



# **QUARTERLY MARKET UPDATE**

## LOS ANGELES - INLAND EMPIRE 3Q24

In Q3 2024, the Los Angeles and Inland Empire commercial real estate markets continued to navigate a complex environment marked by shifting demand and economic adjustments. Industrial vacancy rates saw a rise due to reduced occupancy and new developments, while office sectors faced high vacancies driven by tenant downsizing and hybrid work models. Retail and multifamily sectors remained relatively stable, with slight fluctuations in vacancy rates and rental growth. In the hospitality industry, luxury and upscale segments sustained higher occupancy rates despite varied performance metrics.

In the following pages, we outline the major market trends in the Los Angeles and Inland Empire market sectors, along with key indicators. In today's quickly changing environment, we remain ready to assist you with your commercial real estate valuation needs at any time.

#### **VALBRIDGE PROPERTY ADVISORS | LOS ANGELES-INLAND EMPIRE**

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### **INDUSTRIAL SECTOR HIGHLIGHTS**

#### LOS ANGELES TRENDS

- Industrial vacancy rates in Los Angeles rose to 5.5% in Q3 2024, driven by reduced occupancy; nationally, industrial vacancies are also up, due to supply growth.
- Asking rents dropped 17% from 2023 peaks, with landlords offering concessions; rents may rise in 2025 as demand stabilizes.
- Cap rates increased to the mid-5% range, influenced by higher costs and softer market fundamentals.

#### **INLAND EMPIRE TRENDS**

- Industrial vacancy rates rose to 7.9% in Q3 2024, likely due to a combination of new developments coming online and tenant move outs from older properties.
- Market asking rents declined 12%, averaging \$13.80/SF, pressured by discounted sublease space (currently making up 20% of availability).
- Cap rates for logistics properties over \$10M increased to the mid-5% range, with recent transactions around 5.4%

#### **OFFICE SECTOR HIGHLIGHTS**

#### LOS ANGELES TRENDS

- The Los Angeles office market persists with a high vacancy rate of 16.1%, and is unlikely to improve soon.
- Market asking rents are steady at about \$42.00 per square foot, with landlords opting for tenant concessions over significant rent reductions.
- The average cap rate in recent sales is 6.3%, reflecting cautious investment activity amid market uncertainties.

#### **INLAND EMPIRE TRENDS**

- The vacancy rate has fallen to 5.5% as of the fourth quarter of 2024, down from the 1Q24 rate of 6.0%.
- The average asking rent for office space is \$28.00 per square foot on a full-service basis.
- Cap rates for traditional office buildings over \$5 million have risen to the 7%-9% range due to higher borrowing costs.

#### **RETAIL SECTOR HIGHLIGHTS**

#### LOS ANGELES TRENDS

- The overall vacancy rate in the Greater Los Angeles retail market stands at 5.6%, with demand among all sector subtypes soft.
- The average asking rent for retail space is \$36.27 per square foot, reflecting a minor shift of -0.4% over the past year.
- Cap rates for retail properties are around 5.5%.

#### **INLAND EMPIRE TRENDS**

- The retail market vacancy rate stands at 5.9% as the fourth quarter begins, marking an increase of 60 basis points since the end of 2023.
- The average market asking rent is \$27.00 per square foot, with a year-over-year growth rate of 3.5%.
- Cap rates for retail properties in the Inland Empire have risen to an average of 6.0% over the past year.

#### **MULTIFAMILY HOUSING SECTOR HIGHLIGHTS**

#### LOS ANGELES TRENDS

- The multi-family vacancy rate in Los Angeles stands at 5.1%, stable since the beginning of 2024.
- The average market rent is \$2,294 per unit, with a minimal year-over-year growth of 0.5%.
- Recent transactions indicate cap rates are around 5.1%, with specific property sales showing in-place cap rates ranging from 5.25% to 5.5%.

#### **INLAND EMPIRE TRENDS**

- The overall vacancy rate stands at 6.0% and is headed downward as demand increases and affordability improves for IE renters.
- The average market rent is \$2,066 per unit with a year-over-year growth of 1.2%.
- Cap rates for multi-family properties in the Inland Empire range from 4.3% to 6%, with an average of 5.7%.

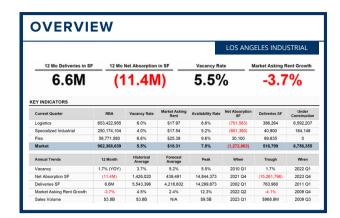
#### HOSPITALITY SECTOR HIGHLIGHTS

#### LOS ANGELES TRENDS

- The 12-month occupancy rate is 71.4%, with higher occupancy in luxury and upscale segments.
- The 12-month ADR is \$194.54, with luxury and upper upscale properties averaging significantly higher at \$281.73.
- Recent hospitality transactions show an average cap rate of 5.8% year to date.

