

FIGURES | TRI-STATE CAPITAL MARKETS | Q4 2024

New York Tri-State Real Estate Investment Volume Stabilizes in 2024



Arrows indicate change from the previous year.

¹All references to deal volume cited in this report are based on MSCI Real Assets transactional database, which includes single-asset and portfolio transactions and excludes development site transactions.

Executive Summary

- Total New York Tri-State commercial real estate investment volume of \$11.7 billion in Q4 2024 brought the 2024 total to \$33.4 billion, down 2.6% from 2023.
- Office led all sectors for investment volume in 2024 (\$10.3 billion) followed by multifamily (\$9.4 billion) and retail (\$5.8 billion).
- Manhattan led the region for investment volume in 2024 (\$15.6 billion), up 21% year-over-year, followed by New Jersey (\$7.5 billion), where investment fell by 15% year-over-year.
- Private buyers accounted for over 60% of 2024 investment volume (\$20.4 billion), up 12% from the volume seen in 2023.
- Cross-border investment in the Tri-State region fell by 25% year-over-year to \$3.7 billion in 2024.
- New York was the leading U.S. market for total investment volume in 2024, capturing over \$33 billion, followed by Los Angeles and Dallas.
- For more CBRE capital markets insights, view the [U.S. CBRE Capital Markets Report | Q4 2024](#).

Looking Ahead: What to Expect in 2025

MACRO TRENDS TO WATCH

Tri-State investment volume contracted by a modest 2.6% year-over-year in 2024 as buyers became more bullish on Manhattan's recovering office market.

Retail and hotel were the only major asset classes to see year-over-year declines in investment volume in 2024 as investors returned to the most tried and true assets in the most centrally located and desirable markets.

Multifamily and office accounted for 59% of Tri-State investment volume in 2024, up from 51% in 2023. Looking ahead, the region's multifamily sector will be supported by historically tight residential vacancy in New York City and a housing shortage that has kept prices elevated across the region.

Office investment volume is expected to increase as well as a deficit of available new construction office space enhances the value of the city's best inventory and older buildings begin trading at a discount with many slated for repositioning or conversion to other uses.

Despite many uncertainties, the U.S. economy is poised for growth in 2025, driven by consumer spending, easing financial conditions and productivity gains. While retail has been supported by long-term trends, all other real estate sectors will see the start of a new cycle.

Economic growth and firming real estate fundamentals will drive a moderate recovery in real estate investment activity in 2025, even though the 10-year Treasury yield will remain above 4%.

The most recent employment report indicates that the labor market remains healthy. This means the Fed will have the policy flexibility to lower rates slowly in 2025 in light of potential risks of higher inflation.

Households and businesses remain sheltered from the full effect of high interest rates by low fixed-interest mortgage and corporate debt that was taken during the pandemic.

Heading into 2025, the U.S. economy will be supported by a more business-friendly regulatory environment and economic development activity funded by the Infrastructure & Jobs Act of 2021 and the avoidance of any tax increases. Tariffs, however, do pose a downside risk to economic growth.

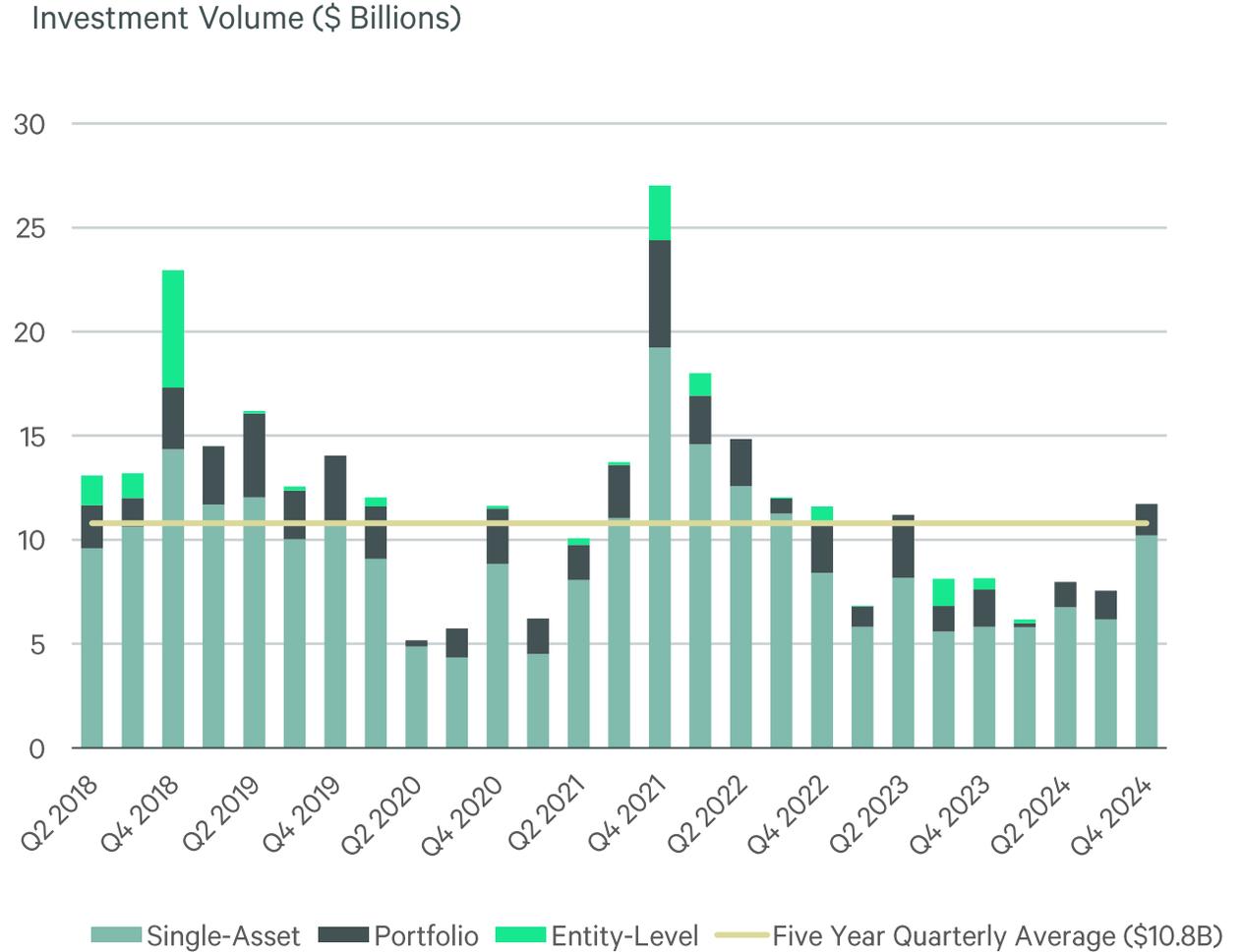
Global economic risks include a recession in China, a weakening German manufacturing sector, and the continued appreciation of the U.S. dollar which has raised the price of U.S. exports.

