

Q1 2025 RESEARCH REPORT

VENTURA COUNTY

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Total Available Listings
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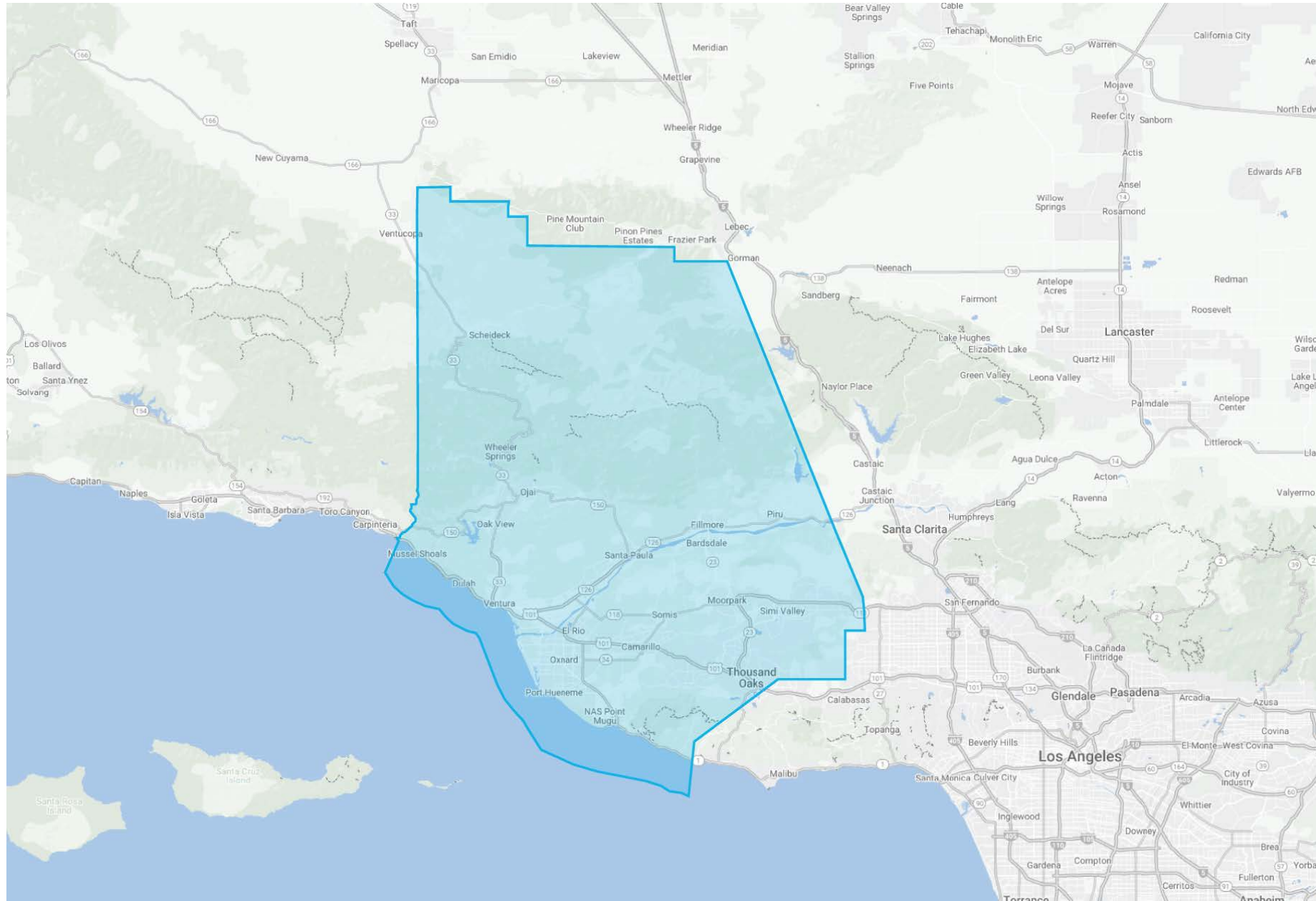
SALE

Total Available Listings
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UNDER CONSTRUCTION

