

FIGURES | NAPA-SOLANO COUNTY INDUSTRIAL | Q1 2026

# Napa and Solano counties experience increases in occupancy loss

▲ 8.3%

Vacancy Rate

▼ (295)K

SF Net Absorption

▶ 0

SF Under Construction

▼ \$0.91

NNN / Lease Rate Existing Properties

▶ 0

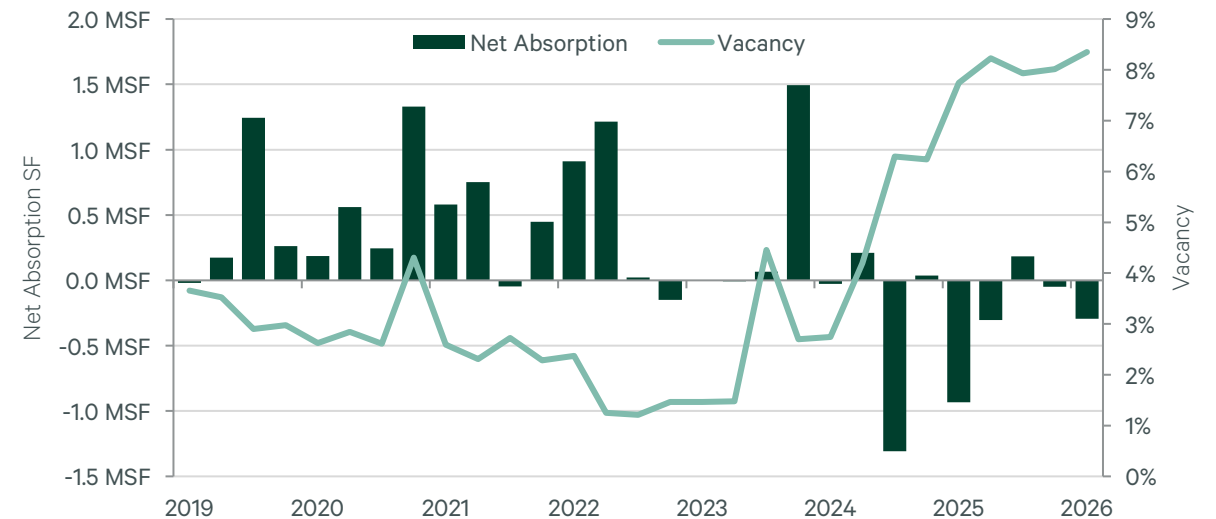
SF Delivered

Note: Arrows indicate change from previous quarter.

## INDUSTRIAL MARKET HIGHLIGHTS

- The Napa-Solano Industrial Market, comprised of Napa and Solano counties, is home to 584,500 residents and hosts a labor force of 294,000. Through March of 2025, the total employment was 219,300 representing a gain of 200 jobs in Q1. The unemployment rate decreases slightly, quarter-over-quarter (QoQ), to 5.35% at the end of the first quarter.
- Total market vacancy rate increased by 30 basis points (bps) from 8.0% in Q4 2025 to 8.3% in Q1 2026. This was driven by smaller vacancies in Napa county and more sizeable vacancy additions throughout Solano county.
- Net absorption for the total market was negative 294,689 sq. ft. This follows the negative 49,493 sq. ft. of absorption during Q4.
- Industrial leasing activity in Solano County continues to surpass that of Napa County. Napa’s wine-oriented market remains subdued, while Solano benefits from a more diverse tenant mix and stronger freeway connectivity.