Figure 1 Historical commercial real estate investment volume

- Tri-State commercial real estate investment volume totaled \$33.4 billion in 2024, down 3% from the \$34.3 billion invested in 2023.
- Portfolio investment volume fell by 39% compared to 2023 levels to \$4.3 billion.
- Quarterly investment volume in Q4 2024 was \$11.7 billion, up 44% year-over-year from the \$8.2 billion invested in Q4 2023 and 9% above the five-year quarterly average.

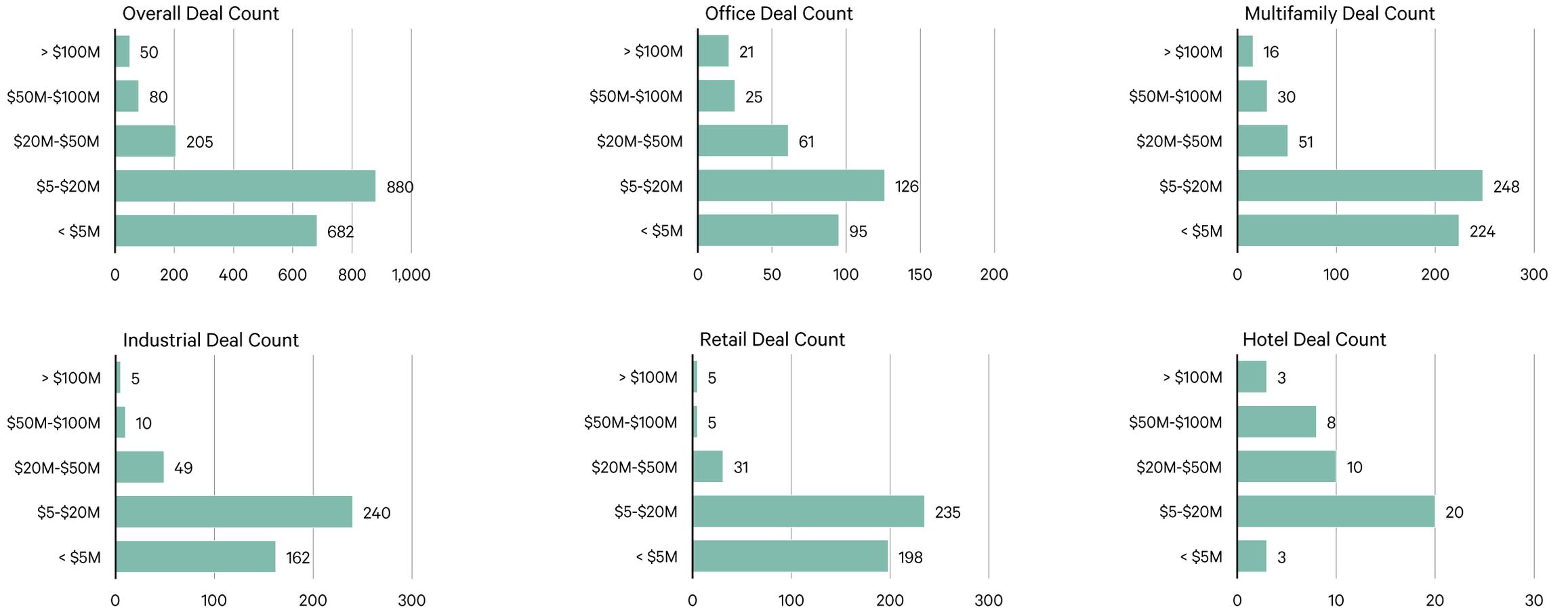
Assessment

- A flurry of Park Avenue office deals in Q4 2024 lifted the Tri-State investment market to its strongest quarter since Q4 2022.
- Office accounted for seven of the ten largest deals in 2024, signifying a turn of fortune for the beleaguered asset class.
- Investment activity will likely decline from the volume experienced in Q4 but should experience year-over-year improvement in 2025 as Manhattan’s office market gains strength after years of uncertainty.



