

Multifamily Market Outlook

Los Angeles County Q4 2024



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	231,844	8,903	5.6%	\$2,071	3,792	\$897,407,448	\$211,733	5.8%
East	197,312	3,822	3.7%	\$2,043	3,320	\$905,748,753	\$301,760	5.0%
West	313,764	8,349	6.2%	\$2,690	7,601	\$1,746,179,710	\$339,203	5.1%
North	270,444	5,233	4.0%	\$2,148	5,369	\$1,157,496,691	\$196,359	5.2%
South Bay	217,386	3,881	4.0%	\$1,991	4,915	\$1,274,762,911	\$218,316	5.3%
Los Angeles County	1,230,750	30,188	4.8%	\$2,236	24,997	\$5,981,595,513	\$242,214	5.2%

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

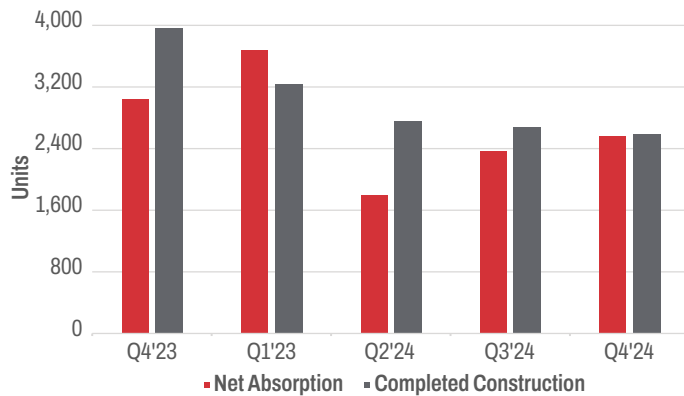
LEASING TRENDS

In 2024, 11,262 new units have been added to the market, underscoring shifting supply and demand dynamics. Moreover, absorption for the year lagged behind at 10,388 units, highlighting a gap between the influx of new units and the pace of demand for multifamily housing.

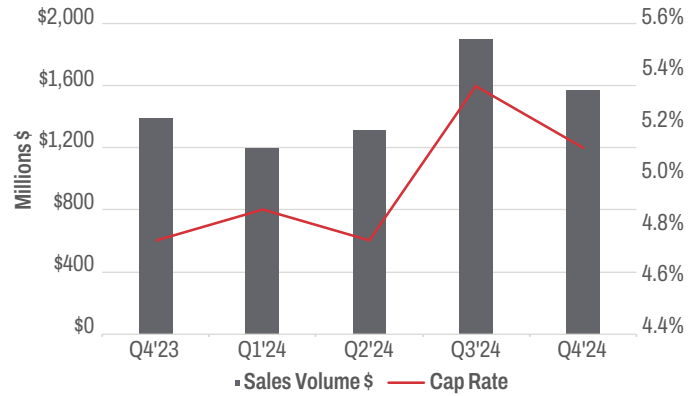
SALES TRENDS

While lower than Q3, the fourth quarter reflects an upward trend in sales volume, driven by the impact of the Fed's interest rate cut. By year-end 2024, year-to-date sales volume reached approximately \$6 billion, marking a 5.9% increase over 2023. Additionally, the average cap rate on investment sales rose by 30 basis points from Q3 2023, reaching 5.2%.

Net Absorption vs. Completed Construction



Sales Volume vs. Cap Rate



SELECT SALES TRANSACTIONS

Address : Building Name	City	Submarket	Units	Sale Price
San Fernando Valley Portlio: 16 Properties	Panorama City	North	732	\$85M
2771 N Garey Ave - The Gabriel	Pomona	East	312	\$115M
12312 Sherman Way - The Marquee Apartment Homes	North Hollywood	North	236	\$44M
4502 186th St - Harmony Court Apartment Homes	Redondo Beach	South Bay	187	\$10.3M
1950 Tamarind Ave - Candela	Los Angeles	West	112	\$35.49M
Two Worlds Apartments: 6 Multi-Family Properties Sold	Los Angeles	Central	172	\$26.93M
441 W 3rd St - Harbor Terrace Apartments	San Pedro	South Bay	93	\$24.25M
1661 259th St - Park Place Apartments	Harbor City	South Bay	48	\$6.78M
1499 Ridgecrest St - The Three Lanterns Apartments	Monterey Park	East	46	\$10.86M
1511 S St Andrews Pl - St. Andrew's Arms Apartments	Los Angeles	Central	43	\$13.3M
1720 & 1740 Park Ave - Park Manor	Long Beach	South Bay	84	\$10.06M
10015 & 10025 Alondra Blvd	Bellflower	South Bay	78	\$14.2M