Under Construction Properties
Delivered/Completed Properties

VENTURA COUNTY COVERAGE AREA



**ALL
PROPERTY
TYPES**

Industrial, Office,
Retail & Land

1,500

Listings across 11K
Properties in Ventura County

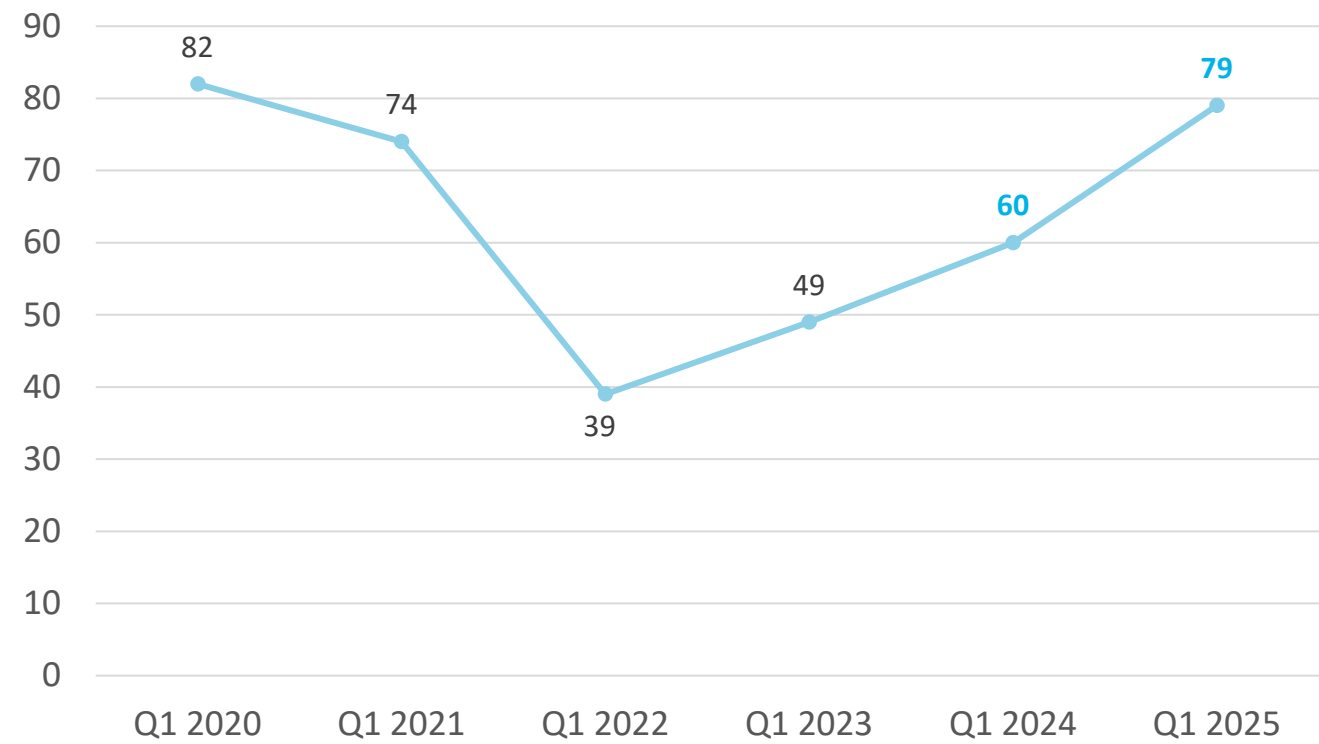
37K

Listings across 418K
Properties in SoCal

EXISTING AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

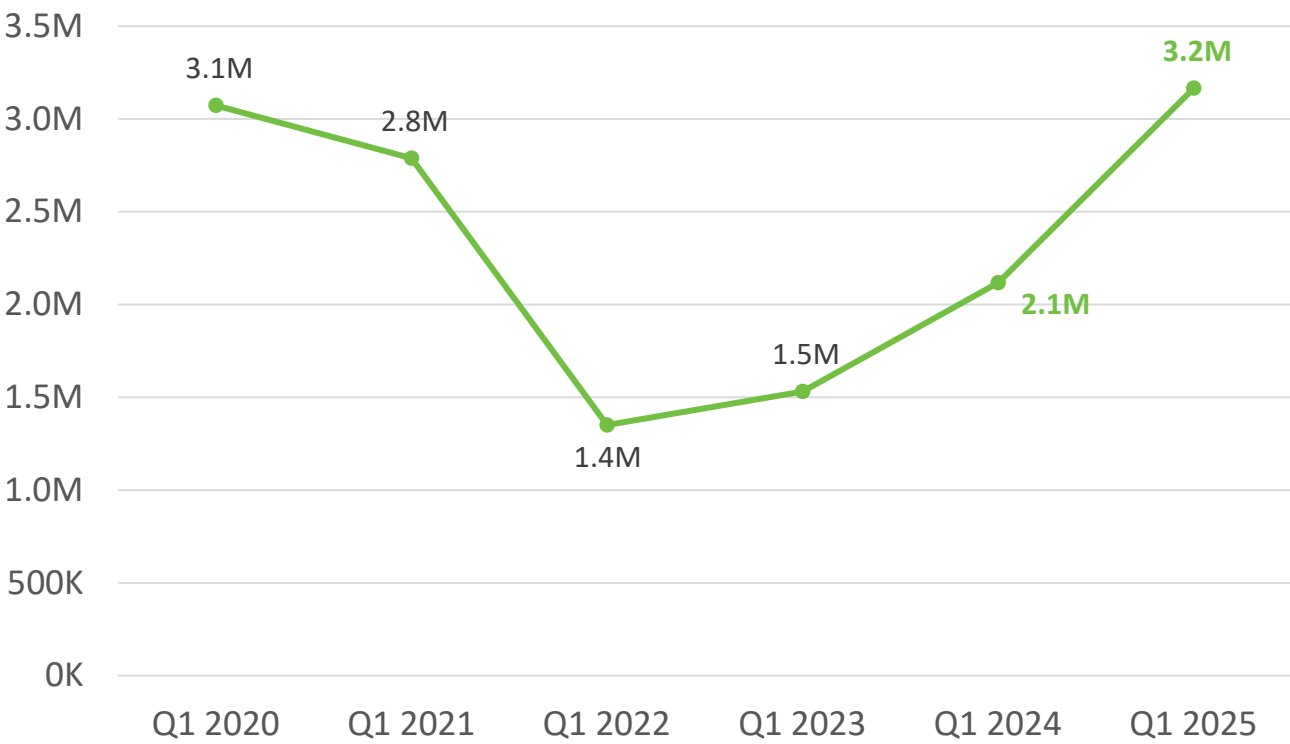
COUNT



▲ 32%

YOY increase in number of listings

BY SF

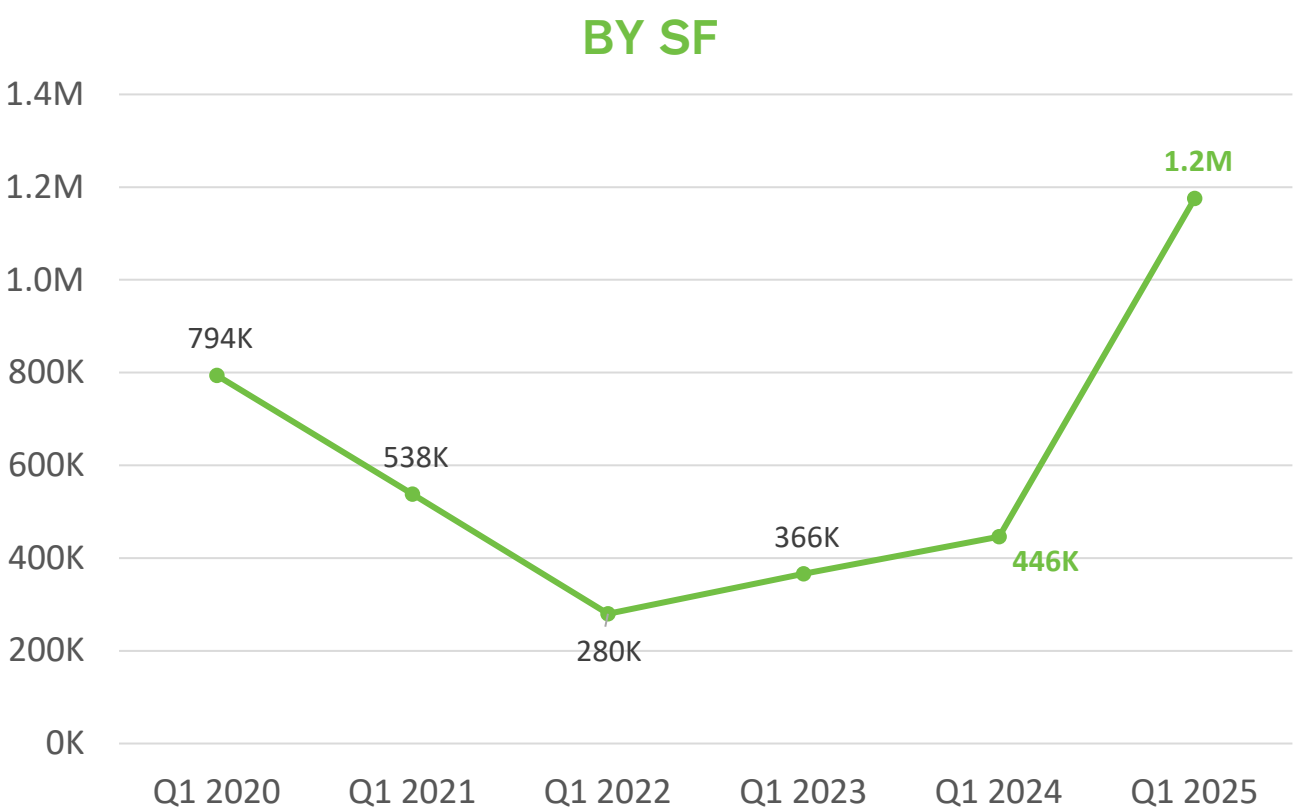
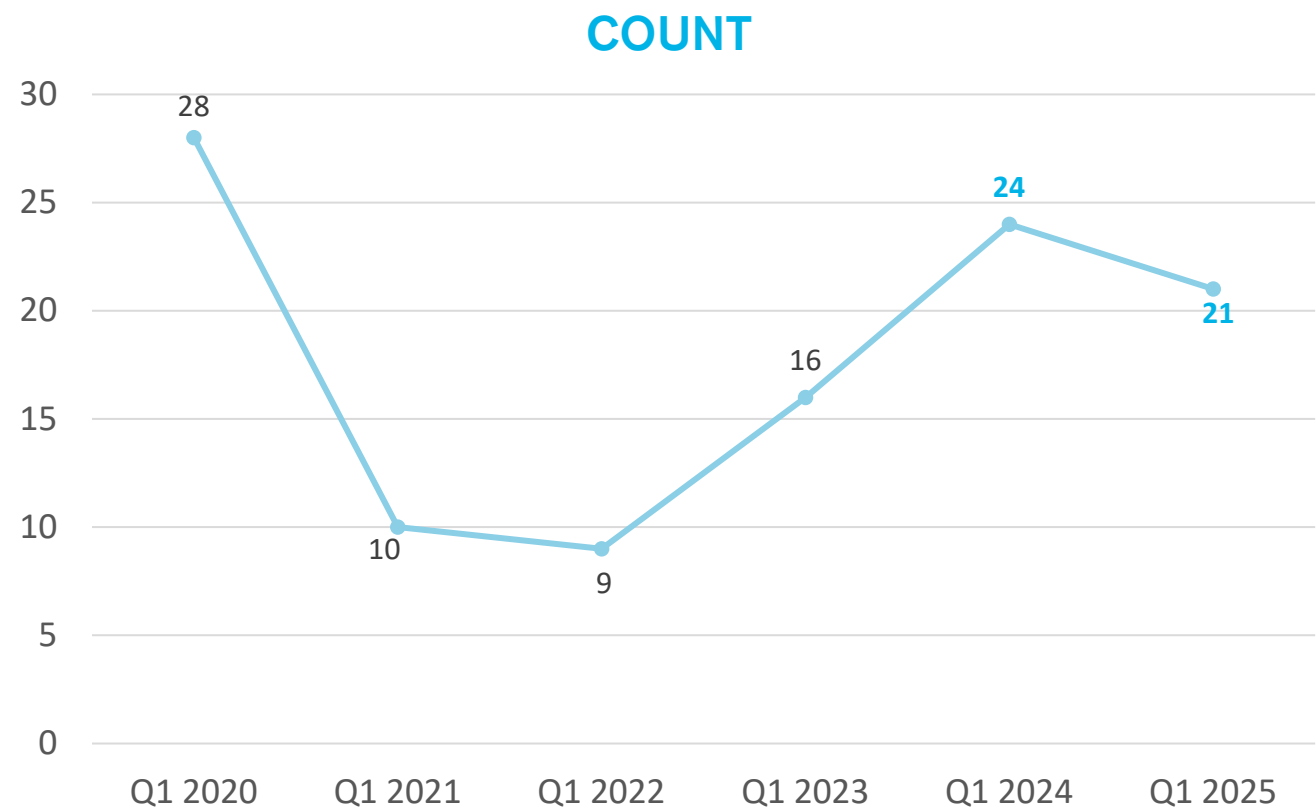


▲ 1.1M (52%)

YOY increase in SF of listings

NEW LISTINGS ADDED: DIRECT LEASE

VENTURA COUNTY



▼ 13%

YOY decrease in number of listings added

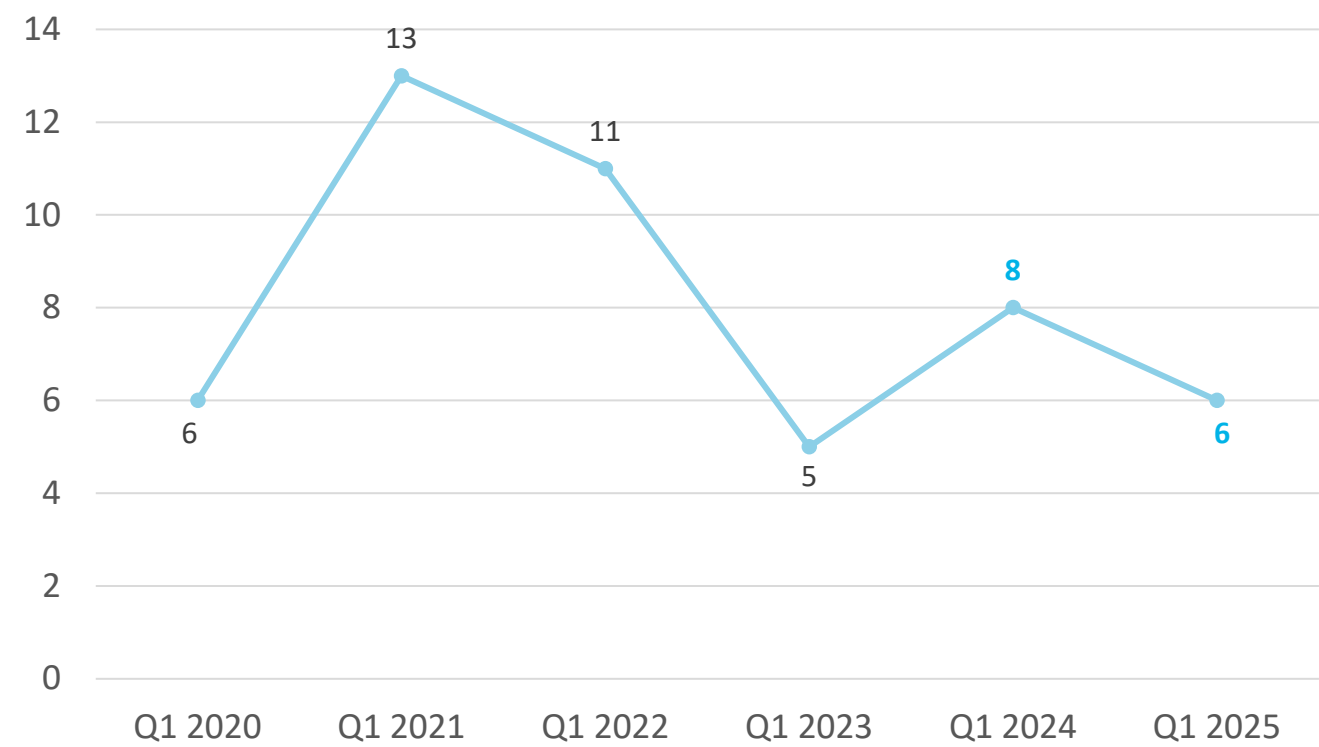
▲ 754K (169%)

YOY increase in SF of listings added

UNDER CONSTRUCTION AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

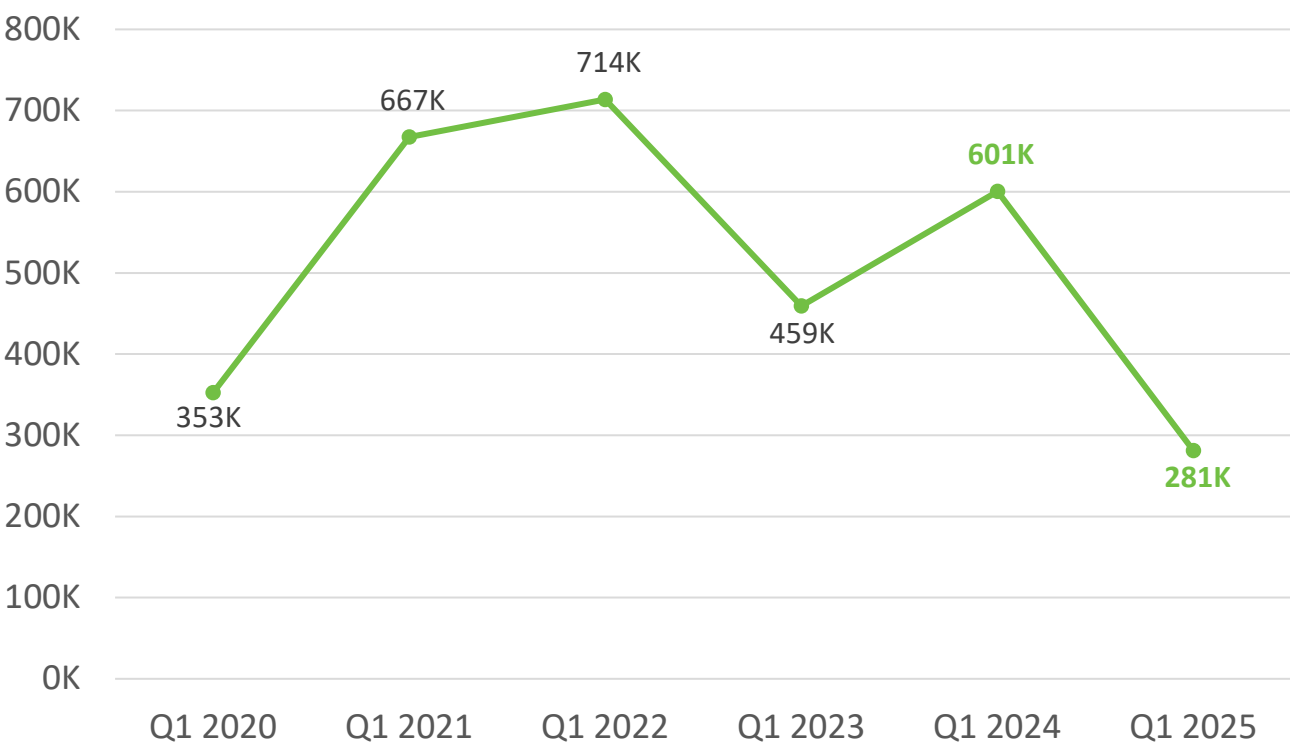
COUNT



▼ 25%

YOY decrease in number of listings

BY SF



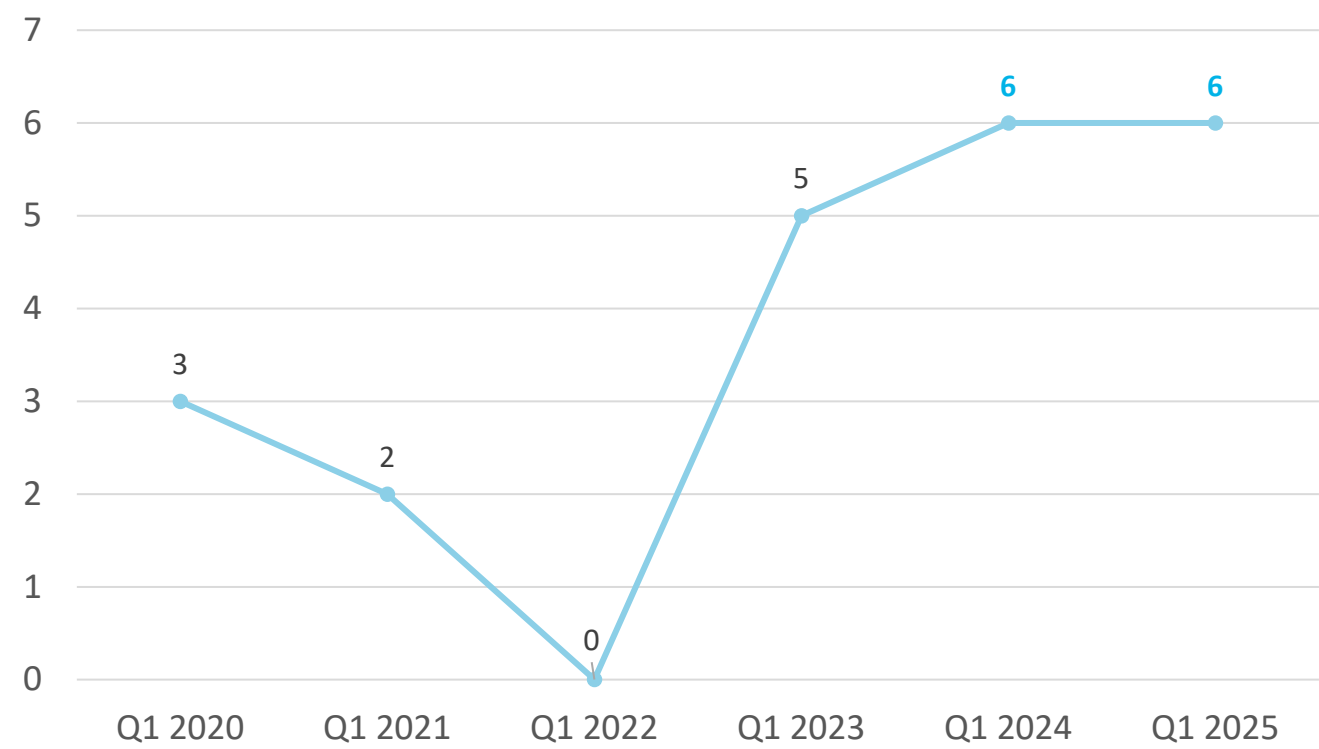
▼ 320K (53%)