Note: Volume excludes development site transactions.
Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 2
Deal Volume by Asset Type and Transaction Price, year ending Q4 2024



Source: CBRE Research, MSCI Real Assets, Q4 2024

Figure 3
Tri-State commercial real estate investment volume by sector, 2024 vs. 2023

- Office led all sectors for annual investment volume in 2024 with \$10.3 billion, up 33% from 2023.
- Multifamily was the second most-preferred sector with \$9.4 billion, down 2% from 2023.
- Retail was the third most-preferred sector in 2024 with \$5.8 billion, down 13% from a year ago.

Assessment

- Office reasserted itself as the Tri-State’s dominant asset class in 2024, claiming nearly one-third of all investment volume and over 40% in Q4.
- Retail and hotel which performed strongly in 2022 and 2023, relative to larger asset classes, saw interest ebb in 2024 and pre-pandemic investment patterns reemerged.

	Total (\$ billions)				Total (\$ billions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment								
Multifamily	2.89	1.34	113.2	24.6	9.44	9.66	-2.3	28.2
Industrial	2.13	1.37	55.9	18.1	5.76	5.53	4.1	17.2
Office	4.82	2.24	115.0	41.1	10.29	7.74	32.9	30.8
Retail	1.48	1.74	-14.9	12.6	5.81	6.68	-13.1	17.4
Hotel	0.36	1.36	-73.8	3.0	1.80	4.04	-55.5	5.4
Other	0.05	0.10	-44.8	0.4	0.33	0.66	-49.3	1.0
Total	11.73	8.16	43.8	100.0	33.43	34.32	-2.6	100.0

Note: Total for All Types includes single-asset and portfolio transactions. Some numbers may not total due to rounding.
 Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 4
Manhattan commercial real estate investment volume, 2024 vs. 2023

- Office led all sectors for investment volume in 2024 with \$7.6 billion, a 54% year-over-year increase.
- Multifamily was the second most-preferred sector with \$4.4 billion, up 39% from one year ago.

	Total (\$ billions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)
All Types of Investment				
Multifamily	1.13	0.41	174.3	19.5
Industrial	0.00	0.00	N/A	0.0
Office	3.99	1.77	125.6	68.7
Retail	0.45	0.92	-50.5	7.8
Hotel	0.23	0.90	-74.8	3.9
Other	0.00	0.00	N/A	0.0
Total	5.80	4.00	45.0	100.0

	Total (\$ billions)			
	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment				
	4.40	3.16	39.1	28.1
	0.01	0.01	-25.6	0.1
	7.64	4.96	54.3	48.9
	2.60	1.94	34.1	16.6
	0.99	2.85	-65.2	6.3
	0.00	0.03	-100.0	0.0
Total	15.64	12.94	20.8	100.0

Figure 5
NYC Outer Boroughs commercial real estate investment volume, 2024 vs. 2023

- Multifamily led all sectors for investment volume in 2024 with \$2.4 billion, a 37% year-over-year decrease.
- Industrial was the second most-preferred sector with \$1.6 billion, a 41% increase from one year ago.

* NYC's outer borough markets include Brooklyn, Queens, the Bronx, and Staten Island.

	Total (\$ billions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)
All Types of Investment				
Multifamily	0.79	0.33	141.3	38.6
Industrial	0.61	0.26	136.8	30.0
Office	0.22	0.11	101.4	10.7
Retail	0.37	0.20	83.9	18.1
Hotel	0.05	0.32	-83.7	2.5
Other	0.00	0.04	-100.0	0.0
Total	2.05	1.26	62.5	100.0

	Total (\$ billions)			
	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment				
	2.36	3.73	-36.7	35.2
	1.57	1.12	40.7	23.4
	1.04	0.84	23.4	15.5
	1.19	1.20	-0.9	17.8
	0.49	0.66	-25.9	7.3
	0.05	0.11	-58.4	0.7
Total	6.70	7.66	-12.6	100.0

Note: Total for All Types includes single-asset and portfolio transactions. Some numbers may not total due to rounding.
 Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 6
New Jersey commercial real estate investment volume, 2024 vs. 2023

- Industrial led all sectors for investment volume in 2024 with \$3.3 billion, a 7% year-over-year decrease.
- Multifamily was the second most-preferred sector with \$1.7 billion, down 7% from one year ago.

