

MARKET TRENDS

VENTURA COUNTY INDUSTRIAL

MARKET DRIVERS

Despite one of the few instances of positive direct net absorption occurring this year in Q2 2025, annual absorption totaled -563K SF, marking one of the largest annual occupancy declines in the past 15 years. Since mid-2022, nearly every quarter has recorded negative absorption, resulting in total annual losses over the past three years.

Market-wide vacancy rates reached a 10-year record high in Q4 to 5.2%. Similarly, availability rates hovered near the decade high at 6.5%. Vacancy in small-bay, multi-tenant properties has trended upward since 2023, reaching its highest level in a decade. While vacancies remain below the broader market average, small-bay space continues to perform comparatively better, with time on market staying below long-term norms, indicating continued tenant demand despite softer overall conditions.

Leasing activity dropped nearly 50% YOY in Q4, resulting in the lowest annual leasing volume in five years. Activity has remained concentrated in small-bay properties under 50,000 SF, however, Q4 also saw a modest increase in larger transactions, with three deals exceeding 50,000 SF.

Speculative new construction has been on the rise and besides the exception of 2022, the year posted its highest volume delivered in 20 years. Another 800K SF is under construction and due to complete by 2026. Although the market is not heavily oversupplied, steady deliveries coupled with soft demand could put upward pressure in vacancy and availability rates in coming quarters.

ECONOMIC REVIEW

In September, the Oxnard-Thousand Oaks-Ventura MSA reported an unemployment rate of 5.1%, an increase from 4.6% when compared to the same time last year but down 20 bps from the month prior in August that posted at 5.3%.

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Market Summary

	4Q25	3Q25	4Q24	YOY Change
Direct Vacancy Rate	5.2%	5.1%	3.5%	170 bps
Availability Rate	6.5%	6.8%	4.7%	180 bps
Asking Lease Rate/SF/Mo	\$1.28	\$1.27	\$1.18	8.5%
	4Q25	2025	2024	YOY Change
Leasing Activity (SF)	495,294	2,257,684	2,669,323	-15.4%
Sales Volume (SF)	804,197	2,412,095	2,903,933	-16.9%
Direct Net Absorption (SF)	-77,574	-563,959	-233,521	N/A

↑ **495K SF**
LEASING ACTIVITY

↓ **-77K SF**
NET ABSORPTION

↑ **5.2%**
VACANCY RATE

↑ **\$1.28**
ASKING RENT (AVG)

