INVESTMENT MARKET

Q1 2026

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"The results for Q1 2026 show that the property investment market remains active, but is becoming more targeted and selective. Today investors assess the quality of a specific asset rather than the segment as a whole: the stability of cash flow, the reliability of tenants, the liquidity of the location, the management potential, and the prospects for exiting the project in the future.

The growth in the share of wholesale & retail property within the transaction mix does not signify a mass return of interest in shopping centres. It rather reflects capital's willingness to invest in individual, stable properties with strong locations, a high-quality tenant mix and predictable returns. This logic is also evident in other segments: in offices, warehouses and development sites, demand is concentrated on assets where investors see a stable economic model and limited risks.

Against a backdrop of high financing costs, the market is becoming less universal. Large capital is no longer choosing «growth segments», but rather specific assets that can retain their value and generate income, even in a more challenging macroeconomic environment».

Key findings

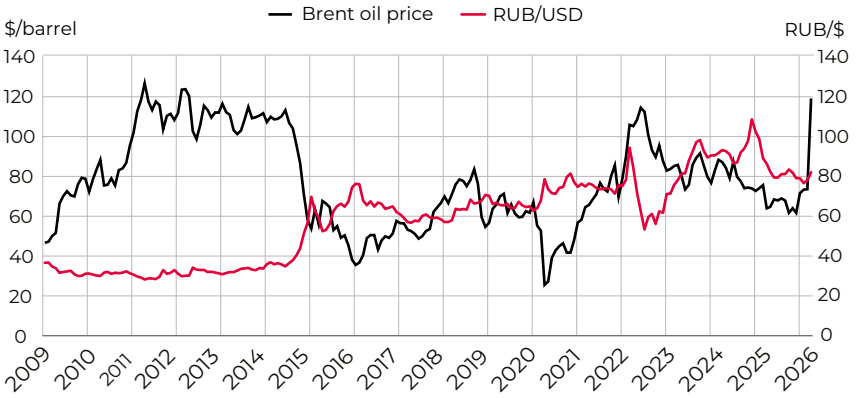
- By the end of Q1 2026, the total investment in Russian real estate amounted to 169.5 B roubles.
- In terms of investment amount by segment, wholesale & retail property led the way, accounting for 46%.
- 23% of sites were allocated for development.

In March 2026, the Central Bank of the Russian Federation cut the key rate to 15%, continuing the trend of monetary policy easing that began in 2025. According to the Institute of Economics of the Russian Academy of Sciences, the CPI for the quarter stood at 5.2% year-on-year, whilst GDP for Q1 2026 is estimated to have contracted by 1.5%.

The consumer confidence index fell by 1 ppt compared to the end of 2025, reaching 12%.

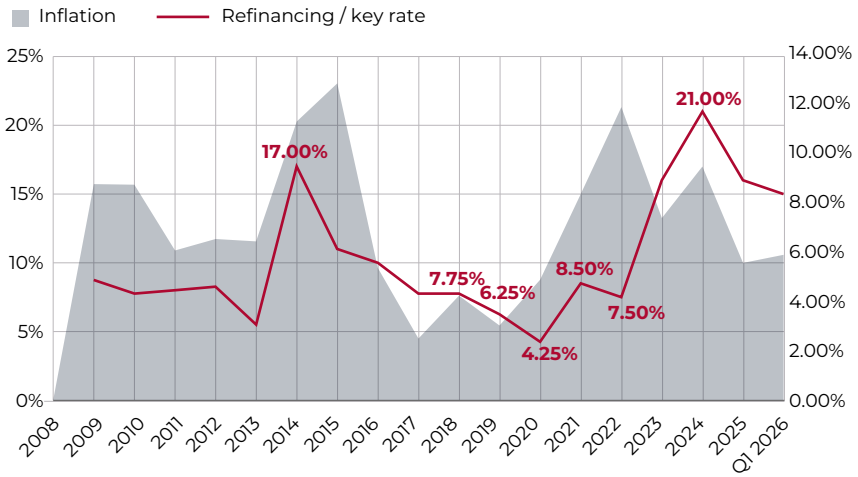
As of 1 April 2026, the US dollar exchange rate stood at 81.25 roubles/USD. Against a backdrop of heightened geopolitical tensions in the Middle East, the price of Brent crude rose to $118.29 per barrel.