	Total (\$ billions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)
All Types of Investment				
Multifamily	0.49	0.20	149.0	18.9
Industrial	1.23	0.89	37.4	47.2
Office	0.40	0.28	42.8	15.5
Retail	0.41	0.18	121.1	15.6
Hotel	0.04	0.06	-27.1	1.7
Other	0.03	0.04	-30.2	1.2
Total	2.60	1.66	56.7	100.0

	Total (\$ billions)			
	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment				
	1.71	1.85	-7.2	23.0
	3.25	3.48	-6.7	43.5
	1.03	1.33	-22.4	13.8
	1.13	1.35	-16.0	15.2
	0.16	0.36	-53.8	2.2
	0.17	0.37	-53.2	2.3
Total	7.46	8.72	-14.5	100.0

Figure 7
Long Island commercial real estate investment volume, 2024 vs. 2023

- Industrial led all sectors for investment volume in 2024 with \$667 million, up 11% year-over-year.
- Retail was the second most-preferred sector with \$449 million, down 38% from one year ago.

	Total (\$ millions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)
All Types of Investment				
Multifamily	0.00	208.00	-100.0	0.0
Industrial	197.77	84.75	133.3	45.5
Office	80.97	34.54	134.4	18.6
Retail	156.10	386.01	-59.6	35.9
Hotel	0.00	60.00	-100.0	0.0
Other	0.00	0.00	-N/A	0.0
Total	434.84	773.30	-43.8	100.0

	Total (\$ millions)			
	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment				
	0.00	453.25	-100.0	0.0
	666.65	603.01	10.5	45.8
	226.03	218.17	3.6	15.5
	449.11	719.58	-37.6	30.8
	93.48	107.85	-13.3	6.4
	21.00	52.50	-60.0	1.4
Total	1,456.28	2,154.40	-32.4	100.0

Note: Total for All Types includes single-asset and portfolio transactions. Some numbers may not total due to rounding. Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 8
Hudson Valley* commercial real estate investment volume, 2024 vs. 2023

- Multifamily led all sectors for investment volume in 2024 with \$525 million, a 52% year-over-year increase.
- Industrial was the second most-preferred sector with \$222 million, down 18% from one year ago.

*Hudson Valley includes Westchester, Putnam, Dutchess, Orange, and Rockland Counties.

	Total (\$ millions)				Total (\$ millions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment								
Multifamily	265.11	184.43	43.7	58.0	524.88	344.91	52.2	43.5
Industrial	52.53	107.78	-51.3	11.5	222.19	271.90	-18.3	18.4
Office	66.57	39.90	66.8	14.6	209.28	296.08	-29.3	17.4
Retail	62.05	28.20	120.0	13.6	212.74	813.67	-73.9	17.6
Hotel	10.50	15.61	-32.7	2.3	36.80	42.32	-13.0	3.1
Other	0.00	0.00	N/A	0.0	0.00	34.95	-100.0	0.0
Total	456.75	375.91	21.5	100.0	1,205.90	1,803.83	-33.1	100.0

Figure 9
Fairfield County, CT commercial real estate investment volume, 2024 vs. 2023

- Multifamily led all sectors for investment volume in 2024 with \$448 million, a 245% year-over-year increase.
- Retail was the second most-preferred sector with \$225 million, down 66% from one year ago.

	Total (\$ millions)				Total (\$ millions)			
	Q4 2024	Q4 2023	Change (%)	Market Share (%)	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Market Share (%)
All Types of Investment								
Multifamily	205.29	23.10	788.7	53.4	447.83	129.82	245.0	45.8
Industrial	34.99	18.96	84.5	9.1	50.29	52.46	-4.1	5.1
Office	66.41	10.43	537.0	17.3	139.55	101.53	37.4	14.3
Retail	34.03	25.44	33.7	8.8	225.09	661.24	-66.0	23.0
Hotel	22.50	0.00	N/A	5.9	22.50	24.51	-8.2	2.3
Other	21.30	6.94	206.9	5.5	92.58	58.20	59.1	9.5
Total	384.51	84.86	353.1	100.0	977.85	1,027.76	-4.9	100.0

Note: Total for All Types includes single-asset and portfolio transactions. Some numbers may not total due to rounding. Source: CBRE Research, MSCI Real Assets, Q4 2024.

