



QUARTERLY MARKET UPDATE

LOS ANGELES - INLAND EMPIRE 1Q24

The outlook for industrial space is less rosy these days, with sublease space on the rise, a decline in demand, and oversupply issues particularly in the Inland Empire. The office market in LA continues its nosedive, but the IE's office sector is the strongest nationwide (as compared to the 50 largest U.S. office markets). Demand for higher-end units is keeping the multifamily market afloat across SoCal, while high transfer taxes are muting sales activity in LA for both multifamily and hotel buildings.

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

Matthew Lubawy, MAI, CVA, Senior Managing Director 825 Colorado Blvd., Suite 243, Los Angeles, CA 90041 LA@valbridge.com • (626) 486 9327

INDUSTRIAL SECTOR HIGHLIGHTS

LOS ANGELES TRENDS

- The vacancy rate has increased to 5%, with availability at 7.1%. Tenants are putting space back on the market, with the result that sublet space is at a high not seen since 2013 (12.2 million SF currently available).
- Consequently, outsized rent gains are no longer the order of the day, with rental growth only 1.2% higher than this time last year.
- Sales declined in 2023, and investors remain wary.

INLAND EMPIRE TRENDS

- Although construction starts have slowed, projects under development are extensive - 26.4 million SF is underway as of 2Q24, and less than 30% is preleased.
- As new inventory delivers, pre-2020 buildings are feeling the impact: occupancy loss is an issue across the board, but has been 2x higher among older stock.
- Vacancy rates are predicted to continue rising over at least the next several quarters, as demand contracts.

OFFICE SECTOR HIGHLIGHTS

LOS ANGELES TRENDS

- Dismal since the pandemic, vacancy rates in LA are currently at 16.1%, their highest yet.
- Tenants are in a stronger position than landlords, with concessions abounding, and rents down by -0.3%.
 They're also downsizing: the average leased SF now is 20% smaller than in 2019.
- The outlook is grim, with vacancies likely to rise even further this year, continuing to erode rents.

INLAND EMPIRE TRENDS

- The IE's vacancy rate remains the lowest among the nation's 50 largest office markets, at 6.1%. Local businesses and healthcare providers drive demand.
- Rental growth has slowed somewhat, averaging +1.7% since 1Q23 (vs +3.9% over the previous five years).
- Cap rates have increased to the 8-9% range, and are likely to rise higher through 2024 as interest rates remain up.

RETAIL SECTOR HIGHLIGHTS

LOS ANGELES TRENDS

- Demand is down for retail space, declining by 180,000SF in the past year; volume on new leases fell by 10% over 2023.
- As a result, rental growth is flat, up by only 0.4% since 1Q23, and improvement is unlikely in the near term.
- However, price appreciation is offsetting less favorable market conditions, and has been strongest in the SFV, Antelope Valley, and South LA.

INLAND EMPIRE TRENDS

- Vacancy rates, although up slightly in 1Q24 are still tight at 5.5%. Availability in the IE is above the national average, due in part to excess undesirable older inventory (big-box spaces), some of which is shifting from public-facing retail to cannabis growing or storage.
- Rental rates are continuing to rise, albeit less aggressively than in recent years: growth is up 3.8% over the past twelve months.

MULTIFAMILY HOUSING SECTOR HIGHLIGHTS

LOS ANGELES TRENDS

- Higher income renters, seeking 4 and 5 star buildings, are driving virtually all market demand and lowering vacancies; by contrast, vacancies are up in lower-end buildings.
- Rental growth trails the national average, at only +0.2% (vs +0.7%), but is predicted to accelerate this year.
- Sales activity is muted, due to high interest rates and new, substantial transfer taxes on sales over \$5 million.

INLAND EMPIRE TRENDS

- Demand, volatile in recent years, is down over the trailing 12 months; as in LA, higher-end units are driving demand more strongly than the lower end of the market.
- Vacancy rates are at 6.9% as the second quarter of 2024 begins.
- Rental growth, flat in 2023, picked up marginally to +0.2% through 1Q24.
- Cap rates are in the 5% range, likely to lower past 2025.