Dynamics of the dollar exchange rate and Brent crude oil prices



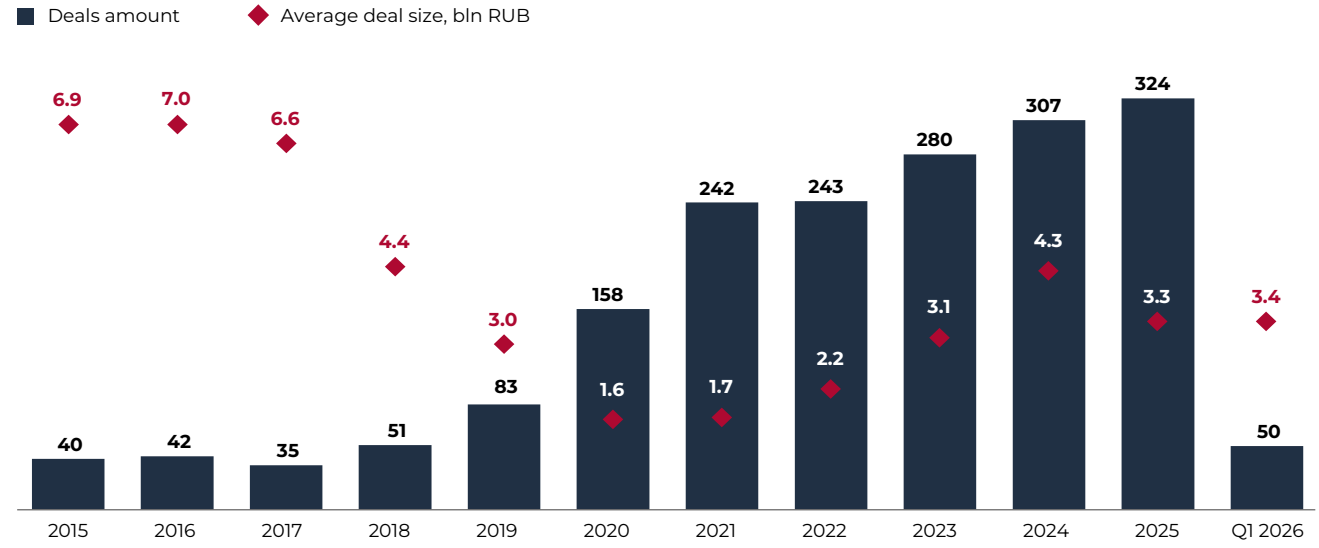
Sources: Central Bank of Russia, 2026

Inflation and Central Bank key rate dynamics



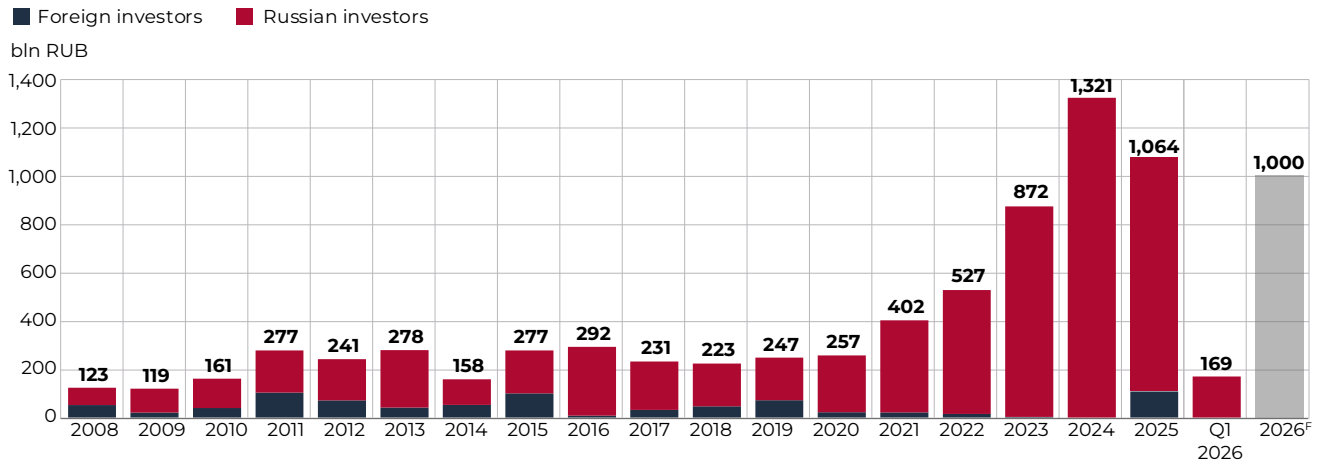
Sources: Central Bank of Russia, 2026

Average size and number of transactions



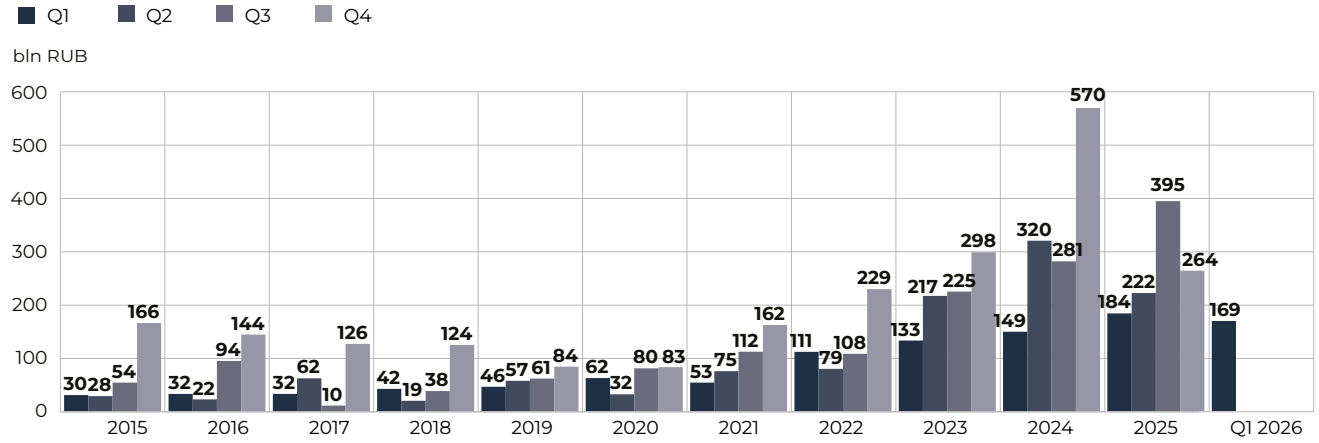
Source: NF GROUP Research, 2026

Real estate investment amounts and the share of foreign capital



Sources: Central Bank of Russia, NF GROUP Research, 2026

Quarterly investment amount dynamics



Source: NF GROUP Research, 2026

Total investment in Russian commercial property in Q1 2026 amounted to 169.5 billion roubles, which is 8% lower than in the same period in 2025. Despite the decline in total investment, market activity remained high due to changes in transaction structures. At the beginning of 2026, market participants tended to focus on selective investments and properties with predictable cash flows due to the high cost of debt financing and stricter asset quality requirements.