↓ **0K SF**
NEW DELIVERIES

Year-Over-Year Trend

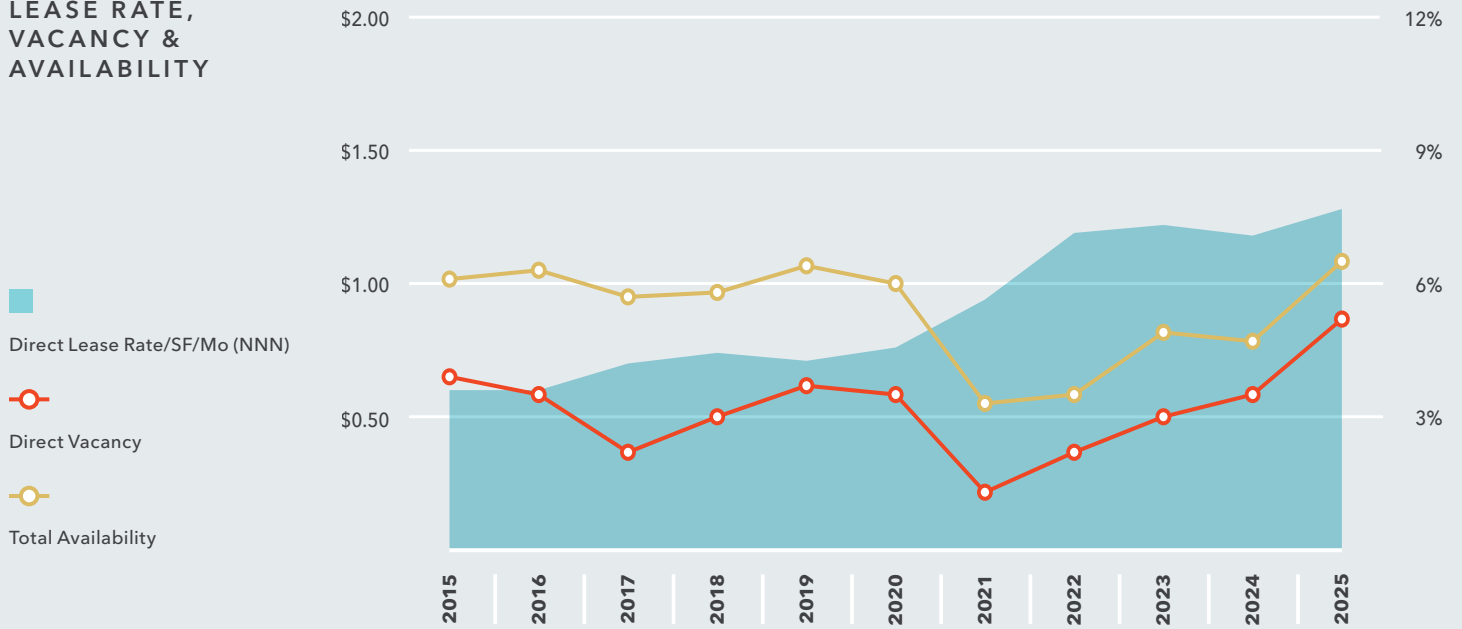
Market Highlights

DIRECT VACANCIES reached a record high posting 5.2%

ASKING LEASE RATES hovered at the high of \$1.28 PSF NNN

SALES VOLUME (SF) increased 21.8% YOY to 804K SF

LEASE RATE, VACANCY & AVAILABILITY

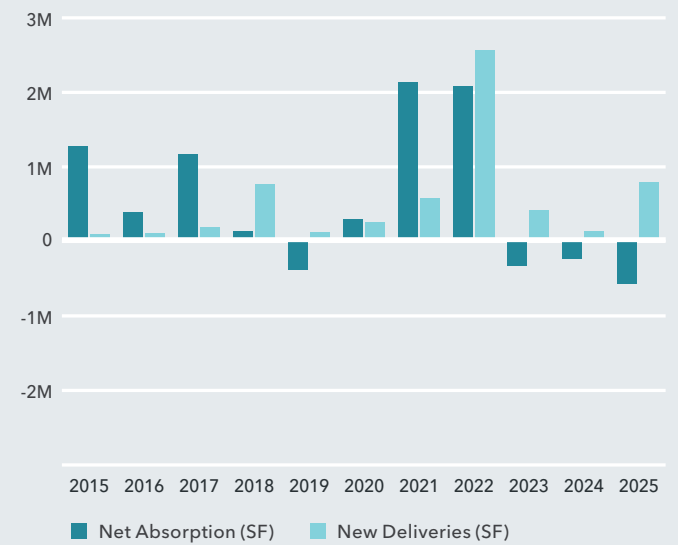


BIGGEST SALE OF THE QUARTER

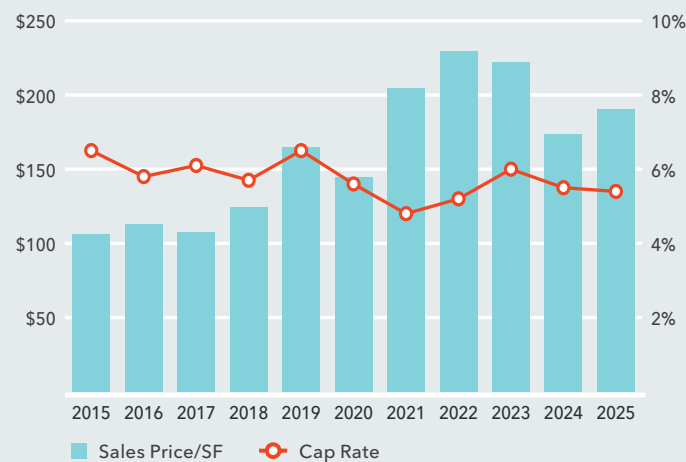
*2000 Corporate Center Dr
Thousand Oaks, CA*



