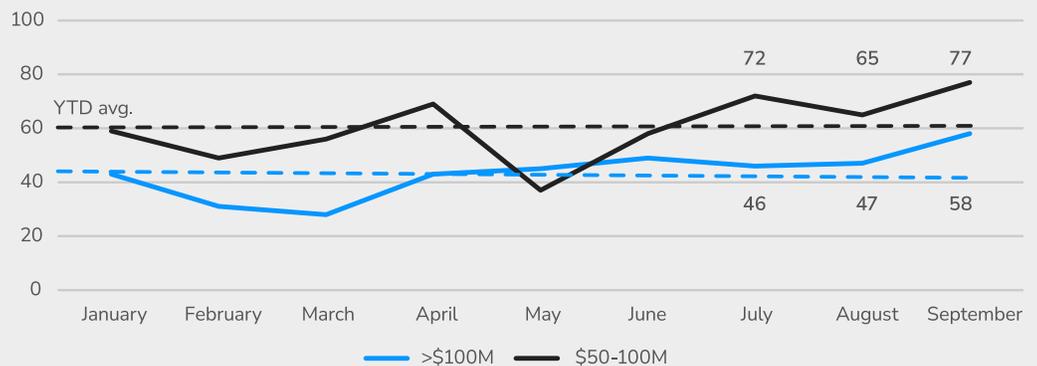
LightBox Major CRE Transaction Tracker Report

Inside September's CRE Deal Dynamics

CRE Dealmaking Roars into Fall, Setting New 2025 Peak

LightBox tracked nearly \$27 billion in total CRE transactions in September, marking the busiest month of 2025. At the high end of the spectrum, nine-digit deals above \$100 million rose 23% month over month, running 34% above the year's monthly average. Mid-cap transactions between \$50 million and \$100 million rebounded 18% from August's dip and surpassed July levels to set a new high point for the year. Most properties are changing hands at higher prices than their previous sales, though discounts remain steep for struggling assets. Strong deal activity through the summer months defied any seasonal slowdown, and September's surge positions the market for a robust Q4, especially if additional rate cuts materialize.

Major CRE Deals (YTD 2025)



Source: LightBox Transaction Tracker

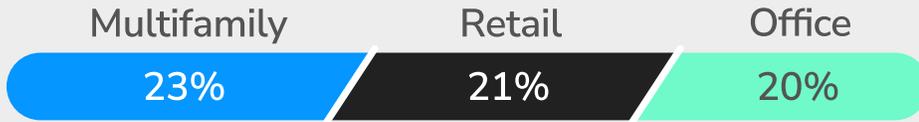


“September marked a real inflection point for deal activity. The data shows capital coming off the sidelines and re-engaging across asset types. It’s less about a sudden rally and more about the market finding its footing again after an extended period of hesitation.”

Manus Clancy, Head of Data Strategy, LightBox.

The [LightBox CRE Activity Index](#), an aggregate measure of activity in functions that precede deals, points to September’s spike in deals as a sign of what’s ahead in Q4. After a modest seasonal decline in August, the Index reached its highest mark in 2025 at 116.8 in September, led by a late-Q3 surge in property listings and steady pipelines for environmental due diligence and appraisals, suggesting that the market is well-positioned for a new round of Q4 closings. September’s 25-bps Fed cut helped boost the calculus behind risk-sensitive lending and the market is assuming one or two additional cuts will soon follow before year end.