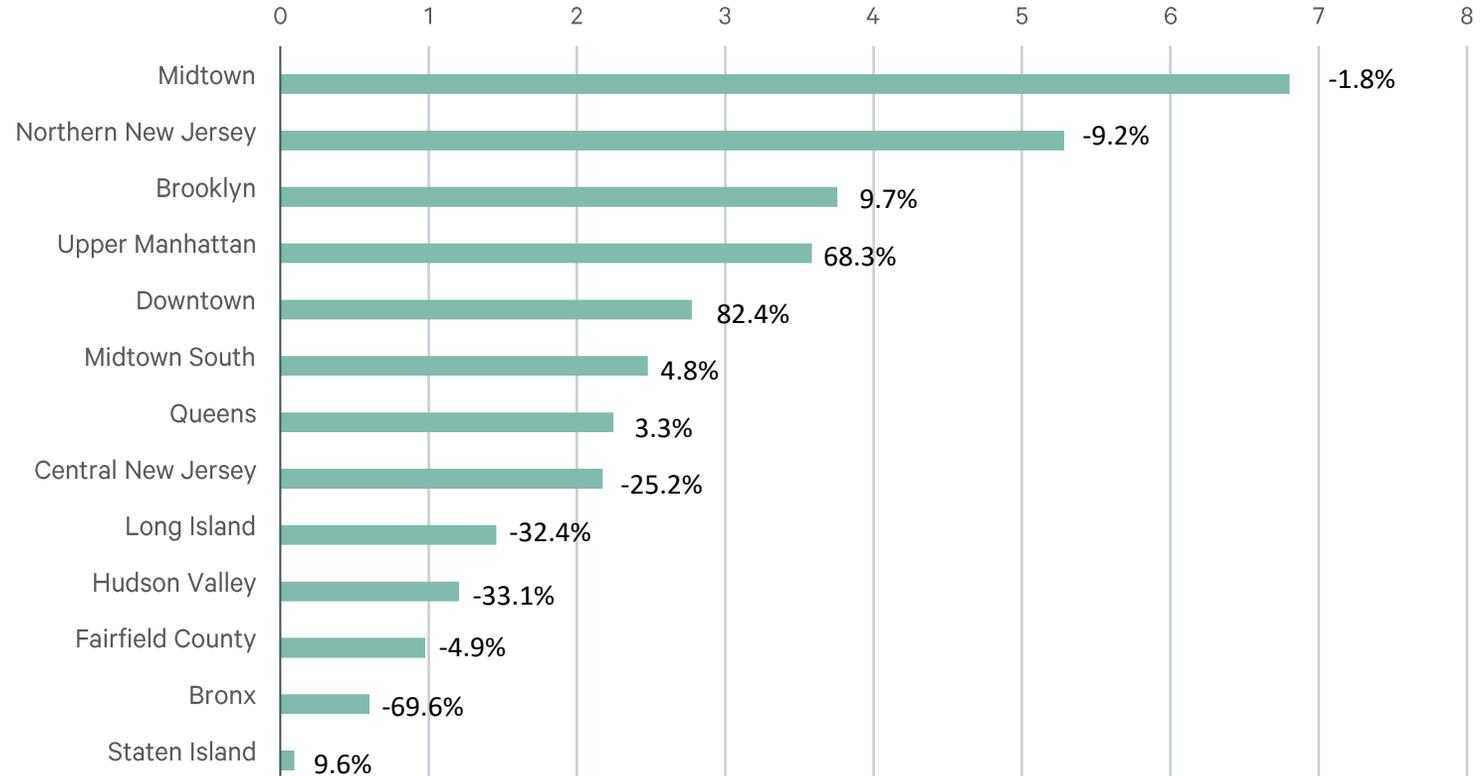
Figure 10 2024 Investment Volume & Annual Percent Change

- Midtown Manhattan led the Tri-State area for annual investment volume in 2024 with \$6.8 billion.
- Northern New Jersey had the second-highest total with \$5.3 billion.
- Brooklyn rounded out the top three with \$3.8 billion.
- Capital flocked to the region’s geographic center where office, retail and multifamily assets attracted large deals in Manhattan and the Outer Boroughs.
- The steepest year-over-year declines were seen in the Hudson Valley, Long Island, and Central New Jersey.

Assessment

- Downtown experienced the largest year-over-year increase in investment activity with many of the largest deals tied to existing or future office-to-residential conversions in the Financial District.
- Upper Manhattan’s strong annual investment gains were also tied to its changing physical landscape as a flurry of deals closed related to future residential and retail development along Madison Avenue on the Upper East Side.

Investment Volume (\$ Billions) & YoY Percent Change Across Tri-State



Note: Volume excludes development site transactions.
Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 11
Investment volume by market & property type, year ending Q4 2024

Overall Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Midtown	6,804	-1.8%
2	Northern New Jersey	5,284	-9.2%
3	Brooklyn	3,755	9.7%
4	Upper Manhattan	3,583	68.3%
5	Downtown	2,775	82.4%
6	Midtown South	2,478	4.8%
7	Queens	2,246	3.3%
8	Central New Jersey	2,173	-25.2%
9	Long Island	1,456	-32.4%
10	Hudson Valley	1,206	-33.1%

Office Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Midtown	4,339	40.4%
2	Downtown	1,351	54.8%
3	Upper Manhattan	1,014	1164.1%
4	Midtown South	942	3.1%
5	Northern New Jersey	807	-15.3%
6	Brooklyn	503	18.9%
7	Queens	459	83.8%
8	Long Island	226	3.6%
9	Central New Jersey	221	-40.7%
10	Hudson Valley	209	-29.3%

Industrial Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Northern New Jersey	2,235	-9.5%
2	Central New Jersey	1,011	0.0%
3	Brooklyn	798	97.6%
4	Long Island	667	10.5%
5	Queens	619	11.7%
6	Hudson Valley	222	-18.3%
7	Bronx	120	-23.5%
8	Fairfield County	50	-4.1%
9	Staten Island	31	N/A
10	Downtown	5	N/A

Multifamily Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Upper Manhattan	1,985	28.9%
2	Brooklyn	1,476	-7.6%
3	Northern New Jersey	1,465	6.9%
4	Downtown	1,015	750.9%
5	Midtown South	1,004	25.4%
6	Queens	576	-6.6%
7	Hudson Valley	525	52.2%
8	Fairfield County	448	245.0%
9	Midtown	394	-43.8%
10	Bronx	309	-79.4%

Retail Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Midtown	1,221	8.7%
2	Brooklyn	711	20.8%
3	Upper Manhattan	584	53.9%
4	Northern New Jersey	569	-18.4%
5	Central New Jersey	565	-13.4%
6	Midtown South	484	103.0%
7	Long Island	449	-37.6%
8	Queens	338	-15.5%
9	Downtown	311	57.7%
10	Fairfield County	225	-66.0%

