

MARKET TRENDS

VENTURA COUNTY INDUSTRIAL

MARKET DRIVERS

Direct net absorption totaled -815,945 SF in the third quarter, bringing the year-to-date figure to -540,241 SF. Since mid-2022, nearly every quarter has recorded negative absorption, resulting in total annual losses over the past two years. The third-quarter decline offsets the modest positive absorption recorded earlier in 2025.

Vacancy and availability rates both increased to new record highs in Q3 2025 to 5.2% and 6.9% respectively. While a majority of the submarkets in Ventura experienced an uptick in vacancy and availability rates, Moopark/Simi Valley reflected the largest jump in Q3 to double digit rates for both caused by several large moveouts in the area.

Although leasing volume improved slightly year-over-year during 3Q, it's on track to record at a 5-year record low on an annual basis by year's end. While leasing remains steady among the small-bay properties under 50K SF, larger spaces are not seeing as much demand, with only one deal above 50K SF signed in 3Q and less than 10 deals YTD.

Average rental rates in the Ventura industrial market reached a record high of \$1.28 PSF NNN, an 9.4% increase YOY from \$1.17 PSF NNN in Q3 2025. Despite rising vacancy, limited new construction and steady demand continue to support elevated rental rates.

Sales volume YTD posted 30% less volume than YTD last year, recording approximately 1.57M SF in sales activity. Rising interest rates and construction costs, combined with market uncertainty, have constrained buyer demand. Seller activity remains limited, and financing terms for industrial acquisitions are less favorable given current risk and return dynamics.

ECONOMIC REVIEW

In August, the Oxnard-Thousand Oaks- Ventura MSA reported a preliminary unemployment rate of 5.2%, a slight increase from 5.1% when compared to the same time last year but down 20 bps from the month prior in January that posted at 5.4%.

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Market Summary

	3Q25	2Q25	3Q24	YOY Change
Direct Vacancy Rate	5.2%	4.1%	3.4%	180 bps
Availability Rate	6.9%	6.1%	5.0%	190 bps
Asking Lease Rate	\$1.28	\$1.28	\$1.17	9.4%
	3Q25	2025 YTD	2024 YTD	YOY Change
Leasing Activity (SF)	533,052	1,769,557	1,736,757	1.9%
Sales Volume (SF)	566,127	1,572,680	2,244,137	-29.9%
Direct Net Absorption (SF)	-815,945	-540,241	-175,061	N/A

↑ **533K SF**
LEASING ACTIVITY

↓ **-815K SF**
NET ABSORPTION

↑ **5.2%**
VACANCY RATE

↑ **\$1.28**
ASKING RENT (AVG)