Trifecta of Multifamily, Retail, and Office Dominate 64% of September Closings



September Volume by Property Type

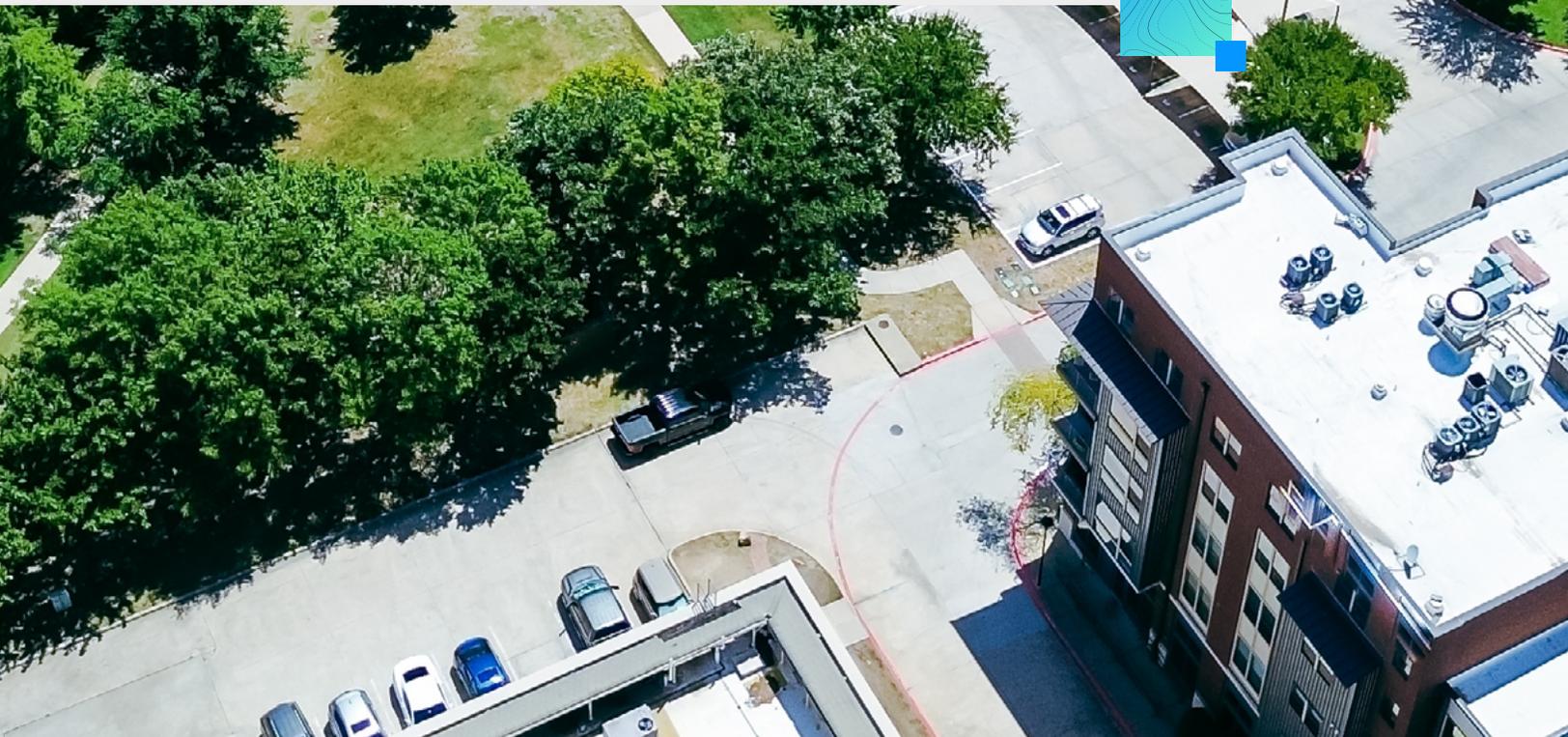
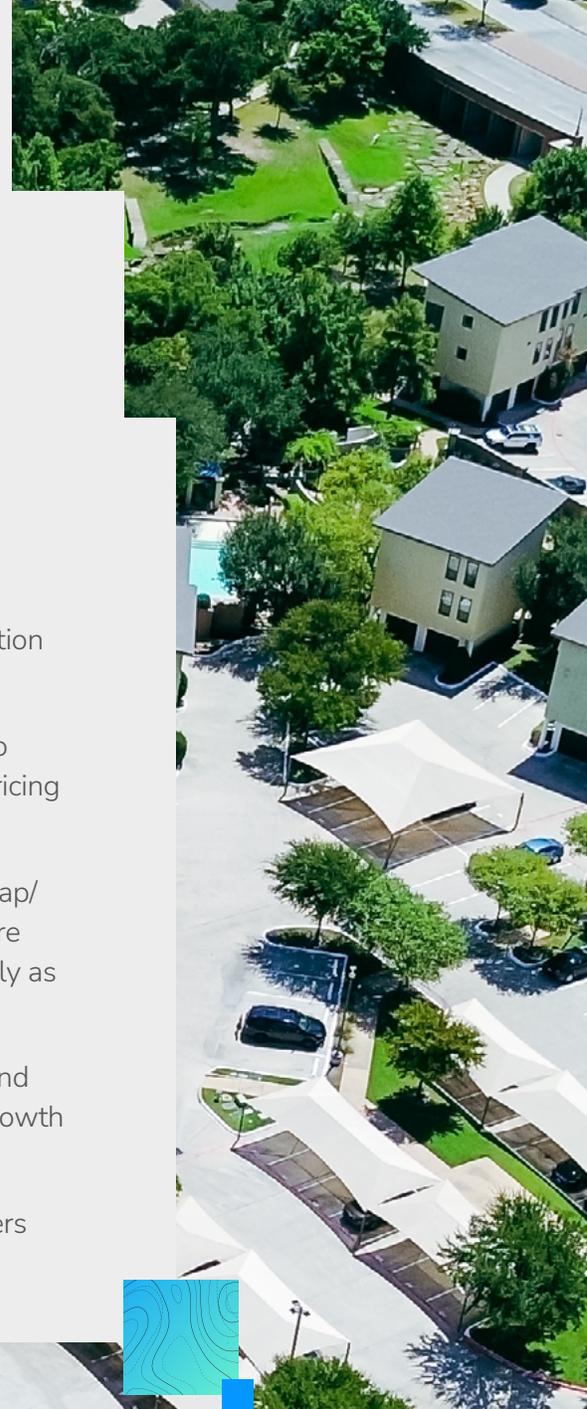
Multifamily remains the busiest class by a slim margin over retail, led by investors targeting value-add opportunities in suburban garden-style communities. Cap rates for multifamily assets have steadied, financing is available from a variety of sources, and the recent pullback in new construction is easing supply pressure and supporting values.