Hotel Investment

Rank	Market	Volume (\$m)	Growth (Y-o-Y)
1	Midtown	848	-57.9%
2	Brooklyn	266	-13.9%
3	Queens	207	-41.6%
4	Northern New Jersey	140	-33.1%
5	Downtown	95	-71.6%
6	Long Island	93	-13.3%
7	Midtown South	49	-87.1%
8	Hudson Valley	37	-13.0%
9	Central New Jersey	24	-83.5%
10	Fairfield County	23	-8.2%

Note: Tables ranked by highest investment volume among Tri-State Markets
 Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 12
Investment volume by buyer type,
2024 vs. 2023

- Private investors accounted for \$20.4 billion or 61% of total Tri-State investment volume in 2024.
- Inbound cross-border investment volume decreased by 25% year-over-year in 2024 to \$3.7 billion.

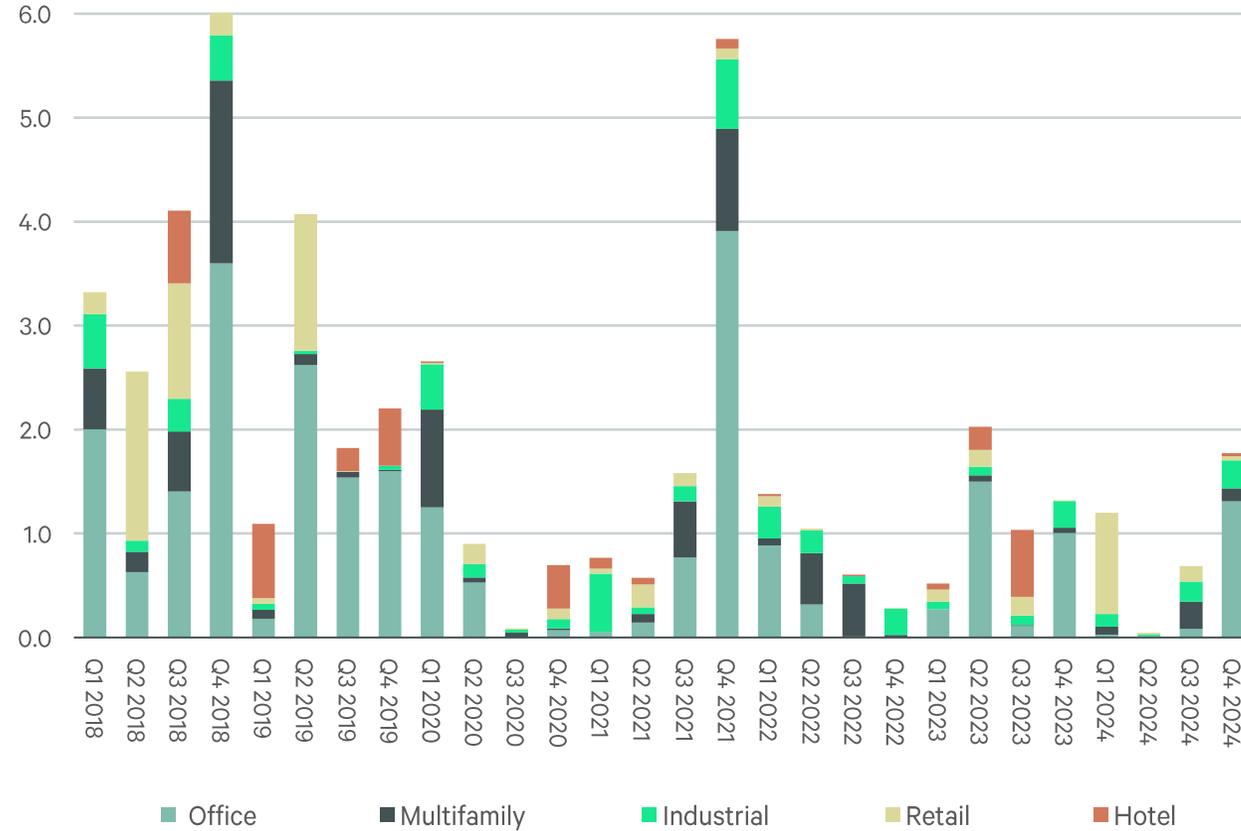
	Volume (\$ billions)			Market Share (%)	
	Year Ending Q4 '24	Year Ending Q4 '23	Change (%)	Year Ending Q4 '24	Year Ending Q4 '23
Private	\$20.4	\$18.3	11.8	61.1	53.3
Institutional	\$4.6	\$6.8	-32.1	13.8	19.7
Public Companies	\$2.7	\$2.1	24.9	7.9	6.2
Cross-Border	\$3.7	\$4.9	-24.5	11.1	14.3
Other*	\$2.0	\$2.2	-9.0	6.1	6.5
Total	\$33.4	\$34.3	-2.6	100.0	100.0

*Other = user, unknown, other types of investors.
 Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 13 Cross-border investment by property type, Tri-Sate New York

- Office was the leading sector for inbound cross-border investment into Tri-State New York in 2024 with \$1.4 billion, followed by retail with \$1.2 billion.
- Over 90% of office investment in 2024 occurred across multiple unrelated deals in the fourth quarter.