#### **INLAND EMPIRE TRENDS**

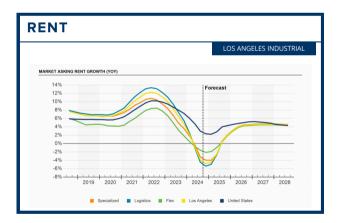
- The current occupancy rate is 57.2%, and the 12-month occupancy rate is 62.4%; although down slightly, it is not far from the historical average of 63%.
- The ADR over the past 12 months is \$154.25, down -0.2% over the last quarter.
- The average cap rate for hospitality properties year to date is 6.6%; sales and investment activity remains cool.

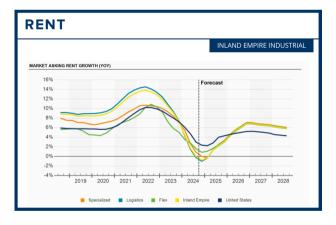


					INLAND	EMPIRE IN	DUSTRIA
12 Mo Deliveries in SF	12 Mo N	let Absorption	in SF	Vacancy Ra	nte	Market Asking	Rent Grow
36.6M	1	0.4N	1	7.9%	6	0	%
KEY INDICATORS	RBA		Market Asking	Availability Rate	Net Absorption	Deliveries SF	Under
Current Quarter		Vacancy Rate	Rent		SF		Construction
Logistics	657,082,194	8.6%	\$13.47	12.7%	(1,257,457)	5,060,086	17,012,466
Specialized Industrial	104,962,362	3.7%	\$15.19	5.6%	223,915	0	194,074
Flex	16,378,640	4.6%	\$18.07	5.7%	44,943	0	77,696
Market	778,423,196	7.9%	\$13.79	11.6%	(988,599)	5,060,086	17,284,236
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
	3.1% (YOY)	6.0%	6.9%	12.2%	2009 Q3	1.3%	2022 Q2
Vacancy	10.4M	17,521,883	13,998,001	31,720,009	2021 Q3	(2,355,614)	2024 Q1
Vacancy Net Absorption SF			15.508.262	34.514.113	2006 Q4	1,344,226	2011 Q3
	36.6M	19,698,914					
Net Absorption SF	36.6M 0%	19,698,914 4.7%	4.4%	13.8%	2022 Q2	-7.9%	2009 Q4

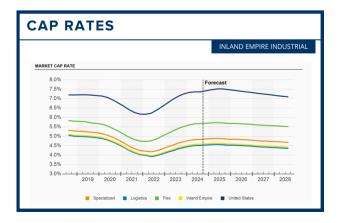


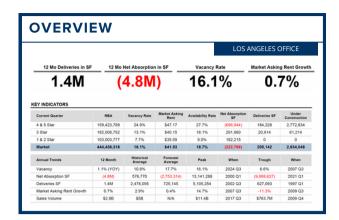






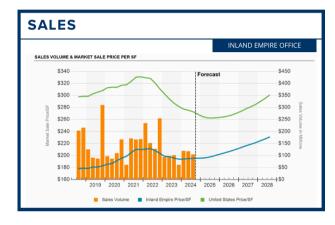


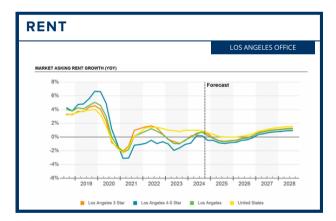


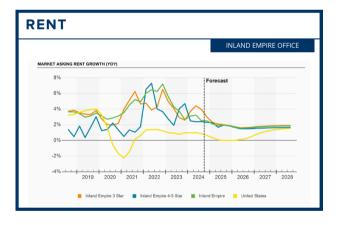


VERVIE	/ERVIEW							
					INLAN	D EMPIRE	OFFICE	
12 Mo Deliveries in SF	12 Mo Ne	t Absorption i	n SF	Vacancy Ra	te	Market Asking	Rent Grow	
135K	3	11K		5.5%	6	2.5	%	
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction	
4 & 5 Star	7.207.624	7.0%	S32.88	9.7%	SF (27,997)	0	83.830	
3 Star	39.682.401	5.9%	\$28.23	8.3%	(47,529)	0	75.518	
3 Otal	30,736,080	4.6%	\$25.70	5.8%	207.932	0	0	
1 & 2 Star		5.5%	\$27.66	7.4%	132,406	0	159,348	
1 & 2 Star Market	77,626,105	5.5%	\$27.00	1.476				
	77,626,105 12 Month	Historical Average	Forecast Average	Peak	When	Trough	When	
Market		Historical	Forecast		,	Trough		
Market Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When		When 2024 Q3 2024 Q1	
Market Annual Trends Vacancy	12 Month -0.2% (YOY)	Historical Average 9.1%	Forecast Average 6.1%	Peak 15.8%	When 2009 Q3	5.5%	2024 Q3	
Market  Annual Trends  Vacancy Net Absorption SF	12 Month -0.2% (YOY) 311K	Historical Average 9.1% 982,819	Forecast Average 6.1% 100,407	Peak 15.8% 3,002,883	When 2009 Q3 2006 Q3	5.5% (187,588)	2024 Q3 2024 Q1	

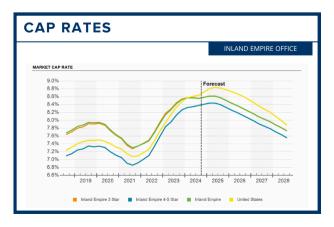


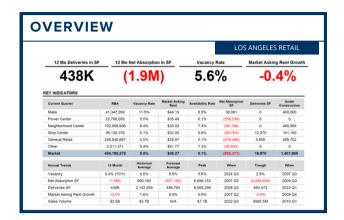






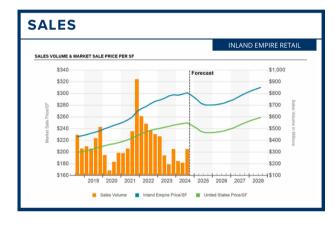


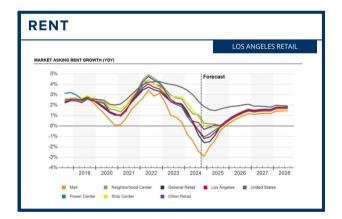


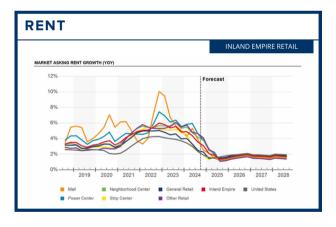


					INLAND EMPIRE RET		
12 Mo Deliveries in SF	(430K)			Vacancy Rate		Market Asking Rent Grow	
544K				5.9%		3.5%	
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malis	13,655,734	9.8%	\$34.84	9.5%	(3,427)	0	0
Power Center	19,983,624	4.8%	\$32.36	5.8%	23,167	0	2,674
Neighborhood Center	79,257,132	7.8%	\$27.29	8.8%	(93,574)	16,772	446,074
Strip Center	15,395,018	5.2%	\$23.71	6.2%	(65,426)	4,000	20,510
General Retail	71,378,591	3.2%	\$24.11	3.8%	53,614	40,235	455,545
Other	2,805,485	8.6%	\$25.97	8.6%	18,227	0	0
Market	202,475,584	5.9%	\$26.88	6.6%	(67,419)	61,007	924,803
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	0% (YOY)	7.3%	5.9%	9.5%	2011 Q2	4.9%	2007 Q3
Net Absorption SF	(430K)	1,553,538	69,809	8,214,419	2007 Q1	(1,864,780)	2009 Q4
Deliveries SF	544K	2,019,803	631,858	7,311,038	2007 Q1	380,427	2011 Q1
Market Asking Rent Growth	3.5%	1.0%	1.9%	6.0%	2007 Q1	-9.8%	2009 Q4
Sales Volume	\$1.1B	\$1.2B	N/A	\$2.6B	2022 Q3	\$398.2M	2010 Q1

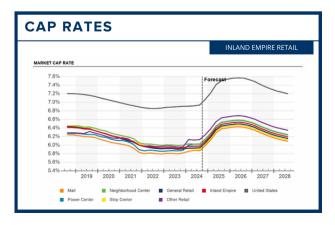








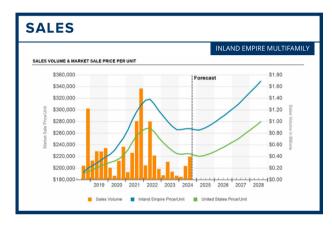




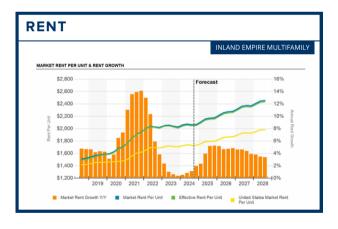


					INLAND	D EMPIRE MULTIFA			
12 Mo Delivered Units	12 Mo Absorption Units			Vacancy Rate		12 Mo Asking Rent Growt			
3,979 KEY INDICATORS	4	4,064			6.0%		1.2%		
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units		
4 & 5 Star	40,211	9.9%	\$2,627	\$2,602	1,108	1,262	5,124		
3 Star	76,696	5.1%	\$2,089	\$2,077	172	0	761		
1 & 2 Star	60,359	4.6%	\$1,438	\$1,432	132	0	0		
Market	177,266	6.0%	\$2,066	\$2,052	1,412	1,262	5,885		
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When		
Vacancy	-0.2% (YOY)	5.5%	5.6%	8.0%	2009 Q1	2.0%	2021 Q2		
Absorption Units	4,064	1,596	2,775	6,621	2021 Q1	(2,632)	2023 Q1		
Delivered Units	3,979	1,893	2,469	4,091	2007 Q3	80	2011 Q4		
Demolished Units	0	55	55	296	2013 Q4	0	2024 Q2		
Asking Rent Growth	1.2%	3.8%	3.9%	14.1%	2021 Q4	-4.9%	2009 Q2		
Effective Rent Growth	1,1%	3.8%	3.9%	14,4%	2021 Q3	-4.9%	2009 Q2		
Sales Volume	\$553M	\$1.2B	N/A	\$3.8B	2022 Q2	\$66.1M	2009 Q3		







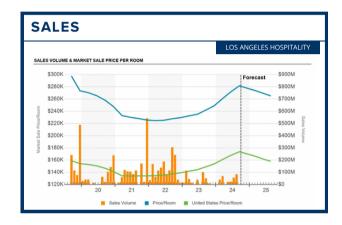


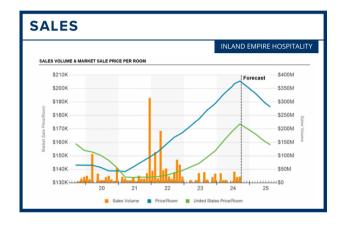






					INLAND EMP	PIRE HOSPITA	
12 Mo Occupancy	12 Mo ADR		12 Mo RevPAR	12 Mo Supply		12 Mo Demand	
62.4%	\$154.2	25	\$96.30	19	.5M	12.2M	
RET INDICATORS							
Class	Rooms	12 Mo Oc	0 12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction	
Luxury & Upper Upscale	11,805	60.2%	\$277.73	\$167.22	0	570	
Upscale & Upper Midscale	20,355	71.6%	\$145.78	\$104.31	637	1,077	
Midscale & Economy	22,115	55.4%	\$92.30	\$51,16	126	737	
Total	54,275	62.4%	\$154.25	\$96.30	763	2,384	
Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average	
Occupancy	57.2%	59.7%	62.9%	62.4%	63.0%	59.0%	
Occupancy Change	-0.8%	-3.1%	-4.8%	-4.9%	-1.5%	-1.0%	
ADR	\$125.82	\$129.27	\$156.02	\$154.25	\$139.85	\$159.02	
ADR Change	-0.2%	-3.0%	-1.9%	-0.9%	4.9%	1.1%	
RevPAR	\$72.00	\$77.17	\$98.17	\$96.30	\$88.03	\$93.78	
RevPAR Change	-1.0%	-6.0%	-6.6%	-5.7%	3.3%	0.1%	

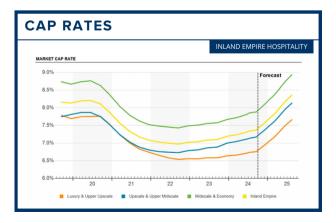


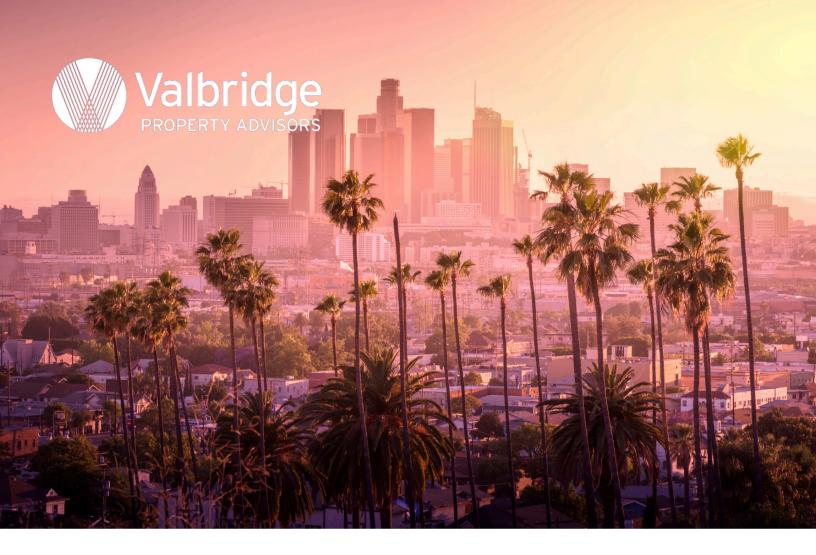








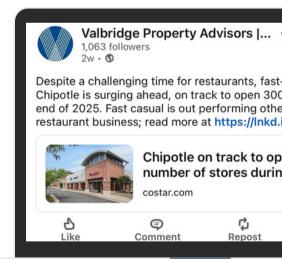




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