YOY decrease in SF of listings

PROPOSED AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

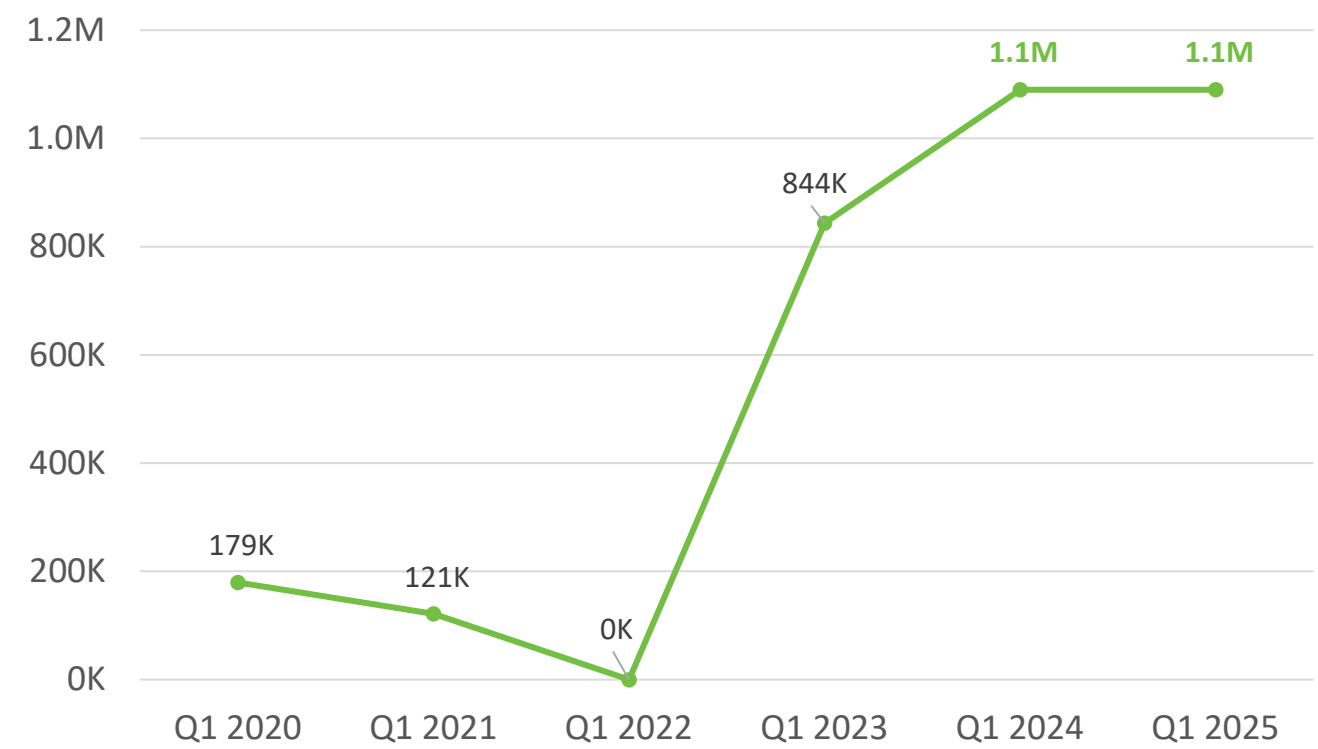
COUNT



0

YOY change in number of listings

BY SF



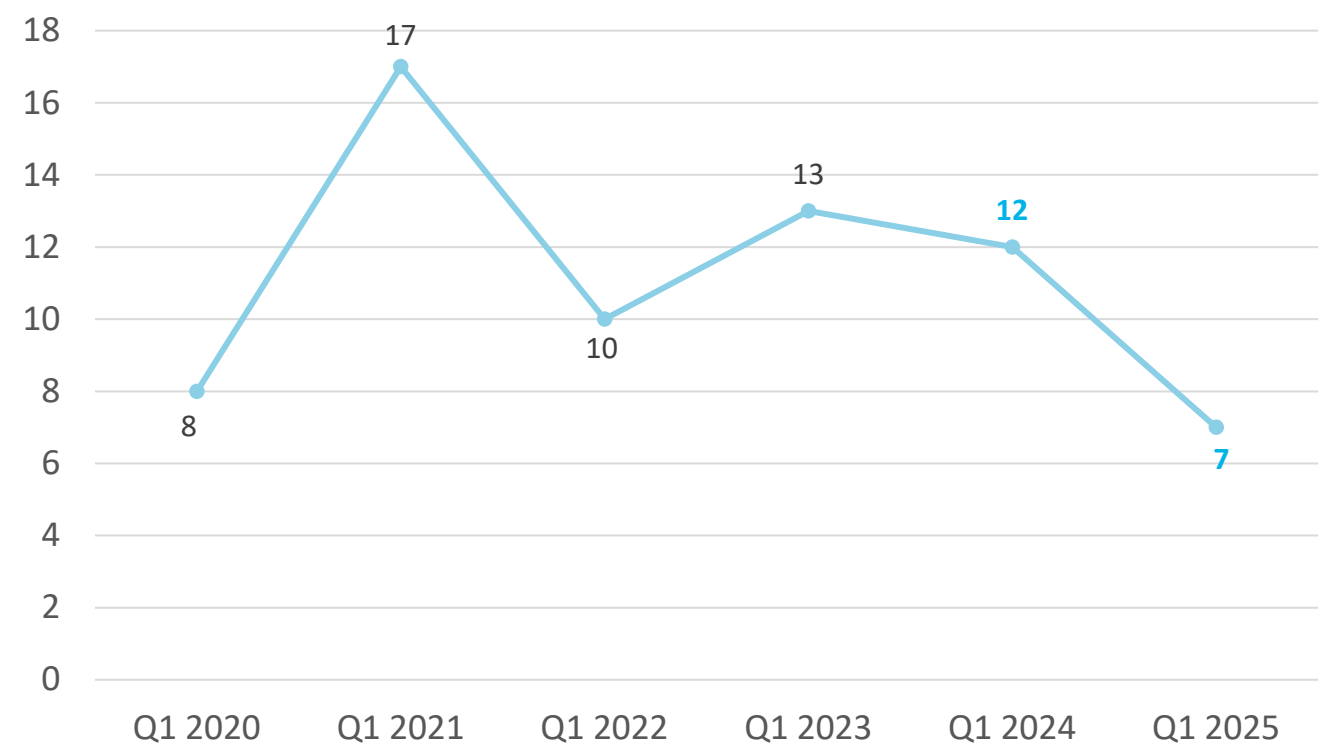
0

YOY change in SF of listings

TRANSACTIONS: DIRECT LEASE

VENTURA COUNTY

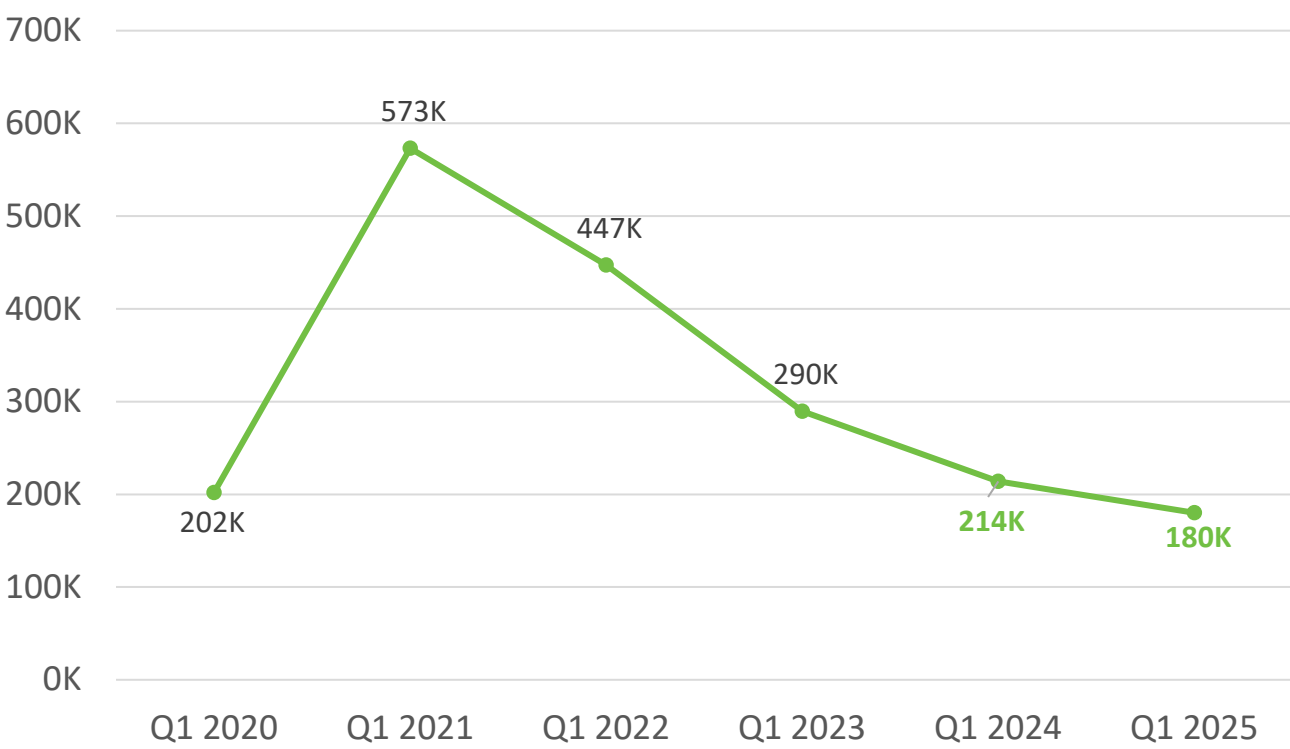
COUNT



▼ 42%

YOY decrease in number of transactions

BY SF



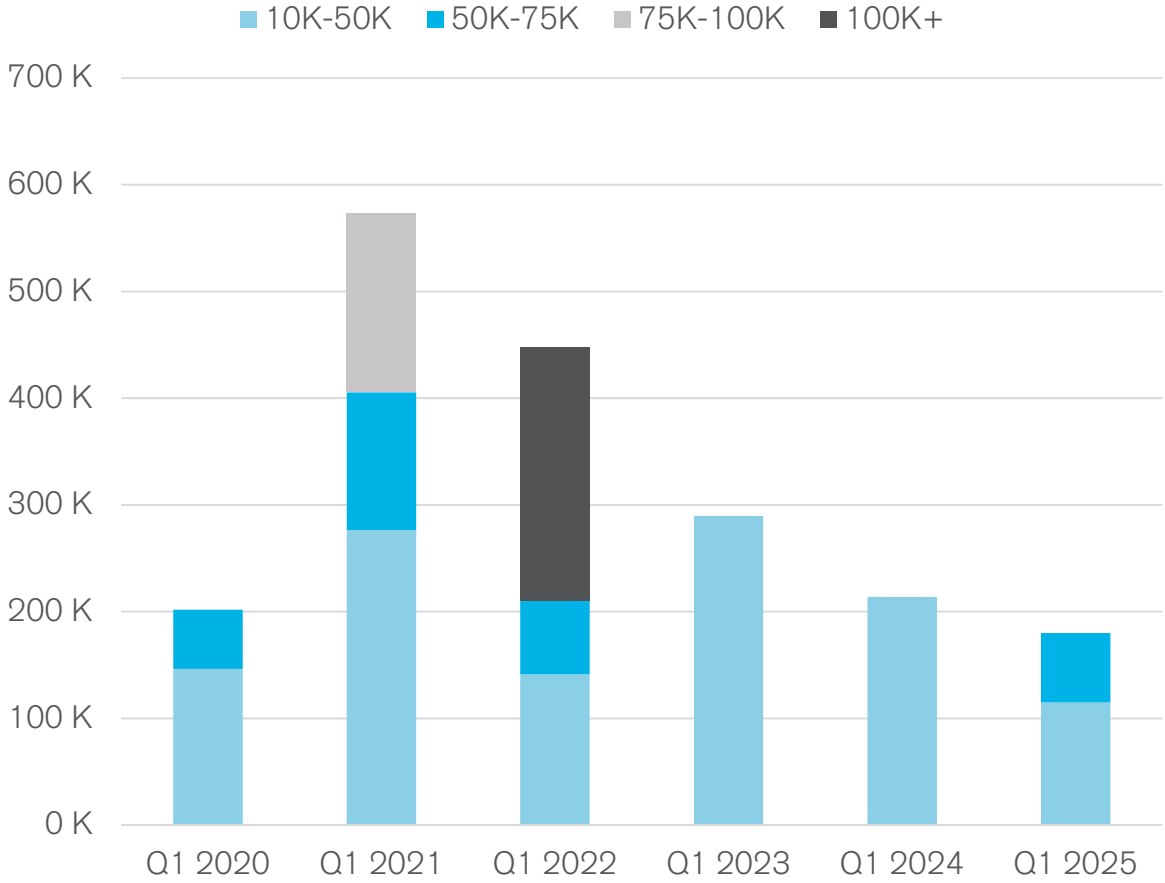
▼ 34K (16%)

YOY decrease in SF transacted

DIRECT LEASE TRANSACTIONS BY SIZE

VENTURA COUNTY

	Q1 2020	Q1 2021	Q1 2022	Q1 2023	Q1 2024	Q1 2025
10K-50K	7 146K	13 277K	8 141K	13 290K	12 214K	6 115K
50K-75K	1 56K	2 129K	1 69K	0	0	1 65K
75K-100K	0	2 168K	0	0	0	0
100K+	0	0	1 237K	0	0	0
Grand Total	8 202K	17 573K	10 447K	13 290K	12 214K	7 180K

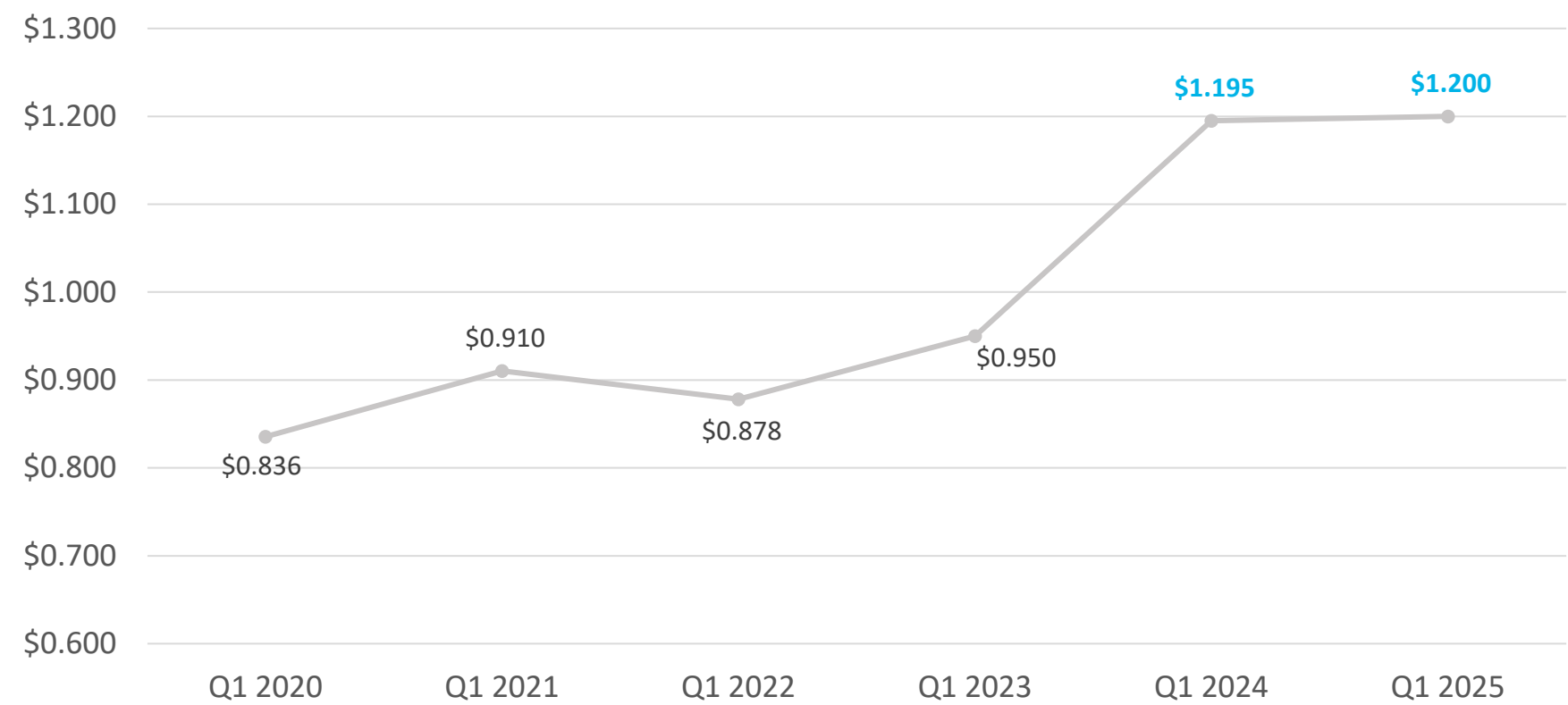


180K SF Transacted

Over 115K SF of all transacted SF was in buildings 10K-50K SF representing 64% of the total transacted square footage

AVERAGE ASKING RATE (GROSS): DIRECT LEASE

VENTURA COUNTY



▲ **\$0.36 (44%)**

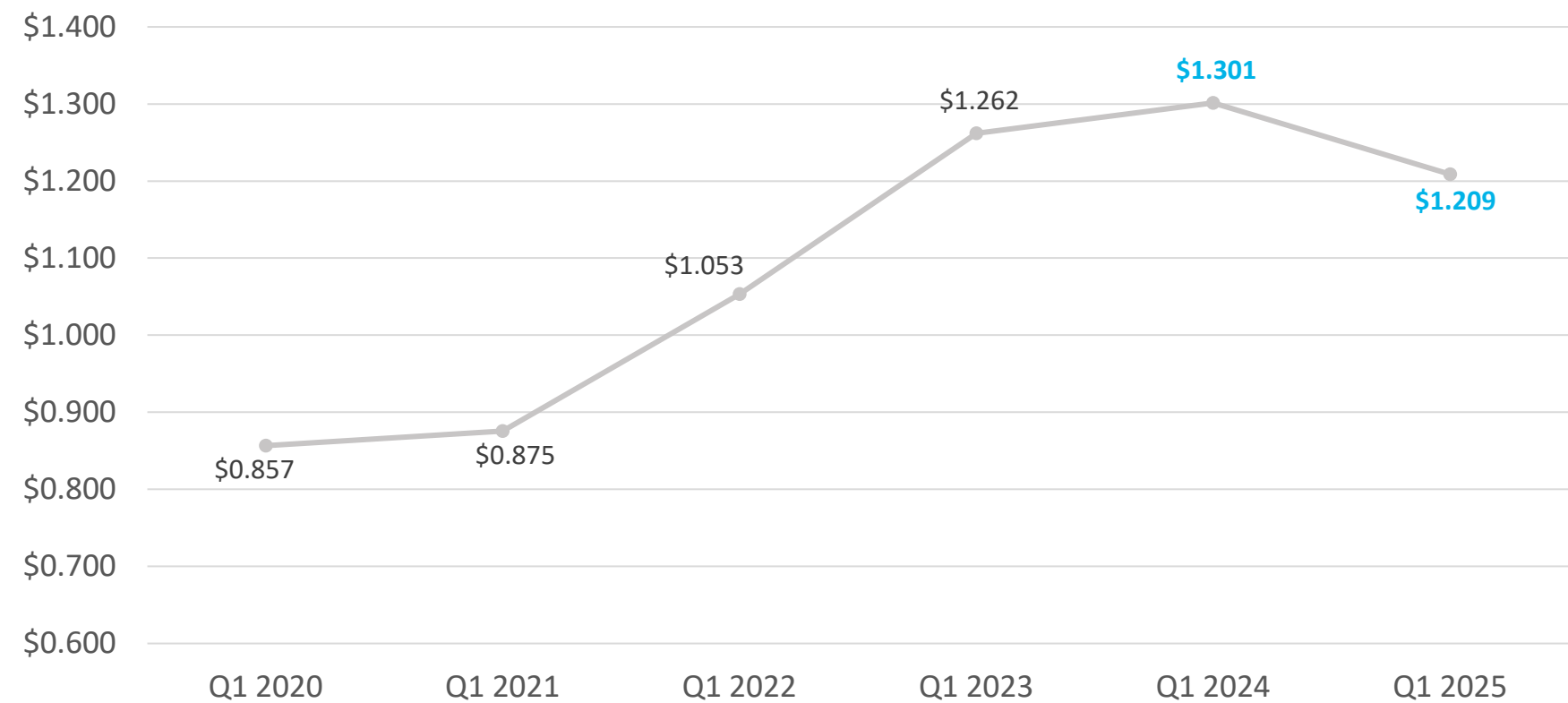
Increase in average asking rate since Q1 2020

▲ **\$0.01 (0.4%)**

YOY increase in average asking rate

AVERAGE ASKING RATE (NET): DIRECT LEASE

VENTURA COUNTY



▲ **\$0.35 (41%)**

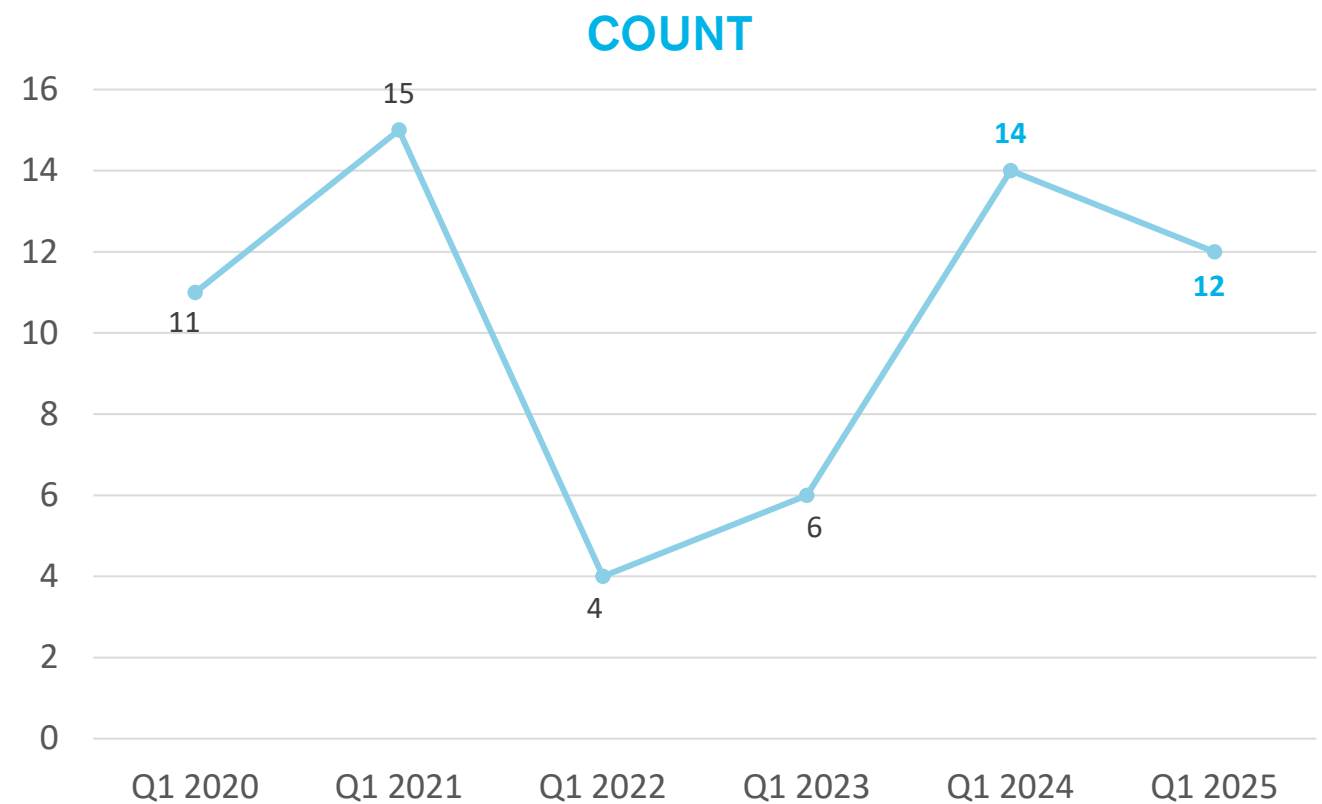
Increase in average asking rate since Q1 2020

