

# **QUARTERLY MARKET UPDATE**

## LOS ANGELES - INLAND EMPIRE 4Q21

The fourth quarter of 2021 saw the Southern California economy return mixed results across sectors. Industrial sectors in the Los Angeles and Inland Empire area continue to boom - asking rents for Los Angeles industrial spaces rose by 96% over the past decade (as compared to a 66% increase nationally).

Lack of physical space, supply chain challenges, and demand for access to the tightening availability of port space are continuing to push the performance of industrial properties in both the L.A. and Inland Empire markets well ahead of the curve. Office and retail are fighting setbacks that are keeping many workers and shoppers at home. Meanwhile, multifamily spaces present mostly positive outlooks for the upcoming year as rental markets remain tight and residential property values stay much higher than traditional market averages. The multifamily sector is trying to recapture pre-pandemic rates and is on track to do so, although likely not this coming quarter. In the past quarter, unemployment in LA leveled off at around 10%, and stabilized at around 8% in the Inland Empire.

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**

#### **LOS ANGELES**

- The Los Angeles industrial sector has arguably the most soughtafter warehouse space in the nation due to lack of available land and continuous backlog of cargo at the Southern California port complex, which handles 78% of West Coast container volume (and nearly a third of US total imports).
- Industrial flex properties had the highest vacancy rate of 5.4%, while logistics and specialized assets vacancy rates remain at 1.5% and 1.6% respectively - this is a consistent historical spread among subtypes and seems likely to persist.
- Metro rents increased by 10.4% year over year, compared to 8.6% nationally, and industrial rental rates in LA are up by a shocking 96.1% over the past decade.
- Investors have been increasingly aggressive in acquiring assets: the average market price surpassed \$250/SF with several recent trades being well above that rate.

#### **INLAND EMPIRE**

- After a significant drop at the beginning of the pandemic, sales activity has consistently surpassed \$1 billion for the past five quarters.
- Demand remains high: net absorption totalled 31.3 million SF over the past year, while rents have increased 11.9% over the same period.
- Over the past five years, rents increased by an aggregate of 54.2%.
   Areas near the Ontario Airport are especially popular right now, with both Amazon and FedEx investing heavily in infrastructure (with Amazon building a small fleet of aircraft, set to reach 200 planes over the next decade).
- One of the largest acquisitions of the past quarter was by Costco, for a 1.6 million SF distribution center at \$345 million, or \$211/SF.

#### **OFFICE**

#### **LOS ANGELES**

- The Los Angeles office space has shown little movement in the past quarter. Many investors continue their wait-and-see approach on the pandemic's impact on office spaces.
- L.A. office vacancies continue to produce deteriorating results with a vacancy rate of 13.7%, the highest in 25 years.
- Despite a previous negative outlook for the office sector, L.A. metro asking rates have maintained a stable \$41.00/SF.
- Office spaces oriented toward the entertainment industry drive the most demand for L.A. office space leases, along with creative adaptive reuse projects.
- Sales are flat, too, with investors also waiting: office transaction volume during the past 12 months was at \$4.6 billion, well below the market's 10-year annual average of \$7.2 billion.

#### **INLAND EMPIRE**

- The Inland Empire office sector remains stable. Limited development and population growth is projected to assist solidify market fundamentals during the upcoming year.
- Overall rents have grown by 3.3% over the past year with the majority of the gains coming from areas with access to freeways and neighboring areas of Los Angeles and Orange Counties.
- The largest sales of late have involved small and mid-sized assets or offices occupied by government tenants.
- Cap rates have compressed in recent quarters, with an average market cap rate of 7.2% (vs the 10 year average of 7.4%)

#### **RETAIL**

#### LOS ANGELES

- The Los Angeles retail sector had a rocky several quarters, but most retailers have adapted to multi-channel provision of goods and services; vacant big box stores or large retail spaces are attractive to redevelopers eyeing the industrial market.
- LA retail rental rates have declined since the beginning of the pandemic like the rest of the nation; although they remain 50% higher than the national average of \$22.00 SF at \$33.00 SF, LA lags other metro areas in retail rental rate recovery.
- Retail property sales rang up at \$4.6 billion for the past 12 months, the highest in the nation - the market continues to draw investors.
- Average market cap rates at 5.4% are far below the national average of 7.0%.

