Los Angeles North
Industrial Market Report Q3 2025

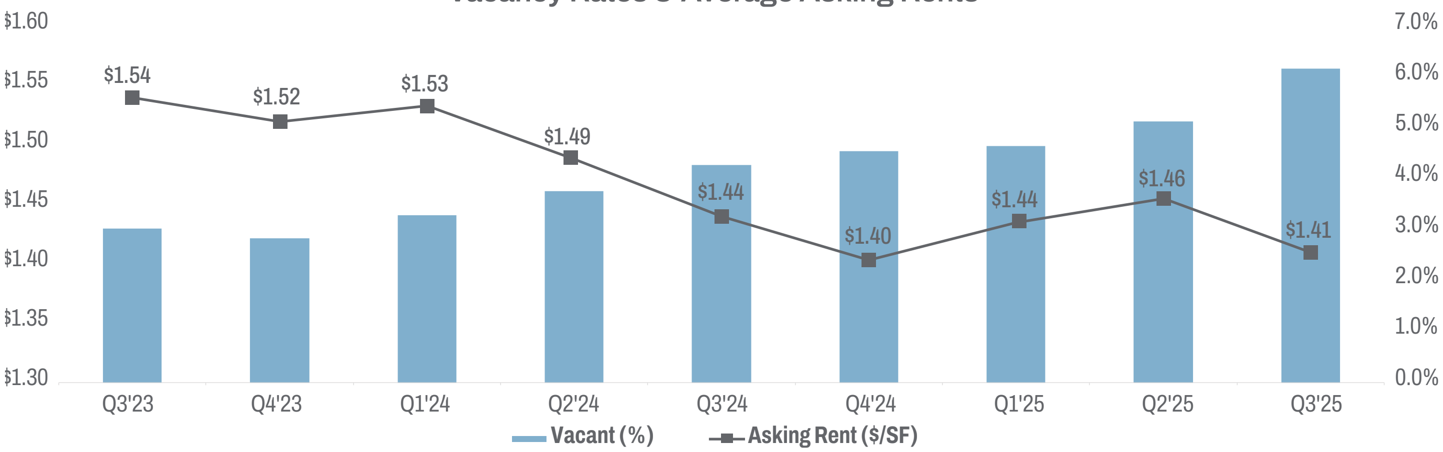
NAI Capital
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

LA NORTH INDUSTRIAL MARKET REMAINS RESILIENT DESPITE SLOWDOWN

Rents moderate as vacancy rises, while leasing volume underscores the region's enduring industrial appeal.

Over the past year, LA North has not been immune to the broader market slowdown, yet it remains one of the most resilient industrial markets in Southern California. The average asking rent hit $1.41 per square foot, triple net, as of Q3 2025 — down 3.1% quarter over quarter and 2.1% year over year. Vacancy rose 110 basis points from the prior quarter and 110 basis points year over year, ending the third quarter at 6.2%. Year to date, leasing volume reached approximately 4.08 million square feet as of Q3, an increase of 11.7% from the same period last year. Sales totaled 1,301,178 square feet, a decline of 1.8% year over year, indicating that a modest reduction in interest rates has not been sufficient to stimulate owner-user demand. The average sale price is $244 per square.

An increase in sublease space and vacancy of second-generation buildings continue to push asking rental rates for direct space downward. Landlords are offering increasing amounts of rental abatement to attract new tenants. The market continues to post negative net absorption as broader macroeconomic uncertainty has generally dampened tenant expansion. Lease renewal activity continues to outperform new deals, with many tenants opting to remain in their current facilities thereby avoiding disruption and moving costs. Several newly constructed distribution buildings in the LA North region remain vacant, having been unable to achieve the proforma rents at which the projects were originally underwritten. Looking ahead to the end of 2025, demand for functional industrial space in LA North may increase as landlords become more motivated to fill vacancies.



LOS ANGELES NORTH MARKET TRENDS

	Q3 2024	Q2 2025	Q3 2025	QOQ	YOY
Total Inventory (SF)	133,493,288	134,330,494	134,968,410	↑	↑
Completed Construction (SF)	0	607,805	637,916	↑	↑
Leased (SF)	1,194,021	1,382,974	1,172,165	↓	↓
Sold (SF)	317,270	523,831	446,907	↓	↑
Vacancy Rate	4.3%	5.1%	6.2%	↑	↑
Under Construction (SF)	1,579,250	1,136,891	610,545	↓	↓
Asking Rent ($/SF)	$1.44	$1.46	$1.41	↓	↓
Sale Price ($/SF)	$247	$255	$244	↓	↑

Chad Gahr, SIOR
Executive Vice President
cghar@naicapital.com | 818.383.5581
Cal DRE Lic #01230414

David Young
Executive Vice President
dyoung@naicapital.com | 818.422.8658
Cal DRE Lic #00914504

NAI Capital Commercial
15821 Ventura Blvd., Suite 320
Los Angeles, CA 91436
www.naicapital.com

Los Angeles North
Industrial Market Report Q3 2025

NAI Capital
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

SUBMARKET STATISTICS*

Submarket	Existing Total RBA (SF)	Under Construction (SF)	Total Available (%)	Total Vacancy (%)	Leasing Volume (SF)	YTD Leasing Volume (SF)	Sales Volume (SF)	YTD Sales Volume (SF)	Average Asking Rent $/SF NNN	Average Sale Price $/SF
San Fernando Valley	**92,642,448**	**610,545**	**6.4%**	**5.1%**	**824,441**	**2,681,053**	**399,433**	**570,690**	**$1.48**	**$281**
Central SFV	15,865,849	0	3.7%	2.6%	89,152	466,357	31,572	31,572	$1.51	$374
East SFV	53,736,696	610,545	6.6%	5.1%	466,948	1,376,508	337,861	459,118	$1.55	$283
West SFV	23,039,903	0	8.0%	6.8%	268,341	838,188	30,000	80,000	$1.29	$260
Conejo Valley	**6,932,364**	**0**	**5.4%**	**7.6%**	**86,807**	**236,991**	**16,500**	**16,500**	**$1.24**	**$204**
Simi Valley-Moorpark	**12,259,481**	**0**	**10.5%**	**12.2%**	**154,744**	**393,100**	**0**	**175,035**	**$1.47**	**N/A**
Santa Clarita Valley	**23,134,117**	**0**	**11.7%**	**6.8%**	**106,173**	**773,006**	**0**	**123,286**	**$1.40**	**$246**

** RBA includes industrial buildings of all sizes. Rents reflect buildings of at least 10,000 square feet.*

KEY CITY STATISTICS*

Los Angeles North Key Cities	Existing Total RBA (SF)	Total Available (%)	Total Vacancy (%)	Leasing Volume (SF)	YTD Leasing Volume (SF)	Sales Volume (SF)	YTD Sales Volume (SF)	Average Asking Rent $/SF NNN	Average Sale Price $/SF
Valencia	17,714,516	11.0%	5.3%	97,726	465,260	N/A	83,446	$1.40	N/A
Chatsworth	15,562,227	9.2%	6.8%	154,529	540,020	50,858	50,858	$1.27	$297
Van Nuys	12,860,032	3.7%	1.9%	88,152	438,413	31,572	31,572	$1.49	$374
North Hollywood	11,083,515	7.4%	4.4%	69,892	411,403	N/A	61,648	$1.84	N/A
Simi Valley	8,673,346	11.1%	9.4%	143,344	427,344	N/A	175,035	$1.41	N/A
Burbank	7,647,697	5.6%	3.9%	35,803	205,368	30,266	155,847	$1.74	$506
Sylmar	7,185,559	8.9%	5.4%	49,539	187,802	N/A	97,322	$1.51	N/A
Newbury Park	5,555,412	5.9%	7.9%	32,241	164,668	127,291	143,791	$1.22	$204
Pacoima	4,992,579	2.9%	2.8%	73,293	114,205	90,978	149,301	$1.22	$200
Glendale	4,348,358	0.9%	0.5%	12,828	75,342	11,350	22,834	$2.02	$357
San Fernando	4,373,443	12.9%	6.5%	34,204	56,892	N/A	34,430	$1.38	N/A
Moorpark	3,586,135	9.0%	12.2%	11,400	294,431	N/A	N/A	$1.56	N/A
Santa Clarita	3,181,055	23.6%	18.4%	5,147	281,666	N/A	39,840	$1.40	N/A
Canoga Park	3,029,673	5.2%	4.7%	64,375	133,362	N/A	80,000	$1.49	N/A

