

Q4 2025 RESEARCH REPORT

VENTURA COUNTY

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SUBLEASE

Total Available Listings
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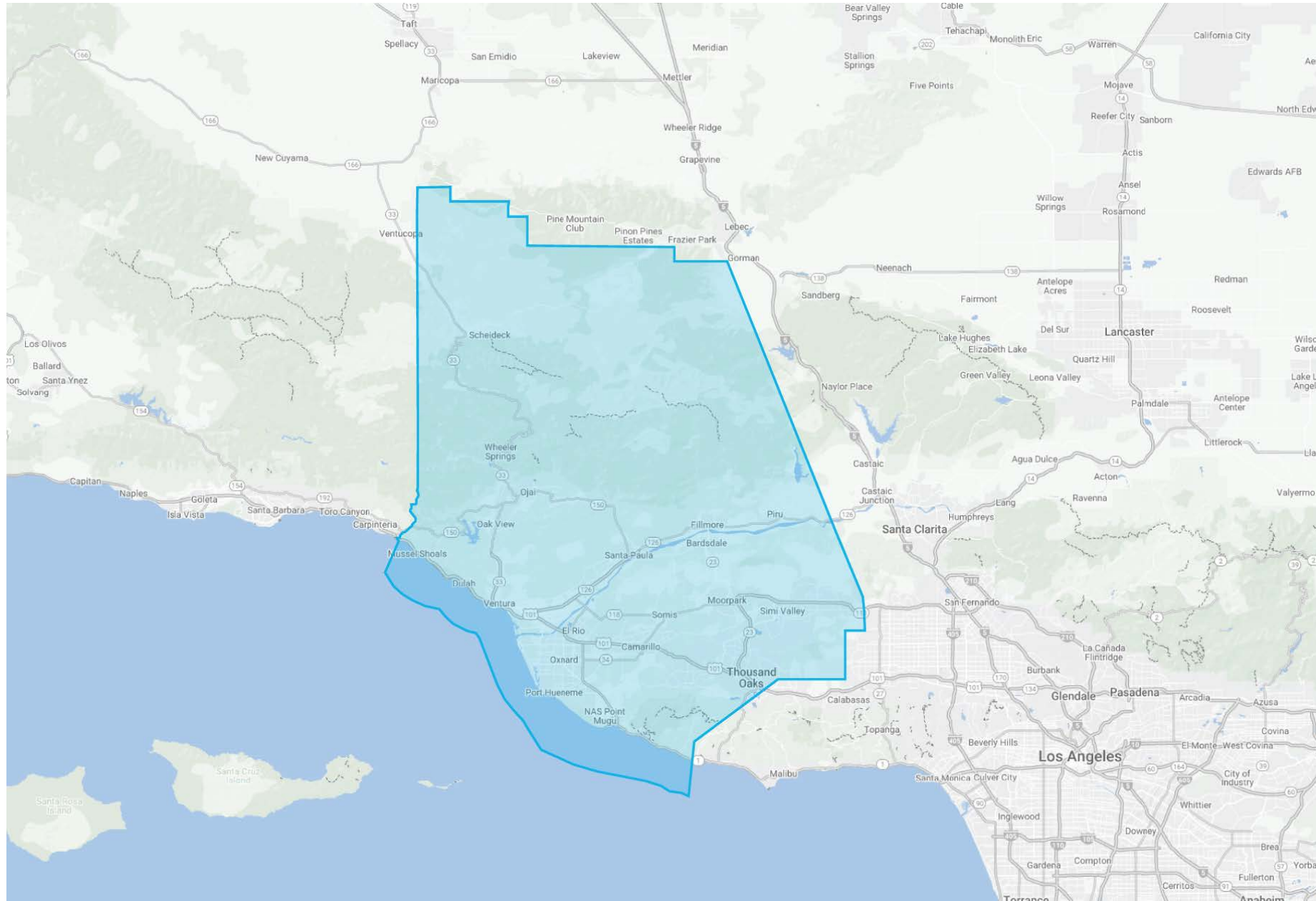
SALE

