

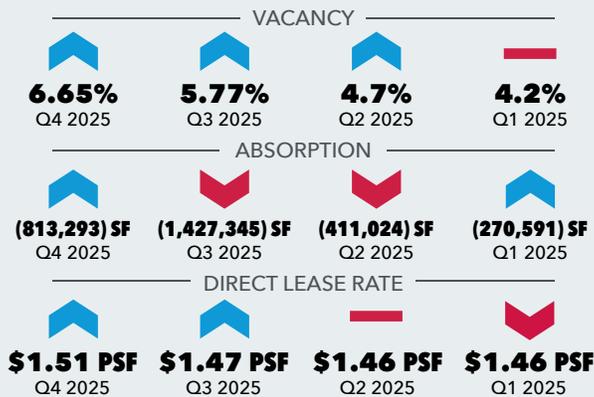



# Q4



## LA NORTH INDUSTRIAL MARKET REPORT

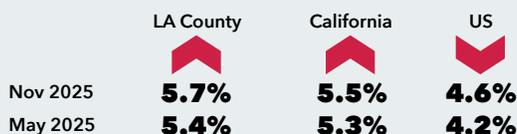
### Market Indicators



### Q4 Trends at a Glance



### Unemployment Rate



### A Measured Reset Sets the Stage for Sustainable Growth

The LA North industrial market continued to cool throughout 2025 as tenant demand softened and expansion decisions became more deliberate. Leasing activity slowed as many occupiers reassessed space needs, while elevated move-outs contributed to a steady rise in vacancy. This shift has provided tenants with increased negotiating leverage, particularly on renewal terms and concessions. Despite these dynamics, asking rents have largely held steady, suggesting that landlords are focused on maintaining occupancy levels rather than pushing for meaningful rent growth in the near term.

Investment activity remained present but disciplined, with transactions occurring at more conservative pricing levels. Higher financing costs and broader economic uncertainty have led investors to be increasingly selective, favoring well-located, functional assets with stable cash flow. On the supply side, new construction deliveries have declined from recent highs, easing pressure on the market and reducing the risk of prolonged oversupply.

While near-term conditions remain challenging, the moderation in new supply should support a gradual rebalancing of the market. As vacancy stabilizes and demand improves, fundamentals are expected to strengthen, positioning the LA North industrial market for more sustainable long-term performance.

### RENTAL RATES



AVERAGE PER SF, PER MONTH

### ABSORPTION



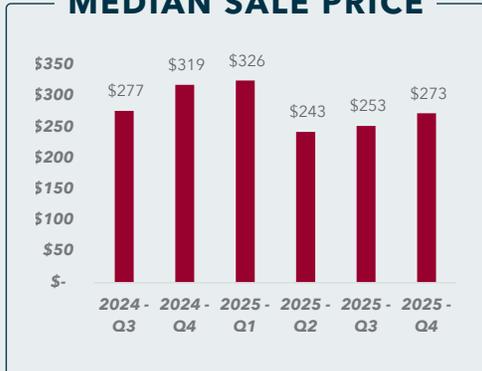
IN THOUSANDS OF SF

### LEASING ACTIVITY



MILLIONS OF SF LEASED

### MEDIAN SALE PRICE



### SALE TRANSACTIONS



### VACANCY



Median sale price excludes distressed sales and those where no price information was recorded.

TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER/SELLER	BUILDING CLASS
12100 Dronfield Ave San Fernando, CA	81,200 SF	\$31,736,500 \$390.84 PSF	BLT Enterprises PepsiCo, Inc.	Class C
20640 Nordhoff St Chatsworth, CA	51,745 SF	\$15,000,000 \$289.88 PSF	Electro Adapter, Inc. Xebec	Class B
13333-13345 Satcoy St North Hollywood, CA	36,650 SF	\$8,225,000 \$224.42 PSF	Tanya Roofian Shepard G. & Ronnie J. Goodman	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
25045 Avenue Tibbitts Valencia, CA	142,392 SF	JLL Income Property Trust	LA North Studios LLC	Information
16620 Stagg St Van Nuys, CA	79,744 SF	Prologis, Inc.	Undisclosed	Undisclosed
7700 Balboa Blvd Van Nuys, CA	43,160 SF	Occidental Entertainment Grp Holdings, Inc.	Undisclosed	Undisclosed