#### **INLAND EMPIRE**

- Many nationally recognized retailers (Nordstrom, Sears, etc) have been closing stores in the IE over the past several years, especially impacting big-box space.
- Leasing volume has returned to pre-pandemic levels in 2021 as many businesses view an improved economic outlook. Still, most leases signed recently involve small and mid-sized spaces.
- Rents have increased by 6.1% year over year, one of the fastest growth rates in the past decade.
- Market cap rates are holding high at 6.1%, outpacing Southern California's coastal markets, with properties often trading at a cap rate over 7%.

#### **MULTIFAMILY HOUSING**

#### **LOS ANGELES**

- Rents recovered to pre-pandemic peaks in May 2021, whereas the nation achieved that milestone in January 2021, whereas the nation achieved that milestone in January 2021.
- Asking rents are presently increasing at a robust pace, and demand is strong, although state and local regulations place a ceiling on increases for landlords (AB 1482 keeps increases statewide to 5% plus inflation, while the LA County BOS implemented permanent rent control for unincorporated areas).
- Vacancies have come down to 3.6% with a recent demand for multifamily rentals in L.A. with net absorption of units running at its highest levels in years.
- Sales are also trending up, with average market cap rates at 4.1%, well above the U.S. average of 5.2%,

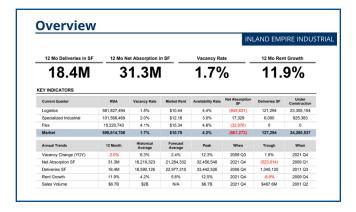
#### **INLAND EMPIRE**

- The pandemic led to accelerated demand as renters sought apartments that are generally bigger with plentiful amenities in garden-style developments, all qualities of the newer developments dotting the landscape across Riverside and San Bernardino counties.
- Vacancy rates have fallen to 2.2%, and every submarket has vacancy below 3% except the Outlying Riverside County Submarket.
- Over the past 12 months, rents have increased by 14.4%, compared with the 10-year average of 5.4% per year.
- Cap rates continue to compress as institutional investors take advantage of low interest rates, but a consensus that the Fed will raise rates three times in 2022 could change the outlook.

#### LOS ANGELES INDUSTRIAL TRENDS

#### **INLAND EMPIRE INDUSTRIAL TRENDS**

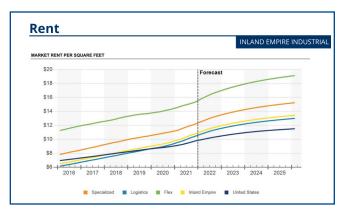
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12 Mo Deliveries in SF	12 Mo Net Absorption in SF			1.8%		10.4%	
4M							
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	632,158,050	1.5%	\$15.15	2.4%	(1,010,705)	0	4,589,773
Specialized Industrial	253,799,844	1.6%	\$15.06	2.2%	(541,507)	0	65,630
Flex	57,618,306	5.4%	\$23.02	6.5%	(77,608)	0	0
Market	943,576,200	1.8%	\$15.61	2.6%	(1,629,820)	0	4,655,403
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-1.4%	3.8%	1.7%	5.7%	2010 Q1	1.6%	2021 Q4
	15.5M	2,733,973	3,487,875	17,340,576	2021 Q4	(13,813,771)	2009 Q2
Net Absorption SF		5.446.185	6.258.336	13,888,536	2002 Q1	685,815	2011 Q1
	4M						
Net Absorption SF Deliveries SF Rent Growth	4M 10.4%	4.2%	5.3%	10.4%	2021 Q4	-4.7%	2009 Q4