Retail is steady-to-firm: grocery-anchored and open-air centers continue to trade on durable NOI, with active single-tenant net-lease and disciplined pricing that still offers attractive yields.

Office is highly selective and uneven, centered on flight-to-quality and recap/distress. Class A properties are clearing at measured discounts while B/C are transacting at deeper markdowns, with more note sales and loan mods likely as lenders right-size exposure.

Industrial rounded out the top four at 17% with investor and lender demand still high. Industrial starts are down, vacancies have normalized, and rent growth remains positive in prime logistics nodes, supporting targeted trades.

Land accounted for 8% of September deals as developers and homebuilders bank sites and plan new construction.



Nine-Figure Deals

Multifamily led the count

Sixteen nine-digit trades—from coastal cores like New York and Boston to Sun Belt metros such as Dallas, Atlanta, and Phoenix—underscored investor appetite for scale and income stability. Activity included both stabilized assets and value-add portfolios, with one large affordable-housing portfolio highlighting continued demand for workforce housing.

Portfolios and platforms dominated

Many of the largest checks went toward portfolio and platform acquisitions, including New Mountain Capital's \$640 million purchase of a 53-asset net-lease portfolio across 16 states. These deals spanned industrial, multifamily, self-storage, and medical office, as investors prioritized diversification and speed to deploy capital, reflecting a broader shift toward portfolio scale and operating efficiency over single-asset exposure.

