

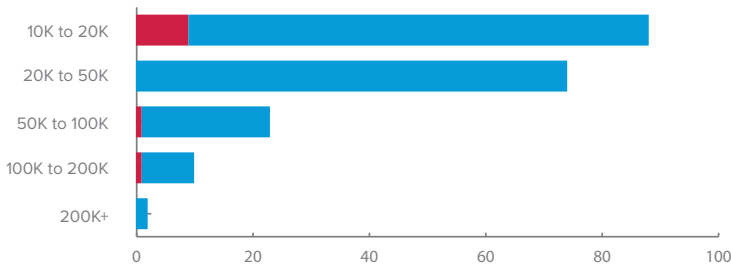
INSIGHT

December | 2025

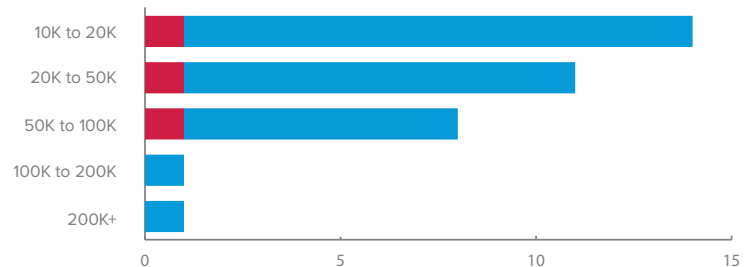
The Class B & C Industrial market recorded moderate activity this period, with 29 new listings and 15 completed sales, indicating that supply exceeded demand. LA Central was the most oversupplied market, adding 11 listings with no completed comps, and accounting for 38% of total new inventory, signaling stalled buyer activity. Mid-Countries also saw limited movement, posting 3 new availables and no sales, reflecting muted conditions on Buyer interest. San Gabriel Valley showed more balanced performance, with 6 availables and 5 comps, suggesting steady but measured buyer engagement. South Bay emerged as the strongest submarket, recording 10 sales against 9 new listings and capturing 67% of total comps, indicating comparatively stronger demand. Overall, market conditions remain uneven, and sellers in oversupplied submarkets may need to adjust pricing and offer greater flexibility as buyers remain selective.

Sale Supply Demand Report

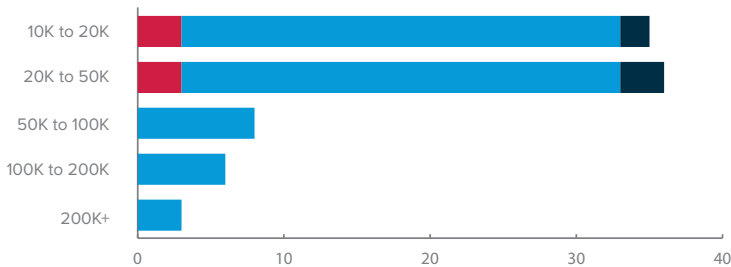
LA Central Sale Supply Demand (December 2025)



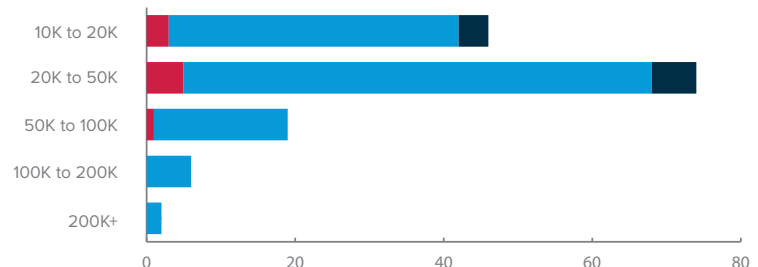
Mid-Countries Sale Supply Demand (December 2025)



San Gabriel Valley Sale Supply Demand (December 2025)



South Bay Sale Supply Demand (December 2025)



SF	Availables Added Sales	Total Availables Sales	Total Comps This Month - Sold
10K to 20K	3	30	2
20K to 50K	3	30	3
50K to 100K	0	8	0
100K to 200K	0	6	0
200K+	0	3	0

SF	Availables Added Sales	Total Availables Sales	Total Comps This Month - Sold
10K to 20K	3	39	4
20K to 50K	5	63	6
50K to 100K	1	18	0
100K to 200K	0	6	0
200K+	0	2	0

Grand Totals:	Availables Added - Sales	Total Availables - Sales	Total Comps This Month - Sold
	29	423	15

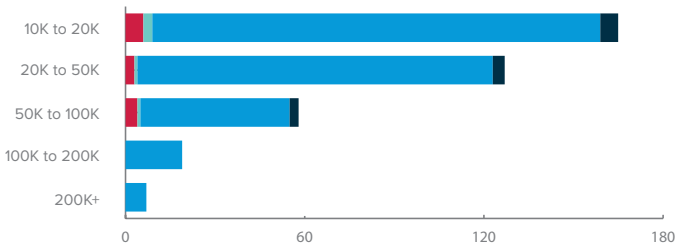
INSIGHT

December | 2025

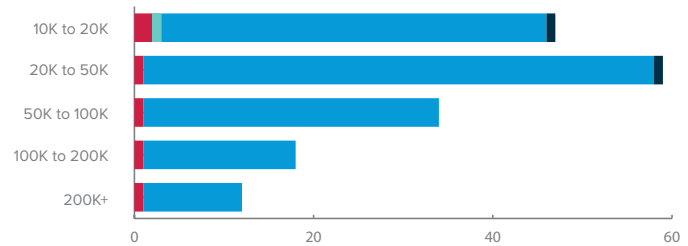
The Class B and C lease market reflected a clear supply imbalance, with 53 total availabilities and 29 completed leases, indicating that inventory outpaced tenant demand. Within the direct leasing market, Mid-Counties and San Gabriel Valley were the most oversupplied submarkets, as Mid-Counties added 3x more listings than it leased and San Gabriel Valley posted 12 new listings against 5 completed leases, signaling slower absorption. LA Central and South Bay showed the most balanced activity, with each recording a 1:1 direct supply to demand ratio, suggesting steady leasing interest. Sublease activity however, was notably weak, with 13 listings added countywide and no completed transactions, underscoring a stagnant sublease environment. LA Central and San Gabriel Valley accounted for the largest share of sublease inventory, each adding five listings and together accounting for nearly 80% of all sublease inventory added during this period. Despite improved tenant engagement in direct leasing, growing sublease availability and elevated supply in select submarkets may require landlords to remain aggressive on pricing and concessions.