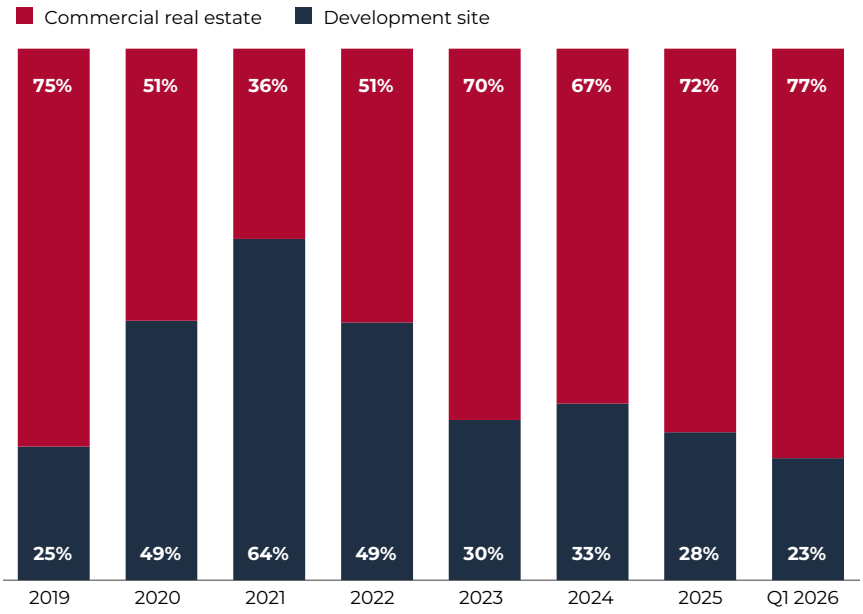
In Q1 2026, there were no investments from foreign investors, which continues the recent trend towards Russian capital dominating the investment structure.

Compared with the results for 2025, the share of investment in development sites fell from 28% to 23%; a decline was also recorded compared with the same period in 2025, when the figure was 27%.

Wholesale & retail property emerged as the leader in the investment market in Q1 2026, accounting for 46% of total investment, or 78.5 B roubles. Two major transactions played a key role in the segment's dominance: TPS Real Estate's acquisition of the Metropolis retail complex in Moscow from Balchug Capital for 55–65 billion roubles, and Metallist's purchase of Aura shopping centres for 15-17 billon roubles.

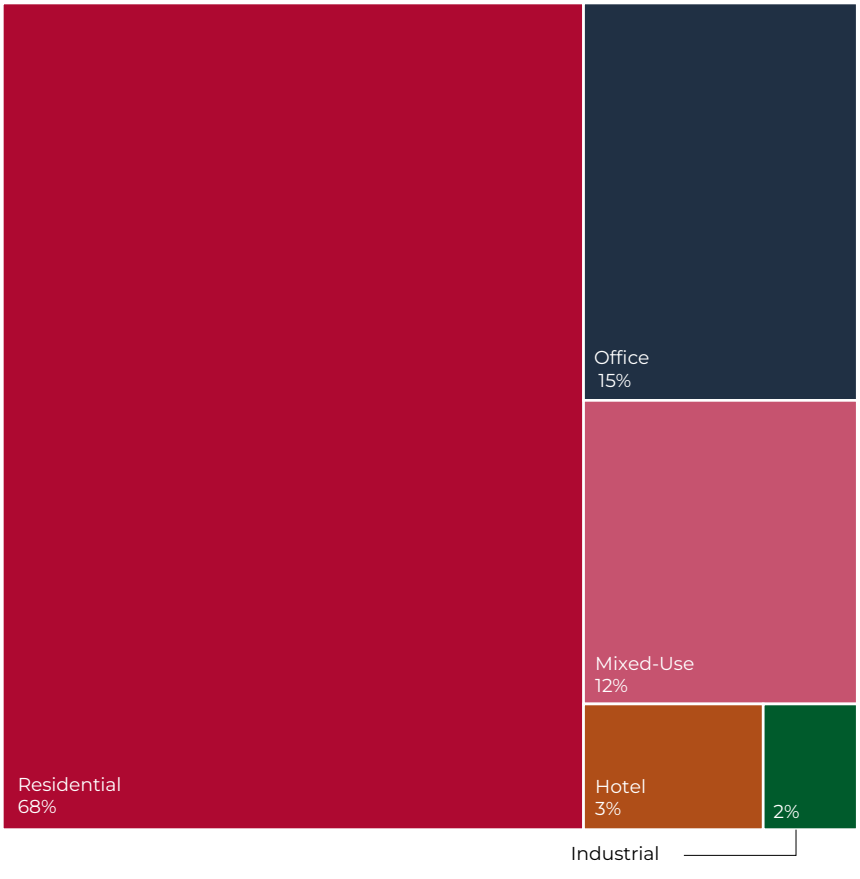
Development sites accounted for 23% of investments in Q1 2026, totalling 38.9 B roubles. The absolute figure was 22% lower than in the same period last year. In terms of project type, sites for residential construction and mixed-use complexes led the way, accounting for 68% of all transactions. The largest transaction in this sector was the acquisition of a plot of land in Yanino (Leningrad Oblast) by the SSK developer for 5–7 billion roubles.

Investment structure by asset type



Source: NF GROUP Research, 2026

Structure of investments in development sites by segment



Source: NF GROUP Research, 2026

Examples of major investment deals, Q1 2026

Property	Segment	Region / city	Buyer	Price, roubles
Metropolis retail complex	Wholesale & Retail	Moscow	TPS Real Estate	55–56 B
Aura shopping centres	Wholesale & Retail	Regions	Metallist (Grand Line)	15–17 B
Warehouse complex in Ufa (PFO Group)	Warehouse	Ufa	Sovremenny 8 Closed-End Investment Fund	14–16 B
74–78 Mosfilmovskaya residential complex	Residential	Moscow	Upside Development	11–13 B
Yanino land plot	Development sites	Leningrad Oblast	SSK	6–7 B
The TV Centre building on Shabolovka St.	Development sites	Moscow	LSR	5–7 B
Aviator business centre	Development sites	Moscow	Upside Development	4–6 B
Herzen Neighbourhood residential complex	Residential	Moscow	Kvadrat, JSC	3–5 B
Likhachevski warehouse complex (Molzhaninovo)	Warehouse	Moscow Oblast	PSM (Vertical)	3–4 B

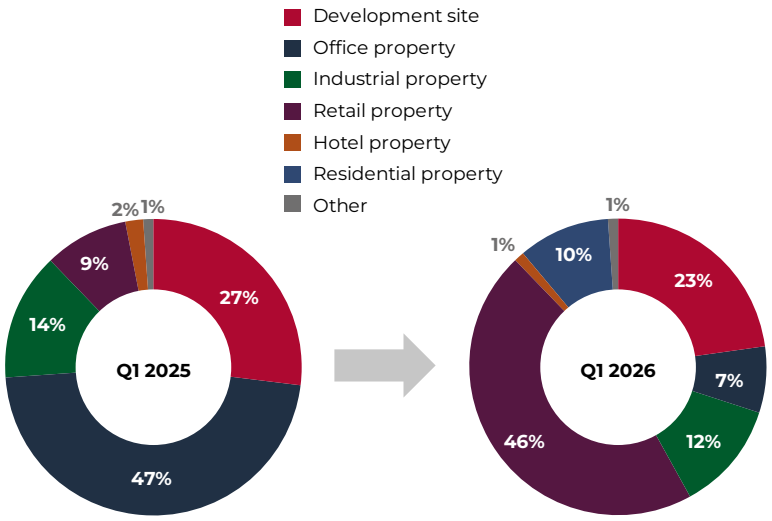
Source: NF GROUP Research, 2026

Other notable transactions include Upside Development's purchase of the Aviator business centre for office redevelopment, valued at 4–6 billion roubles.

Warehouse and industrial property is next in terms of investment amount, accounting for 12%, or 19.5 B roubles. This is 25% lower than the figure for the same period last year. This decline in activity is linked to cooling rental rates and the limited number of properties that meet the requirements of major investors. However, the segment's long-term potential remains intact. The largest transaction in this sector was the acquisition of a warehouse complex in Ufa (PFO Group) by Sovremenny 8 Closed-End Investment Fund for 14–16 B roubles.

