



Q3 TRENDS AT A GLANCE



Change from prior quarter

UNEMPLOYMENT RATE

	Ventura County	California	US
July 2023	4.2%	4.6%	3.5%
Sept 2023	4.5%	4.7%	3.8%

Ventura Industrial Real Estate Market Faces Significant Leasing Downturn and Rising Vacancy Rates in Third Quarter

The third quarter brought notable developments in the Ventura Industrial real estate market, with several key indicators showing significant shifts. Six assets were sold for a median price of \$251, marking a slight decrease from the previous quarter's record high of \$276.

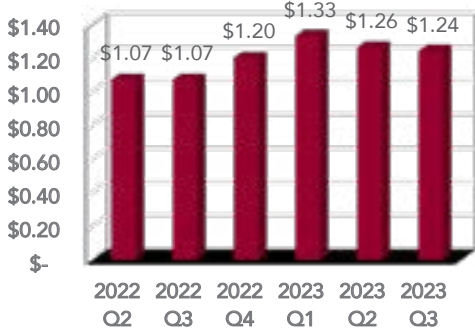
On the leasing front, the market saw this activity decline by a staggering 73 percent, with only 356,836 square feet leased. This represents the lowest quarter of leasing activity this year and is the second-lowest amount of space leased in nearly 15 years, with the only lower figure being 256,701 square feet leased in Q3 2022.

Vacancy rates continue to inch toward pre-pandemic levels, increasing by 30 basis points to 3.8 percent. Lease rates, on the other hand, have slightly declined but remain historically high at \$1.24. The market registered a negative net absorption of 116,677 square feet, adding to the year-to-date tally of 520,794 square feet of unoccupied industrial space. The Oxnard/Port Hueneme submarket is the largest driver of negative net absorption this quarter, reporting 183,327 square feet. By contrast, the Newbury Park/Thousand Oaks submarket led the market in positive net absorption, reporting 80,655 square feet.

While no new construction was completed this quarter, there are still plans for 461,048 square feet of construction to be delivered by the end of this year and extending into next. These developments will be located in the Newbury Park/Thousand Oaks, Simi Valley/Moorpark and Agoura Hills/Westlake Village submarkets.

