

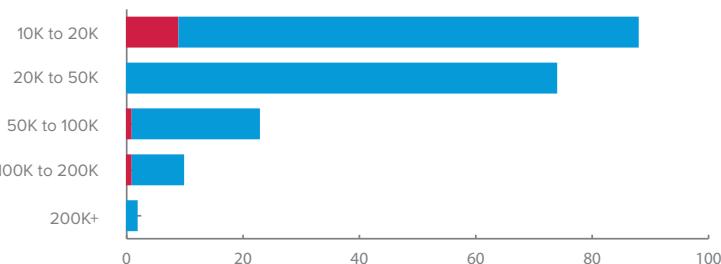
INSIGHT

December | 2025

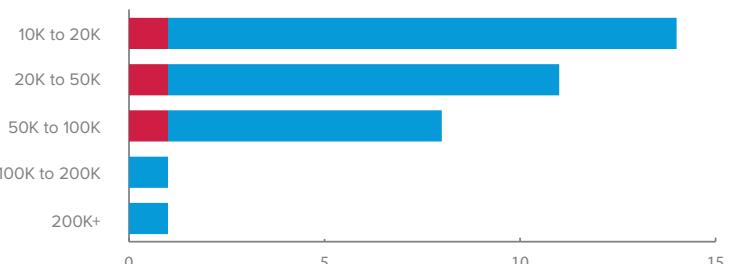
The Class B & C Industrial market recorded moderate activity this period, with 29 new listings and 15 completed sales, indicating that supply exceeded demand. LA Central was the most oversupplied market, adding 11 listings with no completed comps, and accounting for 38% of total new inventory, signaling stalled buyer activity. Mid-Counties 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

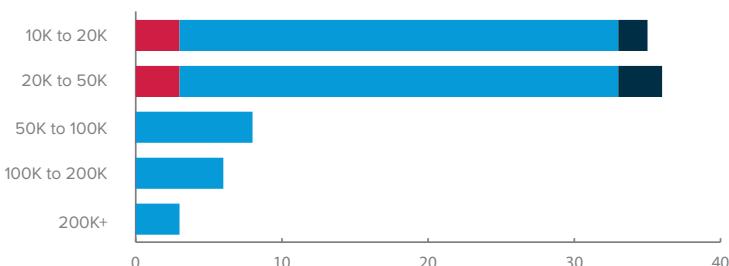
LA Central Sale Supply Demand (December 2025)



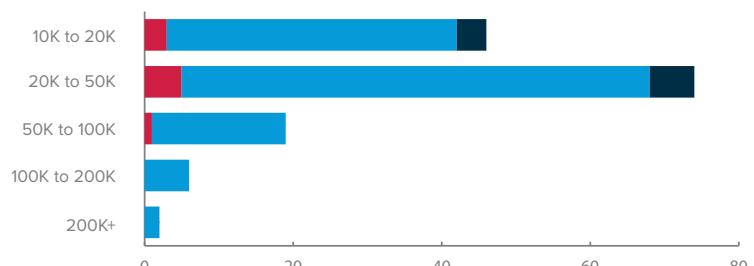
Mid-Counties Sale Supply Demand (December 2025)



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

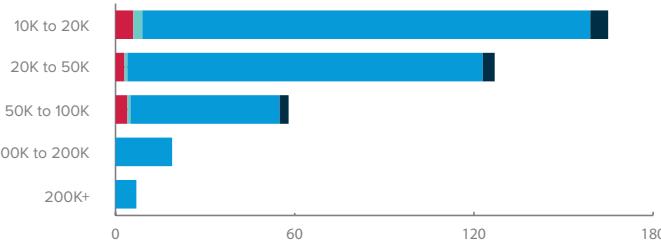
INSIGHT

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.

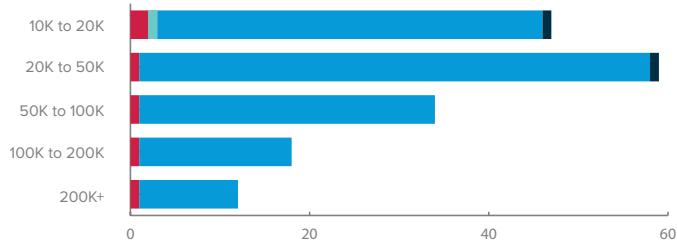
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Lease Supply Demand Report

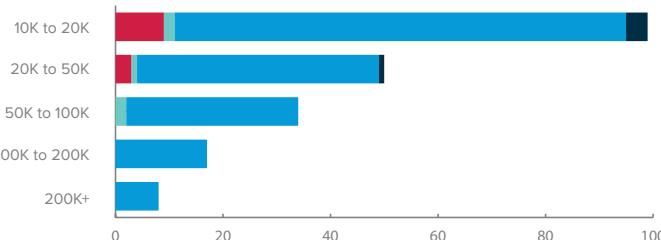
LA Central Lease Supply Demand (December 2025)



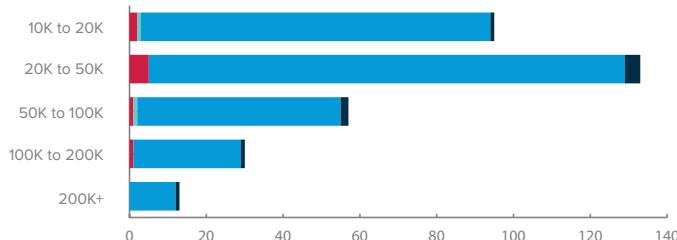
Mid-Counties Lease Supply Demand (December 2025)



San Gabriel Valley Lease Supply Demand (December 2025)



South Bay Lease Supply Demand (December 2025)



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

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