

# Multifamily Market Outlook

## Ventura County Q2 2025



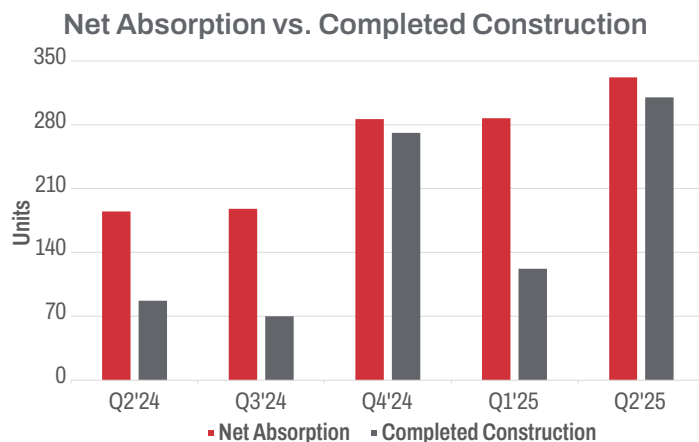
### MARKET STATISTICS\*

Submarket	Existing Inventory (Units)	Under Construction (Units)	Total Vacancy (%)	Average Asking Rent (\$/Unit)	YTD Units Sold	YTD Sales Volume (\$/Unit)	Average Sale Price (\$/Unit)	Average Cap Rate (%)
South	31,627	1,482	3.2%	\$2,712	228	\$66,918,831	\$271,728	5.3%
North	18,537	419	3.8%	\$2,619	43	\$12,780,000	\$597,500	4.4%
<b>Ventura County</b>	<b>50,164</b>	<b>1,901</b>	<b>3.4%</b>	<b>\$2,680</b>	<b>271</b>	<b>\$79,698,831</b>	<b>\$286,370</b>	<b>5.0%</b>

\* Inventory includes all multifamily buildings. Rents reflect all market rate units.

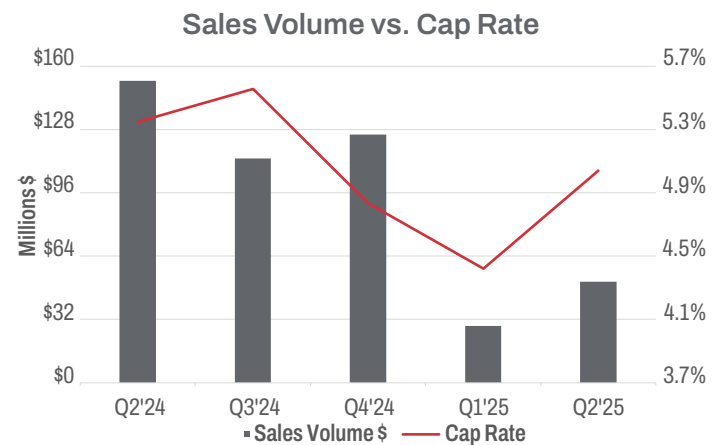
### LEASING TRENDS

At mid-year 2025, 432 new multifamily units were delivered, while 619 units were absorbed—reflecting shifting supply and demand dynamics. Completions dropped 39.6% compared to the same period in 2024, highlighting a growing gap between new supply and demand for multifamily housing. Meanwhile, absorption increased 32.3% year-over-year, reinforcing continued renter demand.



### SALES TRENDS

While first-half data reflected a downward trend in sales volume—driven in part by the Fed's pause on interest rate cuts—year-to-date sales through Q2 2025 totaled approximately \$79.7 million, a 77.3% drop from mid-year 2024. Meanwhile, the average cap rate for investment sales fell 30 basis points year-over-year to 5.0%, signaling a shift in investor expectations.



### SELECT SALES TRANSACTIONS

Address : Building Name	City	Submarket	Units	Sale Price
693 Mccloud Ave - Enclave 693	Thousand Oaks	North	89	\$27.41M
399 Erbes Rd - Four Sons	Thousand Oaks	North	43	\$8.5M
1200 N H St	Oxnard	North	18	\$4.65M
150 Johnson Rd	Oxnard	North	6	\$1.67M
3611 Saviers Rd	Oxnard	North	6	\$1.1M
1241 W 7th	Oxnard	North	4	\$1.3M
2733-2739 Harbor Blvd	Ventura	South	4	\$2.49M
102 N Kalorama St	Ventura	South	4	\$2.29M
510 Dollie St	Oxnard	North	2	\$767K
3120-3122 Olds Rd	Oxnard	North	2	\$800K