SUBMARKETS	TOTAL INVENTORY	TOTAL VACANCY		NET ABSORPTION		CONSTRUCTION			ASKING RATE
		TOTAL SF	%	Q4 2025	YTD 2025	UNDERWAY	COMPLETED	YTD 2025	
Antelope Valley	13,867,509	1,146,946	8.3%	166,959	(717,805)	1,303,473	1,000,000	1,000,000	\$1.13
Burbank	8,918,430	679,186	7.6%	(91,881)	(303,192)	0	0	0	\$1.64
Canoga Park	4,157,181	186,998	4.5%	(16,255)	(1,988)	0	0	0	\$1.51
Chatsworth	19,290,326	1,326,665	6.9%	128,886	(13,711)	0	0	0	\$1.49
Glendale	5,258,052	63,685	1.2%	(9,023)	144,134	0	0	0	\$2.98
No. Hollywood / Universal City	12,386,585	638,022	5.2%	(69,814)	(76,675)	0	0	0	\$1.43
Northridge	4,055,155	158,344	3.9%	8,591	(151,944)	0	0	0	\$1.35
Reseda / Tarzana	837,366	45,739	5.5%	8,036	(18,762)	0	0	0	\$1.90
San Fernando / Sylmar / Pacoima / Arleta	17,570,532	1,270,107	7.2%	(70,568)	(306,095)	531,950	143,529	366,597	\$1.59
Santa Clarita Valley	26,533,323	2,440,968	9.2%	(592,170)	(574,448)	0	335,683	724,054	\$1.44
Sun Valley	10,455,582	855,521	8.2%	(124,420)	(547,408)	0	0	0	\$1.53
Van Nuys	18,023,876	661,573	3.7%	(130,172)	(337,843)	0	0	0	\$1.59
Woodland Hills	1,489,387	29,106	2.0%	(21,462)	(16,876)	0	0	0	\$1.57
<b>Total</b>	<b>142,843,304</b>	<b>9,502,860</b>	<b>6.65%</b>	<b>(813,293)</b>	<b>(2,922,613)</b>	<b>1,835,423</b>	<b>1,479,212</b>	<b>2,090,651</b>	<b>\$1.51</b>

Source: CoStar and Lee & Associates

## MARKET DEFINITIONS

### RENTABLE AREA

Includes all Class A, B and C multi-tenant and single-tenant industrial buildings of 10,000 square feet and greater. Excludes buildings under construction, planned or under renovation.

### DIRECT VACANCY

Space in existing buildings that is not occupied and is available for direct lease.

### TOTAL VACANCY

Space in existing buildings that is not occupied and is available for direct lease and/or sub-lease.

### TOTAL NET ABSORPTION

The square feet leased after deducting space vacated.

### DIRECT ASKING LEASE RATE

Calculated for direct available space using NNN rents. Rents are weighted by total square feet available for direct lease.

### UNDER CONSTRUCTION

Buildings in the process of construction. A building is considered complete when issued a certificate of occupancy.

### MEDIAN SALE PRICE

Based on actual prices of sold buildings as reported in public records and by CoStar. Includes all industrial buildings 10,000 SF and more sold at \$500,000 or more.

## ABOUT LEE & ASSOCIATES

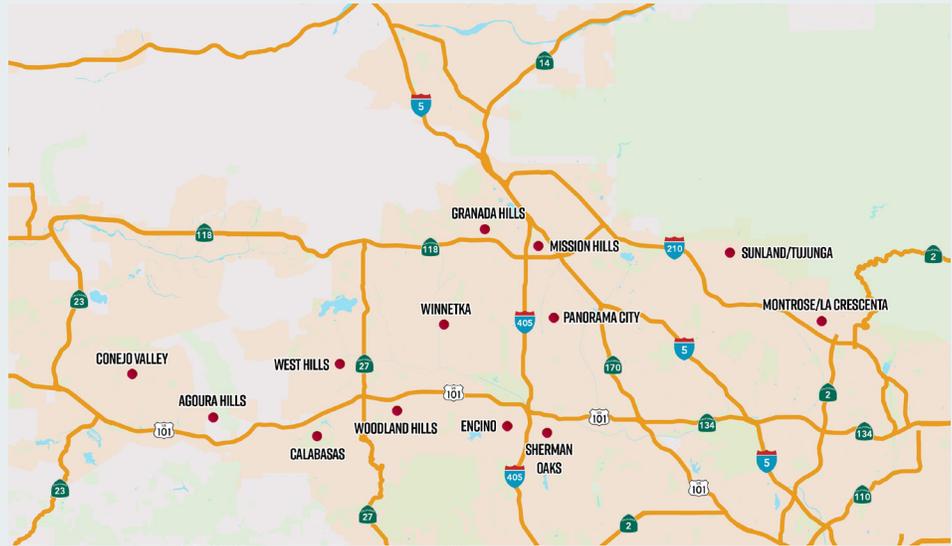
Lee & Associates offers an array of real estate services tailored to meet the needs of the company's clients, including commercial real estate brokerage, integrated services, and construction services. Established in 1979, Lee & Associates is now an international firm with 80+ offices throughout the United States and Canada. Our 1,300 professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information. For the latest news from Lee & Associates, visit [lee-associates.com](http://lee-associates.com) or follow us on Facebook, LinkedIn, Twitter and our company blog, Link.