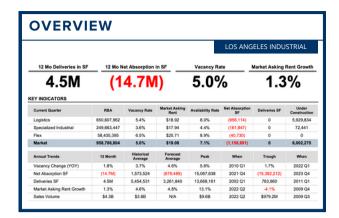
HOSPITALITY SECTOR HIGHLIGHTS

LOS ANGELES TRENDS

- Over the past 12 months, sales volume has dropped by 75%, due again to the impact of transfer taxes.
- Occupancy rates remain high, averaging 71.4% since this time last year.
- · Rising labor costs are impacting profitability.
- The construction pipeline is slated to add 2,200 rooms over the next few years, expanding available inventory by 1.8%.

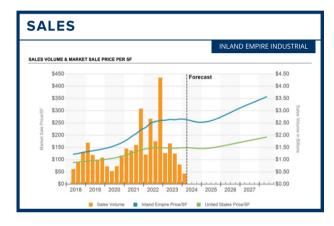
INLAND EMPIRE TRENDS

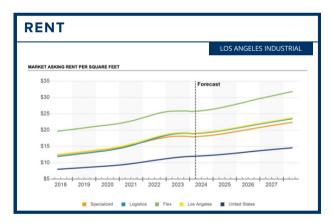
- RevPAR in the IE was down by -3.7% as of February 2024, in contrast to the national increase of +2.5%.
- Construction activity has been robust since 2018, with nearly 1,000 rooms opening yearly. 2,416 rooms are currently under construction, increasing inventory by 4.5% (mostly suite hotel types, more popular recently).
- Sales activity since 1Q23 has been minimal, primarily small hotels to private buyers in all cash deals.

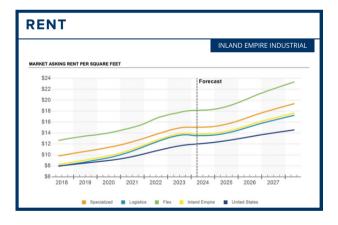


OVERVI	EW							
					INLAND EMPIRE INDUSTRI			
12 Mo Deliveries in SF	12 Mo N	et Absorption	in SF	Vacancy Ra	te	Market Asking	Rent Growt	
27.1M		(3M)		6.9%	6	2.6	6%	
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Constructio	
Logistics	642,678,668	7.5%	\$13.54	12.5%	(1,184,079)	0	25,570,49	
Specialized Industrial	103,007,799	3.9%	\$15.05	5.9%	(304,858)	0	761,589	
			\$18.14	5.3%	(45.512)	0	77.755	
Flex	16,253,664	4.0%						
Flex Market	16,253,664 761,940,131	6.9%	\$13.84	11.5%	(1,534,449)	0	26,409,835	
					41	_		
Market	761,940,131	6.9% Historical	\$13.84 Forecast	11.5%	(1,534,449)	0	26,409,83	
Market Annual Trends	761,940,131 12 Month	6.9% Historical Average	\$13.84 Forecast Average	11.5% Peak	(1,534,449) When	0 Trough	26,409,83 When	
Market Annual Trends Vacancy Change (YOY)	761,940,131 12 Month 3.8%	6.9% Historical Average 6.0%	\$13.84 Forecast Average 6.4%	11.5% Peak 12.2%	(1,534,449) When 2009 Q3	0 Trough 1.3%	26,409,835 When 2022 Q2	
Market Annual Trends Vacancy Change (YOY) Net Absorption SF	761,940,131 12 Month 3.8% (3M)	6.9% Historical Average 6.0% 17,369,938	\$13.84 Forecast Average 6.4% 16,205,030	11.5% Peak 12.2% 32,630,581	(1,534,449) When 2009 Q3 2021 Q4	0 Trough 1.3% (2,872,677)	26,409,831 When 2022 Q2 2024 Q1	