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

1,600

Listings across 12K
Properties in Ventura County

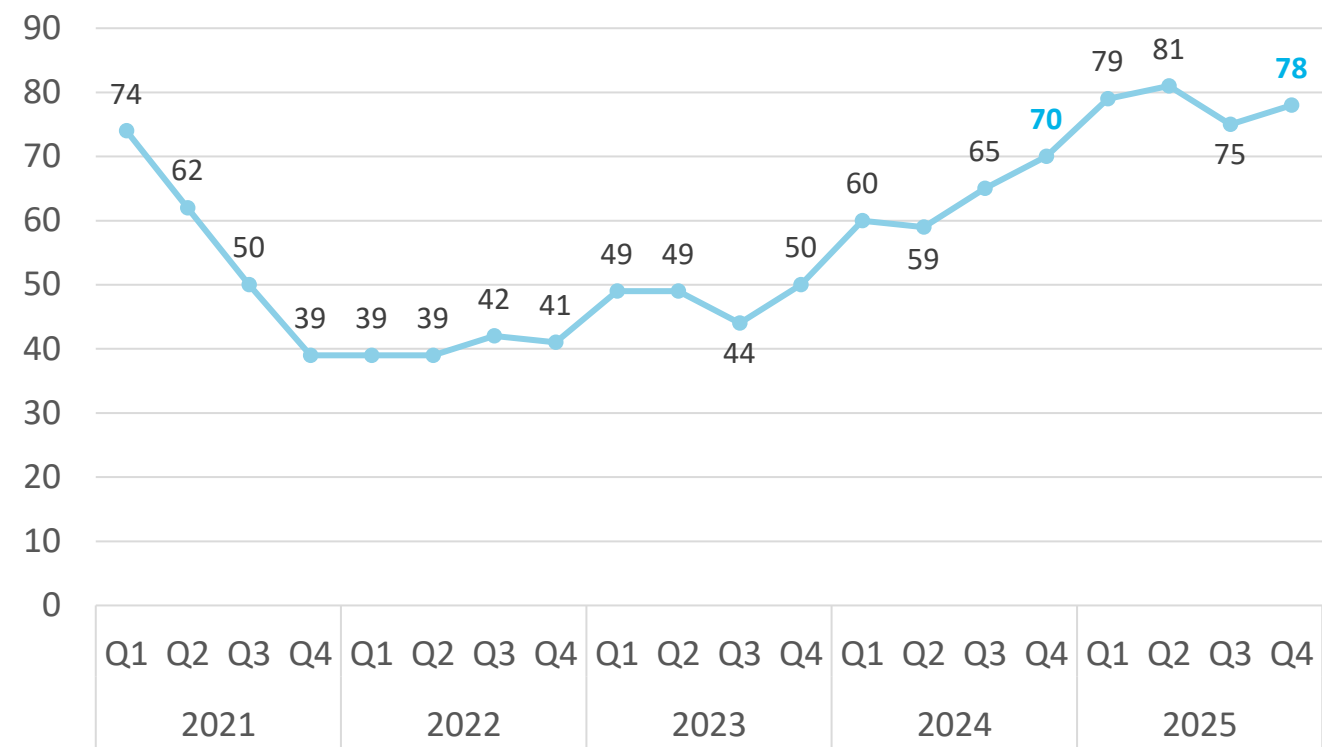
37K

Listings across 422K
Properties in SoCal

EXISTING AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

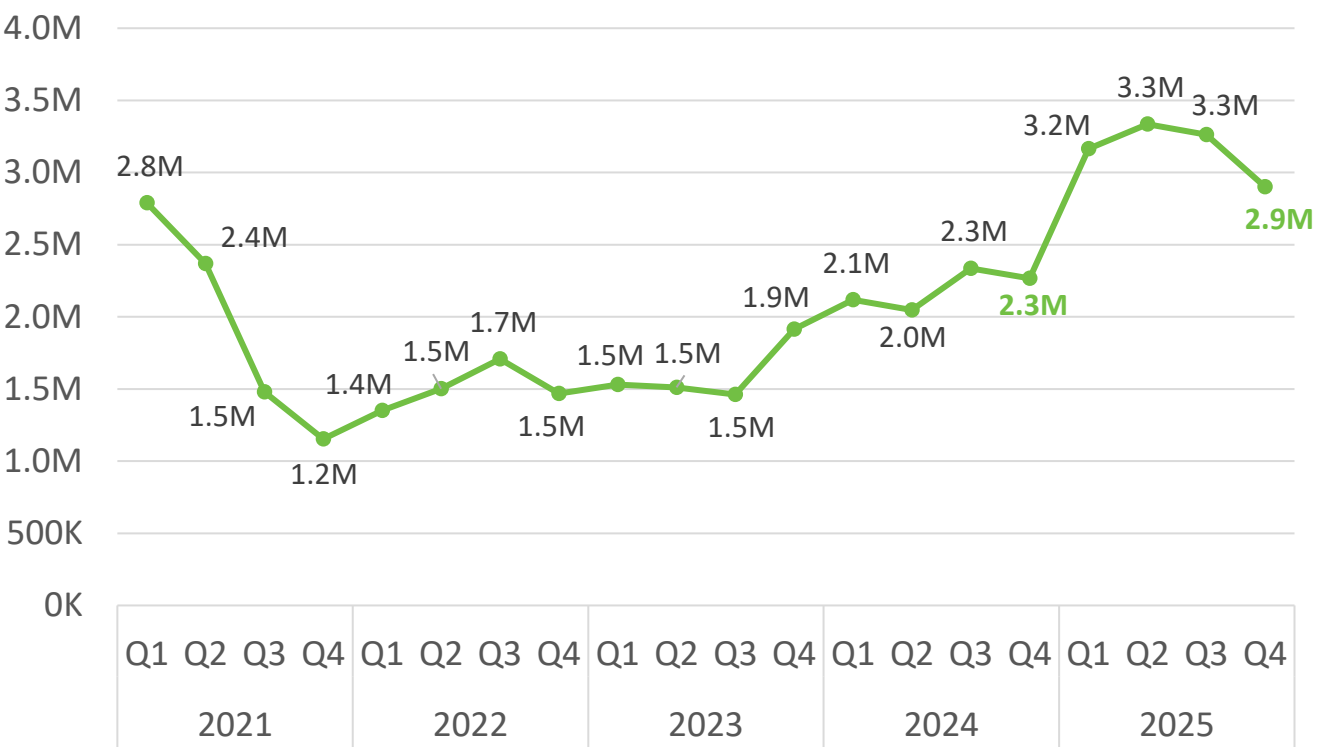
COUNT



▲ 11%

YOY increase in number of listings

BY SF

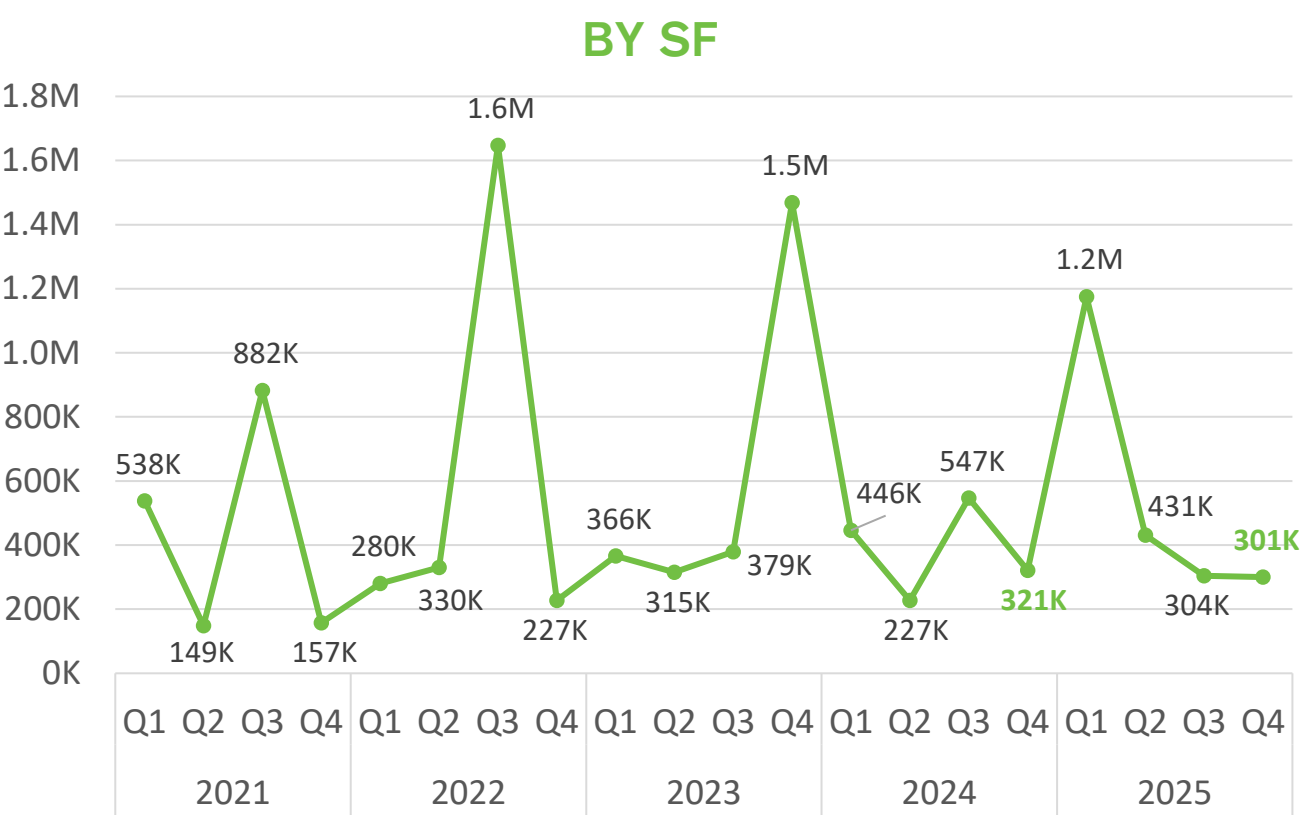
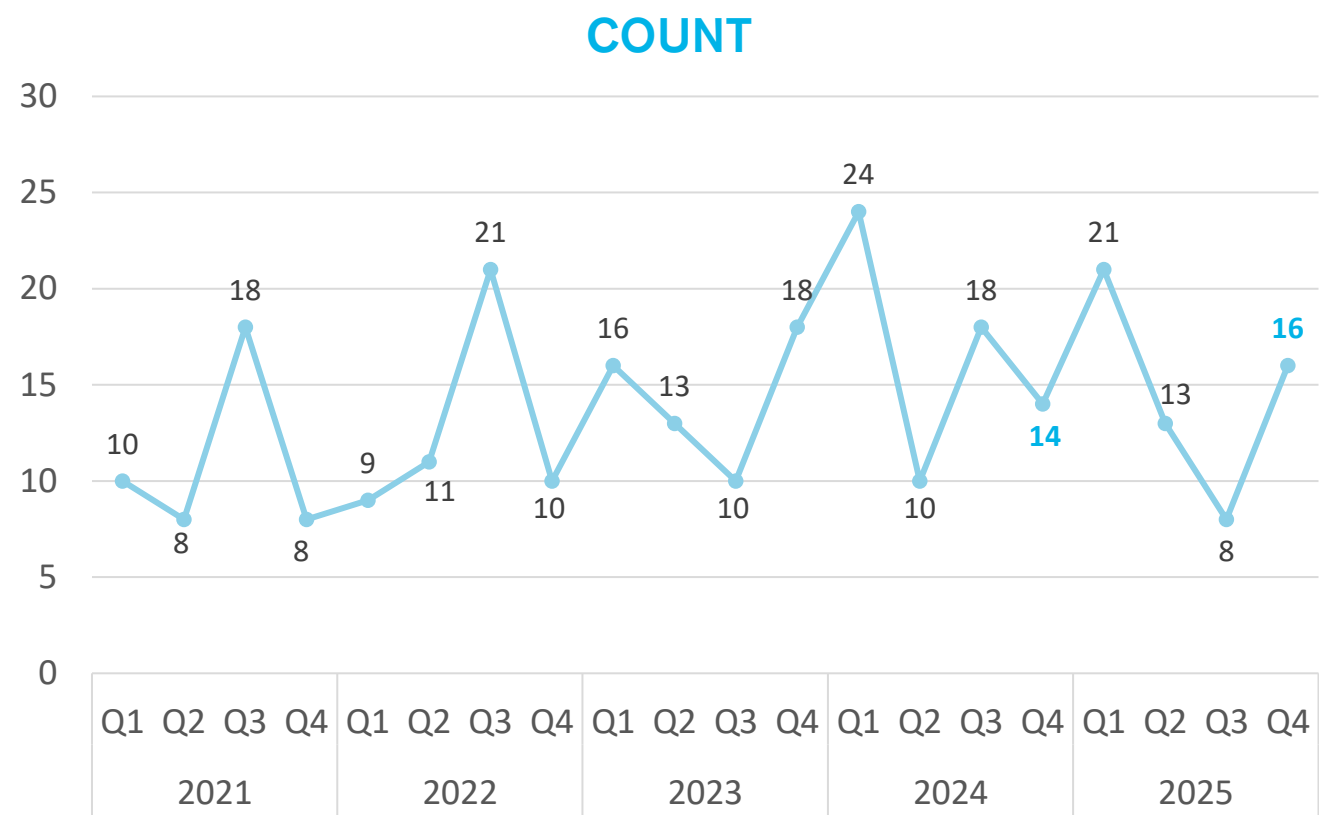


▲ 600K (26%)

YOY increase in SF of listings

NEW LISTINGS ADDED: DIRECT LEASE

VENTURA COUNTY



▲ 14%

YOY increase in number of listings added

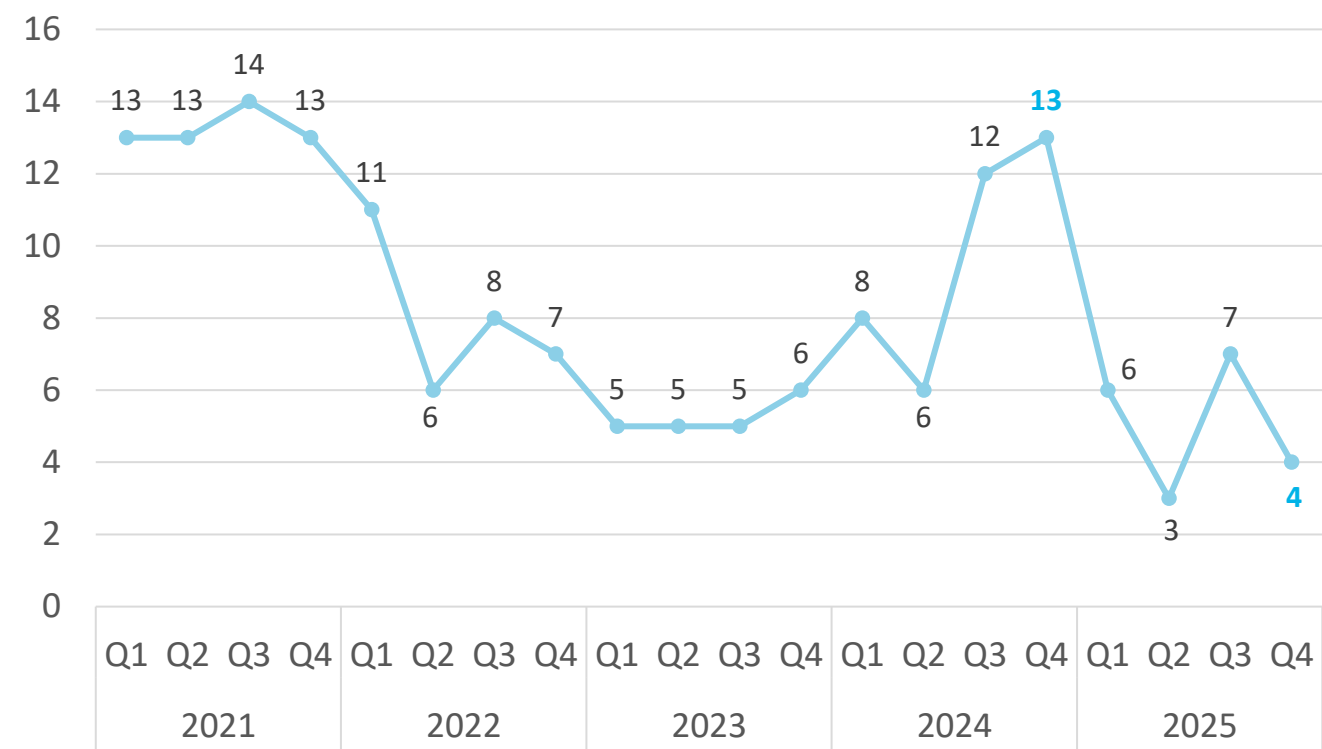
▼ 20K (6%)