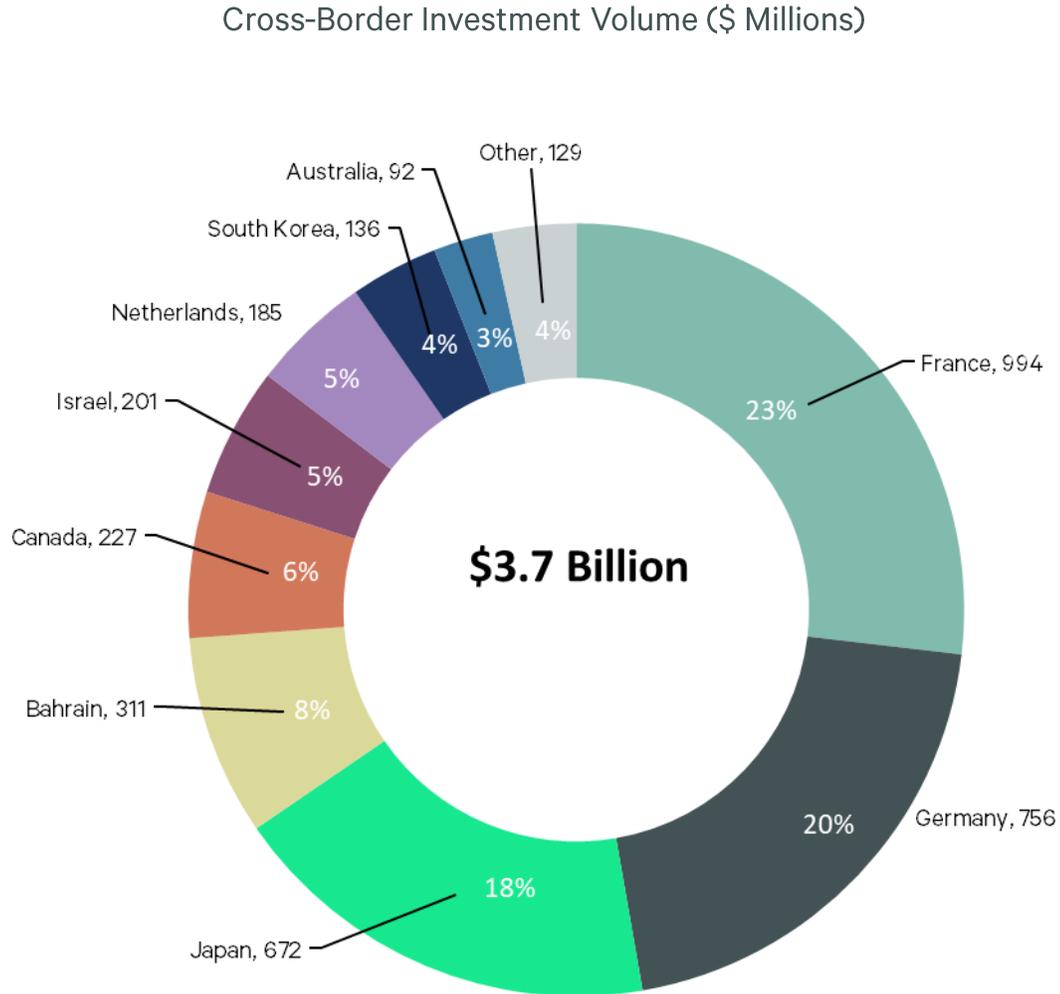
Investment Volume (\$ Billions)



Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 14
Cross-border investment for all asset types by country of origin, trailing four quarters ending Q4 2024: Tri-State New York

