



The New York City industrial sales market experienced robust growth in the first half of 2025, with 46 transactions totaling \$610 million. Queens led all boroughs, capturing over \$419 million in sales volume, while the Bronx posted the highest average price per square foot at \$460/SF.

Driven by a rise in work permits for projects like roof raises and new loading doors, our analysis expanded to include additional, less tangible warehouse features. Notably, factors such as street width—critical for truck maneuverability, lot coverage ratios—reflecting the proportion of vacant land on a property, and the presence of outdoor parking are now being tracked.

Institutional investors continued to target prime assets, acquiring properties on the widest streets (averaging 79 feet), with the greatest number of loading positions (15 on average), and the lowest lot coverage ratios (63% on average).

Differences between assets acquired by private investors and owner-operators — many from contracting and transportation sectors — were less pronounced this period. Both groups purchased properties located on streets averaging 70 feet in width. Owner-users acquired buildings with an average of 2.3 loading positions and an 89% lot coverage ratio; investor-acquired properties averaged 2.5 loading positions and a 93% lot coverage ratio.

The market for industrial land sales, or IOS, continued to accelerate with total volume surging to \$335 million, a 162% increase from 1H24. Land square footage traded saw a modest increase, while the average price per land square foot surged 43% year-over-year to \$291. Owner-users accounted for 55% of industrial land acquisitions, marking a sharp uptick from last year.

Looking ahead, demand for quality industrial assets is expected to rise further, with market value increasingly tied to attributes like street width and lot coverage, rather than only traditional features. Interest in industrial land, especially in dense submarkets, is anticipated to intensify as redevelopments and rezonings reduce available supply. With the added prospect of a lower interest rate environment, NYC is poised for new benchmarks in industrial property sales in the near future.

Outer-Borough Totals

46 **5.86%** **\$610M**

Total No. of Transactions

5% increase from 1H24

Average Cap Rate

Total Dollar Amount
9% increase from 1H24

Bronx

\$90,900,000 **\$460** **66%**

Total Dollar Amount

Average \$/SF

Average Lot Coverage Ratio (Buildings)

Brooklyn

\$99,475,700 **\$379** **93%**

Total Dollar Amount

Average \$/SF

Average Lot Coverage Ratio (Buildings)

Queens

\$419,425,438 **\$425** **85%**

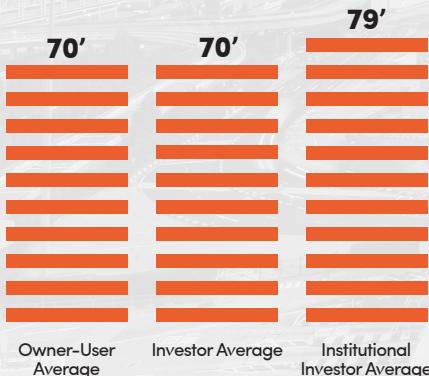
Total Dollar Amount

Average \$/SF

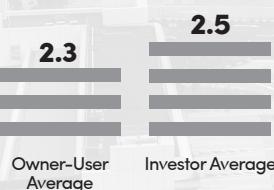
Average Lot Coverage Ratio (Buildings)

Buyer Profiles

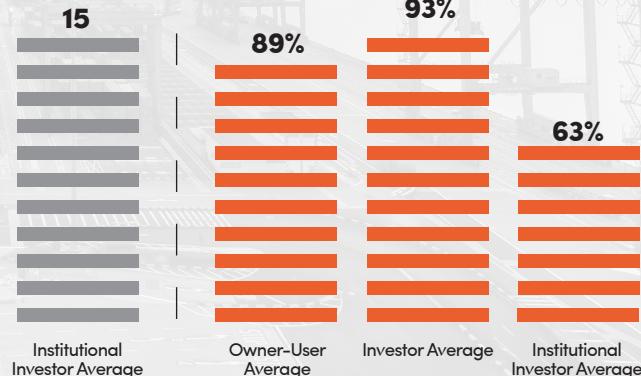
Street Width



Loading Positions



Lot Coverage

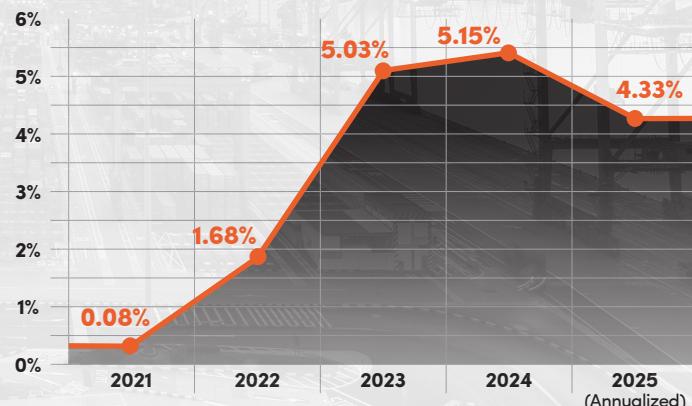


HISTORIC METRICS

Historic Dollar Volume



Historic Fed Funds Rate



\$335.5M
Total Dollar Volume

162% increase
from 1H24



\$291
Average \$/Land SF

43% increase
from 1H24



Industrial Land Sales

1.15M
Total Land SF Sold

3% increase
from 1H24



55%
IOS deals purchased
by Owner-Users

67% increase
from 1H24



Redevelopment Sales

12 industrial properties sold with plans to be
redeveloped into other asset classes, representing a loss of
280,854 existing industrial SF

Average Sales Price Achieved

Industrial properties sold for
88% of their asking prices, on average

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