FIGURE 1: Vacancy & Net Absorption Trend



Source: CBRE Research, Q1 2026

FIGURE 2: Submarket Statistics

Napa Submarkets	Net Rentable Area	Total Vacancy (%)	Total Availability (%)	Average Asking Rate (\$)	Q1 Leasing Activity	YTD Leasing Activity	Q1 Net Absorption	YTD Net Absorption
<b>Napa</b>	<b>9,082,969</b>	<b>6.2%</b>	<b>10.7%</b>	<b>1.10</b>	<b>5,680</b>	<b>5,680</b>	<b>-53,683</b>	<b>-53,683</b>
Warehouse/Distribution	6,524,013	4.5%	10.4%	1.07	5,680	5,680	1,480	1,480
Manufacturing	769,450	14.5%	14.5%	1.14	0	0	-22,406	-22,406
R&D/Flex	1,789,506	8.7%	10.0%	1.24	0	0	-32,757	-32,757
<b>American Canyon</b>	<b>8,708,128</b>	<b>17.4%</b>	<b>17.4%</b>	<b>0.83</b>	<b>12,000</b>	<b>12,000</b>	<b>12,000</b>	<b>12,000</b>
Warehouse/Distribution	8,210,065	18.2%	18.2%	0.82	12,000	12,000	12,000	12,000
Manufacturing	486,063	3.8%	3.8%	1.30	0	0	0	0
R&D/Flex	12,000	0.0%	0.0%	0.00	0	0	0	0
<b>Napa Ind. Market</b>	<b>17,791,097</b>	<b>11.7%</b>	<b>14.0%</b>	<b>0.92</b>	<b>17,680</b>	<b>17,680</b>	<b>-41,683</b>	<b>-41,683</b>

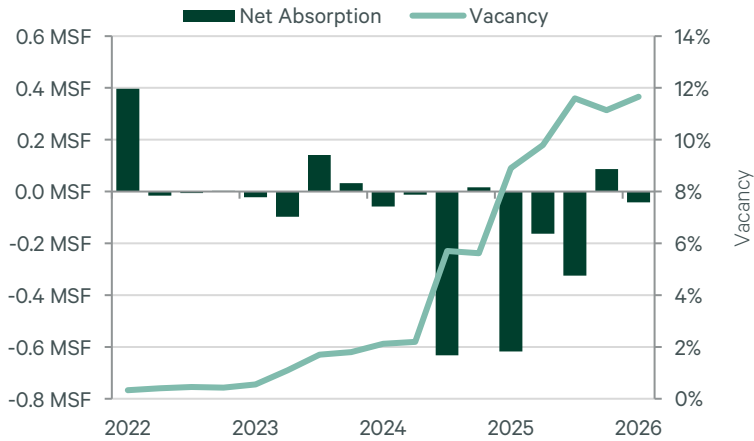
Solano Submarkets	Net Rentable Area	Total Vacancy (%)	Total Availability (%)	Average Asking Rate (\$)	Q1 Leasing Activity	YTD Leasing Activity	Q1 Net Absorption	YTD Net Absorption
<b>Benicia</b>	<b>8,616,141</b>	<b>3.3%</b>	<b>5.3%</b>	<b>0.97</b>	<b>165,577</b>	<b>165,577</b>	<b>37,373</b>	<b>37,373</b>
Warehouse/Distribution	6,945,284	3.9%	6.4%	0.95	161,173	161,173	32,969	32,969
Manufacturing	1,189,094	0.0%	0.0%	0.00	2,100	2,100	2,100	2,100
R&D/Flex	481,763	2.9%	2.9%	1.30	2,304	2,304	2,304	2,304
<b>Fairfield</b>	<b>17,560,055</b>	<b>7.6%</b>	<b>10.1%</b>	<b>0.91</b>	<b>188,044</b>	<b>188,044</b>	<b>-27,732</b>	<b>-27,732</b>
Warehouse/Distribution	14,055,861	8.4%	11.4%	0.89	184,710	184,710	-31,066	-31,066
Manufacturing	2,297,129	3.7%	3.7%	1.15	0	0	0	0
R&D/Flex	1,207,065	6.0%	6.8%	1.24	3,334	3,334	3,334	3,334
<b>Vacaville</b>	<b>13,154,277</b>	<b>10.6%</b>	<b>15.1%</b>	<b>0.87</b>	<b>22,157</b>	<b>22,157</b>	<b>-281,296</b>	<b>-281,296</b>
Warehouse/Distribution	10,359,386	10.6%	16.0%	0.85	18,797	18,797	-265,033	-265,033
Manufacturing	1,264,986	0.6%	0.6%	0.00	0	0	0	0
R&D/Flex	1,529,905	18.6%	20.8%	1.16	3,360	3,360	-16,263	-16,263
<b>Vallejo</b>	<b>4,825,175</b>	<b>1.8%</b>	<b>3.1%</b>	<b>1.09</b>	<b>18,649</b>	<b>18,649</b>	<b>18,649</b>	<b>18,649</b>
Warehouse/Distribution	2,313,449	2.0%	2.0%	0.95	0	0	0	0
Manufacturing	1,927,151	2.2%	5.3%	1.22	18,649	18,649	18,649	18,649
R&D/Flex	584,575	0.0%	0.0%	0.00	0	0	0	0
<b>Solano Ind. Market</b>	<b>8,616,141</b>	<b>3.3%</b>	<b>5.3%</b>	<b>0.97</b>	<b>394,427</b>	<b>394,427</b>	<b>37,373</b>	<b>37,373</b>