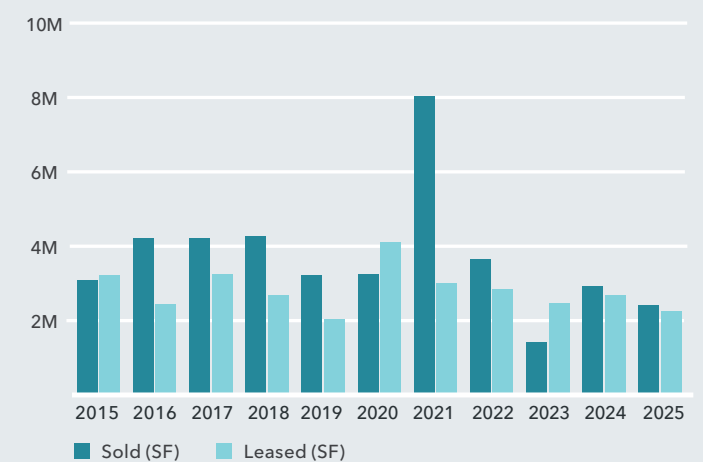
NET ABSORPTION & NEW DELIVERIES



AVERAGE SALES PRICE/SF & CAP RATE



SALE VOLUME & LEASING ACTIVITY



SUBMARKET STATISTICS

Submarket	Total Inventory	Direct Vacancy Rate	Total Vacancy Rate	4Q 2025 Direct Net Absorption	2025 Direct Net Absorption	4Q 2025 Leasing Activity	2025 Leasing Activity	SF Under Construction	2025 Construction Completions	Avg NNN Rental Rate
Central Ventura	14,660,264	5.4%	5.5%	-51,280	-15,581	95,144	366,607	80,000	185,659	\$0.95
Moorpark/Simi Valley	14,262,605	10.6%	12.4%	12,139	-164,094	150,566	560,131	0	496,045	\$1.43
Oxnard/Pt Hueneme	26,109,270	2.4%	2.5%	23,302	-380,278	124,999	691,422	737,730	0	\$1.09
Thousand Oaks	9,227,898	8.1%	8.9%	-49,680	-76,750	97,030	360,304	0	120,290	\$1.37
Ventura	11,917,896	2.7%	2.8%	-12,055	72,744	27,555	279,220	0	0	\$1.14
Ventura County Totals	76,177,933	5.2%	5.7%	-77,574	-563,959	495,294	2,257,684	817,730	801,994	\$1.28

ECONOMIC REVIEW CONTINUED

Amgen, the largest private-sector employer in Ventura County, is headquartered in Thousand Oaks and announced plans in Oct 2025 to invest \$600 million in a new pharmaceutical research and development facility at its primary campus. The project is expected to generate hundreds of new local jobs. City officials note that the investment would rank among the largest single economic commitments in Ventura County's history.

NEAR-TERM OUTLOOK

Ventura's industrial market is undergoing a recalibration following a multi-year softening in tenant demand that has pushed vacancy higher, reflecting broader trends seen across major industrial markets nationally. With leasing activity still constrained, vacancy may remain elevated into 2026 as the market gradually moves toward balance. While high interest rates continue to temper investor sentiment, Ventura's relatively strong rental rates and position among Southern California industrial hubs should help sustain investor interest as capital market conditions improve.

BIGGEST LEASE OF THE QUARTER

3935-3949 Heritage Oak Ct, Simi Valley, CA



SIGNIFICANT SALE TRANSACTIONS 4Q 2025

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
2000 Corporate Center Dr	Thousand Oaks	106,560	\$36,250,000	\$340.18	Mercatus Partners	Montana Avenue Capital Partners, LLC
3451 Lunar Ct	Oxnard/Pt Hueneme	70,272	\$17,525,000	\$249.39	Plascene, Inc.	BOSS Audio Systems
1280 Rancho Conejo Blvd	Thousand Oaks	33,659	\$16,000,000	\$475.36	Hubert Ho	Alexandria Real Estate Equities, Inc.

SIGNIFICANT LEASE TRANSACTIONS 4Q 2025

Property	Submarket	SF	Transaction Date	Landlord	Tenant
3935-3949 Heritage Oak Ct	Moorpark/Simi Valley	107,953	November 2025	Rexford Industrial Realty, Inc.	Undisclosed
301 N Rice Ave	Oxnard/Pt Hueneme	64,620	October 2025	Yetson Chen	Restaurant Depot
2405 Conejo Spectrum St	Thousand Oaks	55,748	October 2025	Rexford Industrial Realty, Inc.	Undisclosed

SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	SF	Owner	Delivery Date
101 Logistics Ctr - 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

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>41</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS