

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.

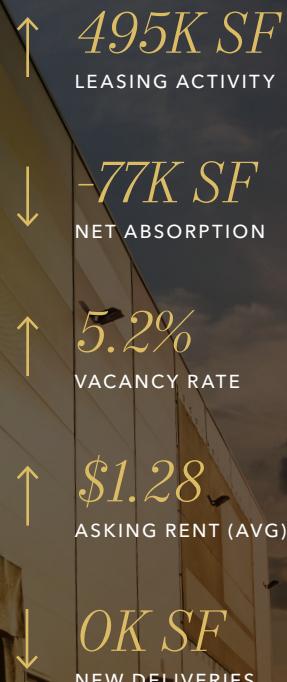
ECONOMIC REVIEW

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 |



Year-Over-Year Trend

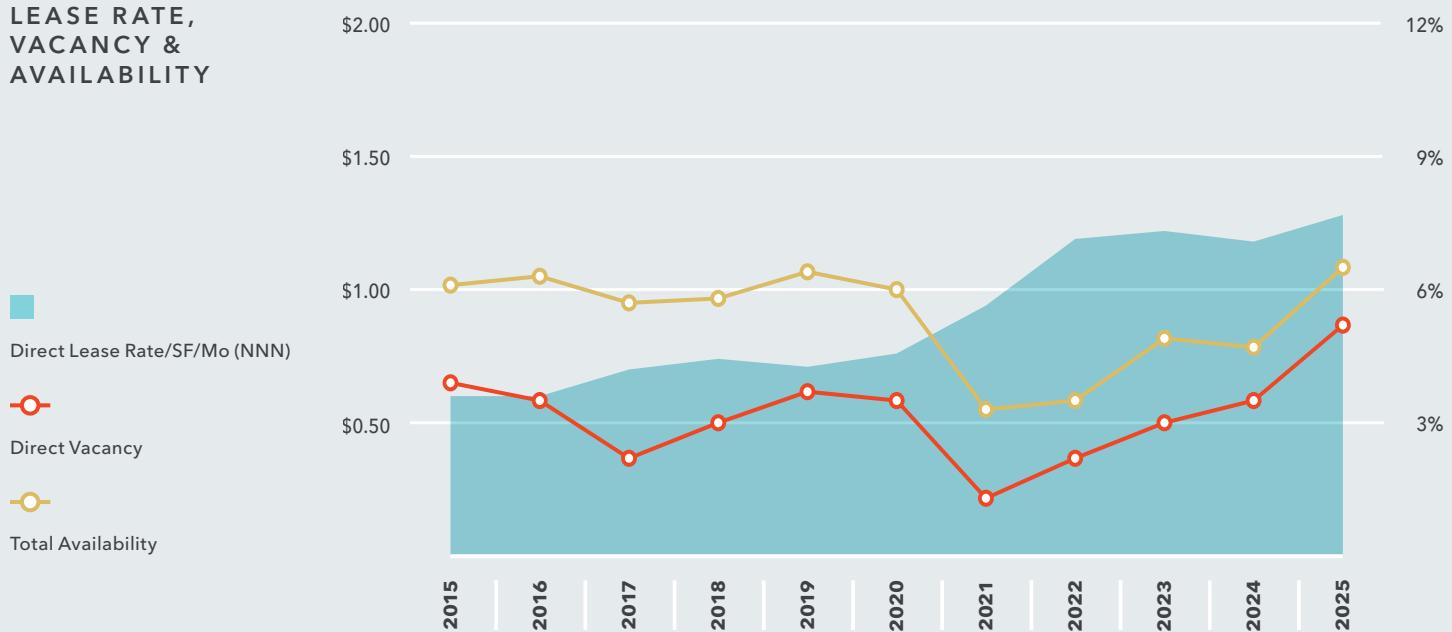
Market Highlights

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*



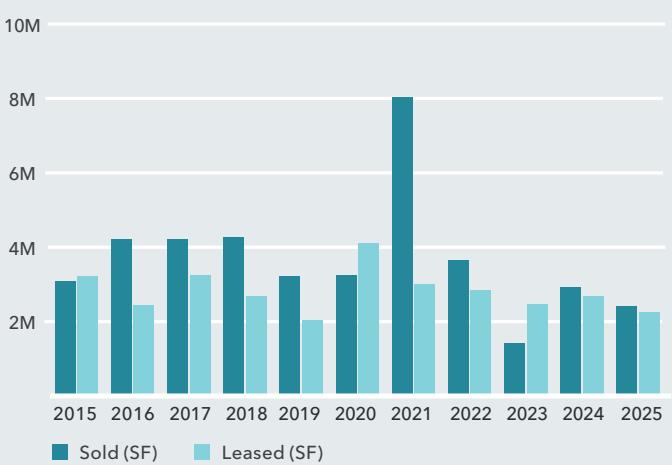
NET ABSORPTION & NEW DELIVERIES



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 | \$9B AVERAGE ANNUAL TRANSACTION VOLUME | 26.2M ANNUAL SALES SF | 36.7M ANNUAL LEASING SF |
| ASSET SERVICES | 53M SF MANAGEMENT PORTFOLIO SIZE | 800+ ASSETS UNDER MANAGEMENT | 250+ CLIENTS SERVED |
| VALUATION ADVISORY | 2,400+ AVERAGE ANNUAL ASSIGNMENTS | 41 TOTAL APPRAISERS | 23 WITH MAI DESIGNATIONS |