LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q3 2025
LA - SAN GABRIEL VALLEY, CA

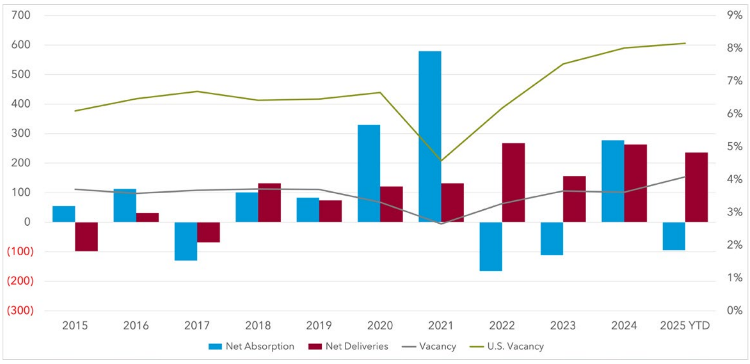
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

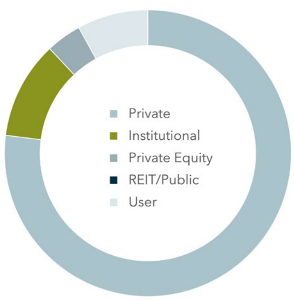
The Federal Reserve has responded to the slowing labor market and lowered the key interest rate by 25 bps last month, despite the inflation target rate of 2% not yet being reached. The 10 Year Treasury Note is at 4.125%, a decrease of 22 bps from the last report. Locally, transactions continue due to the critical housing shortage. There are many more apartment properties on the market then a year ago. This is due to the rising cost of ownership as a result of more stringent rent control, skyrocketing insurance premiums, and increased utility costs. All the factors are present for a great long term buying opportunity in the San Gabriel Valley.

MARKET INDICATORS	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
▲ 12 Mo. Absorption Units	74	(3)	185	278	295
▲ Vacancy Rate	4.50%	4.10%	4.10%	4.00%	4.10%
▲ Asking Rent/Unit	$2,039	$2,018	$2,013	$1,998	$1,998
▲ Sale Price/Unit	$335,000	$285,805	$279,311	$336,583	$425,818
▼ Cap Rate	4.70%	5.74%	4.94%	4.58%	5.20%
▼ Under Construction Units	1,546	1,739	1,739	1,879	2,058
▲ Inventory Units	77,167	76,707	76,707	76,415	76,236

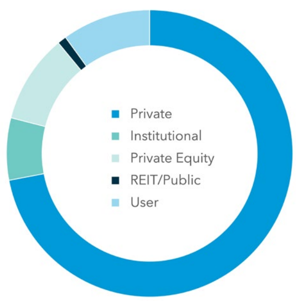
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



***'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.*

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
801 E. Alosta Avenue Azusa, CA	$91,750,000 $286,719 Per Unit	320	801 Alosta Owner LLC Azusa Pacific University
125 W. Olive Avenue Monrovia, CA	$37,650,000 $241,346 Per Unit	156	RH Monrovia LLC Oak Park Monrovia LP
2601 E. Valley Boulevard West Covina, CA	$26,350,000 $346,711 Per Unit	76	CFC Fairmont LP Marino Family LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Azusa Pacific University	$91,750,000
Stratford Partners	$38,300,000
Guadagno Living Trust	$26,350,000
William Walters Company	$26,250,000
Goldrich Kest	$23,300,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Prudential	$45,875,000
Legacy Partners	$45,875,000
Raintree Partners	$26,250,000
WNC Companies	$23,300,000
Langdon Park Capital	$21,000,000

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