↑ **65K SF**
NEW DELIVERIES

Year-Over-Year Trend

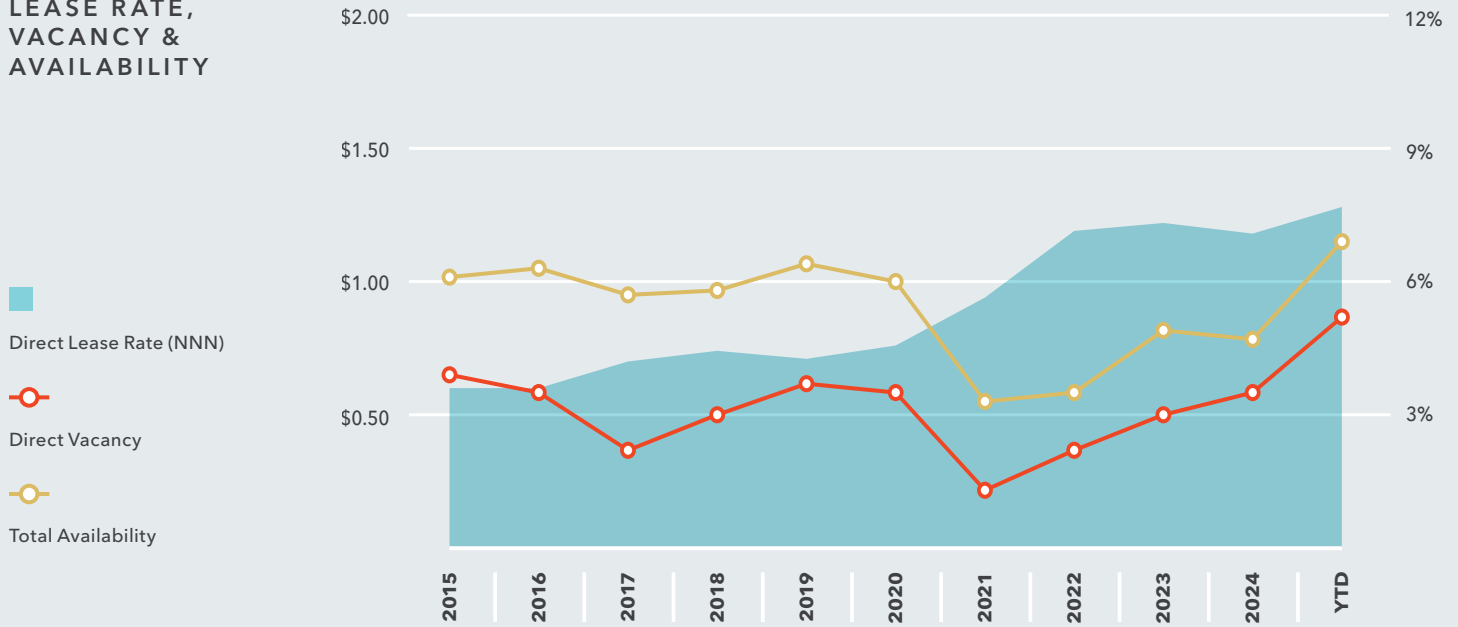
Market Highlights

DIRECT VACANCIES jumped
YOY by 180 bps to 5.2%

DIRECT ASKING LEASE RATES
hit a new record high of
\$1.28 PSF NNN

ANNUAL SALES VOLUME (SF)
rose 8.5% YOY to 566K SF

LEASE RATE, VACANCY & AVAILABILITY

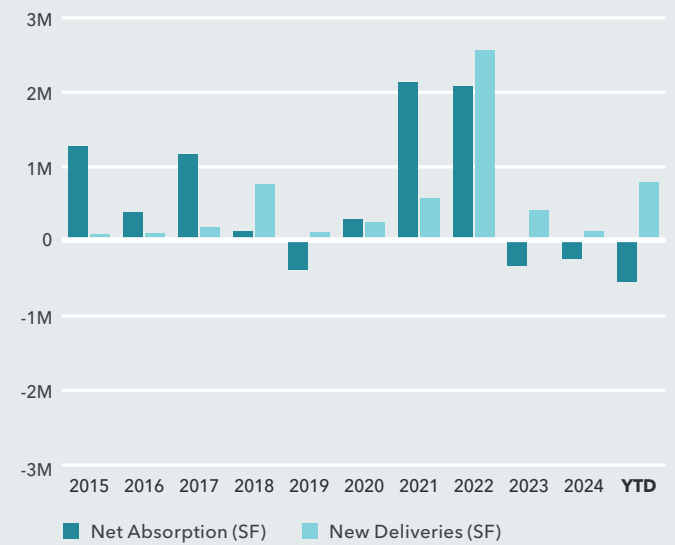


BIGGEST SALE OF THE QUARTER

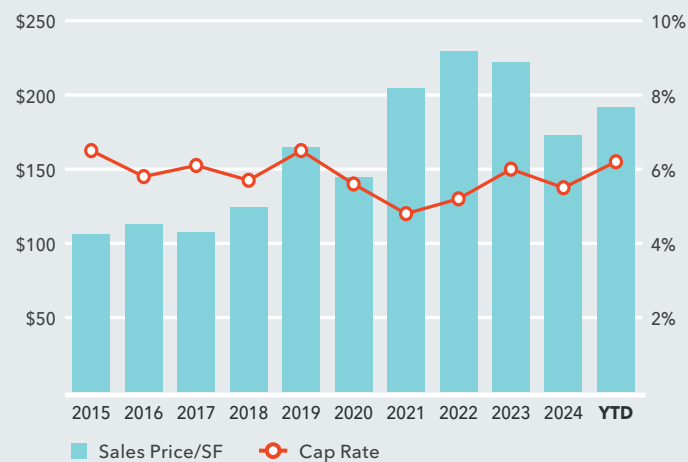
*2590 Conejo Spectrum St
Thousand Oaks, CA*