**Lee & Associates-LA North/Ventura, Inc.** is a full-service commercial brokerage company serving the San Fernando Valley, Conejo Valley, Simi Valley/Moorpark and Ventura County markets. Founded in 1994, Lee & Associates-LA North/Ventura has grown to become one of the largest commercial brokerage companies in the Los Angeles North and Ventura regions with four offices and 48 agents.

©2025. All rights reserved. No reproduction without prior permission.

## LA NORTH INDUSTRIAL SUBMARKETS

<b>Encino</b>	<b>Panorama City</b>
<b>Granada Hills</b>	<b>Sherman Oaks</b>
<b>La Crescenta</b>	<b>Studio City</b>
<b>Lancaster</b>	<b>Sunland</b>
<b>Mission Hills</b>	<b>Tujunga</b>
<b>Montrose</b>	<b>West Hills</b>
<b>Palmdale</b>	<b>Winnetka</b>



## LA NORTH/VENTURA TEAM

**Erica Balin**  
Managing Director, Industrial  
818.444.4912

**John Battle, SIOR, Investment**  
818.444.4908

**Matt Benwitt, Investment**  
818.444.4964

**Deena Benz, Industrial**  
805.626.1277

**Warren Berzack, Investment**  
818.933.0350

**Cheri Blessing, Retail**  
805.626.1240

**Jonathan Bruce, Office**  
818.444.4916

**Paul Capra, Retail**  
805.626.1264

**Darren Casamassima, Office**  
818.933.0303

**Scott Caswell, Industrial**  
818.444.4911

**Clyde Clifford, Industrial**  
818.444.4910

**Jennifer Donaldson, Office**  
818.933.0347

**Cody Eickhoff, Industrial**  
818.444.4907

**Teresa Ernest, Industrial**  
818.444.4917

**Sydney Fraser, Office**  
818.933.0320

**Grant Fulkerson, SIOR, Industrial**  
818.449.4401

**Aaron Guerrero, Office/Retail**  
818.444.4929

**Grant Harris, Industrial**  
805.626.1212

**Joe Jusko, Industrial, Office**  
818.223.4397

**David Kaufman, Office**  
818.223.4397

**David Kim, Office**  
805.626.1234

**Eugene Kim, Office**  
818.444.4919

**Bryce Kolb, Industrial**  
818.444.4931

**Mark Leonard, Office**  
818.449.4414

**Chris McKenzie, Industrial**  
818.933.0337

**Bruce Milton, Retail**  
805.626.1281

**Josh Morris, Industrial**  
818.933.0319

**Eric Nishimoto, Investment**  
818.444.4984

**John Ochoa, SIOR, Industrial**  
805.626.1208

**Ryan Pelino, Industrial**  
818.444.4991

**Patrick Reddy, Industrial**  
818.933.0348

**Scott Romick**  
Managing Director, Office  
818.933.0305

**Jay Rubin, Office**  
818.223.4385

**Brett Saunders, Office/Industrial**  
818.444.4926

**Jared Smits, Office**  
818.444.4986

**Tom Specker, Office**  
818.223.4381

**Marc Spellman, Office**  
818.444.4932

**Drew Stewart, Office**  
818.444.4922

**Peter Steigleder, Industrial**  
818.933.0318

**Frank Tesoro, Office**  
818.444.4930

**Mike Tingus, Industrial**  
818.223.4380

**Stacy Vierheilg-Fraser, Office**  
818.933.0313

**Brett Warner, Industrial**  
818.933.0302

**Hunter Warner, Industrial**  
818.933.0349

**Todd Wuschnig, Office**  
818.933.0301