Lease Supply Demand Report

LA Central Lease Supply Demand (December 2025)



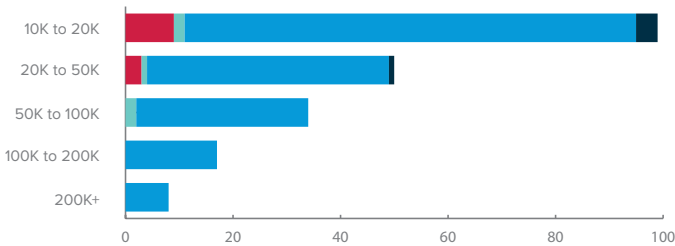
Mid-Counties Lease Supply Demand (December 2025)



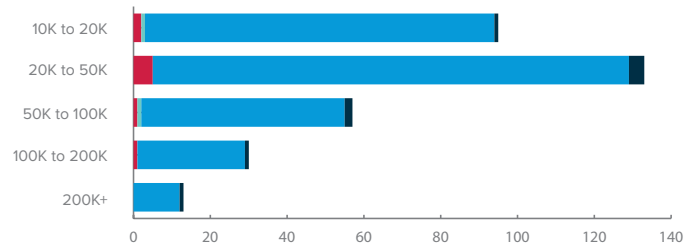
SF	Availables Added Direct	Availables Added Sublease	Total Availables	Total Comps This Month
10K to 20K	6	3	150	6
20K to 50K	3	1	119	4
50K to 100K	4	1	50	3
100K to 200K	0	0	19	0
200K+	0	0	7	0

SF	Availables Added Direct	Availables Added Sublease	Total Availables	Total Comps This Month
10K to 20K	2	1	43	1
20K to 50K	1	0	57	1
50K to 100K	1	0	33	0
100K to 200K	1	0	17	0
200K+	1	0	11	0

San Gabriel Valley Lease Supply Demand (December 2025)



South Bay Lease Supply Demand (December 2025)



SF	Availables Added Direct	Availables Added Sublease	Total Availables	Total Comps This Month
10K to 20K	9	2	84	4
20K to 50K	3	1	45	1
50K to 100K	0	2	32	0
100K to 200K	0	0	17	0
200K+	0	0	8	0

SF	Availables Added Direct	Availables Added Sublease	Total Availables	Total Comps This Month
10K to 20K	2	1	91	1
20K to 50K	5	0	124	4
50K to 100K	1	1	53	2
100K to 200K	1	0	28	1
200K+	0	0	12	1

Grand Totals:	Direct Availables Added	Total Available Added Sublease	Total Availables	Total Comps This Month
	40	13	1000	29

JEFF RINKOV
CEO & Senior Vice President | LIC ID 012887
213-400-7941
jrinkov@lee-associates.com

JACK R. CLINE, JR.
President | LIC ID 00854279
213-590-3512
jcline@lee-associates.com

DOUG CLINE
Senior Vice President | LIC ID 0142005
213-324-2957
dccline@lee-associates.com

EVAN JURGENSEN
Senior Vice President | LIC ID 01967347
323-922-3733
ejurgensen@lee-associates.com

MILES SOLOMON
Senior Vice President & Land Specialist | LIC ID 02099423
949-532-8609
msolomon@lee-associates.com

TONY NAPLES
Senior Vice President | LIC ID 01813344
818-395-4373
tnaples@lee-associates.com

MATTHEW EDDY
Senior Vice President | LIC ID 01844956
213-268-8922
meddy@lee-associates.com

CONNOR ULF
Senior Vice President | LIC ID 01956845
818-468-1752
culf@lee-associates.com

SEHYUNG KIM
Senior Vice President | LIC ID 01327276
213-290-3599
skim@lee-associates.com

EUNICE KWON
Senior Vice President | LIC ID 02024804
213-700-6266
ekwon@lee-associates.com

EVERETT PHILLIPS
Senior Vice President | LIC ID 01992837
626-755-4199
ephillips@lee-associates.com

KEVIN CHEN
Capital Markets | LIC ID 02130337
213-663-7999
kchen@lee-associates.com

DAVID COX
Associate | LIC ID 02100657
760-571-4827
dc Cox@lee-associates.com

MATTISON BEHR
Associate | LIC ID 02090504
818-434-9116
mbehr@lee-associates.com

SAM RINKOV
Associate | LIC ID 02132532
323-922-5479
srinkov@lee-associates.com

MELANIE GUILLEN
Associate | LIC ID 0212895
323-922-3746
mguillen@lee-associates.com

MARK HAYNES
Associate | LIC ID 02235531
415-948-3546
mhaynes@lee-associates.com

BRYANT GAVELLO
Associate | LIC ID 02230186
650-996-0477
bgavello@lee-associates.com

ETHAN RINKOV
Associate | LIC ID 02253349
818.325.5175
erinkov@lee-associates.com

The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.
© Copyright 2024 Lee & Associates all rights reserved.