In Q1 2026, office property lost the leading position it had held in previous years, with investment in the segment amounting to 12.3 B roubles (7% of the total amount), compared with 47% in Q1 2025. This decline is largely technical in nature, reflecting the absence of major deals in the reporting quarter rather than a shift in investors' long-term interest in high-quality office assets. The most notable transaction of the period was the acquisition of units totalling approximately 5,000 sq m in the Level Work Vorontsovskaya business centre (1–3 B roubles).

Structure of investments in commercial real estate by segment, billion roubles and % of total amount



Source: NF GROUP Research, 2026

As is traditional, Moscow received the largest share of investment, 64%, or 109.6 B roubles. With that, the share of the regions increased significantly: 19%, up from 1% in Q1 2025. This was largely due to deals involving the Aura shopping centres, as well as the acquisition of a warehouse complex in Ufa. St Petersburg's share was 17%, or 28.4 B roubles.

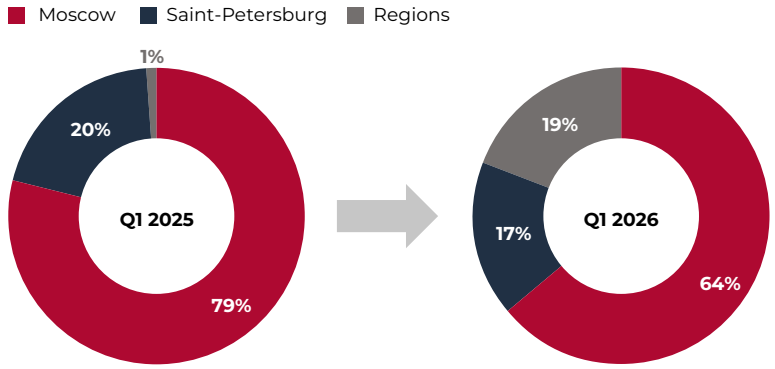
In terms of investor profile, investment companies and private investors dominated the demand structure with 47% and 18% respectively, mainly due to a significant transaction involving the Metropolis retail complex. The share of developers was 36%, up from 28% a year earlier. By contrast, the share of end-users fell sharply to 6%, compared to 53% in Q1 2025. Closed-end real estate investment funds accounted for 11% of the investment amount6 16.2 B roubles.

By the end of Q1 2026, the total value of investments in closed-end real estate investment fund transactions was 16.2 B roubles. Warehouse property remained the most active segment for closed-end mutual funds during the reporting period. The largest transaction was the acquisition of a warehouse complex in Ufa by the Sovremenny 8 Closed-End Investment Fund for 14–16 B roubles.

As at the end of Q1 2026, the average capitalisation rates for properties in the Moscow region across the traditional commercial property segments are as follows: 11–12% of office property; 11.5–12.5% of warehouse property; 12–13.5% of wholesale & retail property; 9.5–10.5% of hotel property.

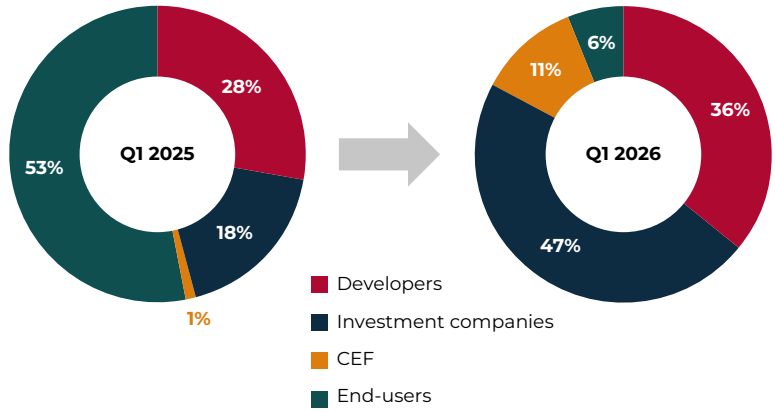
It should be noted that this approach to presenting the average capitalisation rate range is a consequence of the desire to reflect general market trends. Nevertheless, in the current market, capitalisation rates may differ significantly from the specified range, in either direction, particularly with regard to wholesale, retail and office assets, where the spread of financial indicators is considerable.

