



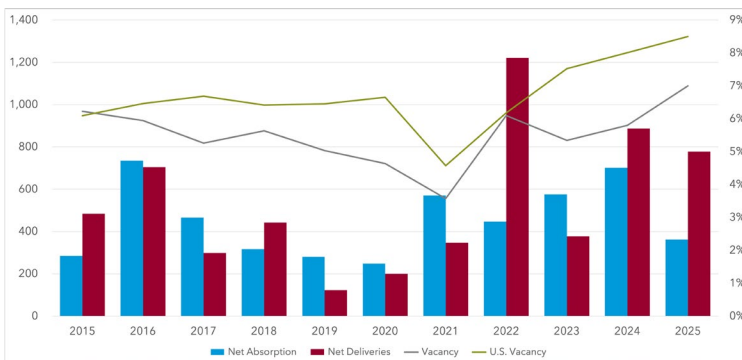
### MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

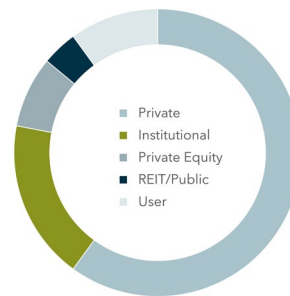
The Federal Reserve has responded to the slowing labor market and lowered the key interest rate by 50 bps in the last quarter, despite the target inflation rate of 2% not yet being reached. As of this writing, the 10 Year Treasury Note is at 4.174%, essentially no change since the last report. Locally, transactions continue due to the critical housing shortage and readily available capital and debt. There are many more apartment properties on the market then a year ago, causing acquisition CAP rates to push above 6% in certain areas of the San Gabriel Valley. 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.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▼ 12 Mo. Absorption Units	(92)	74	(3)	185	278
▲ Vacancy Rate	5.00%	4.50%	4.10%	4.10%	4.00%
▼ Asking Rent/Unit	\$2,038	\$2,039	\$2,018	\$2,013	\$1,998
▼ Sale Price/Unit	\$328,000	\$335,000	\$285,805	\$279,311	\$336,583
▲ Cap Rate	4.80%	4.70%	5.74%	4.94%	4.58%
▼ Under Construction Units	1,331	1,546	1,739	1,739	1,879
▲ Inventory Units	77,517	77,167	76,707	76,707	76,415

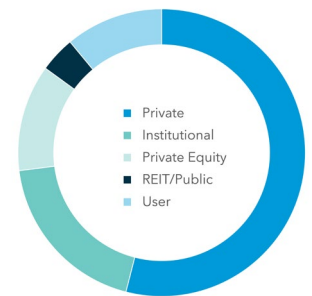
### NET ABSORPTION, NET DELIVERIES, & VACANCY



### 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
850 N. Azusa Avenue Azusa, CA	\$53,000,000 \$417,323 Per Unit	127	Battaglia, Inc. Serrano Development Group
1829 E. Workman Avenue West Covina, CA	\$41,000,000 \$297,101 Per Unit	138	Advanced Real Estate Langdon Park Capital
601 E. 8th Street Azusa, CA	\$29,300,000 \$261,607 Per Unit	112	TriWest Development KS Choe Family Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Azusa Pacific University	\$91,750,000
Serrano Development Group	\$53,000,000
Langdon Park Capital	\$41,000,000
K S Choe Family Trust	\$29,300,000
Guadagno Living Trust	\$26,350,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Battaglia, Inc.	\$53,000,000
Prudential	\$45,875,000
Legacy Partners	\$45,875,000
Advanced Real Estate	\$41,000,000
TriWest Development	\$29,300,000

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.

The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©

© Copyright 2025 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com