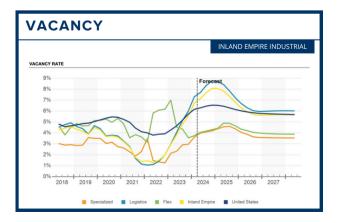


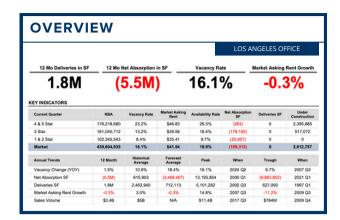




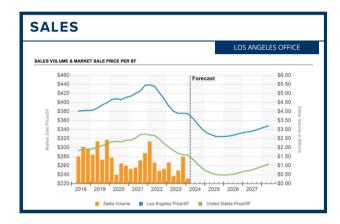


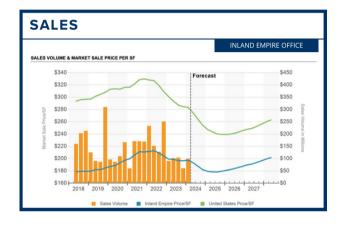


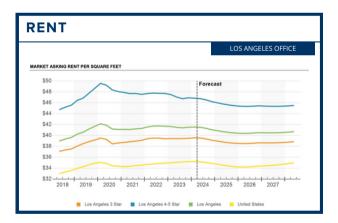


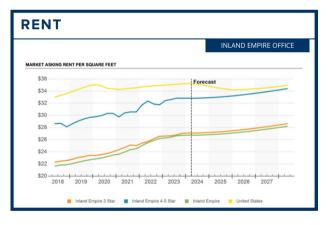


OVERVIE	W						
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12 Mo Deliveries in SF	12 Mo N	let Absorption	in SF	Vacancy Ra	te	Market Asking	Rent Growt
155K	(1	162K)	6.1%	6	1.7	7 %
KEY INDICATORS							
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Constructio
4 & 5 Star	9,080,271	7.0%	\$32.83	10.0%	(5,077)	0	86,630
3 Star	37,580,575	6.1%	\$27.09	9.0%	(25,491)	0	79,419
1 & 2 Star	30,885,243	5.8%	\$24.51	7.0%	(9,796)	0	0
Market	77,546,089	6.1%	\$26.74	8.3%	(40,364)	0	166,049
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.4%	9.2%	7.0%	15.8%	2009 Q3	5.6%	2022 Q4
Net Absorption SF	(162K)	984,821	7,550	3,013,172	2006 Q2	(179,005)	2024 Q1
Deliveries SF	155K	1,078,649	286,428	4,719,277	2008 Q3	121,972	2017 Q2
Market Asking Rent Growth	1.7%	2.6%	1.3%	10.6%	2001 Q2	-12.1%	2009 Q4
			N/A	\$763.2M	2022 Q4	\$103.3M	2009 Q4