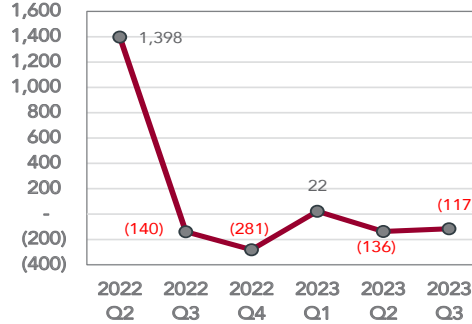
RENTAL RATES

average per SF, per month



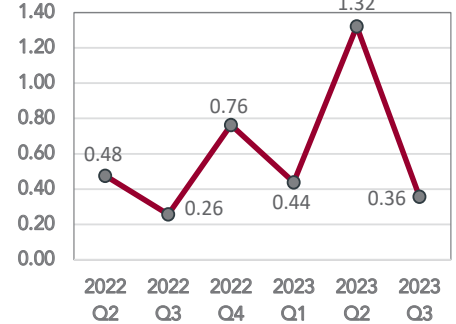
ABSORPTION

in thousands of SF

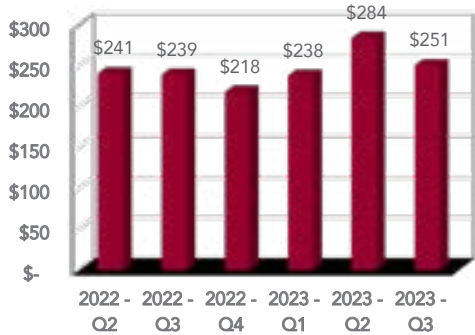


LEASING ACTIVITY

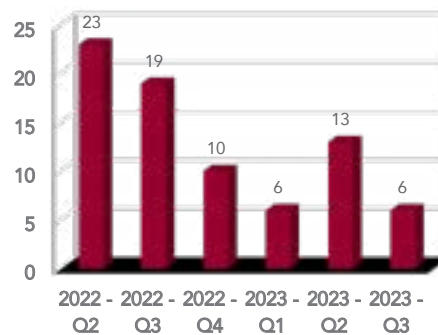
millions of SF leased



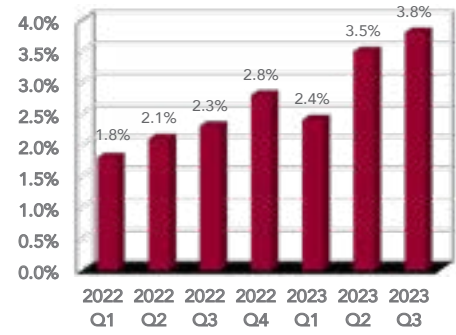
MEDIAN SALE PRICE



SALE TRANSACTIONS



VACANCY



Median sale price excludes distressed sales and those where no price information was recorded.

TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
14339 Princeton Ave Moorpark, CA	45,916 SF	\$13,700,000 \$298.37 PSF	Sherthal MLM, LLC 9740 Cozycroft, LLC	Class B

5456 Endeavour Ct Moorpark, CA	22,341 SF	\$6,702,300 \$300 PSF	Hugh Cassar Private Investor	Class B
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TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2950 Madera Rd Simi Valley, CA	136,065 SF	Rexford Industrial - Madera Industrial, LLC	River Plate Corporation	Product Fulfillment and Logistics Mgmt

160 W Cochran St Simi Valley, CA	29,184 SF	Cypress Pointe Simi Valley LLC	EMLinQ LLC	Electronic Component Manufacturer
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2861 Sherwin Ave Ventura, CA	25,200 SF	2861 Sherwin LLC	Amoroso Capital LLC	Private Market Investments
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Source: CoStar and Lee & Associates

SUBMARKETS	TOTAL INVENTORY	TOTAL VACANCY		NET ABSORPTION		CONSTRUCTION			ASKING NNN RATE
		Total SF	%	Q3 2023	YE 2023	Underway	Q3 2023	YE 2023	
Agoura Hills / Westlake Village	3,629,265	249,637	6.9%	2,411	15,301	76,068	0	0	\$1.64
Calabasas	762,790	169,342	22.2%	(2,620)	(128,540)	0	0	0	\$1.65
Camarillo	11,547,447	334,094	2.9%	58,202	21,715	0	0	0	\$0.99
Fillmore / Santa Paula	2,632,231	106,244	4.0%	(90,348)	(63,789)	0	0	51,600	\$1.03
Newbury Park / Thousand Oaks	7,809,604	609,018	7.8%	80,655	382	15,000	0	0	\$1.41
Oxnard / Port Hueneme	26,211,972	510,591	1.9%	(183,327)	(170,357)	0	0	0	\$0.92
Simi Valley / Moorpark	13,528,765	722,614	5.3%	20,463	(110,197)	369,980	0	423,899	\$1.31
Ventura	11,160,217	198,974	1.8%	(2,113)	(85,309)	0	0	0	\$0.99
Totals	77,282,291	2,900,514	3.8%	(116,677)	(520,794)	461,048	0	475,499	\$1.24

Source: CoStar and Lee & Associates

MARKET DEFINITIONS

RENTABLE AREA

Includes all Class A, B and C multi-tenant and single-tenant industrial buildings of 10,000 square feet and greater. Excludes buildings under construction, planned or under renovation.

DIRECT VACANCY

Space in existing buildings that is not occupied and is available for direct lease.

TOTAL VACANCY

Space in existing buildings that is not occupied and is available for direct lease and/or sub-lease.

TOTAL NET ABSORPTION

The square feet leased after deducting space vacated.

DIRECT ASKING LEASE RATE

Calculated for direct available space using NNN rents. Rents are weighted by total square feet available for direct lease.

UNDER CONSTRUCTION

Buildings in the process of construction. A building is considered complete when issued a certificate of occupancy.

MEDIAN SALE PRICE

Based on actual prices of sold buildings as reported in public records and by CoStar. Includes all industrial buildings 10,000 SF and more sold at \$500,000 or more.

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