YOY decrease in SF of listings added

UNDER CONSTRUCTION AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

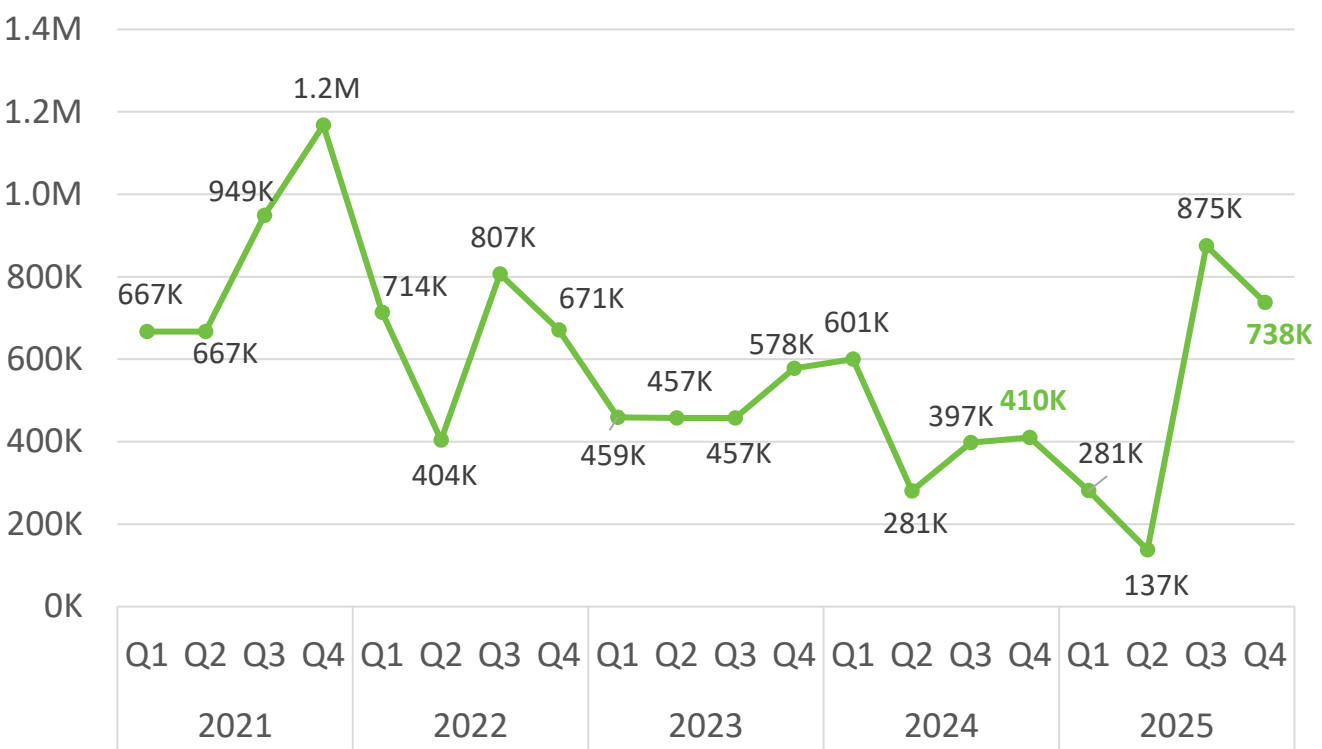
COUNT



▼ 69%

YOY decrease in number of listings

BY SF



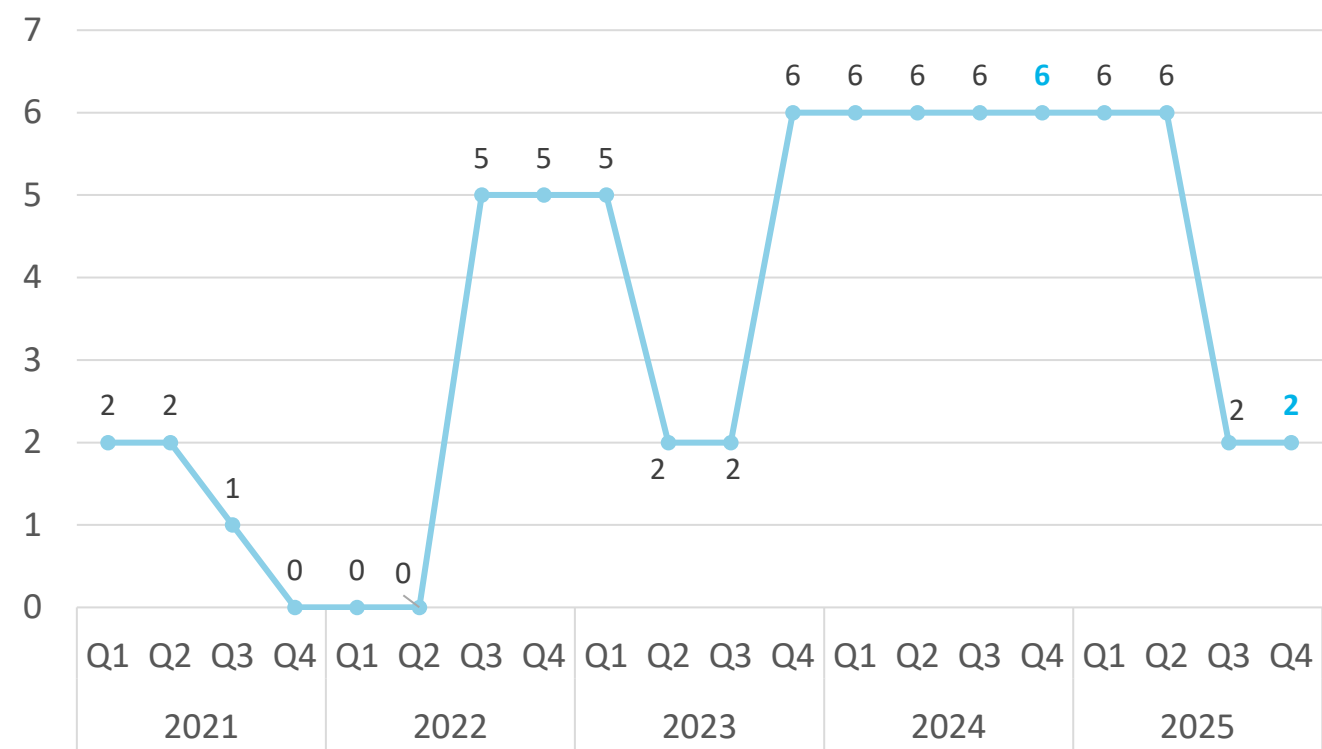
▲ 328K (80%)

