

Retail Market Outlook

Ventura County | Q3 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	19,661,729	0	6.8%	6.5%	39,327	170,159	96,872	271,351	\$2.26	\$440
West	23,046,195	163,397	6.0%	4.8%	55,233	212,450	655,383	758,181	\$2.11	\$125
Ventura County	42,707,924	163,397	6.3%	5.6%	94,560	382,609	752,255	1,029,532	\$2.19	\$163

*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.

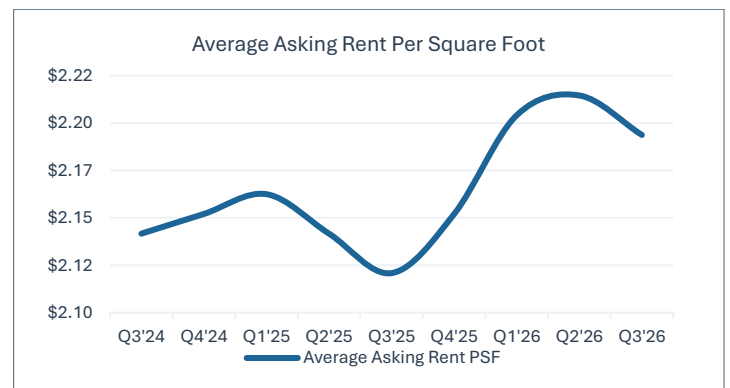
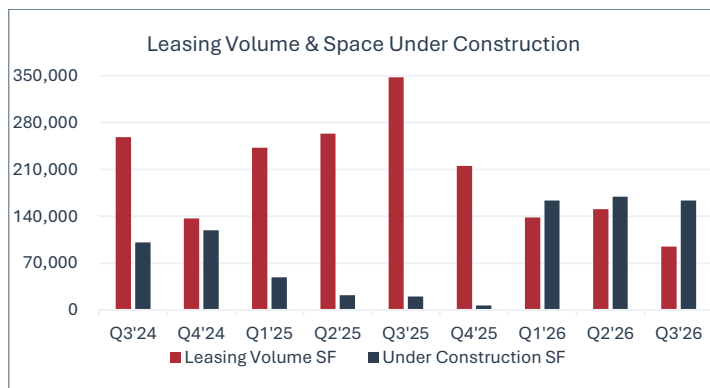
SELECT LEASE AND SALE TRANSACTIONS

Leases: Address	City	Submarket	Sq Ft
1811 Ventura Blvd	Oxnard	West	15,000
229 Oxnard Blvd	Oxnard	West	6,500
2121 Oxnard Blvd	Oxnard	West	6,000
4200 Main St	Ventura	West	3,575
1911 Oxnard Blvd	Oxnard	West	2,500

Sales: Address	City	Submarket	Sq Ft
3301 E Main St	Ventura	West	326,551
477 S Mills Rd	Ventura	West	179,964
103 S Mills Rd	Ventura	West	6,022
2585 Cochran St	Simi Valley	East	29,066
451 E Avenida De Los Arboles	Thous. Oaks	East	5,100

LEASING TRENDS

Leasing volume fell sharply, down 37.3% QoQ and 72.8% YoY, while under construction space declined 3.5% QoQ but surged 713.9% YoY, signaling a substantial supply pipeline despite a modest quarterly pullback. Average asking rent slipped 0.9% QoQ but rose 3.3% YoY, reflecting continued annual rent growth despite weakening leasing demand.



SALES TRENDS

Sales volume surged 414.5% QoQ and 135.0% YoY, while average sale price per square foot fell sharply, down 55.0% QoQ and 40.5% YoY, reflecting a significant rebound in transaction activity despite substantial pricing declines.