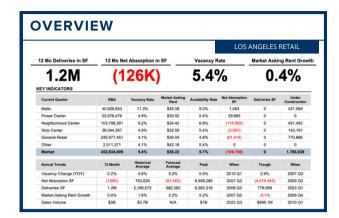






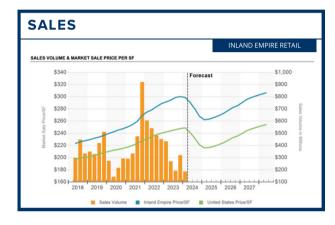


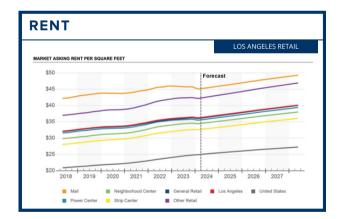


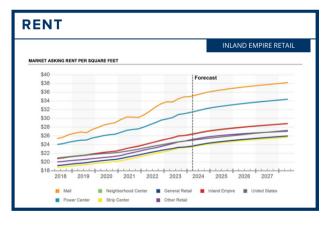


					INLAN	ID EMPIRI	E RETAIL	
12 Mo Deliveries in SF	12 Mo N	let Absorption	in SF	Vacancy	Rate	Market Ask	ing Rent Growt	
808K	4	192K		5.5	%	3.9%		
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction	
Malls	14,391,674	8.6%	\$34.99	6.9%	2,672	0	3,300	
Power Center	20,242,785	5.0%	\$31.34	5.4%	5,368	0	171,962	
Neighborhood Center	79,413,139	7.0%	\$26.34	8.0%	(23,049)	0	297,969	
Strip Center	15,384,154	4.6%	\$23.38	6.4%	4,074	0	52,910	
General Retail	70,259,299	3.4%	\$23.57	4.2%	(8,064)	0	395,997	
Other	2,817,223	10.6%	\$25.07	8.8%	0	0	0	
Market	202,508,274	5.5%	\$26.25	6.2%	(18,999)	0	922,138	
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When	
Vacancy Change (YOY)	-0.3%	7.3%	5.8%	9.4%	2011 Q2	4.9%	2007 Q3	
Net Absorption SF	492K	1,590,466	53,779	8,204,710	2007 Q1	(1,852,533)	2009 Q4	
Deliveries SF	808K	2,041,761	786,314	7,315,557	2007 Q1	381,205	2011 Q1	
Market Asking Rent Growth	3.9%	0.9%	2.2%	6.2%	2007 Q1	-10.0%	2009 Q4	
Sales Volume	\$976M	\$1.2B	N/A	\$2.68	2022 Q3	\$398.1M	2010 Q1	

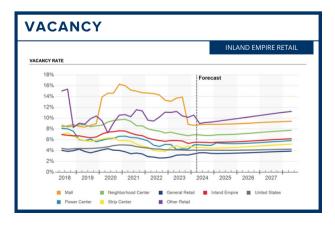






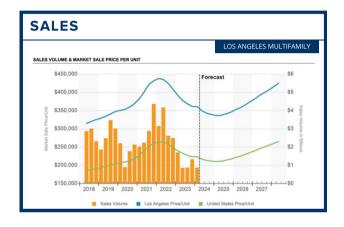


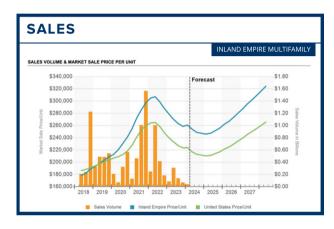


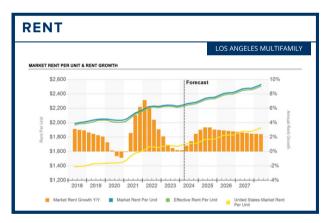




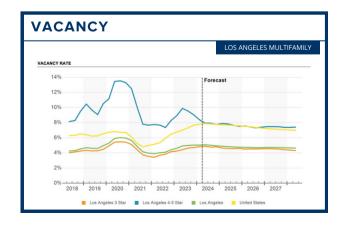
					INLAND	D EMPIRE MULTIFA				
12 Mo Delivered Units	12 M	lo Absorption U	nits	Vacancy F	tate	12 Mo Asking	Rent Grow			
3,117 EY INDICATORS		625		6.9%		0.2%				
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Const Units			
4 & 5 Star	39,026	12.1%	\$2,561	\$2,530	9	0	4,217			
3 Star	74,751	5.7%	\$2,055	\$2,041	(3)	0	1,493			
1 & 2 Star	59,954	5.1%	\$1,402	\$1,393	0	0	0			
Market	173,731	6.9%	\$2,016	\$1,999	6	0	5,710			
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When			
Vacancy Change (YOY)	1.3%	5.5%	6.3%	8.0%	2009 Q1	2.0%	2021 Q2			
Absorption Units	625	1,511	1,959	6,512	2021 Q1	(2,761)	2023 Q1			
Delivered Units	3,117	1,823	1,844	3,947	2007 Q3	16	2011 Q4			
Demolished Units	0	55	68	296	2013 Q4	0	2024 Q1			
Asking Rent Growth (YOY)	0.2%	3.8%	3.6%	14.4%	2021 Q3	-4.8%	2009 Q2			
Effective Rent Growth (YOY)	-0.2%	3.8%	3.6%	14.8%	2021 Q3	-4.8%	2009 Q2			
Sales Volume	\$550M	\$1.2B	N/A	\$3.8B	2022 Q2	\$66.1M	2009 Q3			