Geography bifurcated

New York City and California produced the headline single-asset sales, including 1177 Avenue of the Americas, Playa Vista's Runway, and Nike Broadway. Industrial and apartment capital clustered in high-growth Sun Belt and Mid-Atlantic markets such as Florida, Virginia, Georgia, and North Carolina, where pricing remained firm and liquidity was deeper.

Strategy mix

Industrial and office transactions both doubled in September, signaling renewed confidence in logistics and early value-reset plays. Office sales were active in Manhattan, Palo Alto, San Francisco, and Beverly Hills, where buyers targeted repositioning opportunities. Industrial activity included various net-lease portfolios, big-box warehouses, and niche assets for land adjacent to data center development. Ground-lease activity also gained modest momentum as investors explored alternative structures.



Mid-Cap Deals

Multifamily again led the count

Roughly half of all mid-cap trades were apartment assets, including the largest deal—LINQ in San Jose at \$97.6 million. From Seattle to Atlanta to Chicago, investors leaned on multifamily for steady yield, with both institutional and regional buyers active across market-rate, student, and affordable segments.

Industrial remained a steady engine

Warehouses and logistics sites traded across core distribution corridors in Florida, Georgia, Indiana, and Maryland/Virginia. Deals like Amazon's \$97.7 M Ocala facility and Ares Management's \$80 M Elkton warehouse reflected ongoing user demand and institutional appetite for stabilized logistics assets.

Retail and land deals pointed to repositioning and pipeline growth

Retail volume edged higher, led by transactions such as the \$73 M Galleria at Fort Lauderdale and \$71.5 M Shoppes at Carlsbad, both tied to repositioning plans. Land deals more than doubled from August as developers banked sites for upcoming industrial and mixed-use projects, highlighted by major sales like Chicago's South Works (\$75 M) and a parcel in Greenfield, IN (\$77M).

Office stayed bifurcated

Select acquisitions tied to users or income stability (Nvidia's Santa Clara campus, UPS's Alpharetta sale-leaseback, MetLife's Newport Beach towers) contrasted with distressed trades like 444 Madison in NYC, 125 S. Wacker in Chicago, and Denver West, where pricing marked deep resets from prior cycles.





Office Pricing Resets Sharply as Value-Add Deals Post Solid Gains

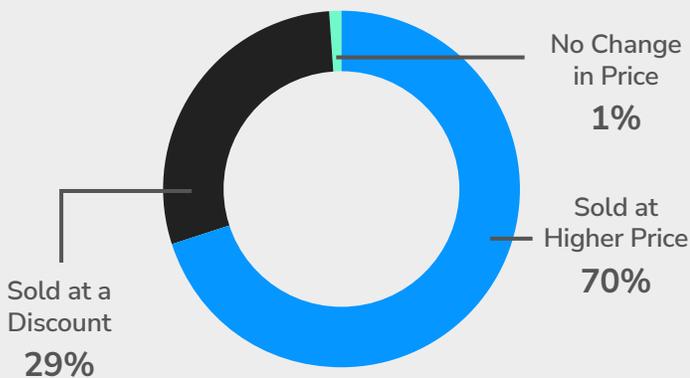
LightBox's Transaction Tracker logged 970 U.S. closings in September, from a \$200K Ohio retail sale to a \$1.6B multi-state portfolio. Among the 20% of trades with prior purchase history, 70% changed hands at sales prices above prior sale while 29% sold at a discount.

The sharpest markdown was in Manhattan office. Norges Bank/Beacon Capital agreed to buy a tower at 1177 Sixth Ave from CalSTRS/Silverstein Properties for \$571 million, 42% below its \$1 billion valuation in 2007. The deal was the latest sign that pension funds continue to trim their legacy office to redeploy into higher-conviction sectors. In August, Nuveen, the asset management division of TIAA, offloaded another NYC office building for a \$169-million discount. And in September, Nuveen again made headlines with its purchase of Algonquin Commons, a 548,000 square foot retail property in a Chicago suburb. The \$100-million purchase price was a dramatic step up from the sellers' \$33-million purchase back in 2021 basis, and followed a dramatic \$30M repositioning. In a retail story from Midtown Manhattan, IKEA purchased the desirable site of the former Nike flagship store for \$213 million, 45% above its \$146 million sale price in 2012.

