

Multifamily Market Outlook

Ventura County Q3 2025



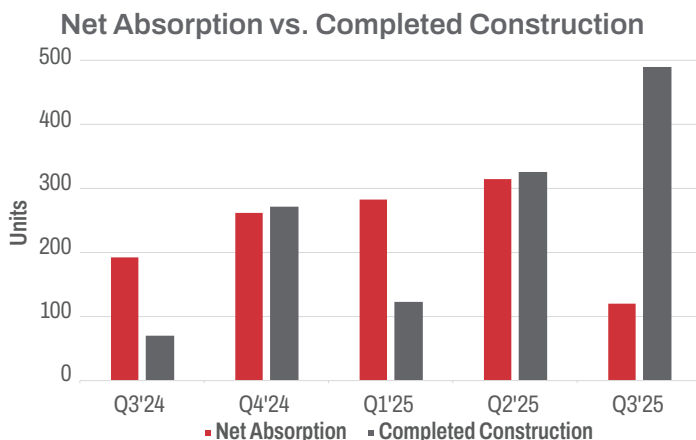
MARKET STATISTICS*

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	32,043	1,071	4.2%	\$2,678	448	\$168,449,888	\$429,558	6.5%
North	18,631	340	4.2%	\$2,570	360	\$123,540,000	\$347,210	4.2%
Ventura County	50,674	1,411	4.2%	\$2,642	808	\$291,989,888	\$382,141	5.9%

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

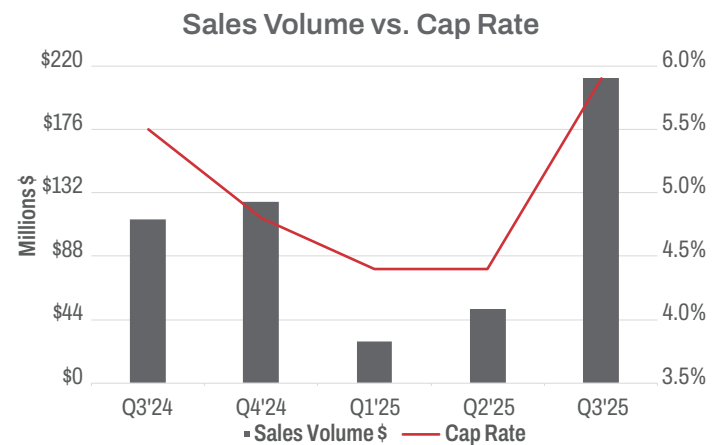
LEASING TRENDS

Over the past five quarters, 1,279 new units were added to the market, while only 1,170 units were absorbed, reflecting shifting supply and demand dynamics. Year-to-date through Q3, newly completed units increased by 19.5% compared to the same period last year, underscoring the widening gap between the influx of new units and the pace of demand for multifamily housing.



SALES TRENDS

While third-quarter data highlights a burst in sales volume, driven by the Fed's interest rate cut, year-to-date sales volume through Q3 2025 reached approximately \$292 million — still a substantial 46.4% decline from Q3 2024. Meanwhile, the average cap rate for investment sales rose by 40 basis points year-over-year, reaching 5.9%.



SELECT SALES TRANSACTIONS

Address : Building Name	City	Submarket	Units	Sale Price
1241 Cypress Point Ln - Cypress Point	Ventura	South	268	\$100M
299 Thousand Oaks Blvd - Santal Thousand Oaks	Thousand Oaks	North	142	\$83M
2951-3011 Albany Dr - Woodcrest Apartments	Oxnard	North	32	\$6.97M
1850 Williams St - Westgate Seniors Apartments	Simi Valley	North	31	\$5.7M
443 Occidental Dr - Occidental Apartments	Oxnard	North	29	\$5M
2644 Cortez St	Oxnard	North	12	\$2.81M
688 Poli St - Noble Hill Apartments	Ventura	South	12	\$2.5M
100-108 W Pleasant Valley Rd	Port Hueneme	South	11	\$1.6M
611 S E St	Oxnard	South	9	\$1.58M
44 Bell Way	Ventura	South	5	\$995K
2449 Channel Dr	Ventura	South	3	\$1.57M