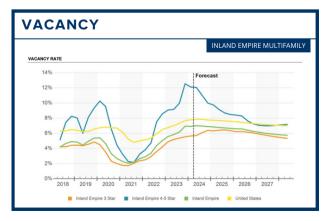


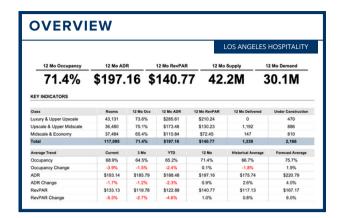




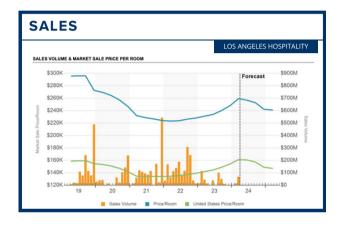


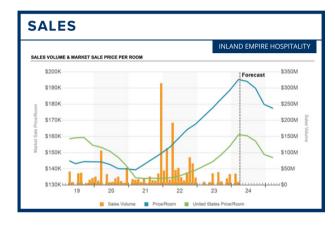






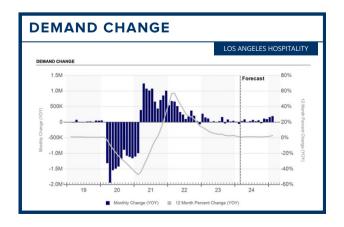
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12 Mo Occupancy	12 Mo ADR		12 Mo RevPAR	12 M	o Supply	12 Mo Demand	
63.6%	\$155.70		\$99.06	19	.3M	12.3M	
KEY INDICATORS							
Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction	
Luxury & Upper Upscale	11,909	61.0%	\$278.85	\$169.96	4	726	
Upscale & Upper Midscale	20,187	72.5%	\$148.00	\$107.31	779	755	
Midscale & Economy	21,786	57.0%	\$93.33	\$53.24	166	935	
Total	53,882	63.6%	\$155.70	\$99.06	949	2,416	
Average Trend	Current	3 Mo	YTD	12 Ma	Historical Average	Forecast Average	
Occupancy	65.2%	60.2%	61.5%	63.6%	63.5%	61.4%	
Occupancy Change	-8.5%	-7.3%	-8.1%	4.2%	-1.0%	-0.8%	
ADR	\$166.22	\$154.00		\$155.70	\$136.54	\$168.89	
ADR Change	-1.5%	-1.7%	-1.1%	0.5%	5.4%	2.6%	
RevPAR	\$108.31	\$92.67	\$96.75	\$99.06	\$86.74	\$103.62	
RevPAR Change	-9.9%	-8.8%	-9.1%	-3.7%	4.3%	1.7%	

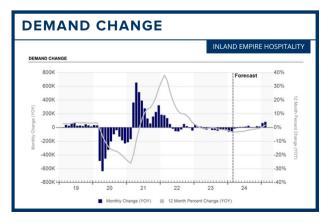








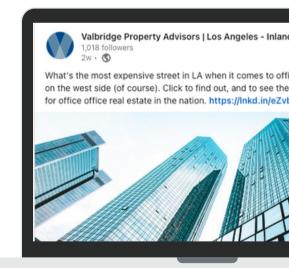






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