



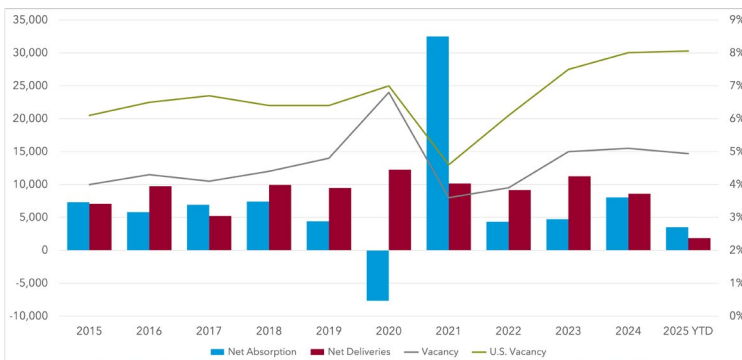
### MULTIFAMILY MARKET OVERVIEW

WARREN BERZACK, *National Director of Multifamily*

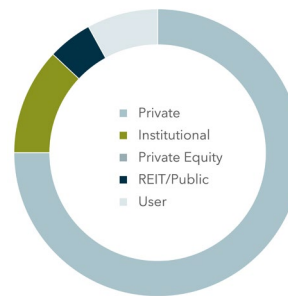
The Los Angeles multifamily market is improving in 2025 after a stable 2024. Year-to-date, renter demand is stronger compared to last year. Economic softness, including job losses in entertainment and tech, and ongoing outmigration continue to pressure the market. However, demand varies by asset quality, with higher-income renters driving activity, particularly for top-tier units. Despite challenges, the market benefits from a measured completion schedule, with vacancy rates improving from 5.10% in Q4 2024 to 4.94% in Q1 2025. As the market stabilizes, vacancy is expected to decline further, while rent growth is forecast to accelerate by the end of 2025.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▲ 12 Mo. Absorption Units	10,752	8,043	7,683	6,723	4,986
▼ Vacancy Rate	4.94%	5.10%	5.10%	5.20%	5.10%
▲ Asking Rent/Unit	\$2,317	\$2,295	\$2,294	\$2,300	\$2,288
▼ Sale Price/Unit	\$279,245	\$259,589	\$365,000	\$366,000	\$366,000
▼ Cap Rate	4.88%	5.00%	4.90%	4.90%	4.80%
▼ Under Construction Units	19,045	21,022	22,575	22,094	25,075
▲ Inventory Units	1,048,873	1,045,279	1,041,880	1,039,745	1,037,042

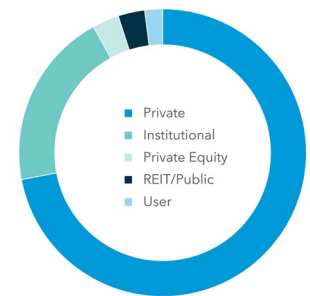
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
38441 5th Street, W Palmdale, CA	\$71,000,000 \$239,865 Per Unit	296	Post Investment Group George Brock
950 S. Fairfax Avenue Los Angeles, CA	\$68,421,500 \$475,149 Per Unit	144	Seminole Tribe of Florida American International Group, Inc.
6138 Franklin Avenue Los Angeles, CA	\$52,150,000 \$357,192 Per Unit	146	Friedkin Property Group LaSalle Investment Management

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
DLJ Real Estate Capital Partners	\$190,981,376
AMCAL Multi-Housing, Inc.	\$141,900,000
Essex Property Trust, Inc.	\$127,000,000
Franklin Templeton	\$122,100,000
Affinius Capital LLC	\$122,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
FPA Multifamily LLC	\$277,081,376
Prime Administration LLC	\$177,100,000
Housing Authority City of Los Angeles	\$141,900,000
The Bascom Group	\$127,000,000
DivCore Capital	\$122,100,000

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 2023 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com