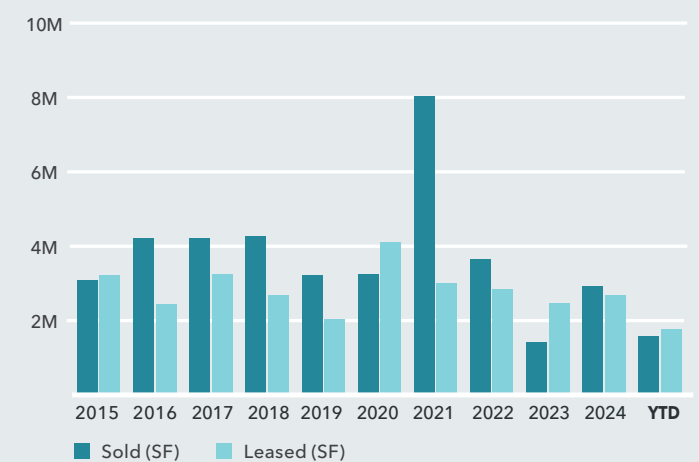
NET ABSORPTION & NEW DELIVERIES



AVERAGE SALES PRICE/SF & CAP RATE



SALE VOLUME & LEASING ACTIVITY



SUBMARKET STATISTICS

Submarket	Total Inventory	Direct Vacancy Rate	Total Vacancy Rate	3Q 2025 Direct Net Absorption	YTD Direct Net Absorption	3Q 2025 Leasing Activity	YTD Leasing Activity	SF Under Construction	YTD Construction Completions	Avg NNN Rental Rate
Central Ventura	14,731,717	5.0%	5.1%	-63,584	37,709	135,747	326,593	80,000	185,659	\$0.97
Moorpark/Simi Valley	14,296,507	10.7%	12.4%	-495,646	-176,733	160,234	416,641	0	496,045	\$1.43
Oxnard/Pt Hueneme	25,968,316	2.6%	2.7%	-310,007	-423,712	96,743	518,512	737,730	0	\$1.12
Thousand Oaks	9,170,367	7.2%	8.0%	27,496	12,191	91,407	261,399	0	120,290	\$1.26
Ventura	11,910,897	3.2%	3.2%	25,796	10,304	48,921	246,412	0	0	\$1.16
Ventura County Totals	76,077,804	5.2%	5.7%	-815,945	-540,241	533,052	1,769,557	817,730	801,994	\$1.28

ECONOMIC REVIEW CONTINUED

The Port of Hueneme continues to monitor potential impacts from newly proposed federal fees on Chinese-built vessels. While the port maintains a diverse trade portfolio and limited reliance on China-based carriers, Port leadership remains cautious as policy details and implementation timelines are still evolving. The uncertainty comes as the port navigates broader trade headwinds, including elevated tariffs on imported automobiles and perishable goods, which are expected to affect revenue and container volume in the coming year.

NEAR-TERM OUTLOOK

Investor sentiment remains cautious both locally in Ventura and nationwide, largely due to persistent high interest rates. Despite these headwinds, Ventura continues to attract strong investor interest, bolstered by high rental rates in line with other Southern California industrial hubs. The Ventura industrial market is expected to maintain elevated rents and sale prices, supported by low vacancy rates due to a lack of speculative construction. Although overall demand is softening, the market's solid fundamentals uphold Ventura's reputation as a top-performing industrial region.

BIGGEST LEASE OF THE QUARTER

3935-3949 Heritage Oak Ct, Simi Valley, CA



SIGNIFICANT SALE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
2590 Conejo Spectrum St	Thousand Oaks	77,172	\$18,900,000	\$244.91	The Interface Group	Western States Technologies
1251 N Rice Ave	Oxnard/Pt Hueneme	43,022	\$13,200,000	\$306.82	The Foursquare Church	ZDI, Inc.
800 N Mitchell Rd	Thousand Oaks	50,119	\$7,112,000	\$141.90	Meridian Tampa, LLC	Thousand Oaks Industrial Dev. Co., LP

SIGNIFICANT LEASE TRANSACTIONS 3Q 2025

Property	Submarket	SF	Transaction Date	Landlord	Tenant
3935-3949 Heritage Oak Ct	Moorpark/Simi Valley	82,078	September 2025	Rexford Industrial Realty, Inc.	Sooner Distribution
2455 Conejo Spectrum St	Thousand Oaks	42,504	July 2025	Rexford Industrial Realty, Inc.	Midnight Manufacturing
110 W Cochran St	Moorpark/Simi Valley	34,816	September 2025	Cypress Land Company	Sierra Pads

SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	SF	Owner	Delivery Date
101 Logistics Center - Bldgs 1-4	Synergy Cir & Sakioka Dr	Oxnard	737,730	Stream Realty Partners, LP	3Q 2026
630 Todd Rd	630 Todd Rd	Central Ventura	60,000	Bender Realty	1Q 2026
324 W Santa Maria St	324 W Santa Maria St	Central Ventura	20,000	Carlo Sarmiento	1Q 2026

RECENTLY DELIVERED

Property	Address	Submarket	SF	Owner	Delivery Date
Easy Street Industrial Center - Bldg 3	2400 Hook Dr	Moorpark/Simi Valley	65,003	Xebec	3Q 2025

Data Sources: Kidder Mathews Research, CoStar, United States Bureau of Labor Statistics



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The information in this report was composed by the Kidder Mathews Research Group.

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COMMERCIAL BROKERAGE	<i>\$9B</i> AVERAGE ANNUAL TRANSACTION VOLUME	<i>26.2M</i> ANNUAL SALES SF	<i>36.7M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>53M SF</i> MANAGEMENT PORTFOLIO SIZE	<i>800+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> CLIENTS SERVED
VALUATION ADVISORY	<i>2,400+</i> AVERAGE ANNUAL ASSIGNMENTS	<i>39</i> TOTAL APPRAISERS	<i>24</i> WITH MAI DESIGNATIONS