

Retail Market Outlook

Ventura County | Q1 2026



MARKET STATISTICS

Submarket	Existing Rentable Sq Ft	Under Construction Sq Ft	Availability Rate	Vacancy Rate	Qtr. Leasing Volume Sq Ft	YTD Leasing Volume Sq Ft	Qtr. Sales Volume Sq Ft	YTD Sales Volume Sq Ft	Average Asking Rent	Average Sale Price
East	19,809,093	0	7.4%	6.6%	61,930	61,930	15,594	15,594	\$2.32	\$555
West	23,693,820	0	5.3%	4.8%	69,817	69,817	45,588	45,588	\$2.08	\$333
Ventura County	43,502,913	0	6.2%	5.6%	131,747	131,747	61,182	61,182	\$2.20	\$395

*Existing rentable Sq Ft includes all building sizes. Rents reflect buildings 5,000+ SF, triple net, monthly on a direct basis. Sale price represents the market average per square foot.

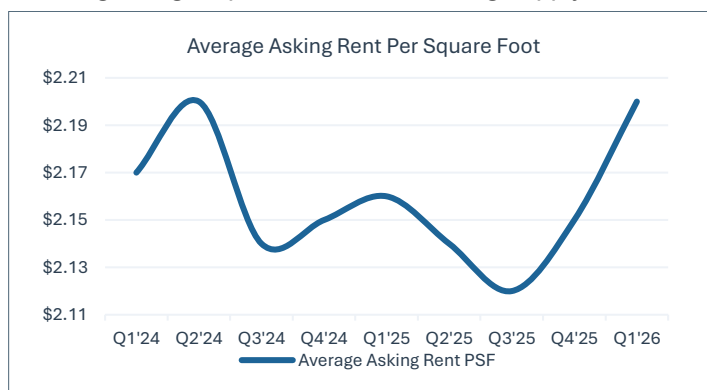
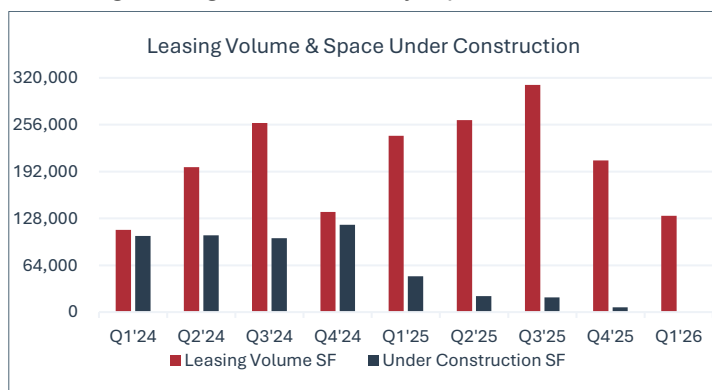
SELECT LEASE AND SALE TRANSACTIONS

Leases: Address	City	Submarket	Sq Ft
568-600 W Main St	Santa Paula	East	13,089
1350 E Thompson Blvd	Ventura	West	12,600
1659 E Daily Dr	Camarillo	West	6,257
2868-2892 Cochran St	Simi Valley	East	4,966
4221 E Main St	Ventura	West	4,571

Sales: Address	City	Submarket	Sq Ft
20 N Oak St	Ventura	West	15,847
4426 Central Ave	Camarillo	West	8,600
11432 N Ventura Ave	Ojai	West	5,200
2805 Vineyard Ave	Oxnard	West	1,609
650 W Harvard Blvd	Santa Paula	East	2,737

LEASING TRENDS

Leasing volume fell 36.4% QoQ and 45.3% YoY, while under construction space was fully depleted with no active pipeline remaining. Asking rent held steady, up 2.3% QoQ and 1.9% YoY, offering a bright spot within a contracting supply market.



SALES TRENDS

Sales volume fell sharply, down 88.6% QoQ and 94.8% YoY, while average sale price per square foot rose 24.3% QoQ and 44.4% YoY, reflecting an extremely thin transaction market alongside significant pricing strength.