Total Market	Net Rentable Area	Total Vacancy (%)	Total Availability (%)	Average Asking Rate (\$)	Q1 Leasing Activity	YTD Leasing Activity	Q4 Net Absorption	YTD Net Absorption
<b>Napa-Solano Ind. Market</b>	<b>61,946,745</b>	<b>8.3%</b>	<b>11.1%</b>	<b>\$0.91</b>	<b>412,107</b>	<b>412,107</b>	<b>-294,689</b>	<b>-294,689</b>
<b>Warehouse/Distribution</b>	<b>48,408,058</b>	<b>9.0%</b>	<b>12.2%</b>	<b>\$0.89</b>	<b>382,360</b>	<b>382,360</b>	<b>-249,650</b>	<b>-249,650</b>
<b>Manufacturing</b>	<b>7,933,873</b>	<b>3.3%</b>	<b>4.1%</b>	<b>\$1.18</b>	<b>20,749</b>	<b>20,749</b>	<b>-1,657</b>	<b>-1,657</b>
<b>R&amp;D/Flex</b>	<b>5,604,814</b>	<b>9.4%</b>	<b>10.6%</b>	<b>\$1.22</b>	<b>8,998</b>	<b>8,998</b>	<b>-43,382</b>	<b>-43,382</b>

Source: CBRE Research, Q1 2026

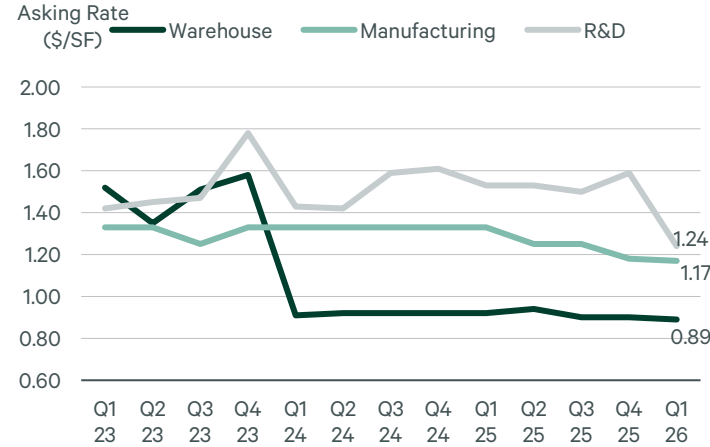
## Napa County Market Breakdown

FIGURE 8: Napa Market Vacancy & Net Absorption Trend



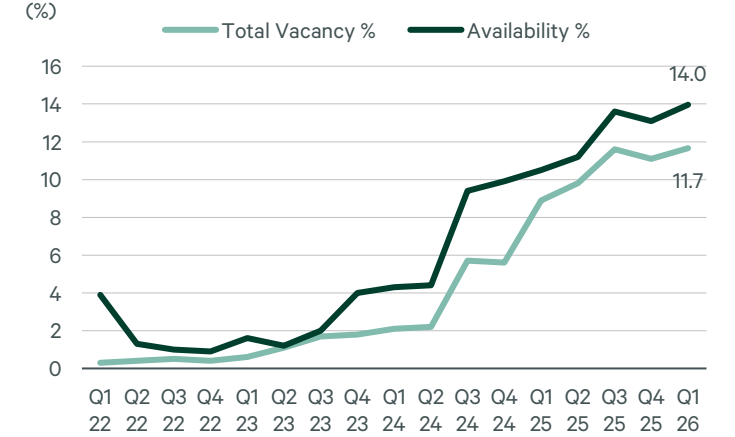
Source: CBRE Research, Q1 2026

FIGURE 9: Napa Market Lease Rates



Source: CBRE Research, Q1 2026

FIGURE 10: Napa Market Vacancy & Availability



Source: CBRE Research, Q1 2026

FIGURE 11: Napa Market Notable Lease Transactions

Tenant	Address	SF Leased	Property Type
Undisclosed	110 Dodd Ct American Canyon	12,000	Warehouse