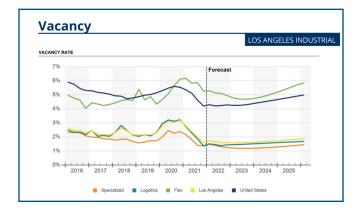


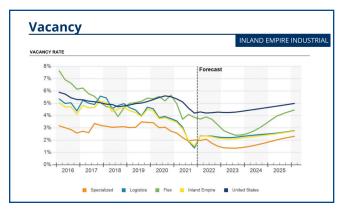






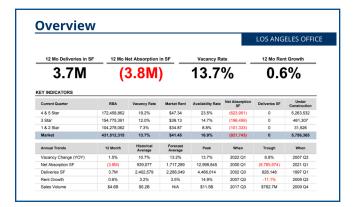






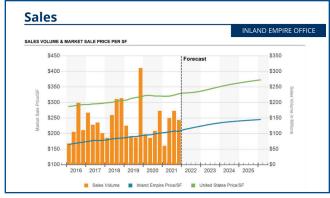
#### **LOS ANGELES OFFICE TRENDS**

#### **INLAND EMPIRE OFFICE TRENDS**

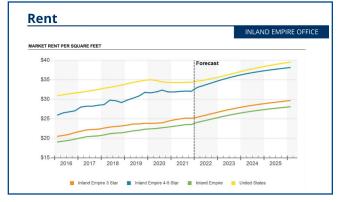


						INLAND EN	MPIRE OF
12 Mo Deliveries in SF	619K			6.5%		3.3%	
158K							
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	8,579,193	7.2%	\$32.35	9.8%	(15,370)	0	48,502
3 Star	36,587,900	7.0%	\$25.12	9.4%	57,392	0	168,894
1 & 2 Star	31,685,794	5.8%	\$19.59	7.1%	(2,057)	0	0
Market	76,852,887	6.5%	\$23.66	8.5%	39,965	0	217,396
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.6%	9.7%	6.3%	16.0%	2009 Q3	6.4%	2000 Q2
Net Absorption SF	619K	1,030,745	446,926	2,989,838	2005 Q4	78,868	2008 Q4
Deliveries SF	158K	1,151,779	488,684	4,572,011	2007 Q4	110,099	2021 Q3
Rent Growth	3.3%	2.4%	3.9%	10.6%	2001 Q2	-12.2%	2009 Q4
Sales Volume	\$527M	\$399.2M	N/A	\$718.1M	2015 Q4	\$105.8M	2009 Q4

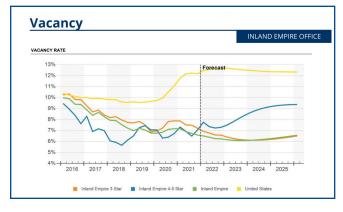


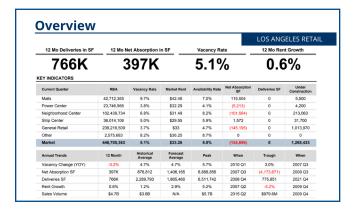








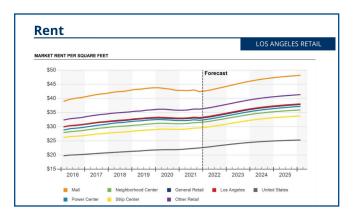


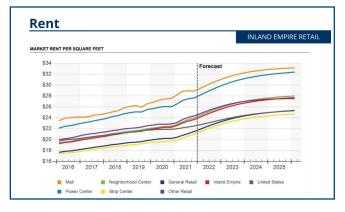


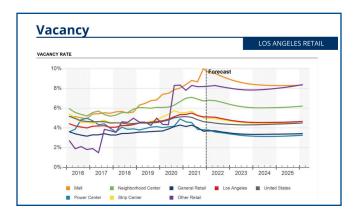
						INLAND EI	MPIRE RE
12 Mo Deliveries in SF	2.4M			7.0%		12 Mo Rent Growth	
608K						6.1%	
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	15,091,779	14.9%	\$28.90	8.7%	0	0	595,314
Power Center	20,154,932	6.4%	\$27.62	7.1%	0	0	17,000
Neighborhood Center	78,495,206	9.0%	\$23.94	10.0%	(24,308)	0	331,936
Strip Center	15,248,647	5.0%	\$21.03	6.8%	1,330	0	48,938
General Retail	66,690,906	3.1%	\$21.45	3.8%	948	5,000	408,378
Other	2,447,410	17.2%	\$24.30	17.3%	968	0	0
Market	198,128,880	7.0%	\$23.65	7.4%	(21,062)	5,000	1,401,566
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-1.0%	7.7%	6.7%	9.6%	2011 Q2	5.0%	2007 Q3
Net Absorption SF	2.4M	1,486,073	1,631,051	8,323,241	2007 Q1	(2,149,980)	2009 Q4
Deliveries SF	608K	2,099,602	1,929,439	7,277,594	2007 Q1	406,264	2011 Q1
Rent Growth	6.1%	0.2%	3.7%	6.5%	2021 Q4	-10.3%	2010 Q1
Sales Volume	\$1.9B	\$1.1B	N/A	\$1.9B	2021 Q4	\$397.2M	2010 Q1