YOY increase in SF of listings

PROPOSED AVAILABLE LISTINGS: DIRECT LEASE

VENTURA COUNTY

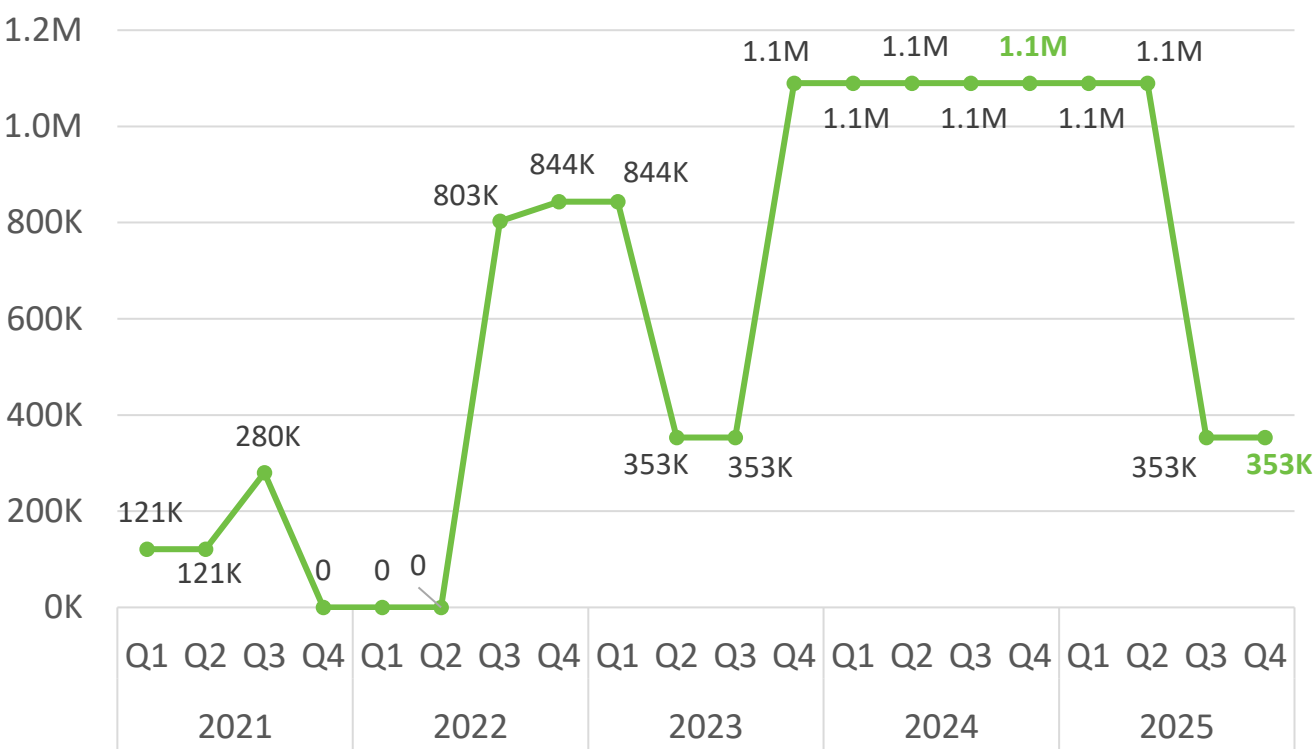
COUNT



▼ **67%**

YOY decrease in number of listings

BY SF



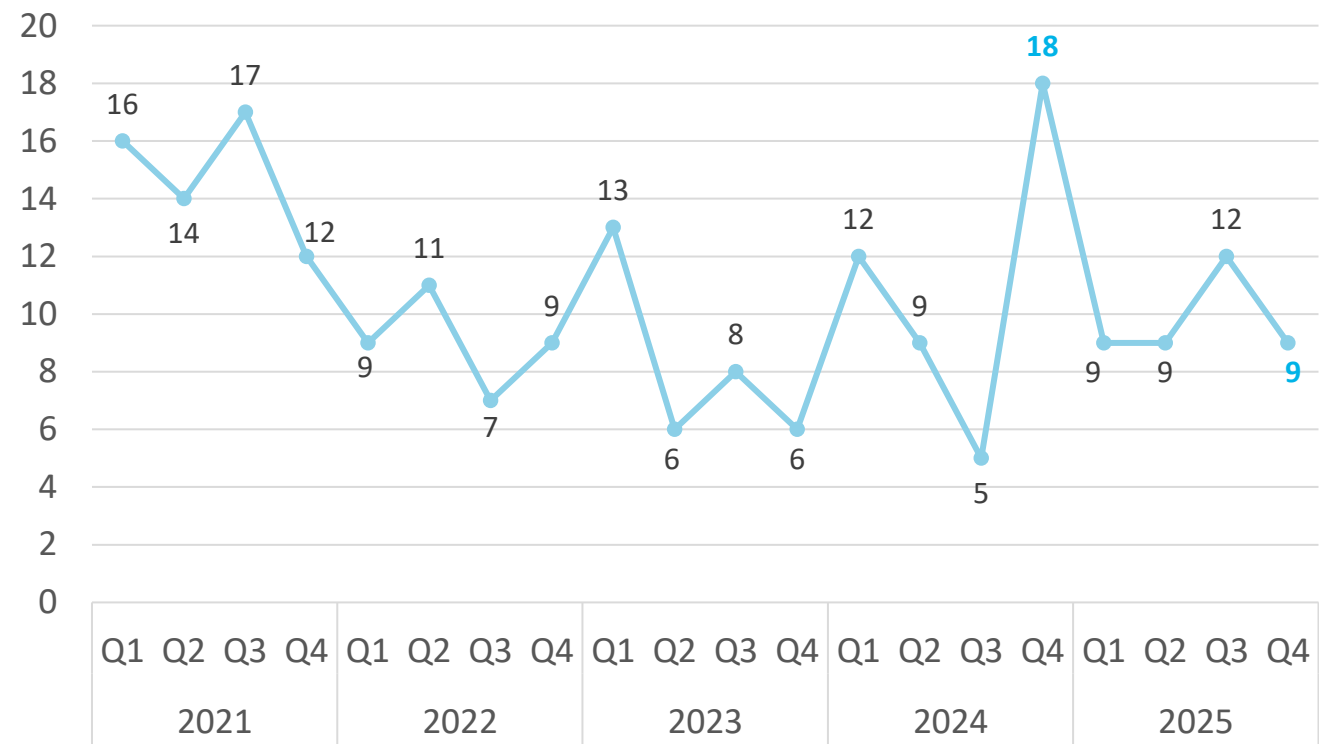
▼ **747K (68%)**

YOY decrease in SF of listings

TRANSACTIONS: DIRECT LEASE

VENTURA COUNTY

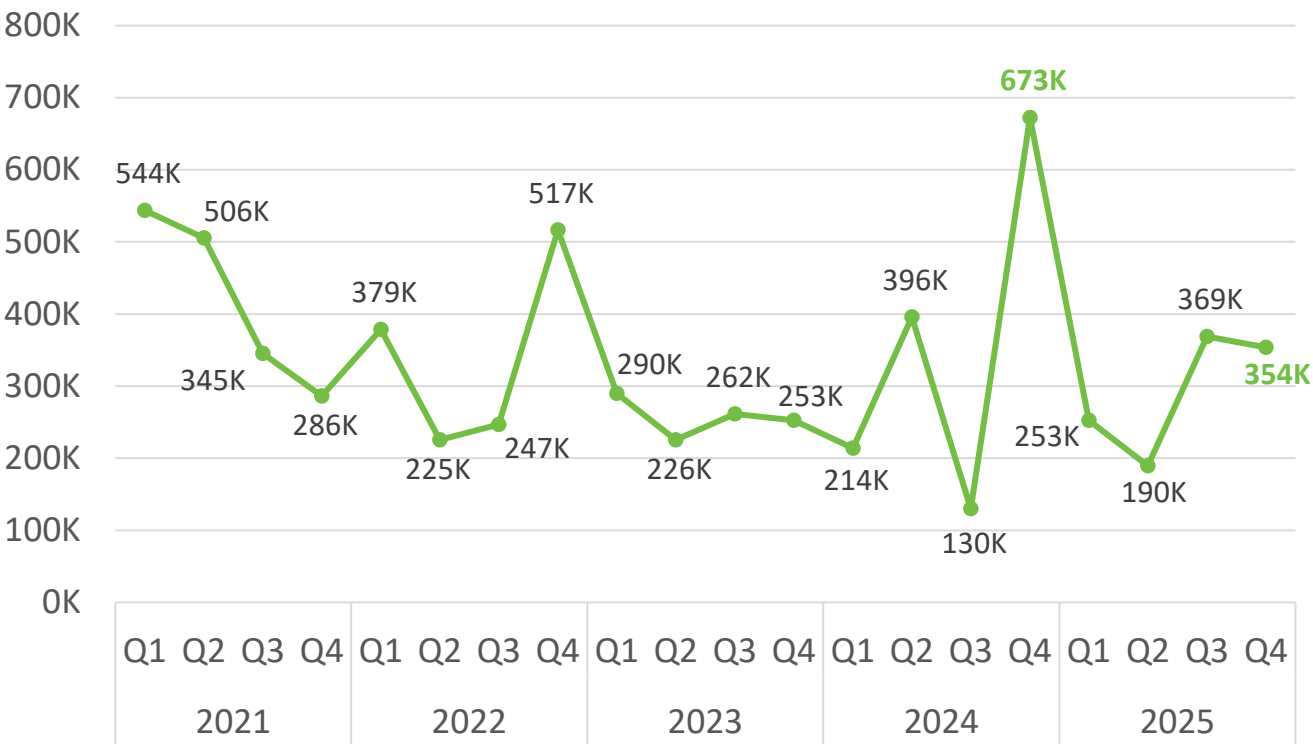
COUNT



▼ 50%

YOY decrease in number of transactions

BY SF



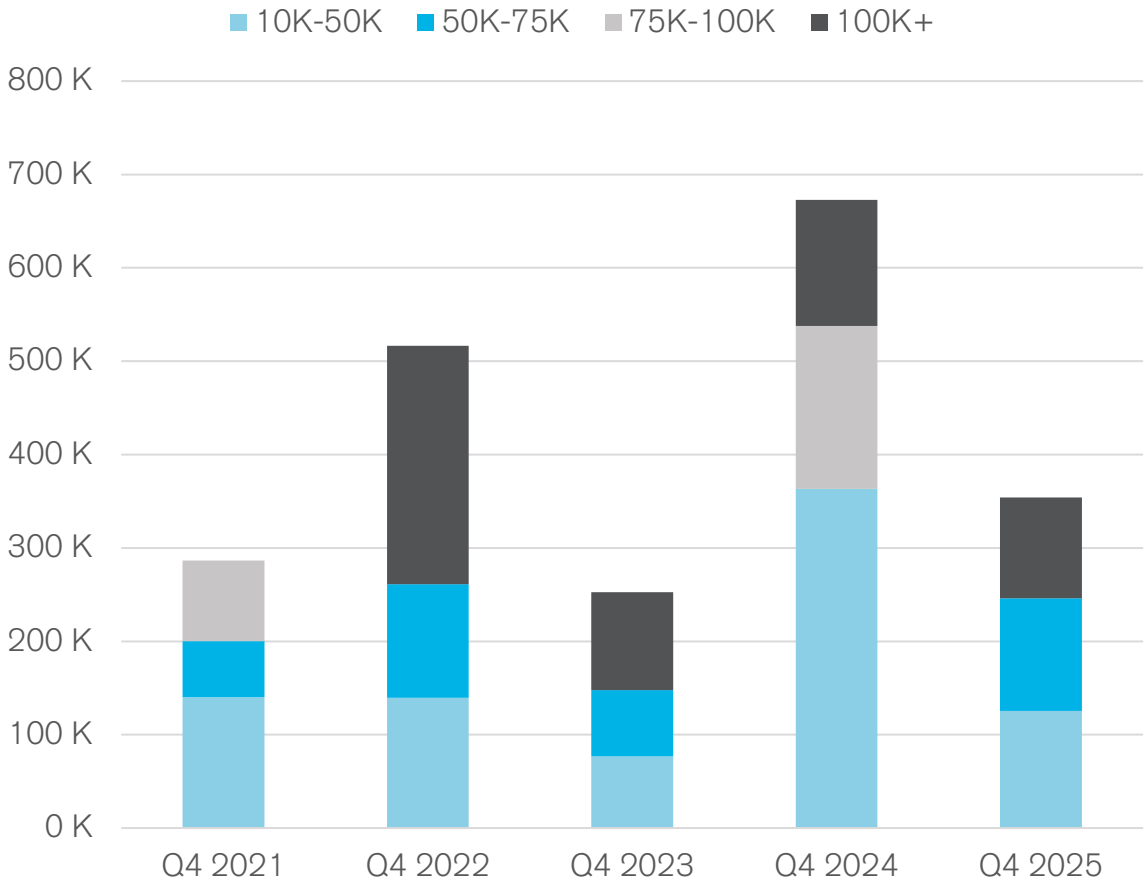
▼ 319K (47%)

YOY decrease in SF transacted

DIRECT LEASE TRANSACTIONS BY SIZE

VENTURA COUNTY

	Q4 2021	Q4 2022	Q4 2023	Q4 2024	Q4 2025
10K-50K	10 140K	6 139K	4 77K	15 363K	6 126K
50K-75K	1 60K	2 122K	1 71K	0	2 120K
75K-100K	1 86K	0	0	2 174K	0
100K+	0	1 255K	1 105K	1 135K	1 108K
Grand Total	12 286K	9 517K	6 253K	18 673K	9 354K

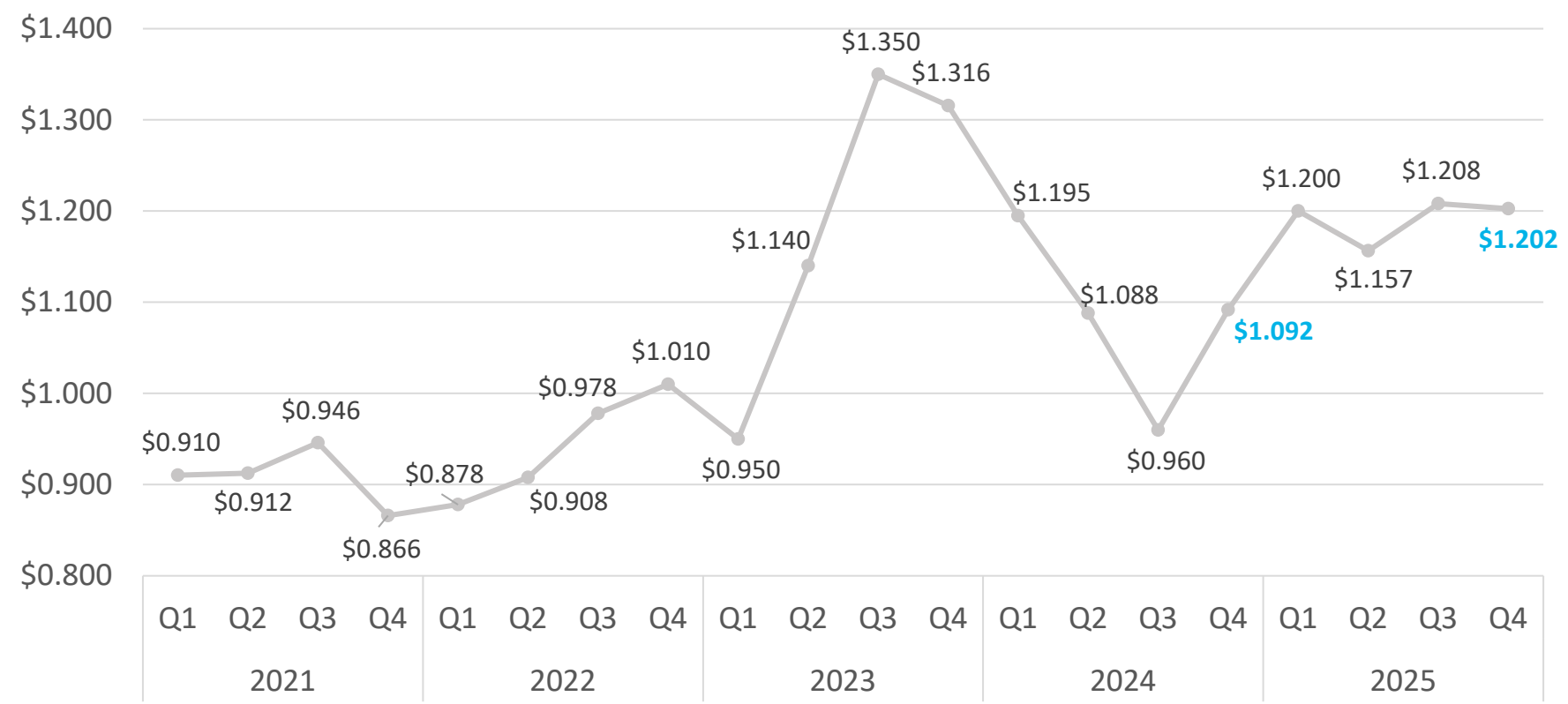


354K SF Transacted

Over 126K SF of all transacted SF was in buildings 10K-50K SF representing 36% of the total transacted square footage

AVERAGE ASKING RATE (GROSS): DIRECT LEASE

VENTURA COUNTY



▲ **\$0.29 (32%)**

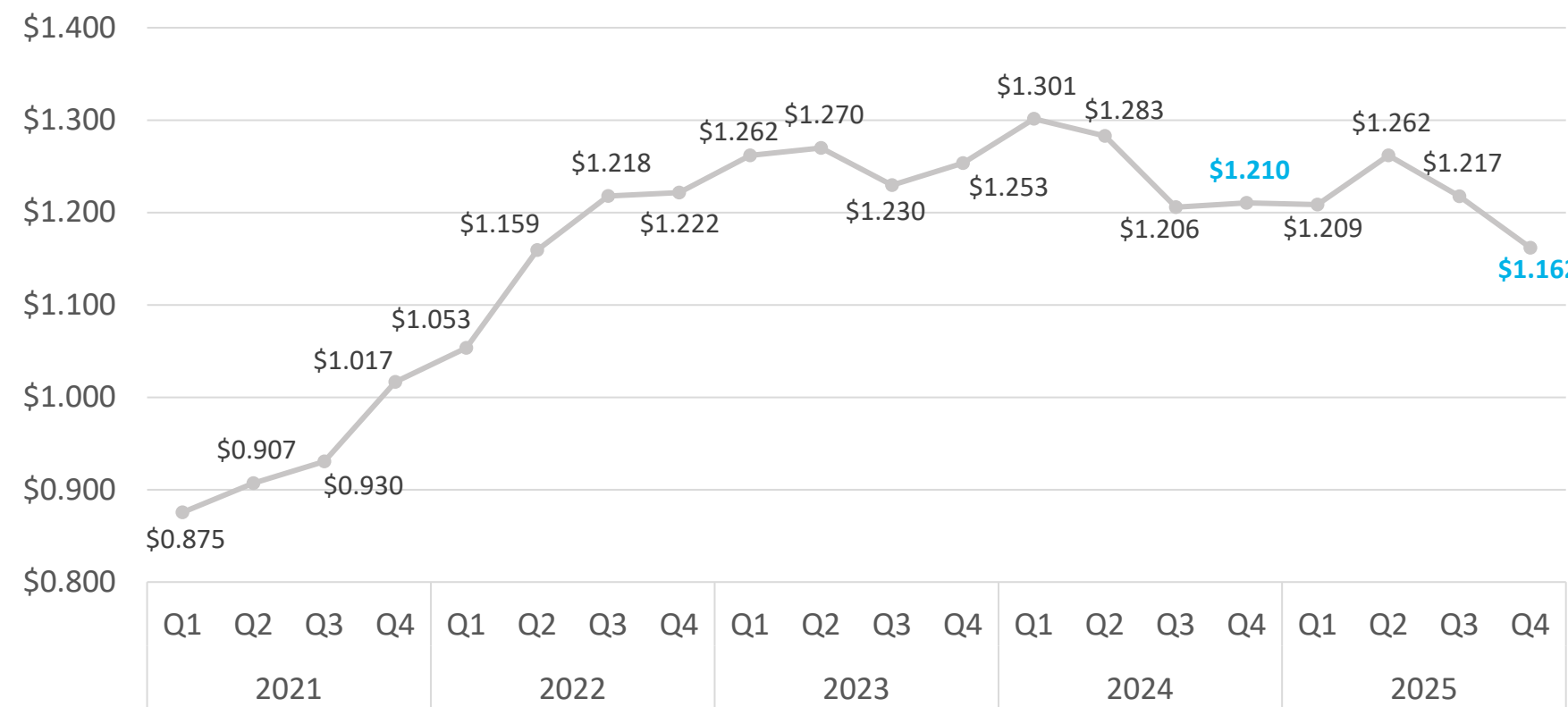
Increase in average asking rate since Q1 2021

▲ **\$0.11 (10%)**

YOY increase in average asking rate

AVERAGE ASKING RATE (NET): DIRECT LEASE

VENTURA COUNTY



▲ **\$0.29 (33%)**

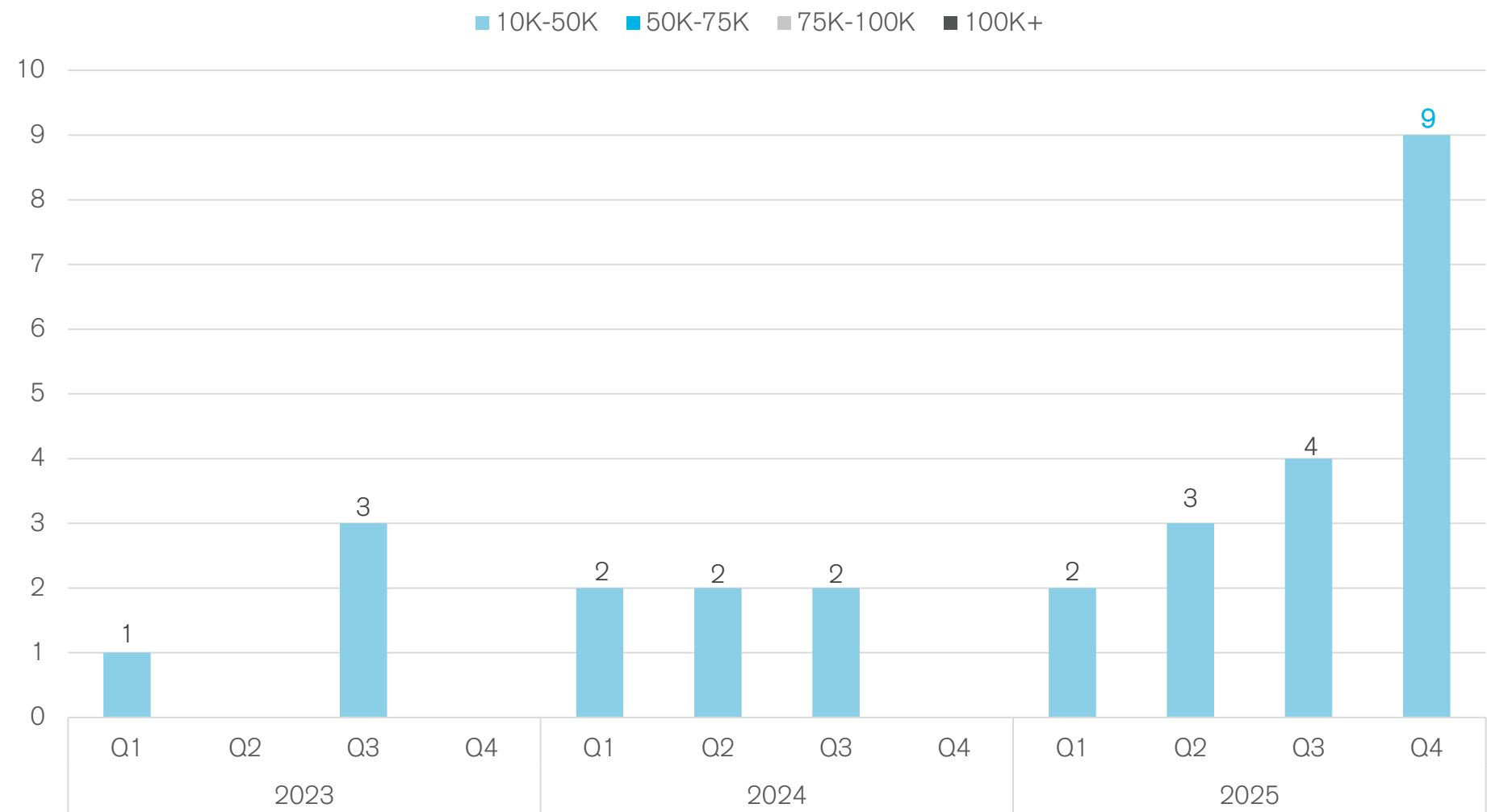
Increase in average asking rate since Q1 2021