Source: CBRE Research, Q1 2026

\*Renewal \*\*CBRE Involved

FIGURE 12: Napa Market Notable Sale Transactions

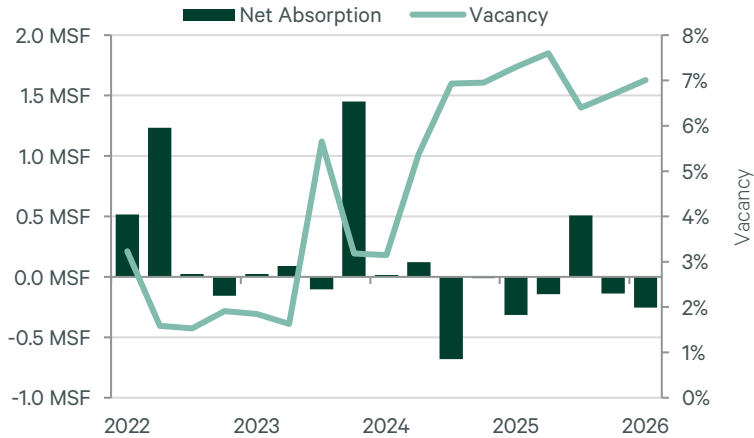
Buyer	Address	SF Sold	Sale Price \$/SF
Timothy Larson	520 California Blvd, Napa	24,750	\$5.943M \$103

Source: CBRE Research, Q1 2026

\*CBRE Involved

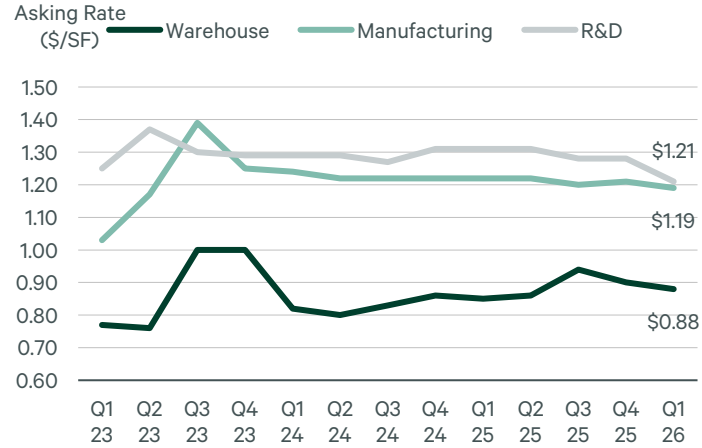
## Solano County Market Breakdown

FIGURE 8: Solano Market Vacancy & Net Absorption Trend



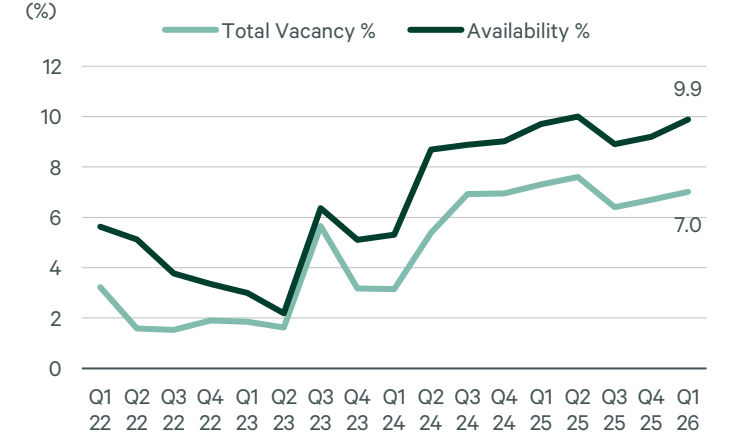
Source: CBRE Research, Q1 2026

FIGURE 9: Solano Market Lease Rates



Source: CBRE Research, Q1 2026

FIGURE 10: Solano Market Vacancy & Availability



Source: CBRE Research, Q1 2026

FIGURE 11: Solano Market Notable Lease Transactions

Tenant	Address	SF Leased	Property Type
QX Warehouse	2300 Cordelia Rd, Fairfield	184,710*	Warehouse
Costco	4901 4995 Industrial Way, Benicia	96,000*	Warehouse
Troia Dairy Industries	535 Getty Ct, Benicia	28,224	Warehouse**
CHR Racing	1175 Nimitz Ave, Vallejo	18,649	Warehouse
Lineage Metals	1051 Aldridge Rd, Vacaville	15,792	Warehouse**