**Includes warehouse, distribution, and manufacturing buildings of 10,000 square feet or greater.*

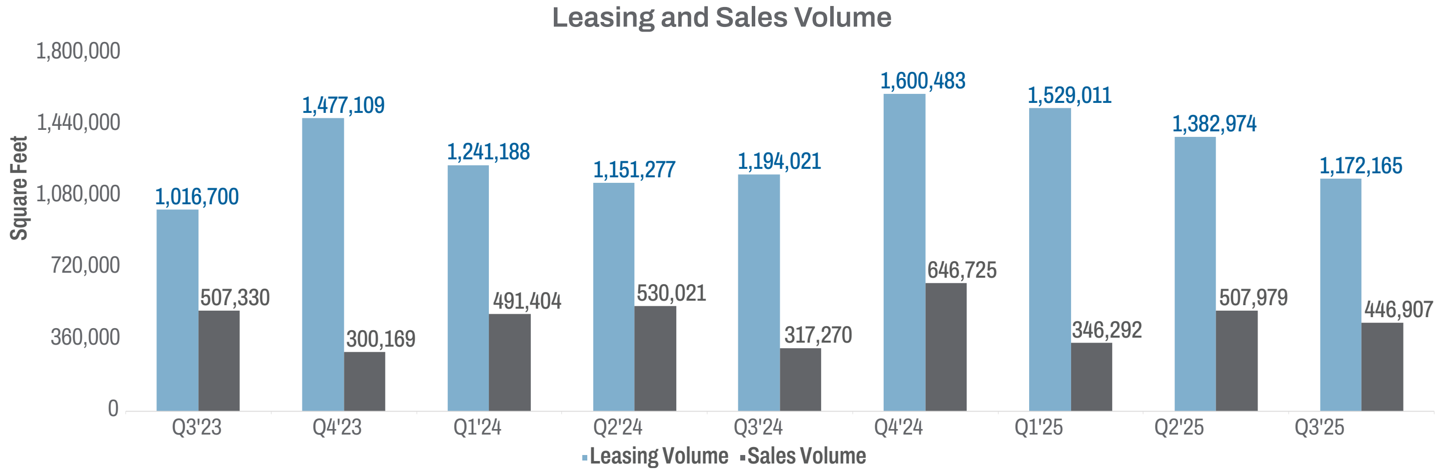
Chad Gahr, SIOR
Executive Vice President
cghar@naicapital.com | 818.383.5581
Cal DRE Lic #01230414

David Young
Executive Vice President
dyoung@naicapital.com | 818.422.8658
Cal DRE Lic #00914504

NAI Capital Commercial
15821 Ventura Blvd., Suite 320
Los Angeles, CA 91436
www.naicapital.com

Los Angeles North
Industrial Market Report Q3 2025

NAI Capital
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE



SIGNIFICANT SALES

Address	SF	Sale Price	Price PSF	Buyer	Seller
2590 Conejo Spectrum St, Thousand Oaks	77,172	$18,900,000	$245	The Interface Group	LRS Ventures
10220 Norris Avenue, Pacoima	60,000	$13,250,000	$220	Bolour	Jabarian & Assoc, LLC
1251 Rice Avenue, Oxnard	43,022	$13,200,000	$307	The Foursquare Church	ZDI, Inc
21900 Marilla Street, Chatsworth	32,789	$8,500,000	$259	Chemtec Chemical Co.	Rocky Mesa Enteprises, LLC
9300 Corbin Avenue, Northridge	24,184	$5,215,000	$216	Eurocraft Cabinets	Cohen Living Trust

SIGNIFICANT LEASES

Address	SF	Lease Type	Submarket	Lessee	Lessor
15903 Strathern Street, Van Nuys	116,695	Renewal	Central SFV	Baxalta US, Inc.	Prudential
3935 Heritage Oak Ct, Simi Valley	82,078	New	Conejo Valley	Pentair	Rexford Industrial
8430 Tujunga Avenue, Sun Valley	71,547	New	East SFV	Clair Global	Rexford Industrial
8000 Woodley Avenue, Van Nuys	64,089	Renewal	Central SFV	Jocott Brands	Prudential
11085 Olinda Street, Sun Valley	52,640	New	East SFV	Zodax, LP	Olinda Properties

UNDER CONSTRUCTION

Address	SF	City	Submarket	Est. Completion	Developer	Status
Roxford Street Industrial Park	610,545	Sylmar	East SFV	Q2 2026	Xebec Development	Under Construction
Longpoint Van Nuys Industrial Park	123,468	Van Nuys	Central SFV	Q4 2026	LongPoint Realty Partners	Site Prep

Chad Gahr, SIOR
Executive Vice President
cghar@naicapital.com | 818.383.5581
Cal DRE Lic #01230414

David Young
Executive Vice President
dyoung@naicapital.com | 818.422.8658
Cal DRE Lic #00914504

NAI Capital Commercial
15821 Ventura Blvd., Suite 320
Los Angeles, CA 91436
www.naicapital.com