For struggling office assets, the pricing reset continues as investors and funds offload older assets as capital flows toward higher-performing retail, multifamily, and industrial assets.

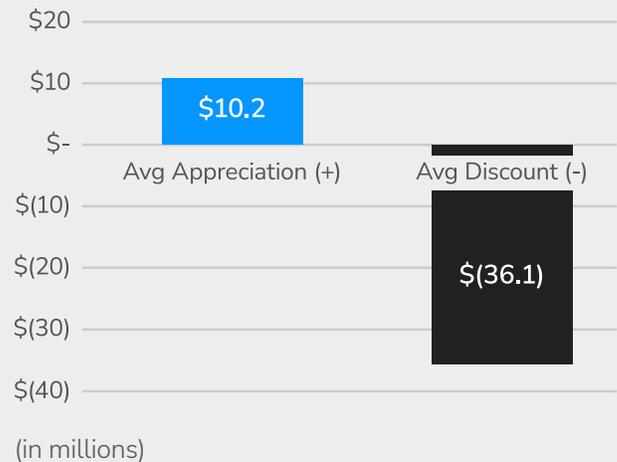
September CRE Deals: Discount vs. Appreciation

(based on the 20% of deals where prior purchase price was available)



Source: LightBox Transaction Tracker

Average Price Discount/Appreciation (September 2025)