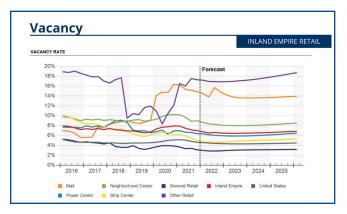








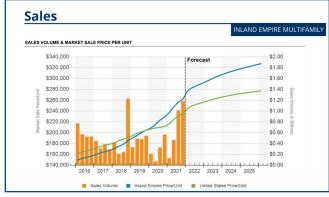


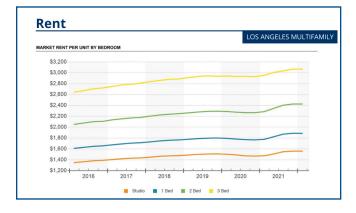


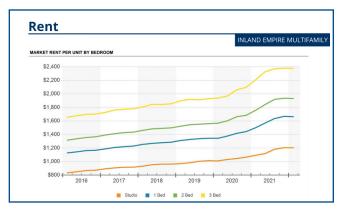
					ι	LOS ANGELES MULTIF			
12 Mo. Delivered Units	32,805			3.6%		12 Mo. Asking Rent Growth			
10,248 EY INDICATORS									
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units		
4 & 5 Star	124,354	7.4%	\$3,201	\$3,167	193	0	22,899		
3 Star	219,362	3.3%	\$2,243	\$2,233	5	0	3,209		
1 & 2 Star	643,274	3.0%	\$1,595	\$1,588	0	0	95		
Market	986,990	3.6%	\$2,091	\$2,078	198	0	26,203		
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When		
Vacancy Change (YOY)	-2.4%	4.4%	3.4%	6.0%	2020 Q3	3.1%	2000 Q3		
Absorption Units	32,805	4,679	11,501	32,936	2021 Q4	(5,656)	2002 Q1		
Delivered Units	10,248	5,824	10,720	12,315	2021 Q1	888	2011 Q4		
Demolished Units	605	649	614	1,564	2010 Q3	49	2002 Q2		
Asking Rent Growth (YOY)	6.6%	2.5%	4.4%	8.1%	2001 Q1	-6.8%	2009 Q4		
Effective Rent Growth (YOY)	7.4%	2.5%	4.5%	8.1%	2001 Q1	-6.8%	2009 Q4		

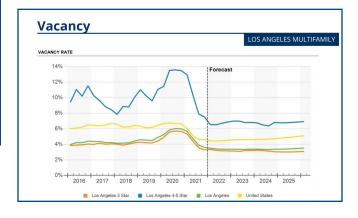
					IN	ILAND EMPI	RE MULT
12 Mo. Delivered Units	1,650			2.2%		12 Mo. Asking Rent Growth	
1,030							
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	34,910	2.8%	\$2,430	\$2,422	24	38	3,689
3 Star	71,711	1.9%	\$1,904	\$1,898	1	0	53
1 & 2 Star	60,504	2.1%	\$1,251	\$1,247	0	0	0
Market	167,125	2.2%	\$1,852	\$1,846	25	38	3,742
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.4%	5.5%	3.0%	8.0%	2009 Q1	2.0%	2021 Q2
Absorption Units	1,650	1,801	1,249	6,355	2021 Q1	(138)	2011 Q4
Delivered Units	1,030	1,764	1,869	3,927	2005 Q3	16	2011 Q4
Demolished Units	0	63	71	296	2013 Q4	0	2021 Q4
Asking Rent Growth (YOY)	14.4%	4.0%	5.8%	15.3%	2021 Q3	-4.7%	2009 Q2
Effective Rent Growth (YOY)	14.6%	4.0%	5.8%	15.7%	2021 Q3	-4.6%	2009 Q2
Sales Volume	\$2.8B	\$1.1B	N/A	\$2.8B	2021 Q4	\$72.1M	2009 Q3