▼ **\$0.05 (4%)**

YOY decrease in average asking rate

RATE REDUCTIONS (NET) BY SIZE: DIRECT LEASE

VENTURA COUNTY



▲ 100%

YOY increase in number of rate reductions

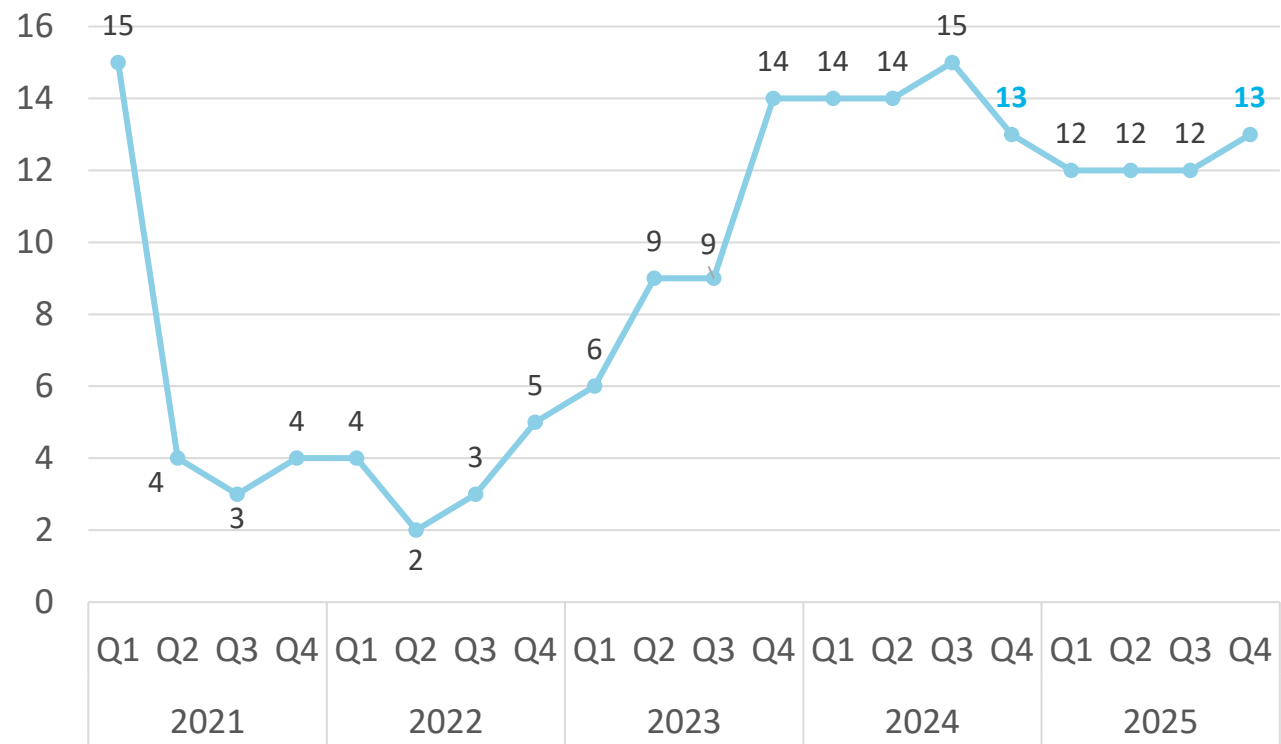
▲ 200%

Increase in number of rate reductions since Q3 2023

TOTAL AVAILABLE LISTINGS: SUBLEASE

VENTURA COUNTY

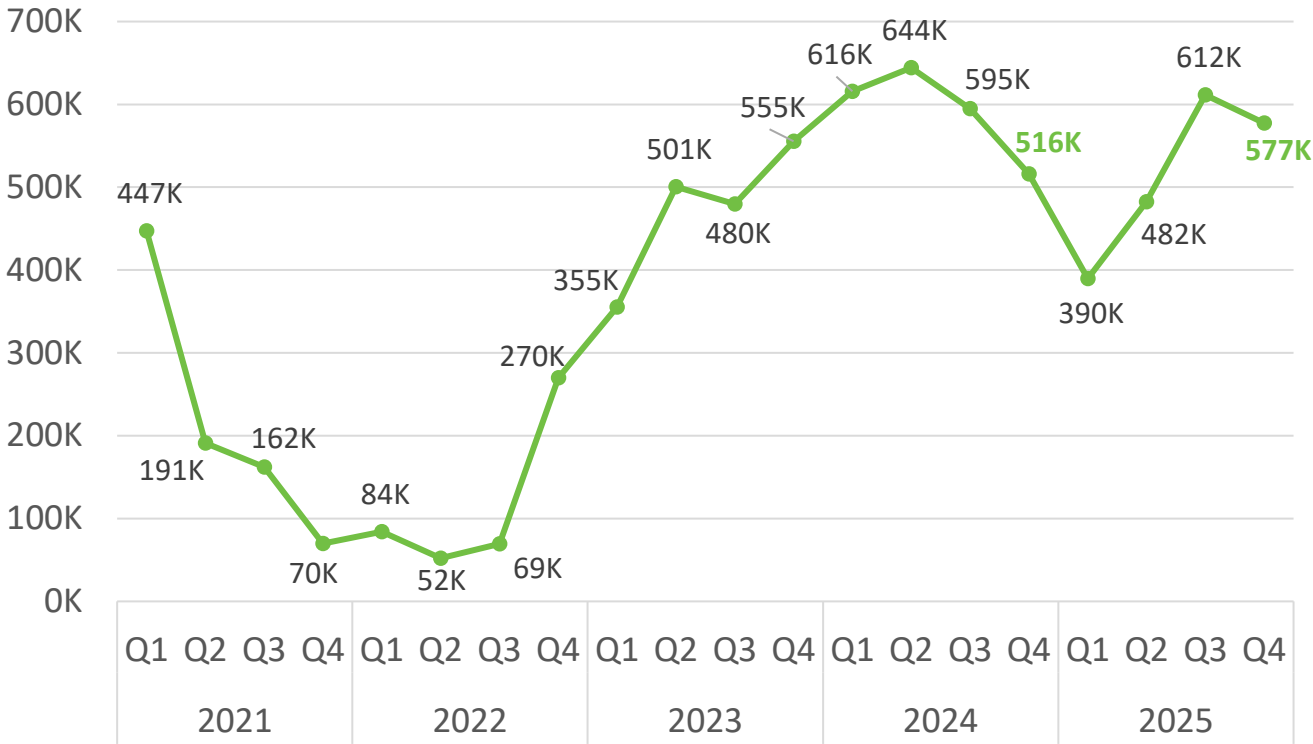
COUNT



0

No change in number of listings

BY SF

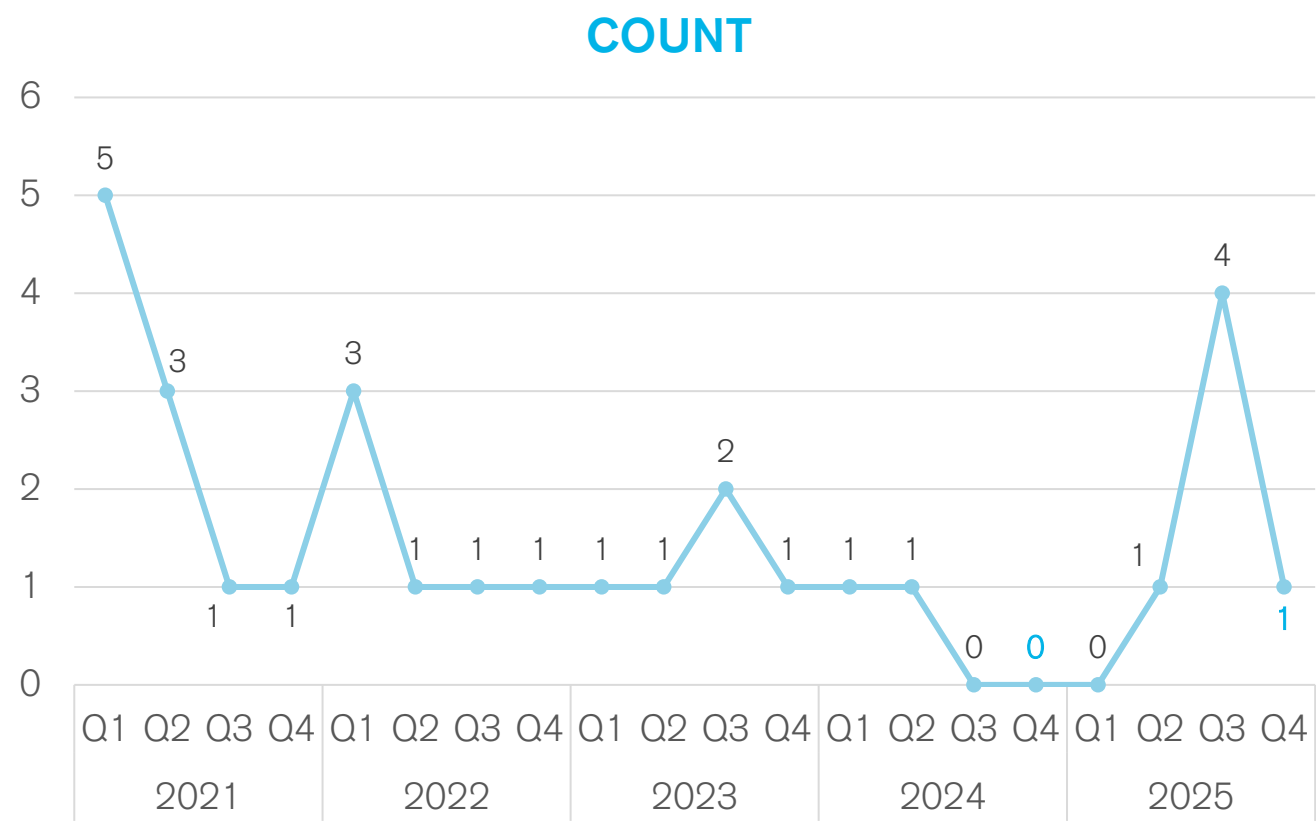


61K (12%)