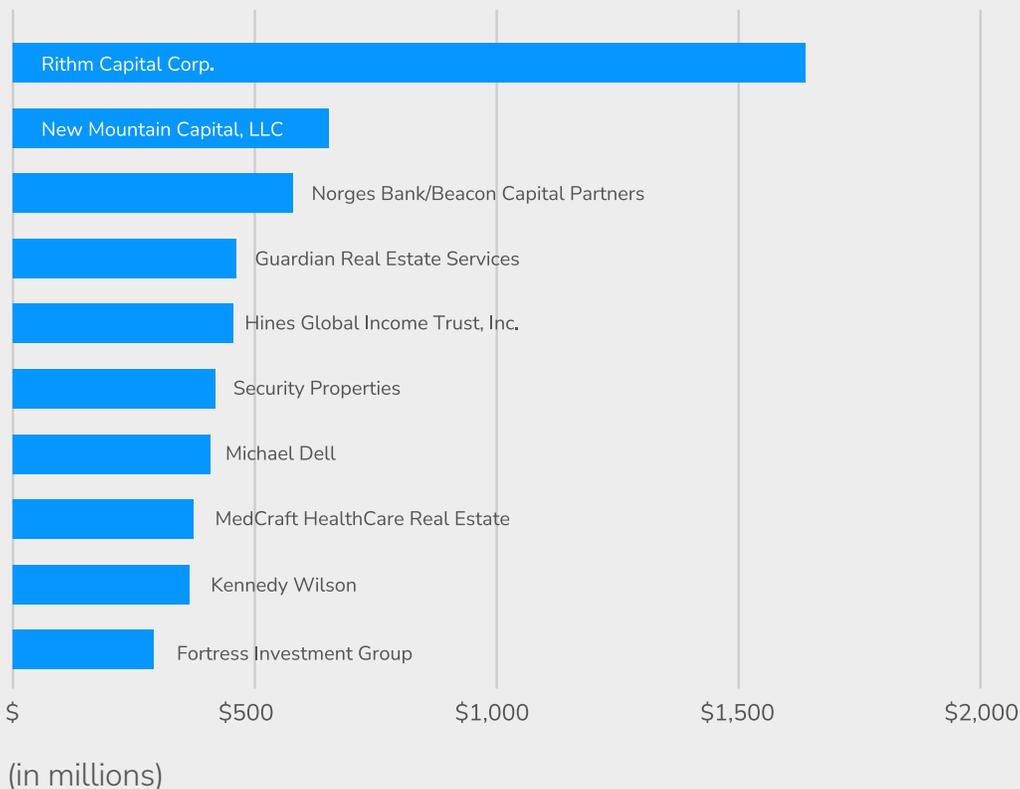
Source: LightBox Transaction Tracker

Rithm's \$1.6B Office Bet Leads a Diverse Slate of Big Buyers

September's top buyers spanned the full CRE spectrum from individual and family-office capital to global institutions, signaling broad, diversified demand. On one end were opportunistic and alternative-asset managers such as Rithm Capital, Fortress Investment Group, and New Mountain Capital, leaning into recapitalizations and complex situations. Rithm Capital topped the month's leaderboard with a \$1.6 billion acquisition of Paramount Group and its 17 Class A office assets totaling 13.1 million SF across New York City and San Francisco, doubling down on an office recovery while scaling its owner-operator platform. New Mountain Capital and its \$640 million, 53-asset net-lease portfolio were also among the month's largest buyers, expanding the firm's exposure to mission-critical manufacturing assets across 16 states.

At the institutional core, Norges Bank partnered with Beacon Capital on a discounted Manhattan office deal, while Hines Global Income Trust and Kennedy Wilson deployed programmatic equity across marquee and core-plus assets. Sector specialists and operators were active too: Security Properties in multifamily, MedCraft HealthCare Real Estate in medical and life-science facilities, and Guardian Real Estate Services in regional mixed-use and residential plays. The mix of sovereign wealth, non-traded REITs, private equity, operators, and family office capital points to a market where liquidity is widening and strategies range from value-add and distressed opportunities to long-term income investments.

Top 10 CRE Buyers (September 2025)



Q4 Takes Shape with Slow, Steady Momentum

September's surge in deal volume marked a turning point in market confidence even in an environment of uncertainty around interest rates, tariffs, and the broader economy. Thanks to still-strong fundamentals across major asset classes, buyers and sellers are finding common ground as pricing adjusts, and a wider mix of investors, from institutions to family offices, are re-entering the market. The rebound in office and industrial activity reflects growing conviction that value resets are creating opportunity, not just volatility.

If the Fed follows September's 25 bps cut with one in late October and possibly another in December, wider financing windows and a narrower bid-ask gap should amplify Q4 volume. Our Transaction Tracker for early October already shows healthy momentum heading into year-end.



"We're heading into Q4 with constructive momentum. The pipelines are fuller, the bid-ask gap is narrowing, and lenders are getting more comfortable underwriting risk. Those are the building blocks of a healthier, more liquid market."

— Manus Clancy

Risks remain, however. The threat of tariff pass-through increasing price levels, a weakening labor market, and the ongoing federal shutdown could adversely affect investor sentiment. Even so, the base case is currently a steady increase in transactions and a busy end to 2025 built on solid fundamentals across major asset classes.

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LIGHTBOX

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ABOUT LIGHTBOX

At LightBox, we are at the forefront of delivering advanced and precise solutions for commercial real estate intelligence. Our dedication to innovation propels real estate professionals forward by providing them with the essential tools required to navigate complex decisions, minimize risk, and boost productivity across the spectrum of real estate operations. LightBox is renowned for its commitment to promoting excellence and fostering connections in the industry, serving an extensive clientele of over 30,000 customers. Our diverse client base spans commercial and government sectors, including but not limited to brokers, developers, investors, lenders, insurers, technologists, environmental advisors, appraisers, and other businesses that depend on geospatial information. To discover more about how LightBox can illuminate the path to informed real estate solutions, visit us at: www.LightBoxRE.com