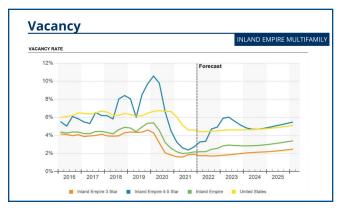












## **DEEP DIVE | Valbridge Difference**

By Valbridge Property Advisors | Los Angeles-Inland Empire

Value is our passion. At Valbridge Property Advisors Los Angeles-Inland Empire, we combine local market expertise with the strength of the largest independent commercial property valuation and advisory services firm in the U.S.

We work with commercial real estate owners, lenders, and advisors, including attorneys, brokers, CPAs, corporations, insurance companies, lenders, public agencies, school districts, and trusts.

We offer comprehensive valuation and advisory services on all types of real commercial property. We produce custom, consistent appraisal reports across the Los Angeles and Inland Empire region for agricultural, assembly, healthcare, hospitality, industrial, land, multifamily, office, retail, senior housing, shopping center, sports & entertainment, and many other special purpose properties.

#### WHAT SETS US APART?

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Today, we are part of the largest independent appraisal firm in the nation, with 200+ MAI-designated appraisers and more than 675 staff in over 80 office locations nationwide. No competitor can match our combination of national coverage, deep local knowledge and expertise, and true valuation independence. On top of that, we provide clients with a single point of contact and custom reporting.

#### WHY LOS ANGELES - INLAND EMPIRE?

Valbridge Property Advisors - Los Angeles-Inland Empire has a team of 11 professionals working both in the office and remotely from all over Southern California to better serve our clients. Our headquarters - a modern, professional office in Eagle Rock, between Pasadena and Glendale - houses our core team, including the company's leadership and management. In addition to our physical location, our office and support staff has grown to over 20 employees and staff who are fully aligned with our values and vision. From leadership to analysts, our entire team is committed to providing the absolute best results in the Los Angeles and Inland Empire markets. For our clients with multi-property or multi-state portfolios, our Los Angeles office serves as a single point of contact as we leverage our nationwide network of appraisal experts and valuation resources.

#### HOW ARE WE LEADING THE PACK?

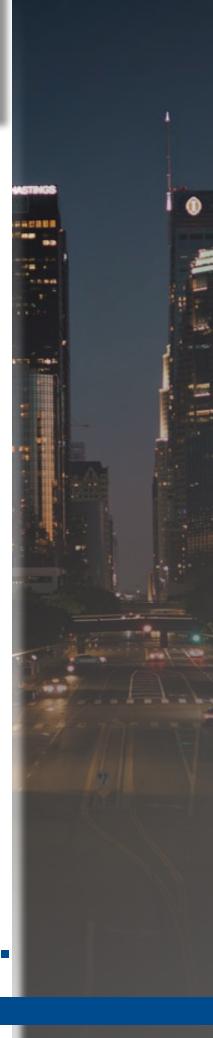
We are a leader in CRE technology. Valbridge is an evolving valuation technology company and a thought leader in the CRE valuation industry. We leverage data-driven technology to analyze variables affecting value, and provide trusted advice to our clients on real estate investment decisions.

Through product development, acquisition, and strategic partnerships, we have developed a robust suite of technology solutions giving our team the tools they need to drive business and provide the best possible service to our clients.

#### LOOKING FORWARD

Building, supporting, and investing in our team propels our Los Angeles office to the forefront of the commercial real estate valuation business and keeps us ahead of the curve on market trends, developments, and movements.

Integrity, accuracy, and innovation are bottom line issues in every interaction: we're proud to have served many of our clients over decades, and we're always on hand to assist you with any of your valuation or appraisal needs.







### Stay ahead of the curve.

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