

Multifamily Market Outlook

Los Angeles County Q4 2025



MARKET STATISTICS*

Submarket	Existing Inventory (Units)	Under Construction (Units)	Total Vacancy (%)	Average Asking Rent (\$/Unit)	YTD Units Sold	YTD Sales Volume (\$/Unit)	Average Sale Price (\$/Unit)	Average Cap Rate (%)
Central	237,939	8,676	6.3%	\$2,076	4,547	\$897,407,448	\$220,062	6.9%
East	200,174	2,485	4.4%	\$2,076	6,130	\$905,748,753	\$275,112	5.3%
West	318,337	7,207	6.6%	\$2,725	8,728	\$1,746,179,710	\$310,496	5.2%
North	273,803	3,840	5.1%	\$2,163	6,440	\$1,157,496,691	\$255,856	5.4%
South Bay	219,597	4,541	4.5%	\$2,034	5,228	\$1,274,762,911	\$257,089	5.6%
Los Angeles County	1,249,850	26,749	5.5%	\$2,263	31,073	\$5,981,595,513	\$272,517	5.6%

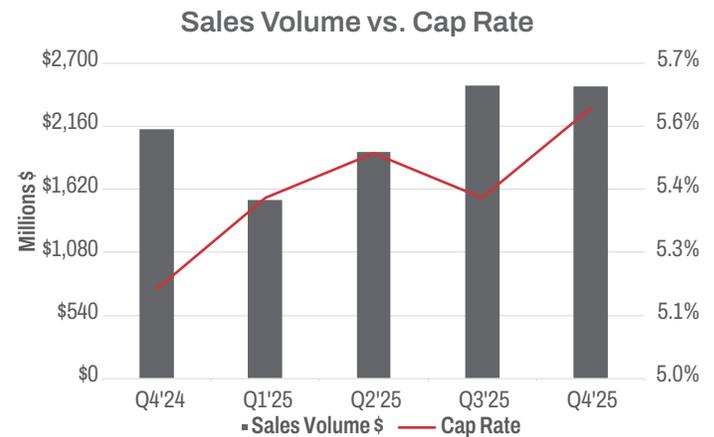
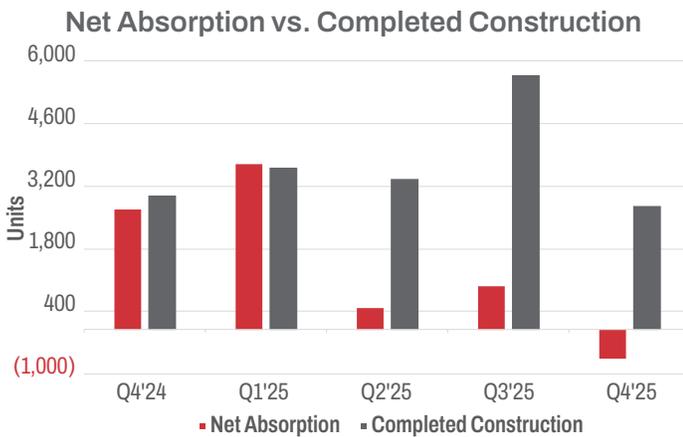
* Inventory includes all multifamily buildings. Rents reflect all market rate units.

LEASING TRENDS

In 2025, 15,406 new units were added to the market, underscoring shifting supply-and-demand dynamics. Annual absorption totaled 4,491 units, highlighting the gap between new deliveries and the pace of multifamily demand.

SALES TRENDS

While slightly lower than Q3, fourth-quarter sales activity reflected an overall upward trend, supported by the Fed's interest rate cut. By YE 2025, sales volume totaled approximately \$8.5B, a modest 2.3% decline from 2024. Meanwhile, the average cap rate on investment sales increased 40 basis points year-over-year, reaching 5.6%.



SELECT SALES TRANSACTIONS

Address : Building Name	City	Submarket	Units	Sale Price
12301 W Pico Blvd - C on Pico	Los Angeles	West	803	\$400M
2401 S Hacienda Blvd - Hills at Hacienda Heights	Hacienda Heights	East	350	\$107M
13488 Maxella Ave - Stella	Marina Del Rey	West	244	\$141.38M
1635 E 117th St - The Drew Southbay	Los Angeles	South Bay	232	\$48.69M
200 E Broadway - Eleve Apartments	Glendale	East	208	\$76M
3345 Wilshire Blvd - The Thompson	Los Angeles	Central	202	\$25.66M
4640 Arden Way - The Parker Apartments	El Monte	East	177	\$46.68M
5640 Santa Monica Blvd - SM Hollywood Studios	Los Angeles	West	177	\$18.55M
3460 W 7th St - The View	Los Angeles	Central	168	\$52.08M
850 N Azusa Ave - Lumia	Azusa	East	127	\$53M
733 Topanga Canyon Blvd - Sofi at Topanga Canyon	Chatsworth	North	119	\$44M
601 E 8th St - Azusa Gardens	Azusa	East	112	\$29.3M