YOY increase in SF of listings

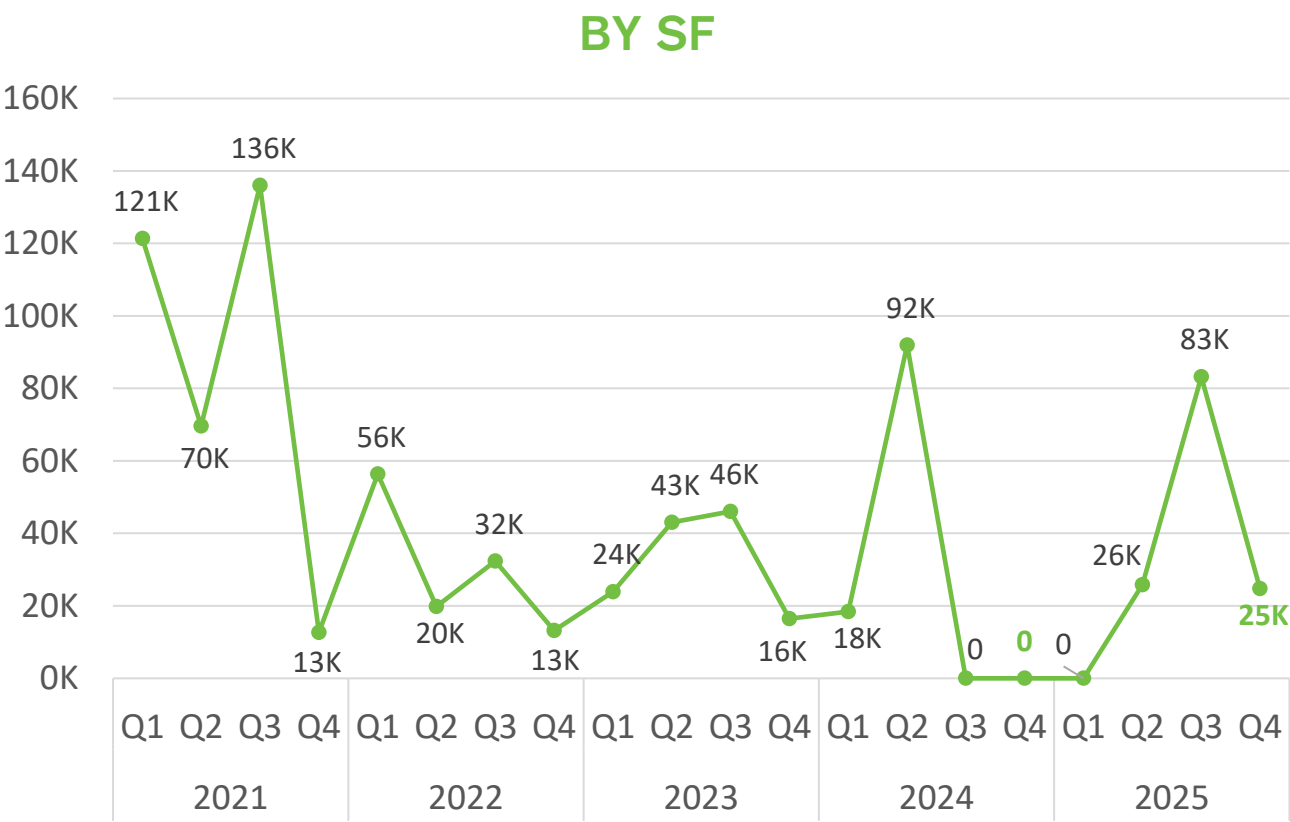
TRANSACTIONS: SUBLEASE

VENTURA COUNTY



▲ 100%

YOY increase in number of transactions



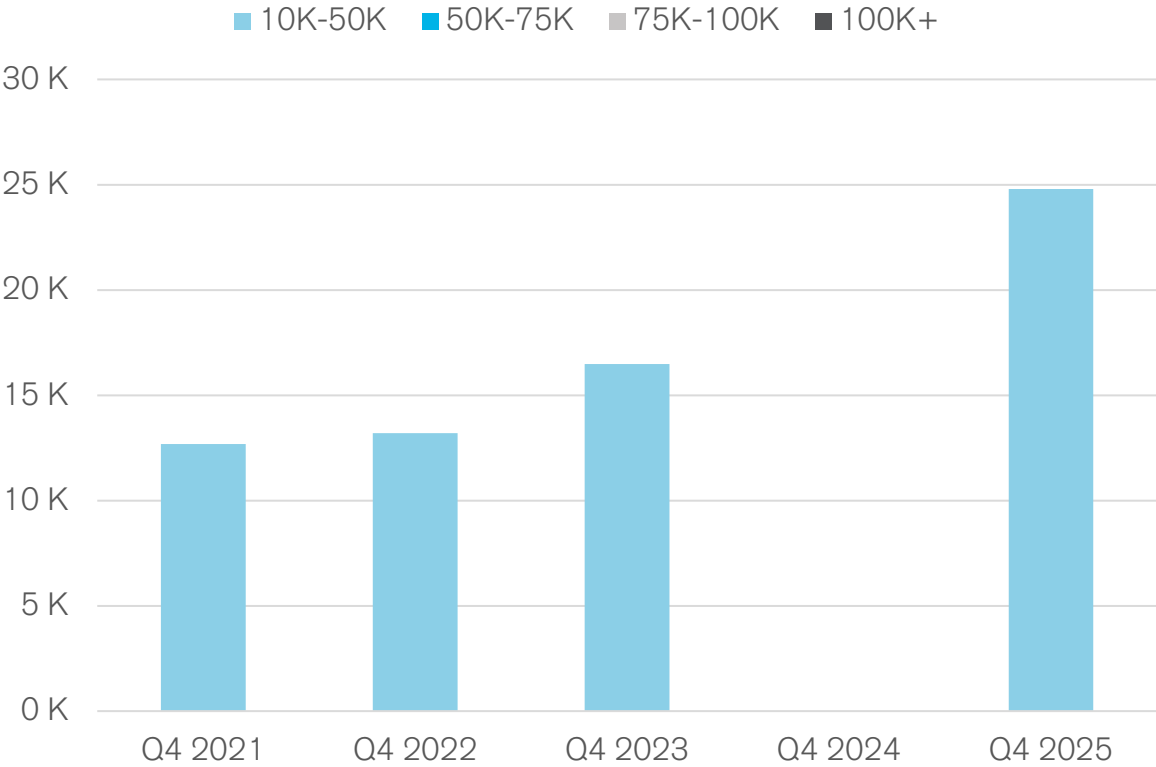
▲ 25K (100%)

YOY increase in SF transacted

SUBLEASE TRANSACTIONS BY SIZE & REGION: SF

VENTURA COUNTY

	Q4 2021	Q4 2022	Q4 2023	Q4 2024	Q4 2025
10K-50K	1 13K	1 13K	1 16K	0	1 25K
50K-75K	0	0	0	0	0
75K-100K	0	0	0	0	0
100K+	0	0	0	0	0
Grand Total	1 13K	1 13K	1 16K	0	1 25K



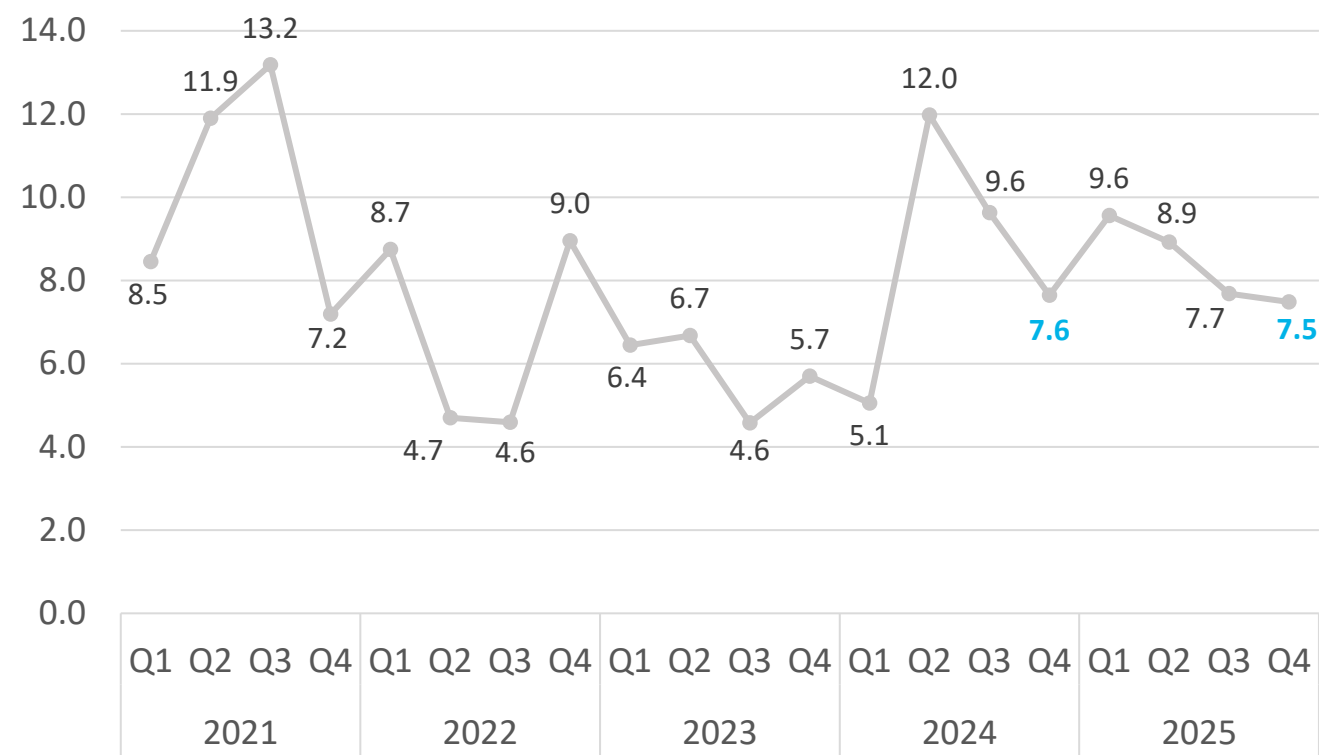
25K SF Subleased

100% of total subleased square footage was in buildings 10K-50K SF.

TRANSACTIONS: AVERAGE MONTHS ON MARKET

VENTURA COUNTY

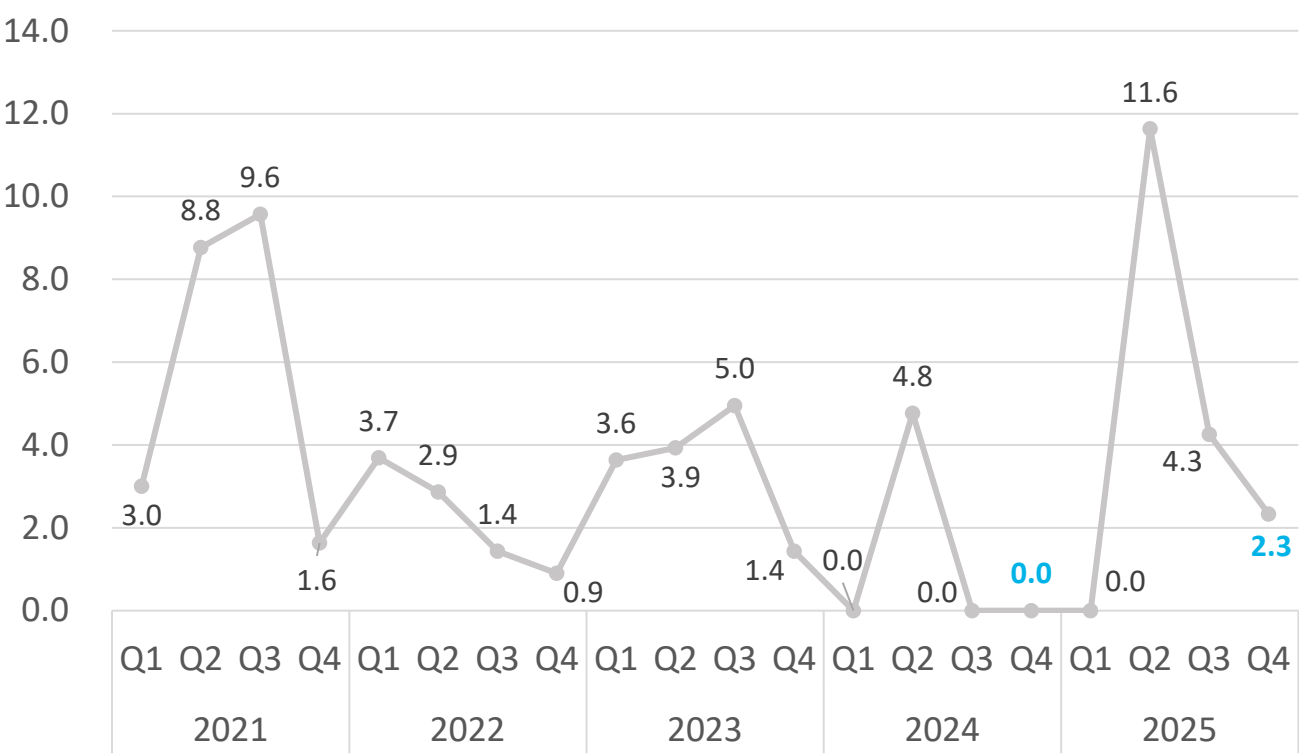
DIRECT LEASE AVG MONTHS ON MARKET



▼ **0.1 Months (1%)**

YOY decrease in time on market

SUBLEASE AVG MONTHS ON MARKET



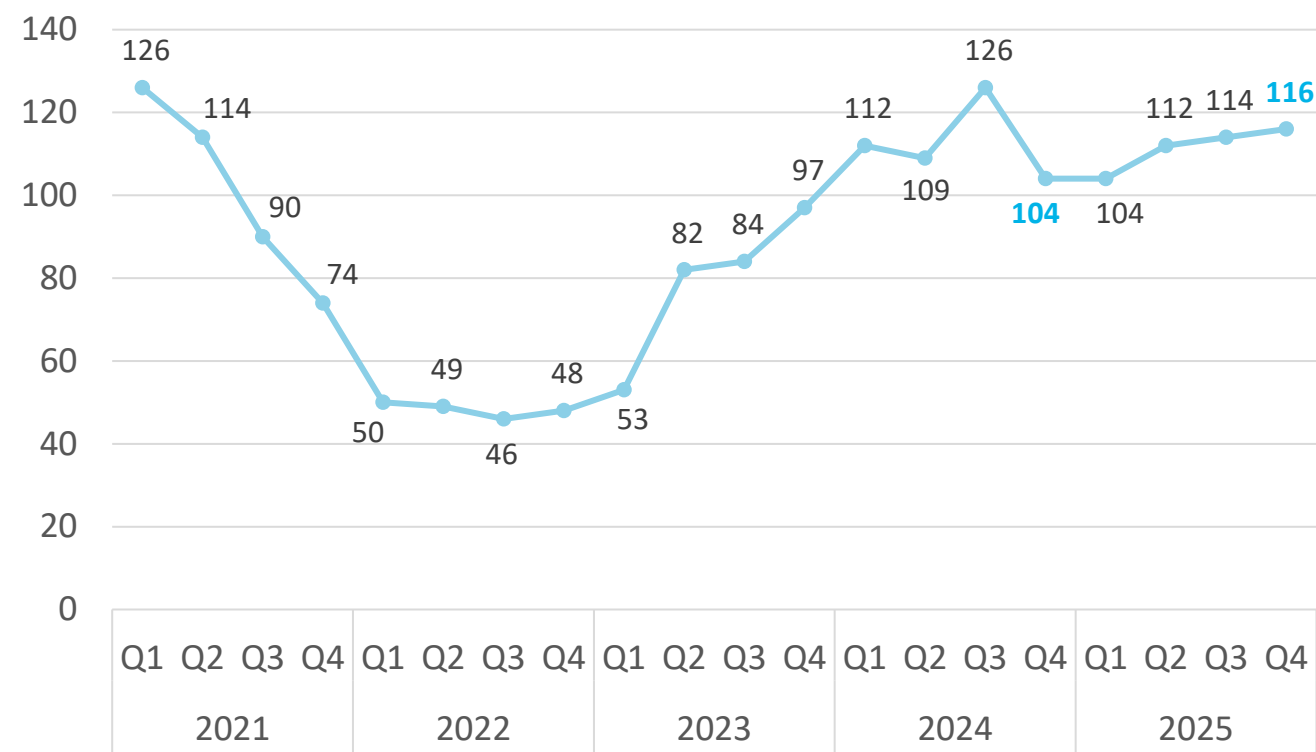
▲ **2.3 Months (100%)**

YOY increase in time on market

TOTAL AVAILABLE LISTINGS: SALE

VENTURA COUNTY

COUNT



▲ 12%

YOY increase in number of listings

BY SF



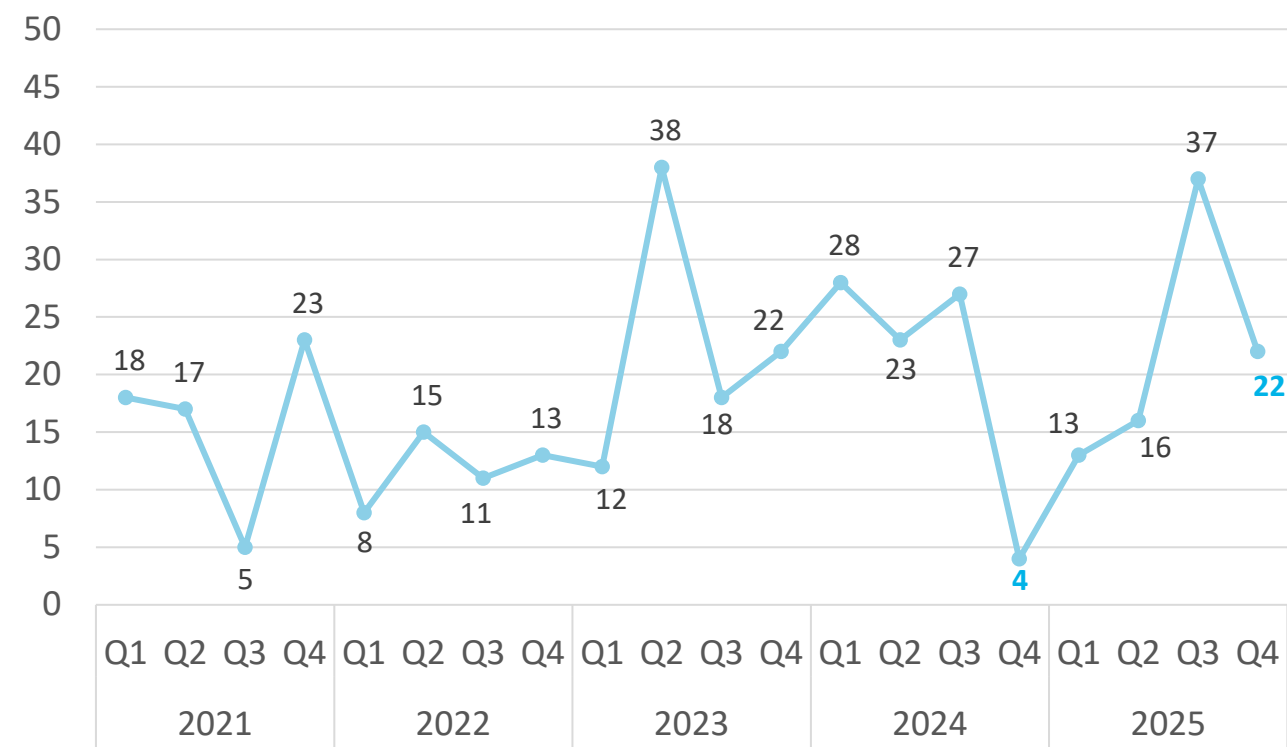
▲ 1.1M (50%)

YOY increase in SF of listings

NEW LISTINGS ADDED: SALE

VENTURA COUNTY

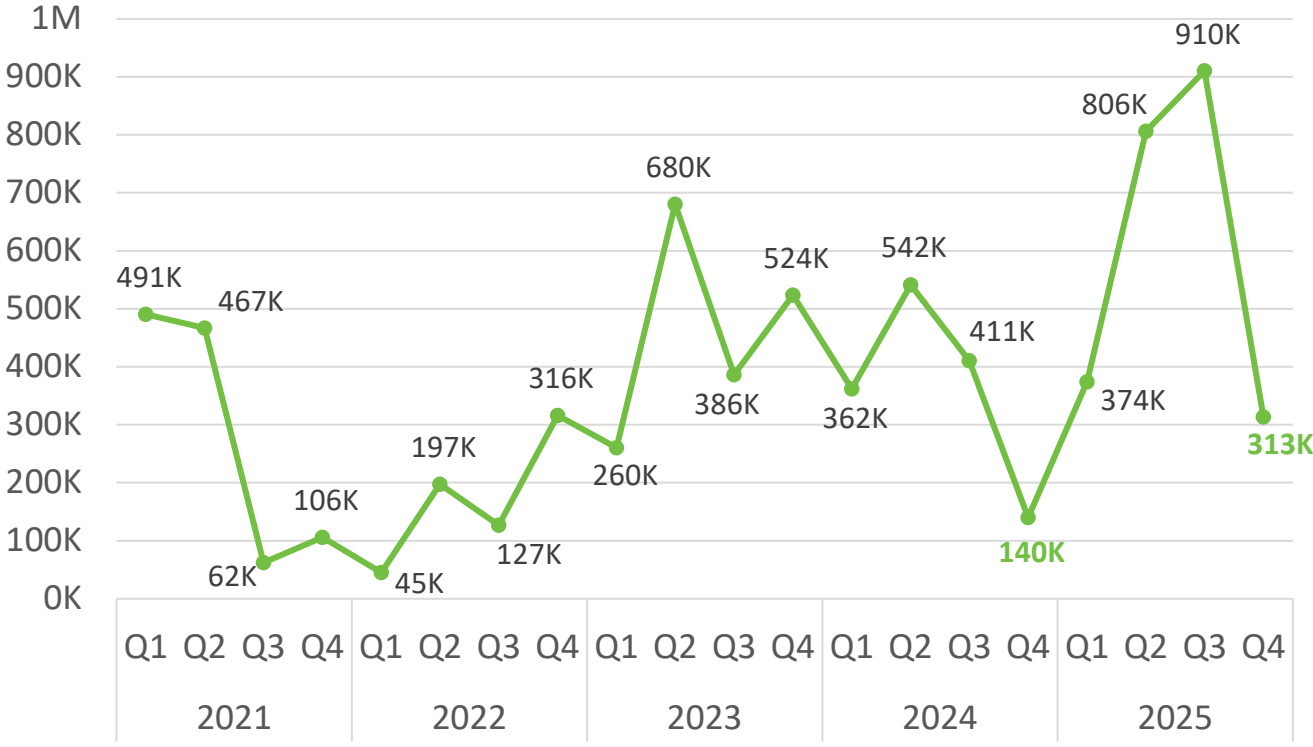
COUNT



▲ 450%

YOY increase in number of listings added

BY SF



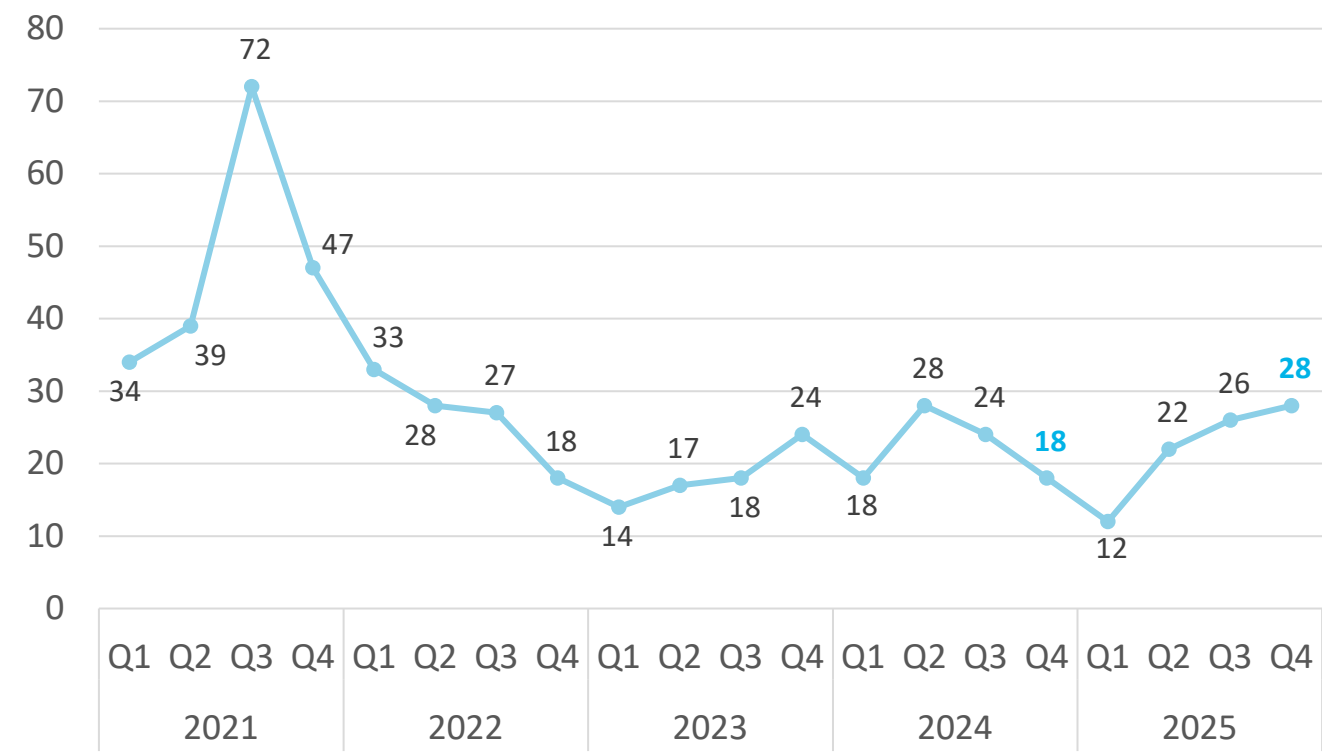
▲ 173K (124%)