▼ **\$0.10 (7%)**

YOY decrease in average asking rate

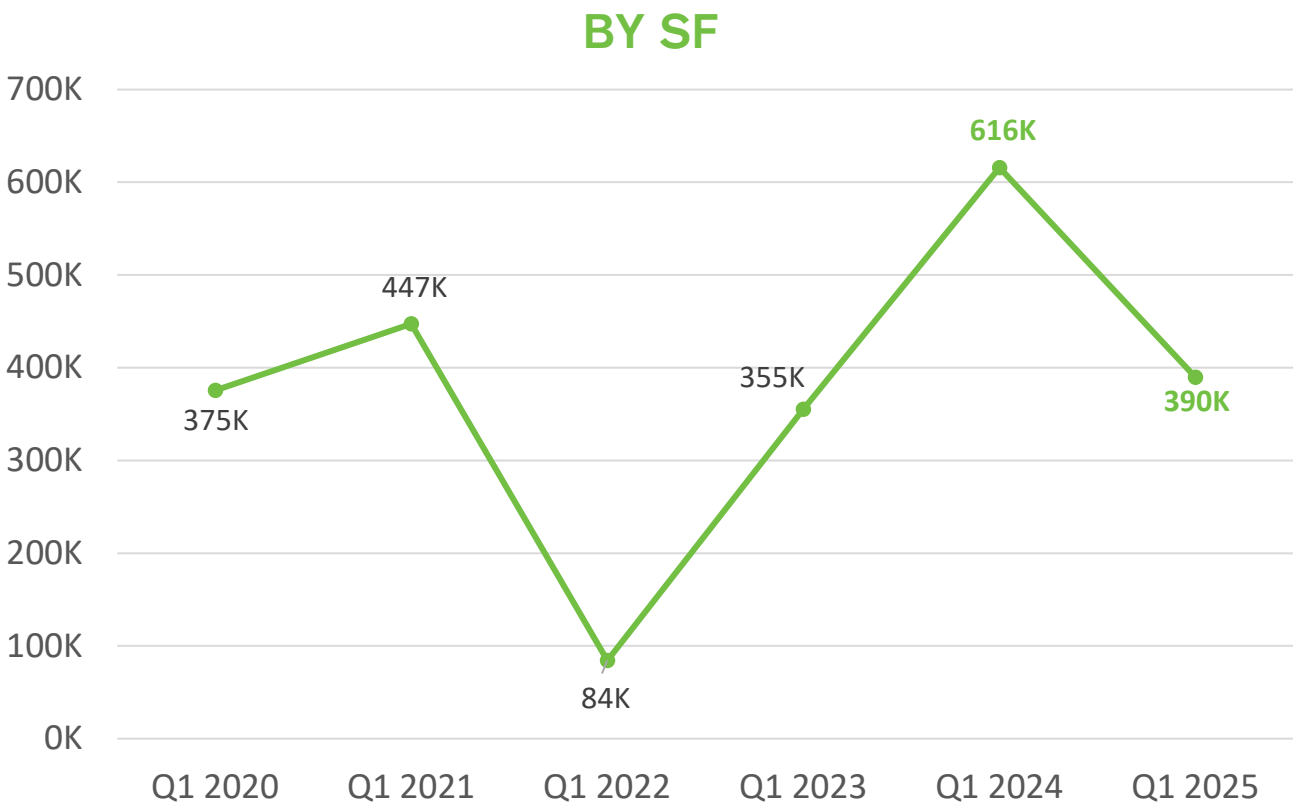
TOTAL AVAILABLE LISTINGS: SUBLEASE

VENTURA COUNTY



▼ **14%**

YOY decrease in number of listings

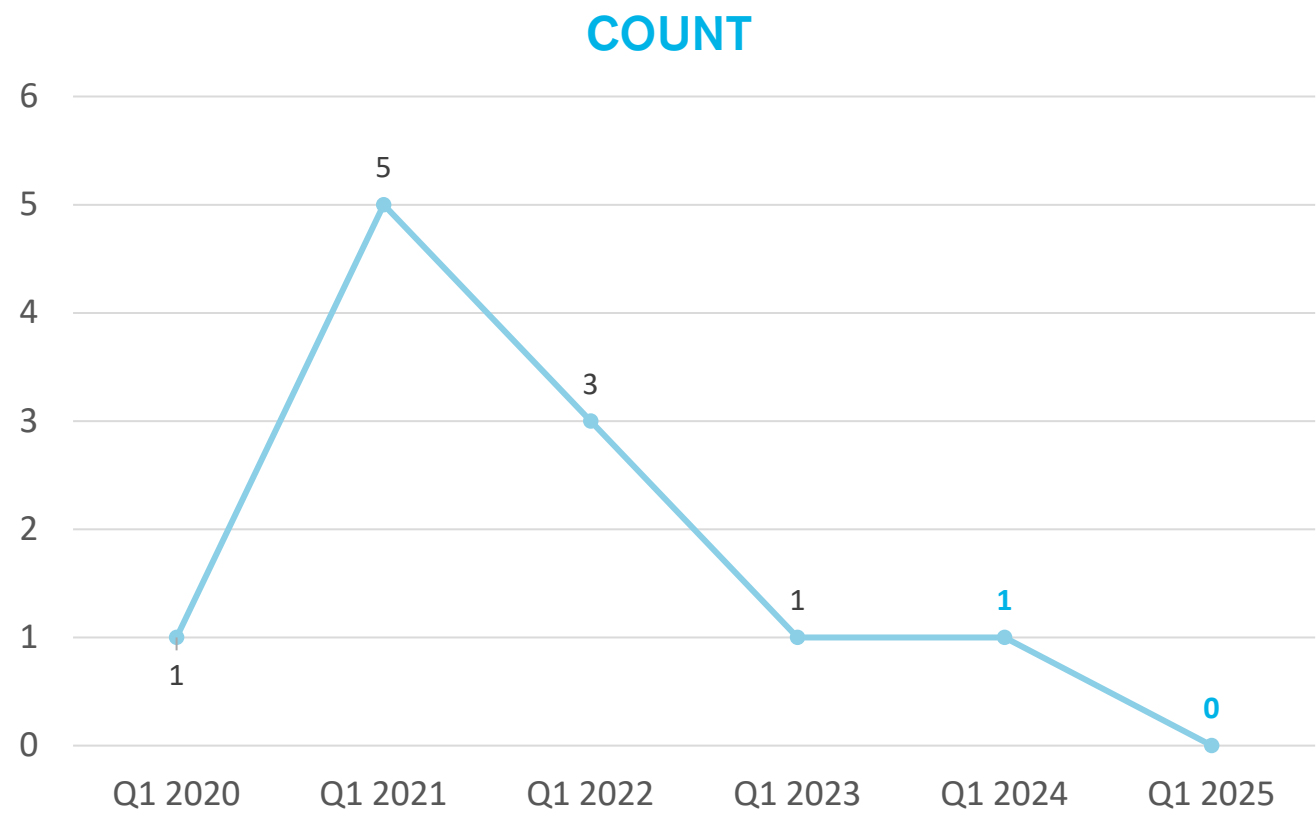


▼ **226K (37%)**

YOY decrease in SF of listings

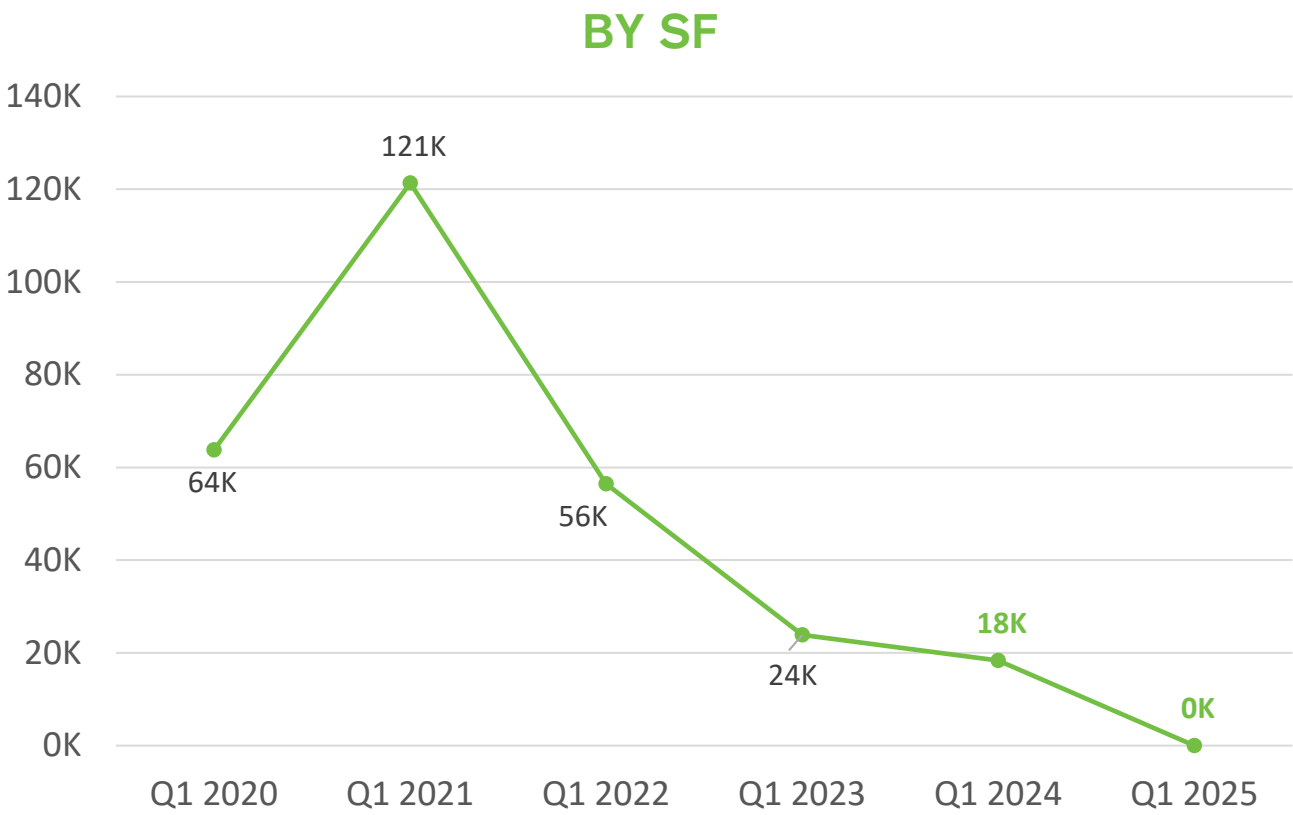
TRANSACTIONS: SUBLEASE

VENTURA COUNTY



▼ **100%**

YOY decrease in number of transactions



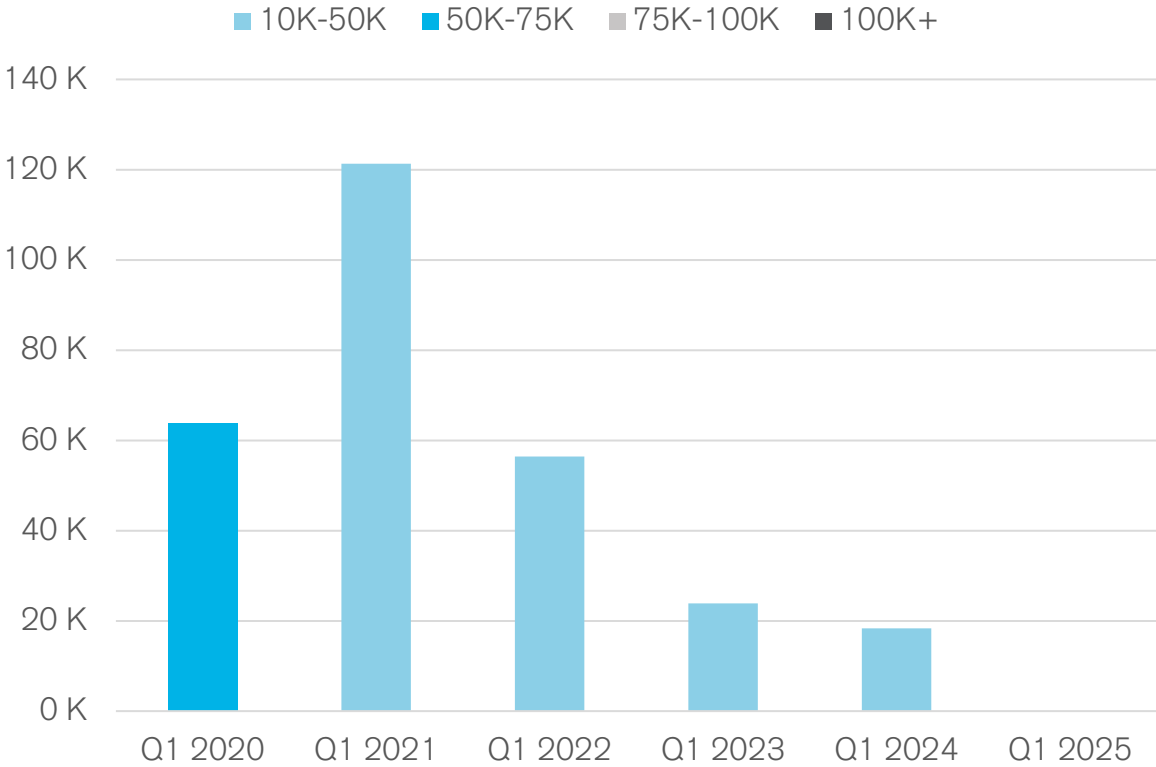
▼ **18K (100%)**

YOY decrease in SF transacted

SUBLEASE TRANSACTIONS BY SIZE & REGION: SF

VENTURA COUNTY

	Q1 2020	Q1 2021	Q1 2022	Q1 2023	Q1 2024	Q1 2025
10K-50K	0	5 121K	3 56K	1 24K	2 18K	0
50K-75K	1 64K	0	0	0	0	0
75K-100K	0	0	0	0	0	0
100K+	0	0	0	0	0	0
Grand Total	1 64K	5 121K	3 56K	1 24K	2 18K	0

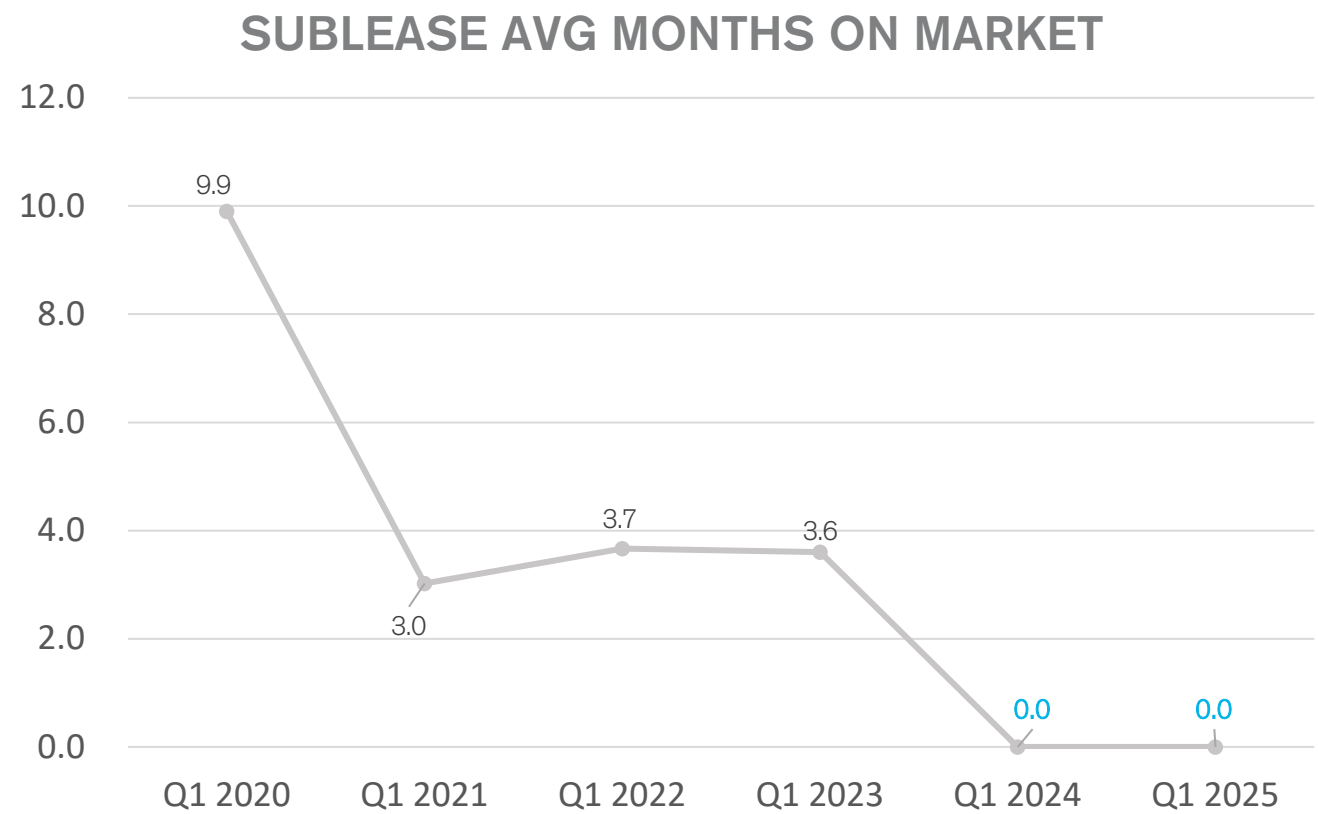
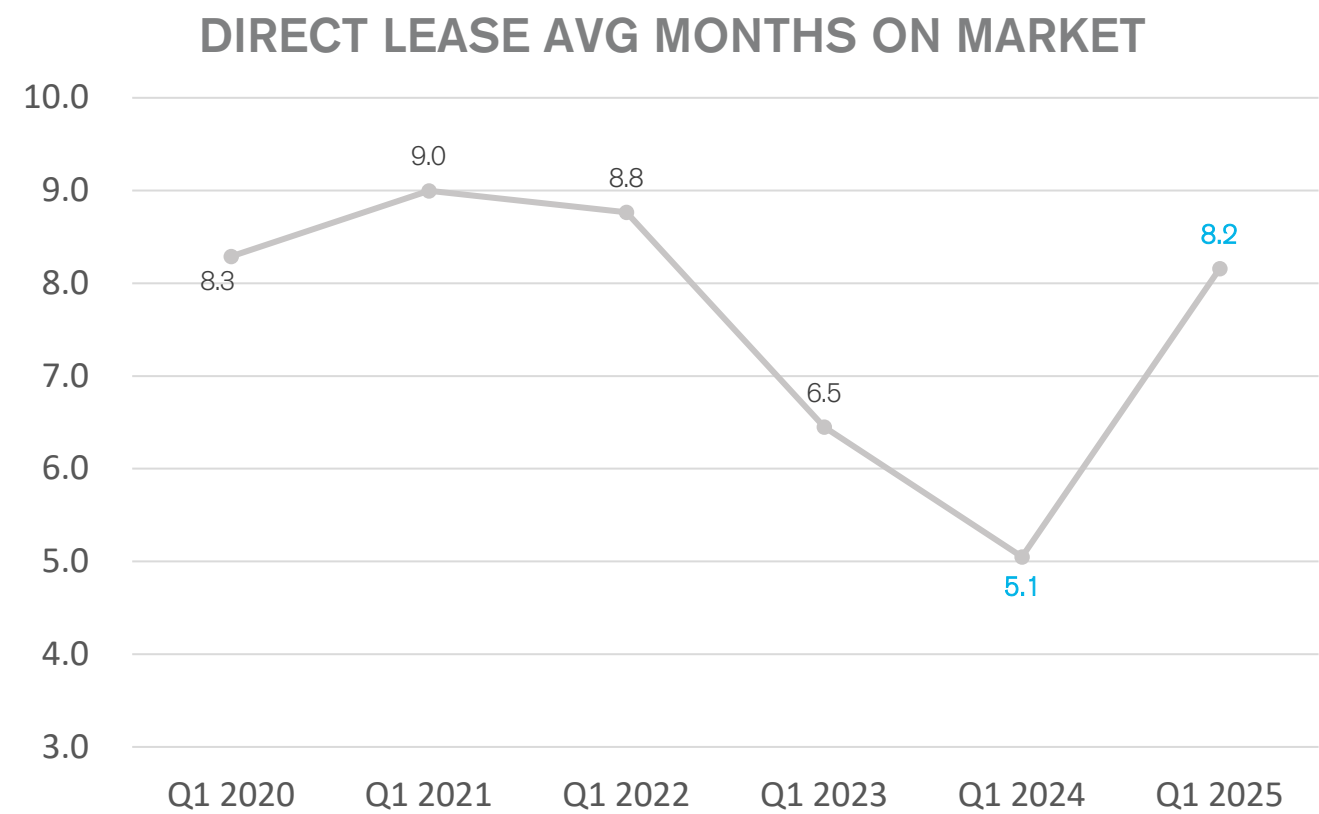


0 SF Subleased

No transacted subleases in Q1 2025

TRANSACTIONS: AVERAGE MONTHS ON MARKET

VENTURA COUNTY



▲ **3.1 Months (61%)**

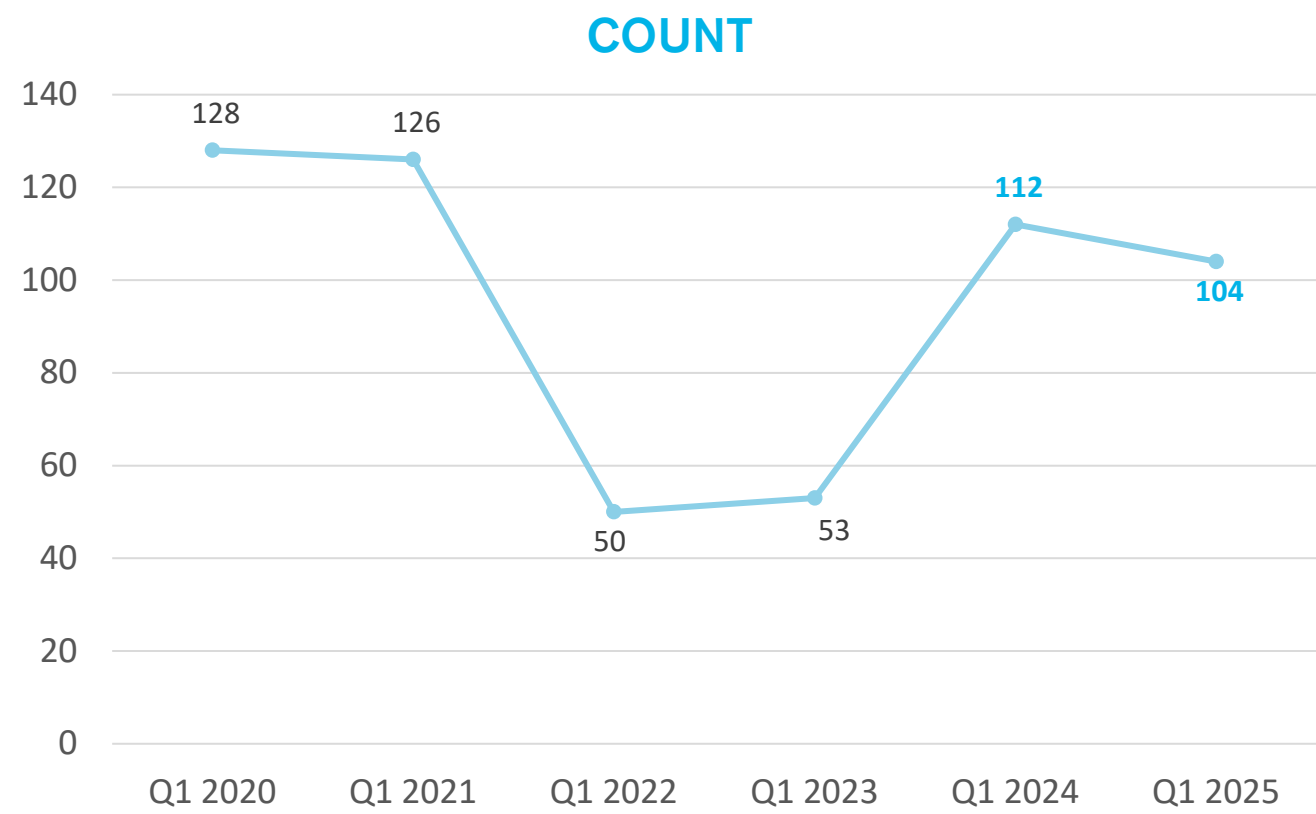
YOY increase in time on market

0

Transacted subleases in Q1 2025

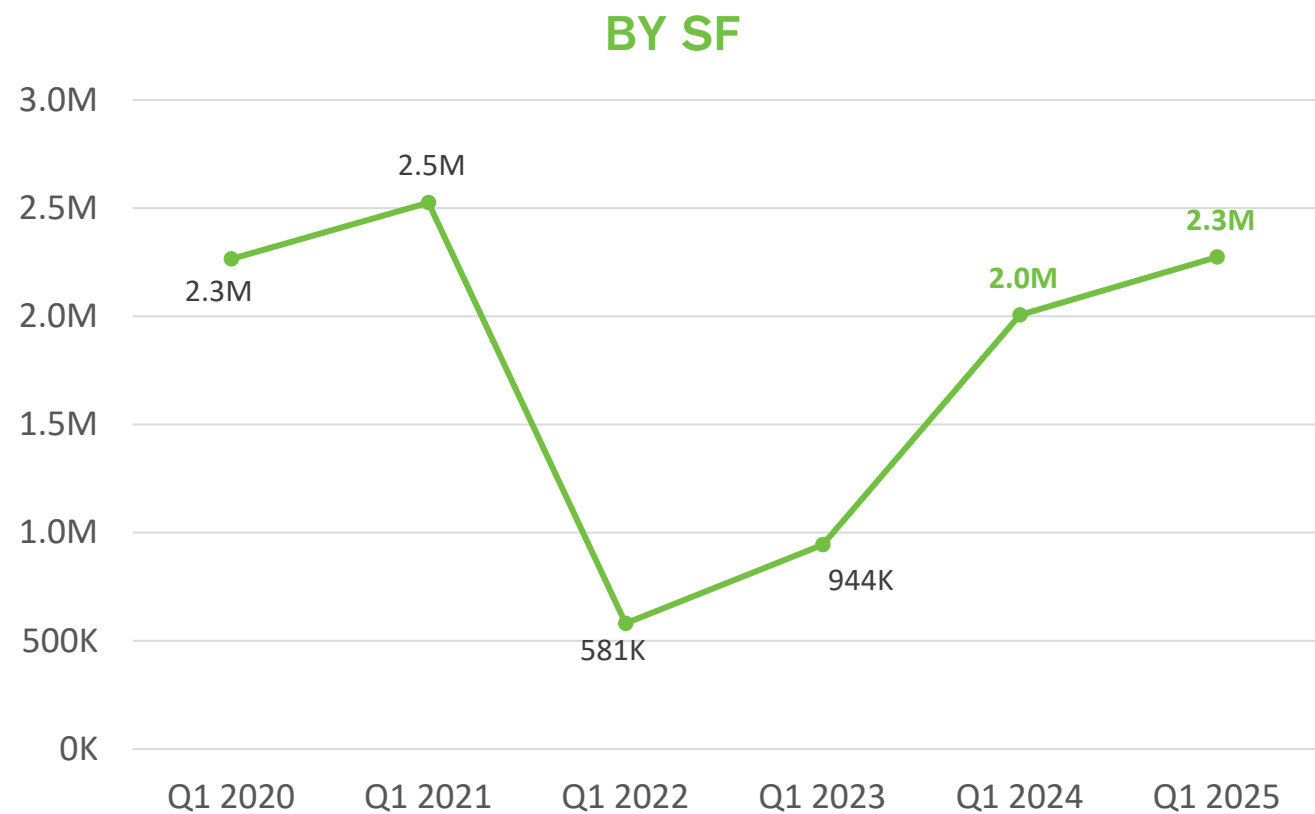
TOTAL AVAILABLE LISTINGS: SALE

VENTURA COUNTY



▼ **7%**

YOY decrease in number of listings



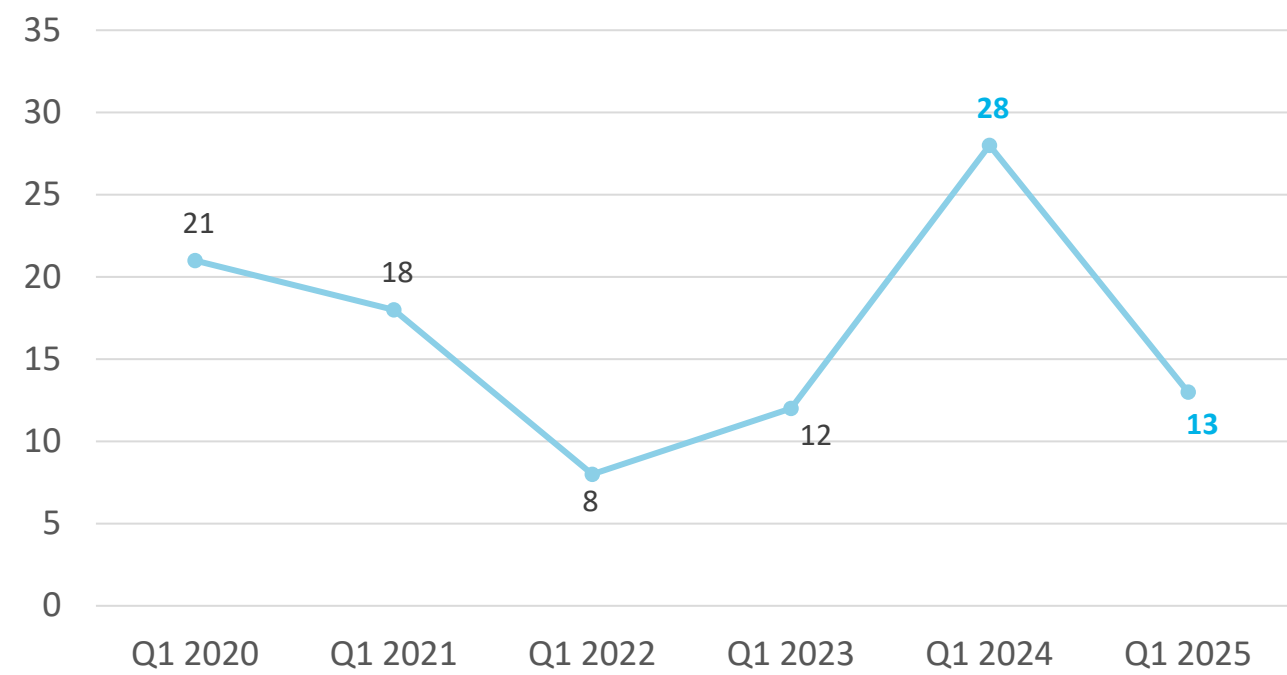
▲ **300K (15%)**

YOY increase in SF of listings

NEW LISTINGS ADDED: SALE

VENTURA COUNTY

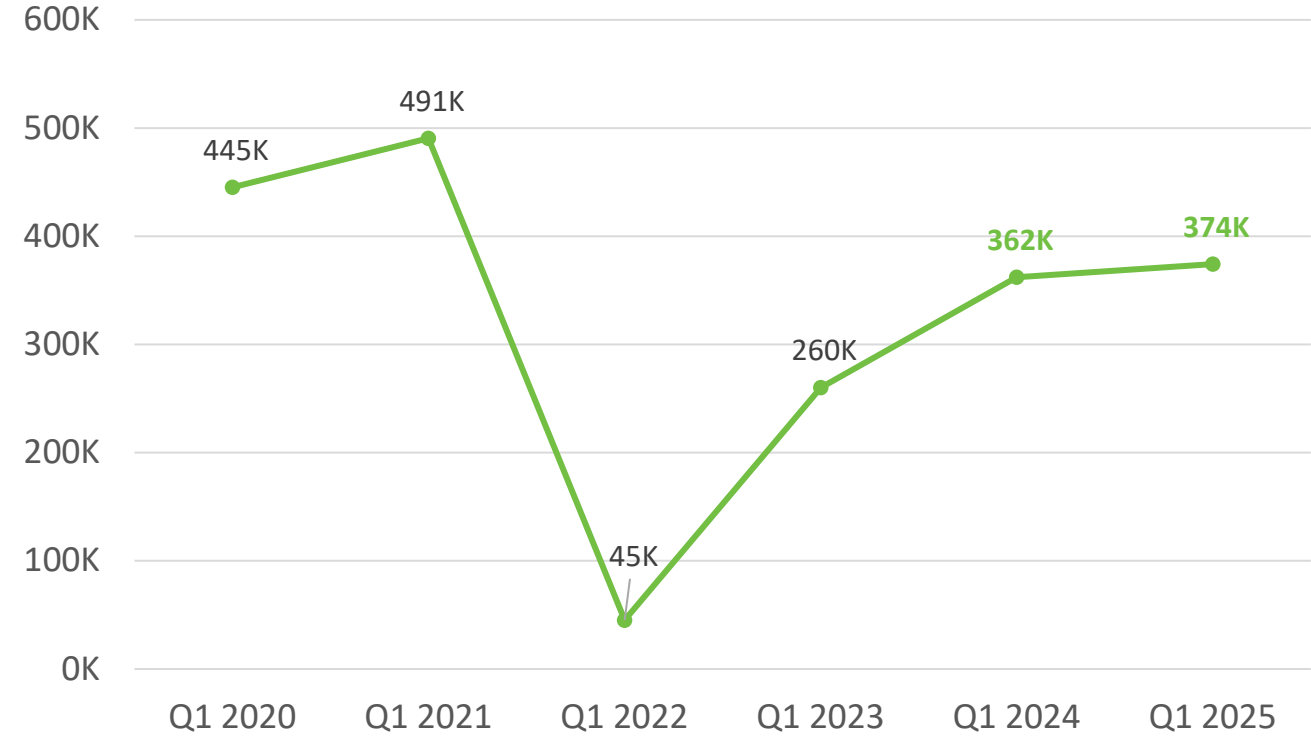
COUNT



▼ 54%

YOY decrease in number of listings added

BY SF



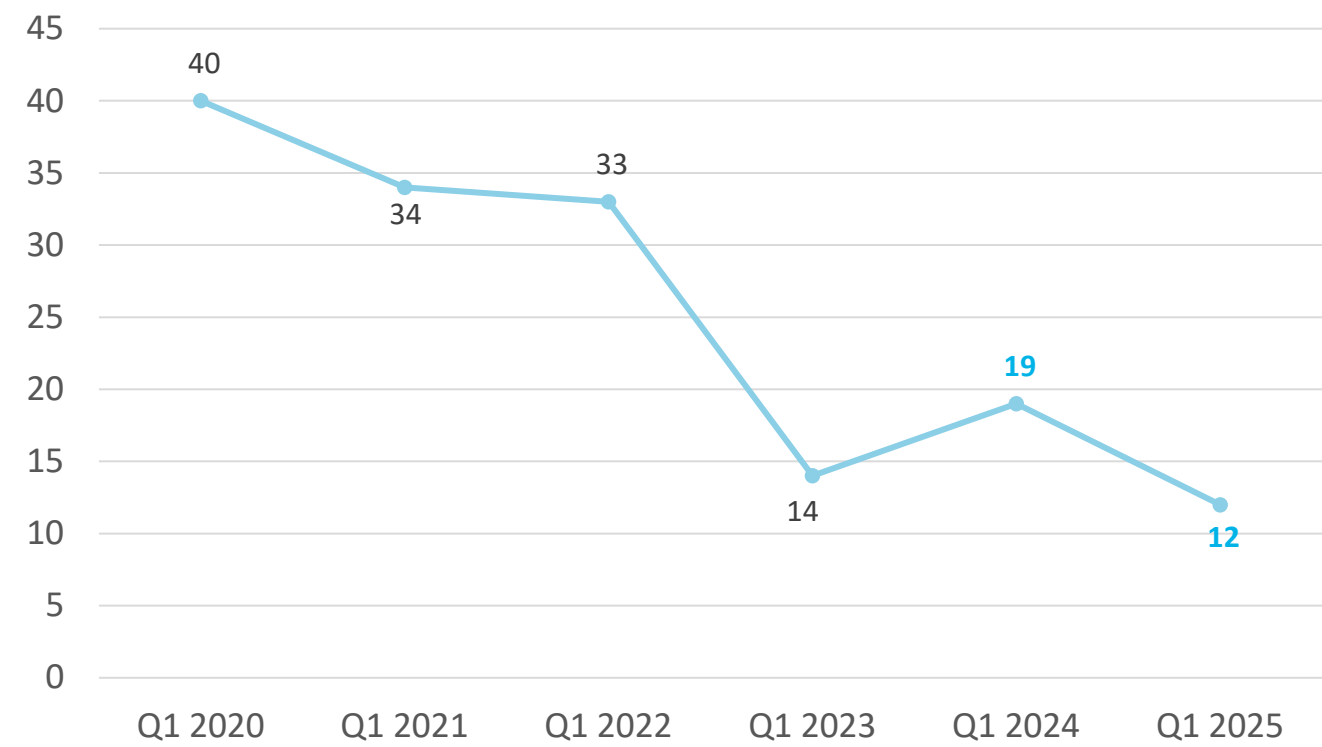
▲ 12K (3%)

YOY increase in SF added

SALE COMPARABLES

VENTURA COUNTY

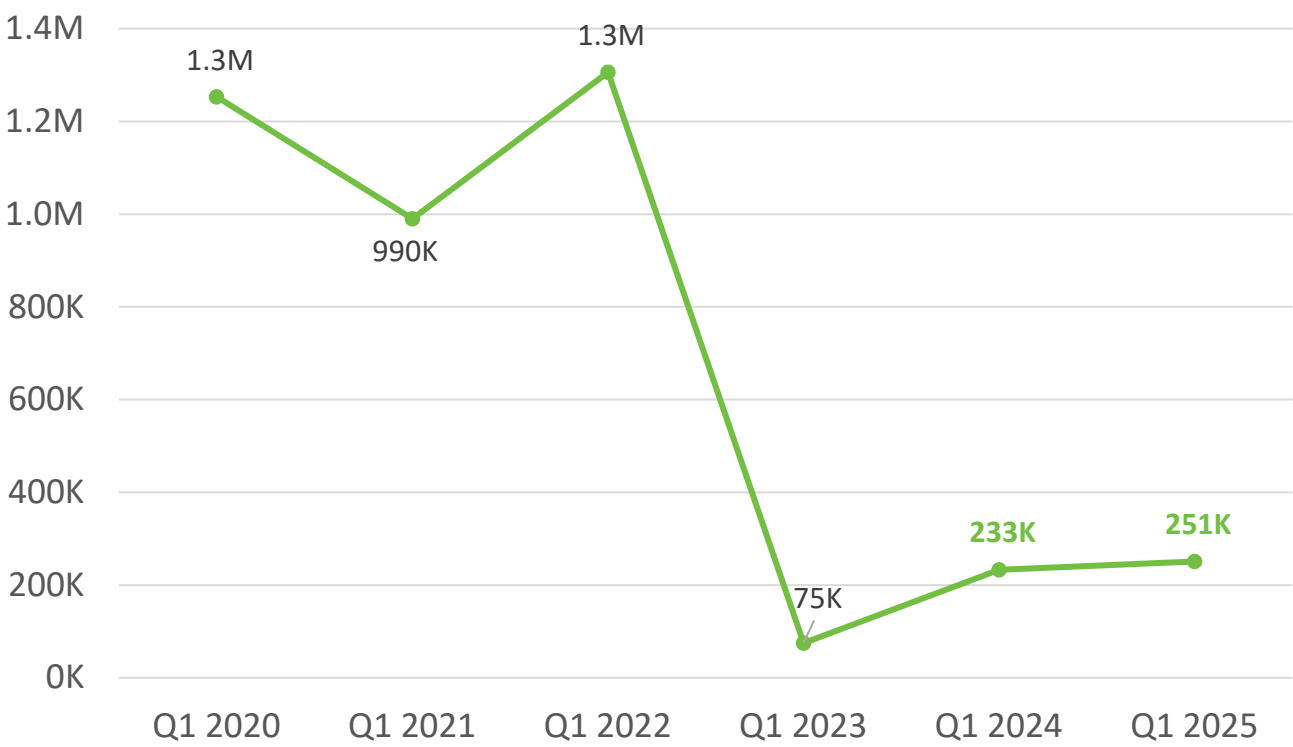
COUNT



▼ 37%

YOY decrease in number of transactions

BY SF



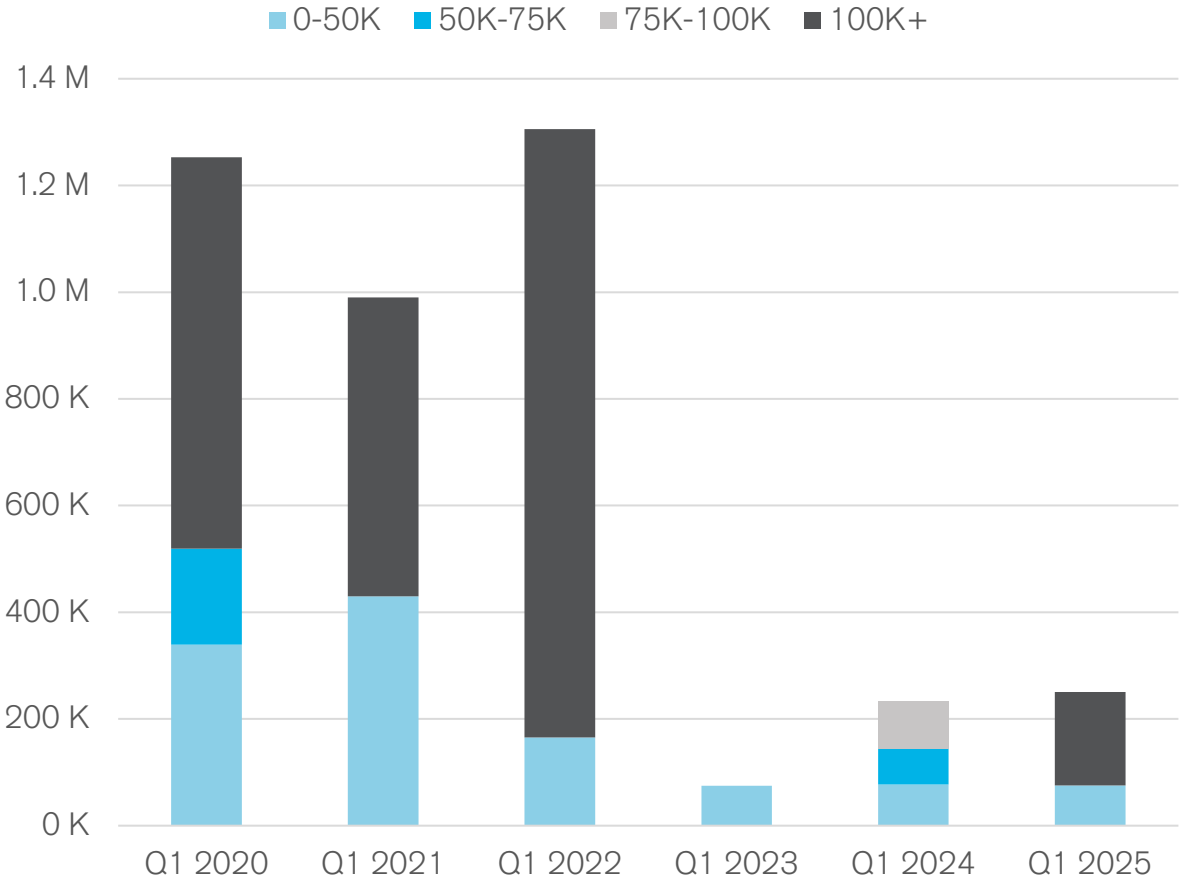
▲ 18K (8%)

YOY increase in SF sold

SALE COMPS BY SIZE

VENTURA COUNTY

	Q1 2020	Q1 2021	Q1 2022	Q1 2023	Q1 2024	Q1 2025
0-50K	36 339K	32 430K	26 165K	14 75K	17 77K	11 76K
50K-75K	3 180K	0	0	0	1 68K	0
75K-100K	0	0	0	0	1 88K	0
100K+	1 734K	2 560K	7 1.1M	0	0	1 175K
Grand Total	40 1.3M	34 990K	33 1.3M	14 75K	19 233K	12 251K

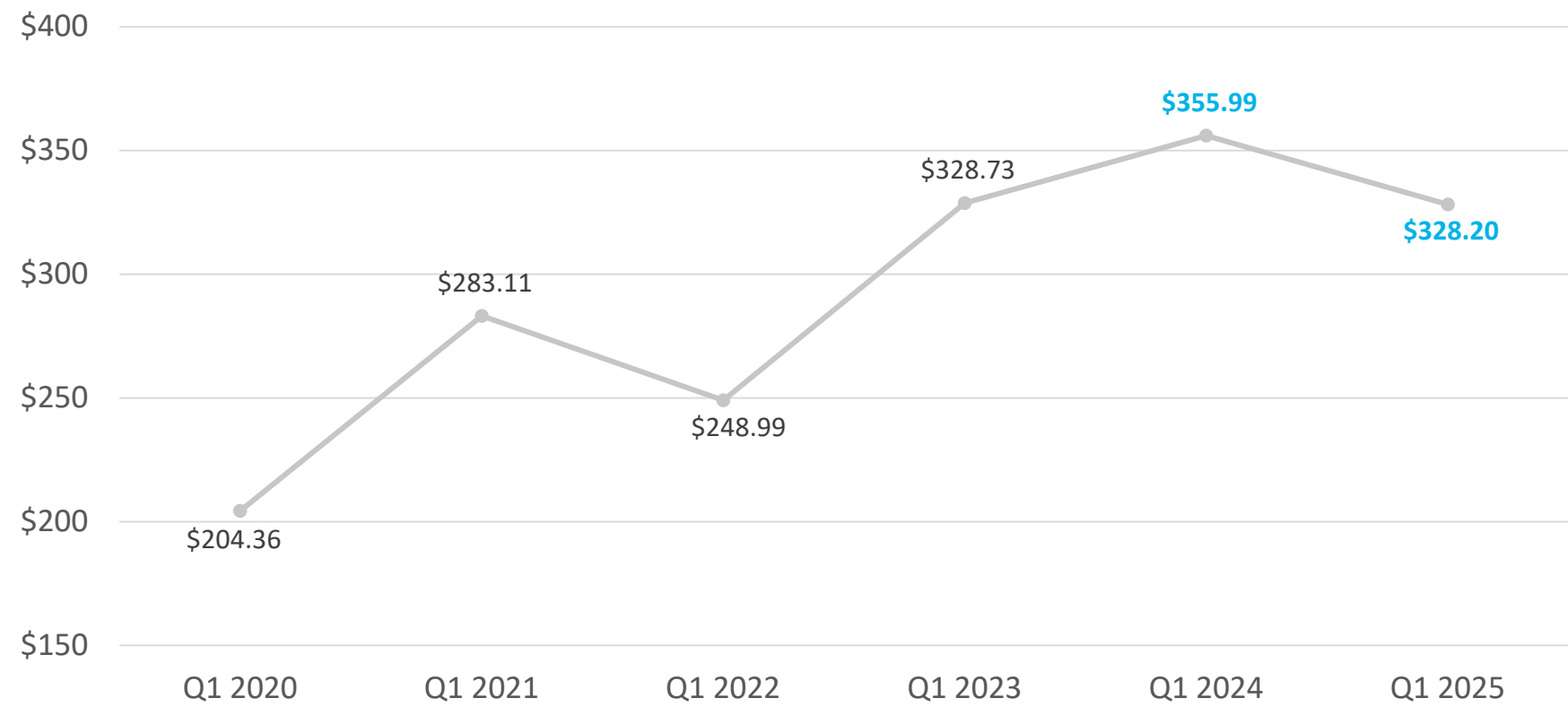


251K SF Sold

Over 175K SF of all SF sold was in buildings 100K+ SF representing 70% of the total transacted square footage

SOLD PRICE/SF

VENTURA COUNTY



▲ **\$123.84 (61%)**

Increase in average sold price since
Q1 2020

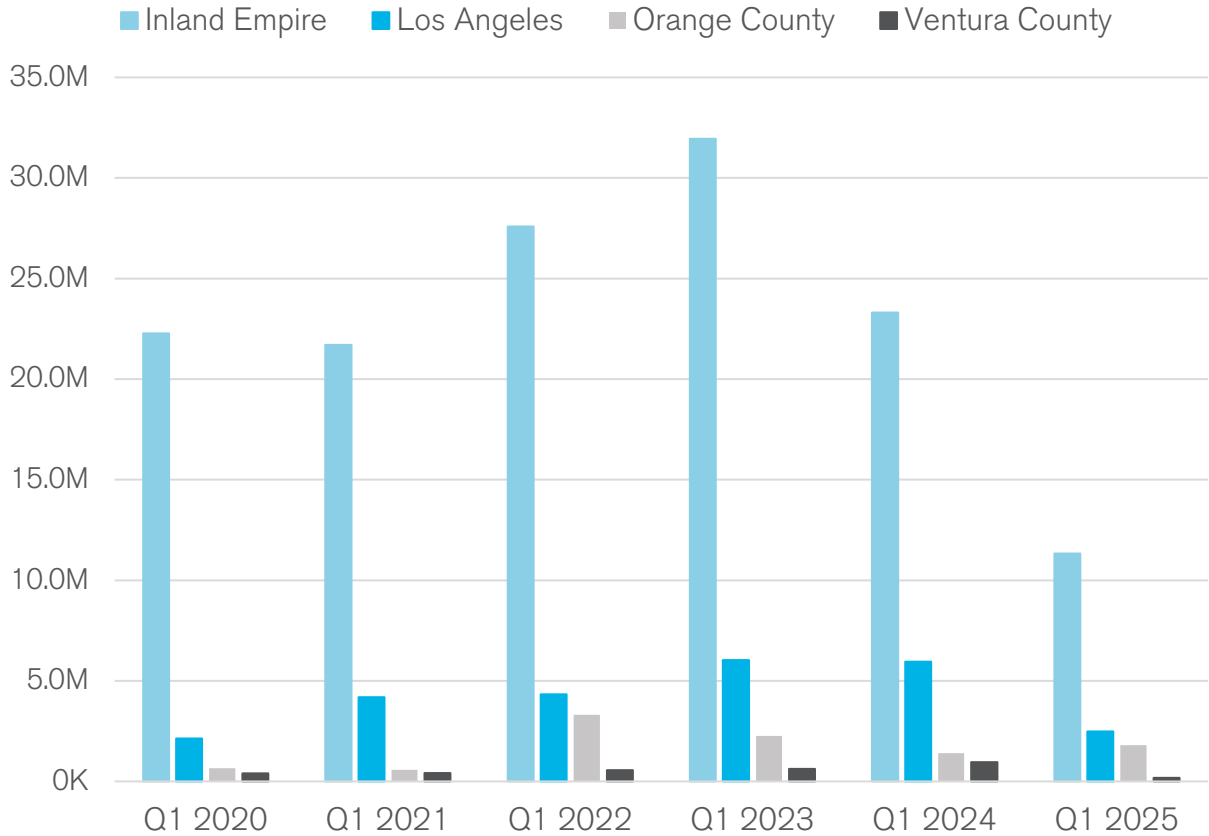
▼ **\$27.79 (8%)**

YOY decrease in average sold price

UNDER CONSTRUCTION PROPERTIES: 2020 – 2025

IE, LA, OC, VENTURA COUNTY

Region	Q1 2020	Q1 2021	Q1 2022	Q1 2023	Q1 2024	Q1 2025	YOY % Change
Inland Empire	22.3 M	21.7 M	27.6 M	32 M	23.3 M	11.3 M	▼ 52%
Los Angeles	2.1 M	4.2 M	4.3 M	6.0 M	6.0 M	4.1 M	▼ 32%
Orange County	654 K	571 K	3.3 M	2.3 M	1.4 M	1.8 M	▲ 29%
Ventura County	408 K	412 K	561 K	631 K	953 K	181 K	▼ 81%
Total	26.1 M	28.3 M	36 M	42 M	31.9 M	17.5 M	▼ 45%



▼ 45%

YOY decrease in SF under construction

17.5M SF

Total SF under construction in Q1 2025

181K SF

Total SF under construction in Ventura County Q1 2025

DELIVERED/COMPLETED PROPERTIES: 2020 – 2025

IE, LA, OC, VENTURA COUNTY

Region	2020	2021	2022	2023	2024	Q1 2025	Projected
							Q2 2025
Inland Empire	26.3 M	14.9 M	22.1 M	33.8 M	23.1 M	7.5 M	6.9 M
LA East	2.1 M	1.3 M	1.4 M	2.0 M	2.5 M	493 K	130 K
LA MidCounties	48 K	584 K	287 K	23 K	367 K	144 K	426 K
LA Central	767 K	89 K	811 K	319 K	1.2 M	0	172 K
South Bay	673 K	851 K	1.3 M	1.5 M	969 K	0	180 K
LA Northwest	697 K	1.0 M	606 K	291 K	464 K	392 K	391 K
Orange County	1.5 M	459 K	1.9 M	3.1 M	1.4 M	449 K	92 K
Ventura County	281 K	2.3 M	345 K	427 K	322 K	51 K	137 K
Total	32.4 M	21.5 M	28.7 M	41.5 M	30.2 M	9.0 M	8.4 M

9.0M SF

Total delivered construction in Q1 2025

51K SF

Total delivered construction in Ventura County in Q1 2025

8.4M SF

Projected to be delivered in Q2 2025