Structure of commercial real estate investments in Russia by region



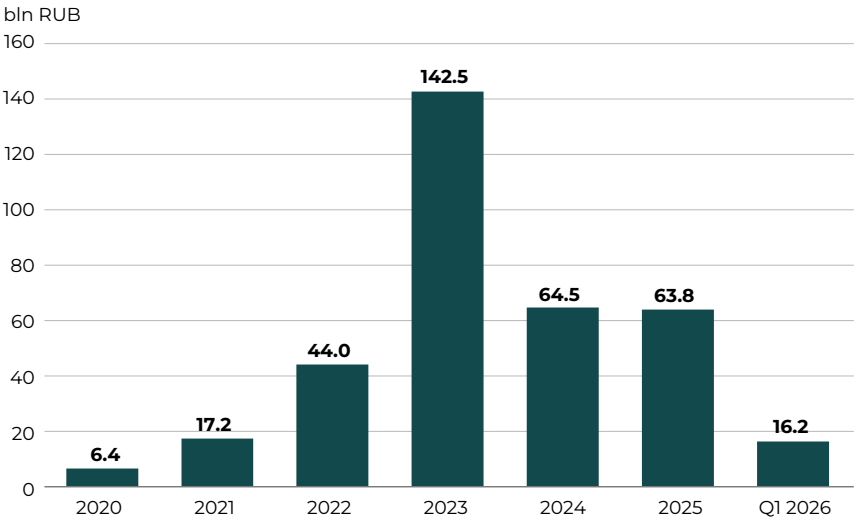
Source: NF GROUP Research, 2026

Investment structure by investor type



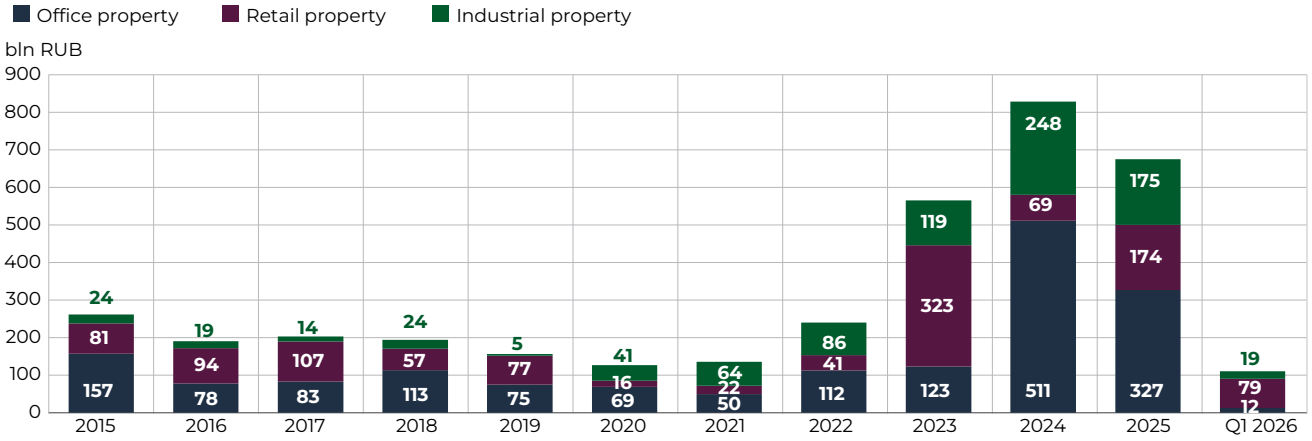
Source: NF GROUP Research, 2026

Dynamics of closed-end real estate unit investment fund investment amounts



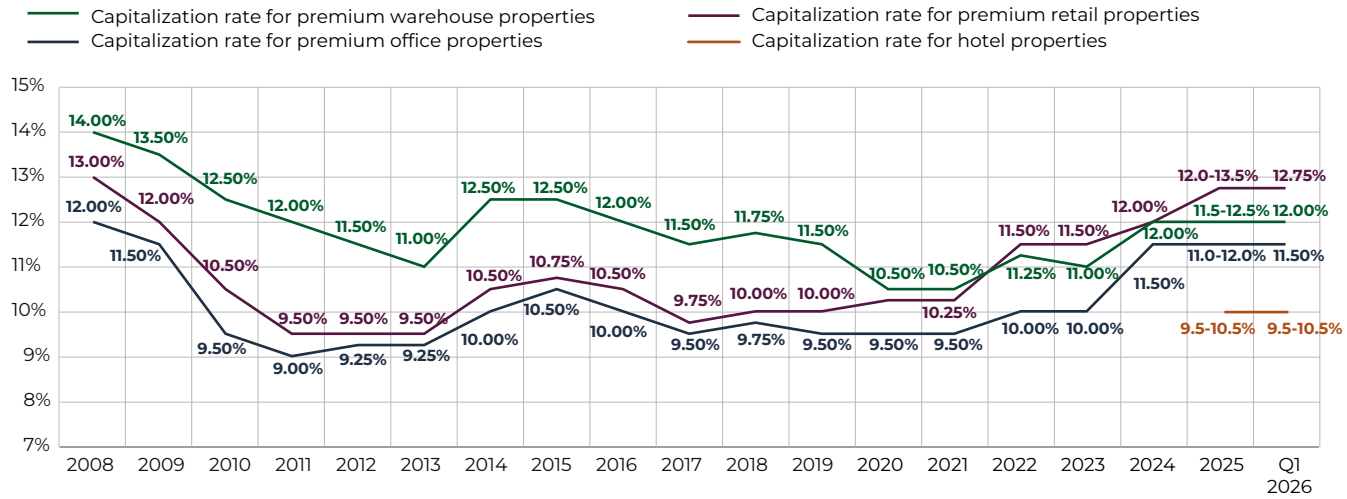
Source: NF GROUP Research, 2026

Dynamics of investment amounts in commercial real estate by segment



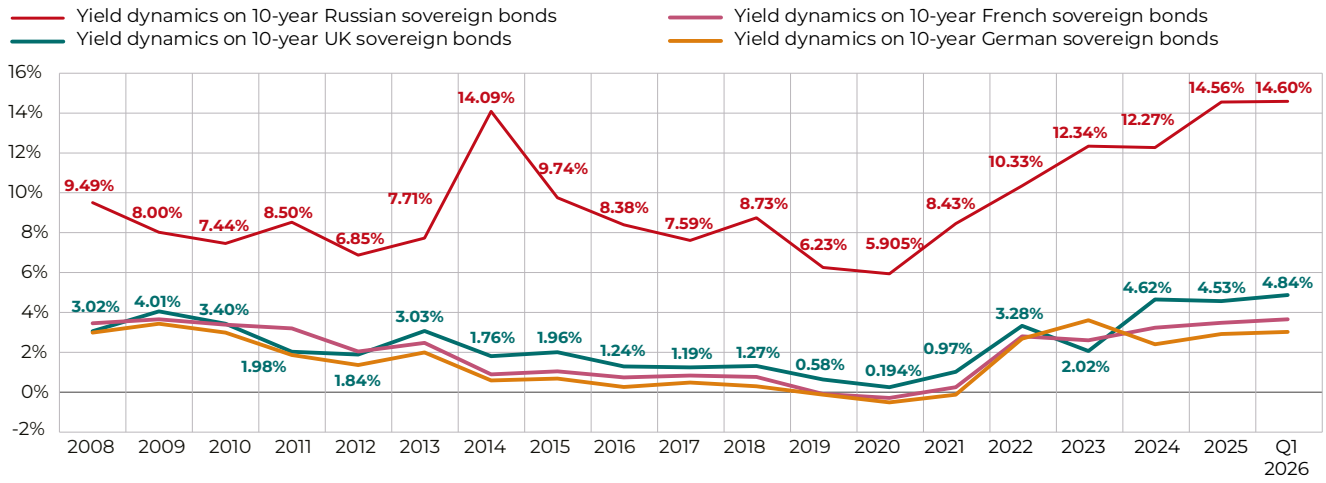
Source: NF GROUP Research, 2026

Average capitalization rates for commercial real estate in the Moscow region



Source: NF GROUP Research, 2026

Yield on ten-year bonds



Source: NF GROUP Research, Investing.com, 2026

KEY TRANSACTIONS ON THE RUSSIAN REAL ESTATE MARKET IN Q1 2025:

WAREHOUSE SEGMENT

a warehouse complex in Ufa (PFO Group), –
14–16 B roubles

OFFICE SEGMENT

office premises in Level Work Vorontsovskaya –
1–3 B roubles

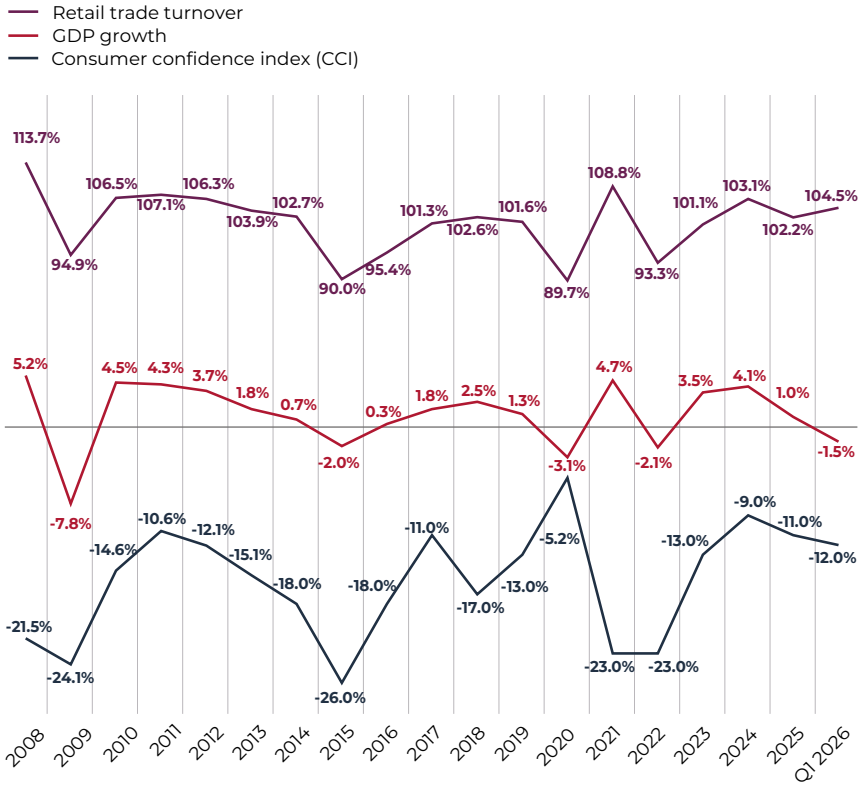
WHOLESALE & RETAIL SEGMENT

Metropolis retail complex –
55–65 B roubles

HOTEL SEGMENT

Dom Boutique Hotel –
1–1,2 B roubles

Macroeconomic indicators*



Sources: NF GROUP Research, Institute of Property Economics (IPE) of the Russian Academy of Sciences, Ministry of Economic Development of the Russian Federation, Federal State Statistics Service of the Russian Federation (Rosstat)