YOY increase in SF added

SALE COMPARABLES

VENTURA COUNTY

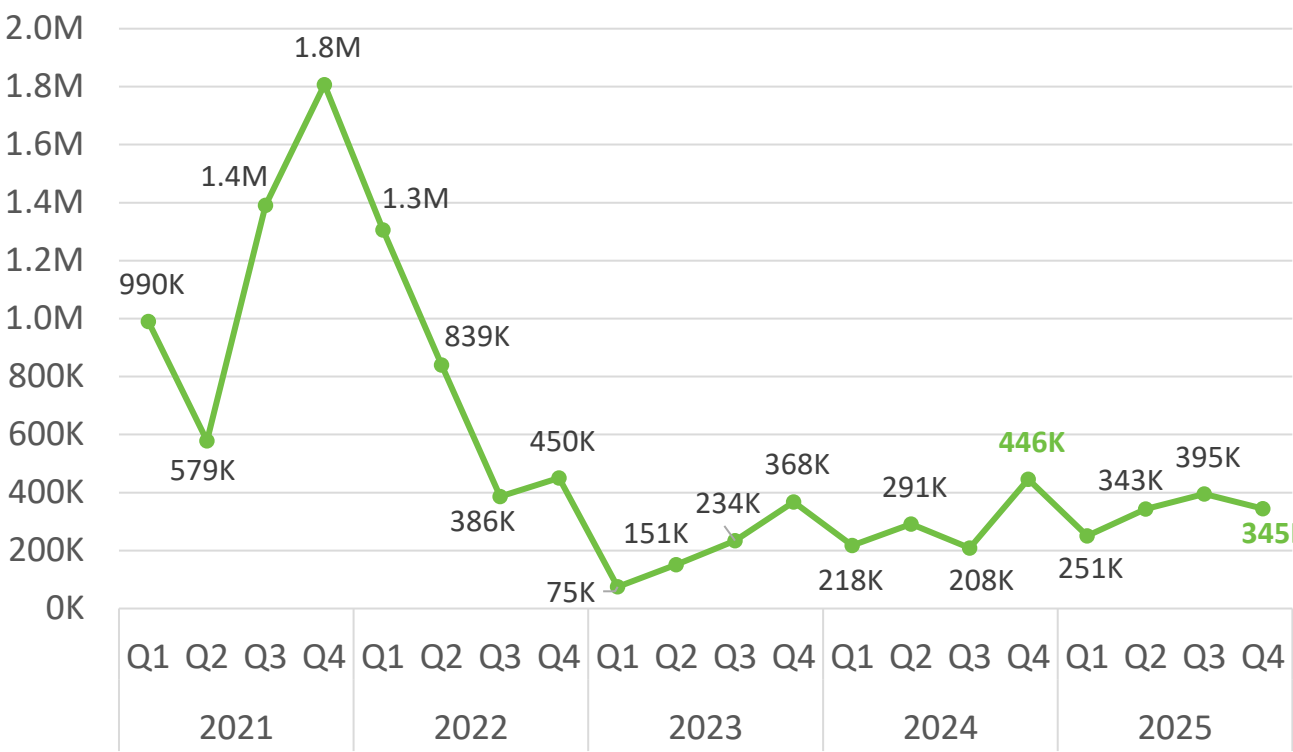
COUNT



▲ 56%

YOY increase in number of transactions

BY SF



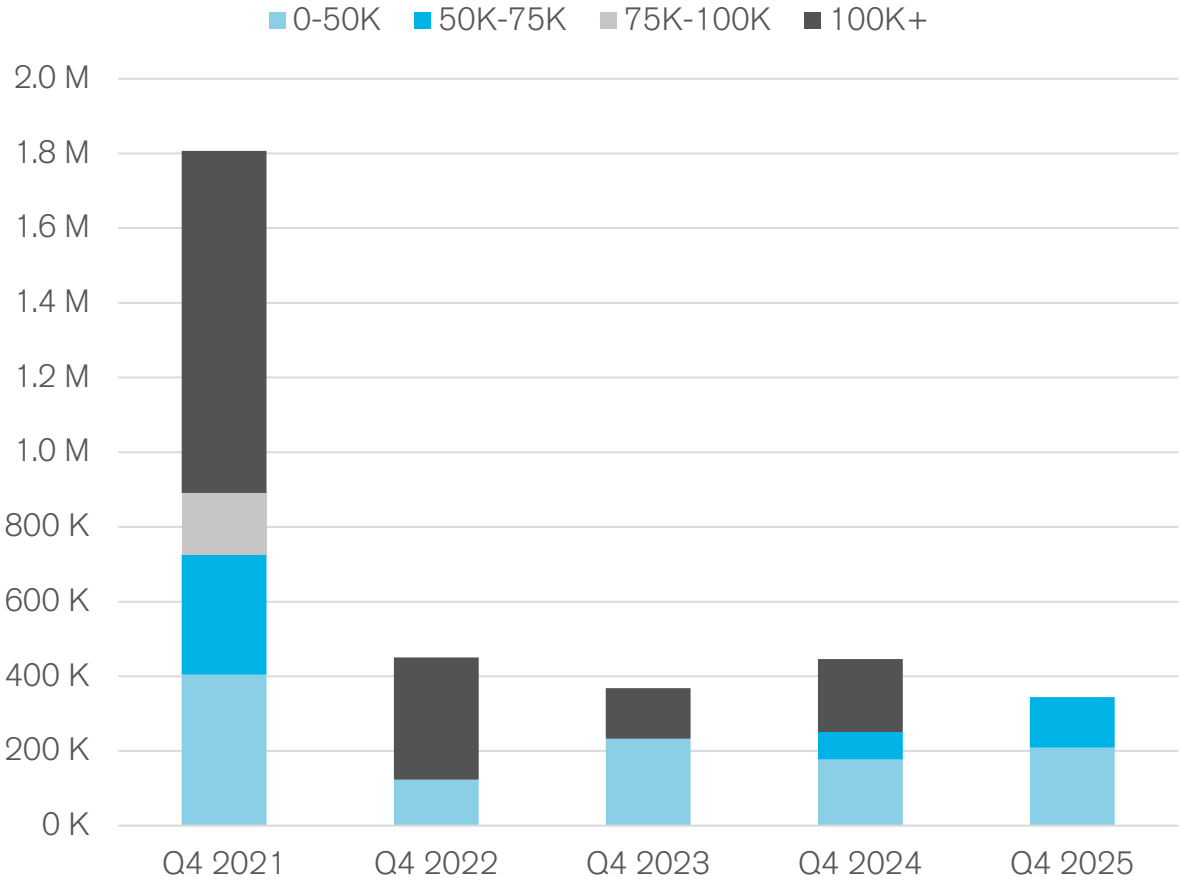
▼ 101K (23%)

YOY decrease in SF sold

SALE COMPS BY SIZE

VENTURA COUNTY

	Q4 2021	Q4 2022	Q4 2023	Q4 2024	Q4 2025
0-50K	36 404K	16 123K	23 233K	16 178K	26 209K
50K-75K	5 323K	0	0	1 73K	2 136K
75K-100K	2 164K	0	0	0	0
100K+	4 916K	2 328K	1 135K	1 196K	0
Grand Total	47 1.8M	18 450K	24 368K	18 446K	28 345K



345K SF Sold

Over 209K SF of all SF sold was in buildings 0-50K SF representing 61% of the total transacted square footage

SOLD PRICE/SF

VENTURA COUNTY



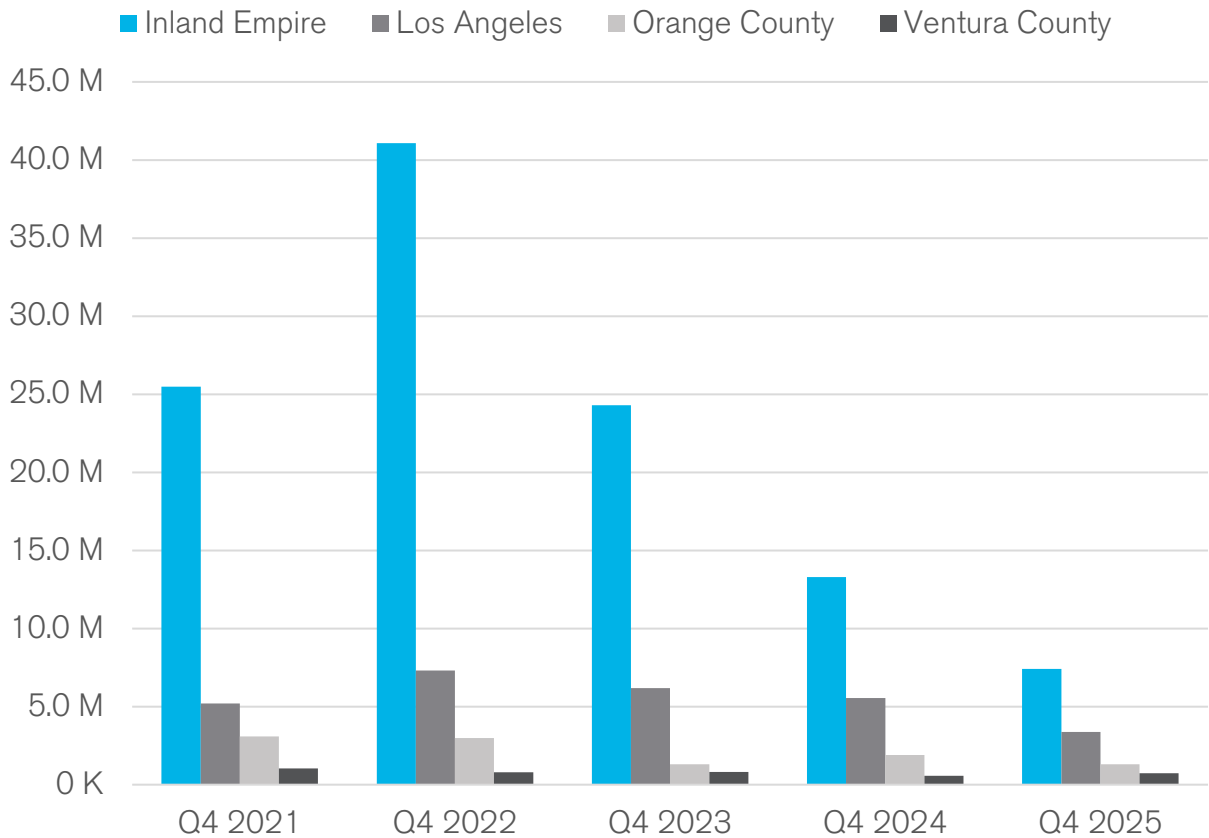
▼ **\$7.18 (3%)**
Decrease in average sold price since
Q1 2021

▲ **\$17.68 (7%)**
YOY increase in average sold price

UNDER CONSTRUCTION PROPERTIES: 2021 – 2025

IE, LA, OC, VENTURA COUNTY

Region	Q4 2021	Q4 2022	Q4 2023	Q4 2024	Q4 2025	YOY % Change
Inland Empire	25.5 M	41.1 M	24.3 M	13.3 M	7.4 M	▼ 44%
Los Angeles County	5.2 M	7.3 M	6.2 M	5.5 M	3.4 M	▼ 39%
Orange County	571 K	3.0 M	1.3 M	1.9 M	1.3 M	▼ 32%
Ventura County	412 K	793 K	806 K	574 K	738 K	▲ 28%
Total	34.8 M	52.2 M	32.7 M	21.3 M	12.8 M	▼ 40%



▼ 40%

YOY decrease in SF under construction

12.8M SF

Total SF under construction in Q4 2025

738K SF (6%)

Total SF under construction in Ventura County Q4 2025

DELIVERED/COMPLETED PROPERTIES: 2021 – 2025

IE, LA, OC, VENTURA COUNTY

Region	2021	2022	2023	2024	2025	Projected
						Q1 2026
Inland Empire	15.1 M	22.0 M	34.7 M	23.1 M	11.6 M	2.4 M
LA East	1.3 M	1.4 M	2.0 M	2.5 M	394 K	160 K
LA MidCounties	584 K	287 K	23 K	367 K	880 K	119 K
LA Central	89 K	696 K	332 K	1.2 M	379 K	217 K
South Bay	851 K	1.5 M	1.6 M	1.1 M	2.2 M	224 K
LA Northwest	1.0 M	606 K	354 K	479 K	1.1 M	621 K
Orange County	459 K	1.9 M	3.1 M	1.6 M	2.5 M	393 K
Ventura County	2.3 M	345 K	427 K	322 K	582 K	0
Total	21.8 M	28.7 M	42.5 M	30.6 M	19.7 M	4.1 M

3.5M SF

Total delivered construction in Q4 2025

582K SF

Total delivered construction in Ventura County in 2025

4.1M SF

Projected to be delivered in Q1 2026