Source: CBRE Research, Q1 2026

\*Renewal \*\*CBRE Involved

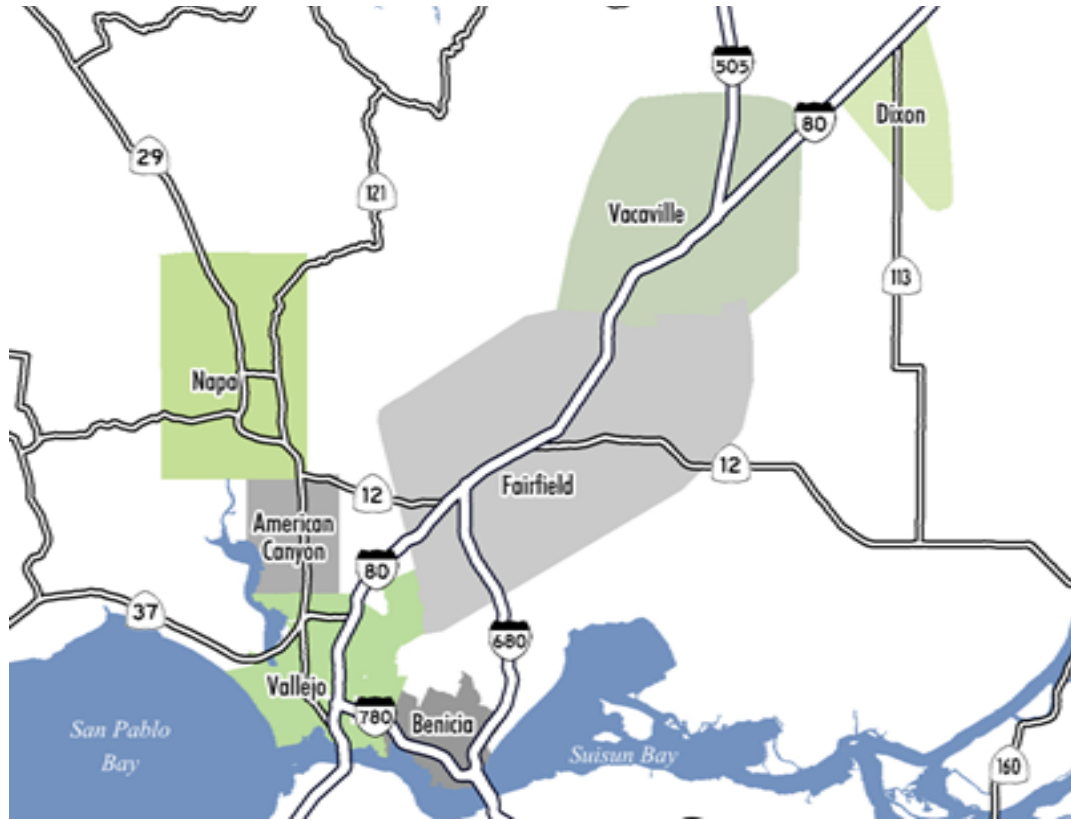
FIGURE 12: Solano Market Notable Sale Transactions

Buyer	Address	SF Sold	Sale Price \$/SF
Ares Management (part of a regional portfolio sale)	2121 Icon Way, Vacaville	252,432	\$155/SF
Deutscher Properties	103 & 105 Commerce Ct, Cordelia	42,690	\$6.0M \$141

Source: CBRE Research, Q1 2026

\*CBRE Involved

**Submarket Map**



Source: CBRE Research, Location Intelligence

**Definitions**

Average Asking Rate Direct Annual Lease Rates, NNN. Availability All existing space being marketed for lease. Total Vacancy Rate Direct Vacancy + Sublease Vacancy.

CBRE's market report analyzes existing single- and multi-tenant office buildings that total 10,000+ sq. ft. in downtown San Francisco, excluding owner-occupied buildings. CBRE assembles all information through telephone canvassing, third-party vendors, and listings received from owners, tenants and members of the commercial real estate brokerage community.

**Contacts**

**Vikram Narula**

Research Analyst  
+1 510 874 1924  
Vikram.Narula@cbre.com

**Paul Magoria**

Research Manager  
+1 510 874 1912  
Paul.Magoria@cbre.com

**Konrad Knutsen**

Director, Northern CA & Greater LA  
+1 916 446 8292  
Konrad.Knutsen@cbre.com

**Walnut Creek Office**

1676 N California Blvd, Suite 500  
Walnut Creek, CA 94596