OFFICE REAL ESTATE

12.3 billion roubles
AMOUNT OF INVESTMENT TRANSACTIONS

1.2 billion roubles
AVERAGE TRANSACTION SIZE

11–12%
AVERAGE CAPITALISATION RATE

RETAIL REAL ESTATE

75.5 billion roubles
AMOUNT OF INVESTMENT TRANSACTIONS

6.2 billion roubles
AVERAGE TRANSACTION SIZE

12–13.5%
AVERAGE CAPITALISATION RATE

WAREHOUSE REAL ESTATE

19.5 billion roubles
AMOUNT OF INVESTMENT TRANSACTIONS

4.9 billion roubles
AVERAGE TRANSACTION SIZE

11.5–12.5%
AVERAGE CAPITALISATION RATE

HOTEL REAL ESTATE

1.6 billion roubles
AMOUNT OF INVESTMENT TRANSACTIONS

0.4 billion roubles
AVERAGE TRANSACTION SIZE

9.5–10.5%
AVERAGE CAPITALISATION RATE

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NF Group Capital Markets department consulted first Russian institutional CRE forward transaction

$3 bln
the overall Russian Capital Markets department transaction volume in the last three years

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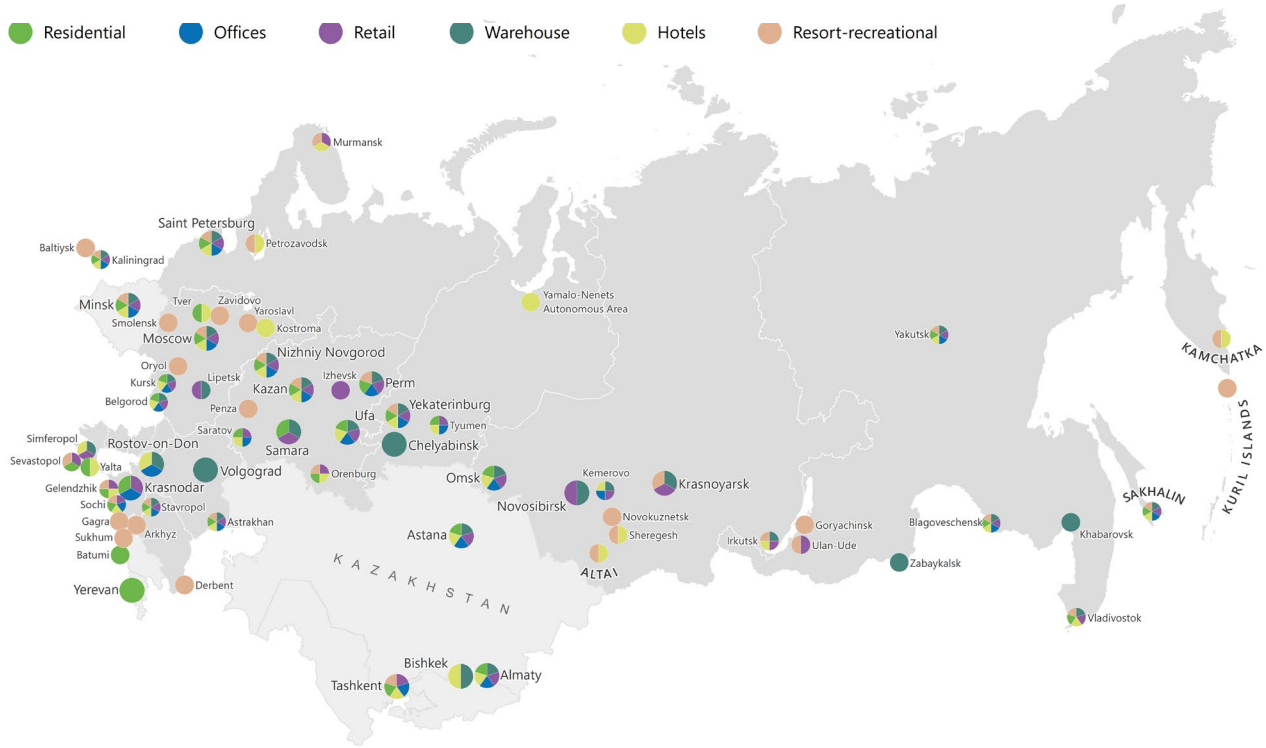

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