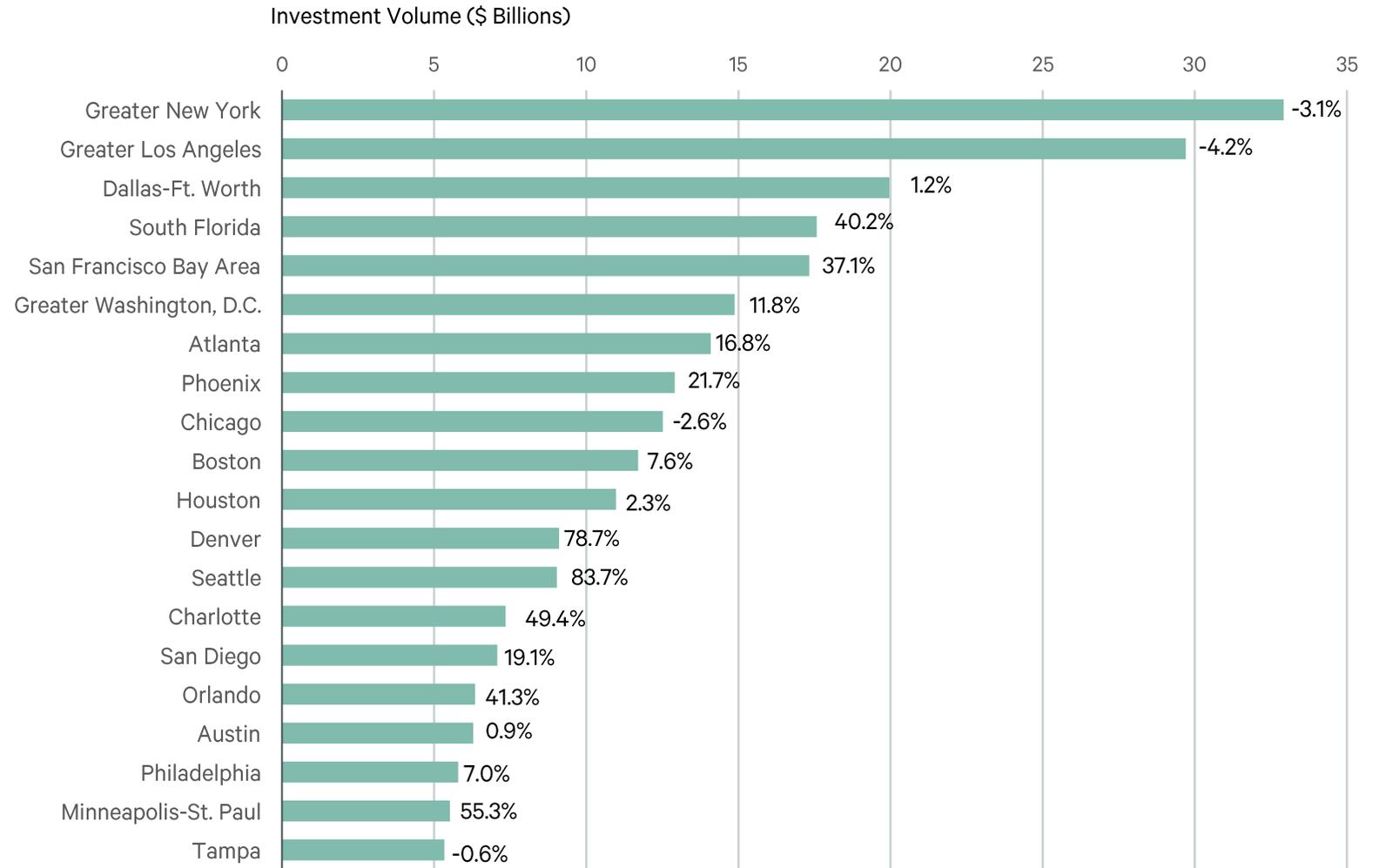
- France was the top country for inbound cross-border investment into Tri-State New York with \$994 million or 26.8% of the 2024 total driven by three retail and office acquisitions in Midtown and the Upper East Side.
- Germany accounted for 20.4% of the total volume with \$756 million, predominantly invested in Midtown and Downtown Manhattan office properties.
- Japan had the third-highest total cross-border investment volume in 2024 with \$672 million or 18.2%. Japanese investments were broad in scope and geography and included office, retail, and multifamily properties across Manhattan alongside smaller acquisitions in Brooklyn and New Jersey.



Source: CBRE Research, MSCI Real Assets, Q4 2024.

Figure 15
Top 20 markets for total investment volume, trailing four quarters ending Q4 2024

- New York was the leading U.S. market for total investment volume in 2024, capturing over \$33 billion, followed by Los Angeles and Dallas.
- New York had the second steepest year-over-year decline in investment volume, behind only Los Angeles. Sixteen of the twenty top markets registered year-over-year growth in 2024.



Note: Volume excludes development site transactions. Greater New York figures in this chart do not include New Jersey's Princeton submarket, which accounts for roughly \$516 million in additional transaction activity.

*Percentage change from trailing four quarter total in previous year.

Source: CBRE Research, MSCI Real Assets, Q4 2024.

Contacts

Richard Barkham, Ph.D.

Global Chief Economist
& Head of Americas Research
richard.barkham@cbre.com

Kevin Aussef

President, Americas
Investment Properties
Kevin.aussef@cbre.com

Darin Mellott

Vice President
Capital Markets Research
darin.mellott@cbre.com

Nicole LaRusso

U.S. Head of Field Research & Data
Intelligence
nicole.larusso@cbre.com

Ben Wurtzel

Research Manager
CBRE | Tri-State
ben.wurtzel@cbre.com

© Copyright 2025. All rights reserved. This report has been prepared in good faith, based on CBRE's current anecdotal and evidence based views of the commercial real estate market. Although CBRE believes its views reflect market conditions on the date of this presentation, they are subject to significant uncertainties and contingencies, many of which are beyond CBRE's control. In addition, many of CBRE's views are opinion and/or projections based on CBRE's subjective analyses of current market circumstances. Other firms may have different opinions, projections and analyses, and actual market conditions in the future may cause CBRE's current views to later be incorrect. CBRE has no obligation to update its views herein if its opinions, projections, analyses or market circumstances later change.

Nothing in this report should be construed as an indicator of the future performance of CBRE's securities or of the performance of any other company's securities. You should not purchase or sell securities—of CBRE or any other company—based on the views herein. CBRE disclaims all liability for securities purchased or sold based on information herein, and by viewing this report, you waive all claims against CBRE as well as against CBRE's affiliates, officers, directors, employees, agents, advisers and representatives arising out of the accuracy, completeness, adequacy or your use of the information herein.

