

Market availability slightly increases due to negative net absorption

▲ 6.8%
Availability Rate

▼ (44K)
SF Net Absorption (000s)

▼ 10K
SF Completed (000s)

▼ \$2.22
Avg. Asking Rent (NNN)

Note: Arrows indicate change from previous quarter.

Source: CBRE Econometric Advisors, Q3 2025.

MARKET HIGHLIGHTS

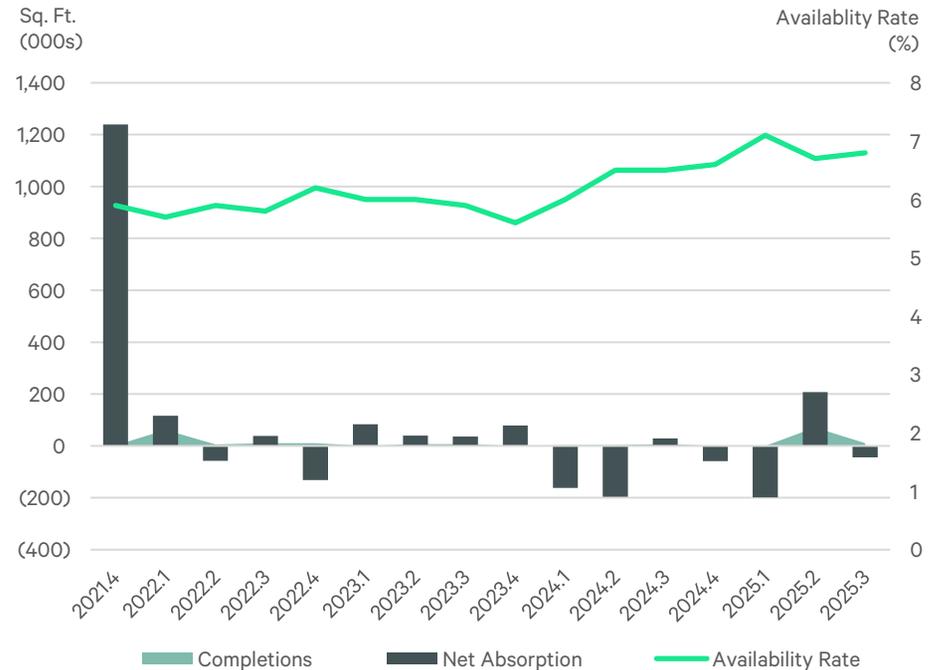
— The Ventura retail market closed Q3 2025 with an availability rate of 6.8%. This represented a 0.1% increase from Q2 2025.

— The total retail sq. ft. absorbed in Q3 2025 was negative 44,000 sq. ft., compared to positive 208,000 sq. ft. in Q2 2025.

— There was 10,000 sq. ft. delivered in Q3 2025, compared to 71,000 sq. ft. in Q2 2025.

— The overall average net asking rent for retail in Ventura ended Q3 2025 at \$2.22, representing a slight drop from Q2 2025.

— The total retail investment sales in Q3 2025 amounted to \$78.1 million in total volume, compared to \$5.5 million in Q2 2025.



Source: CBRE Econometric Advisors, Q3 2025.

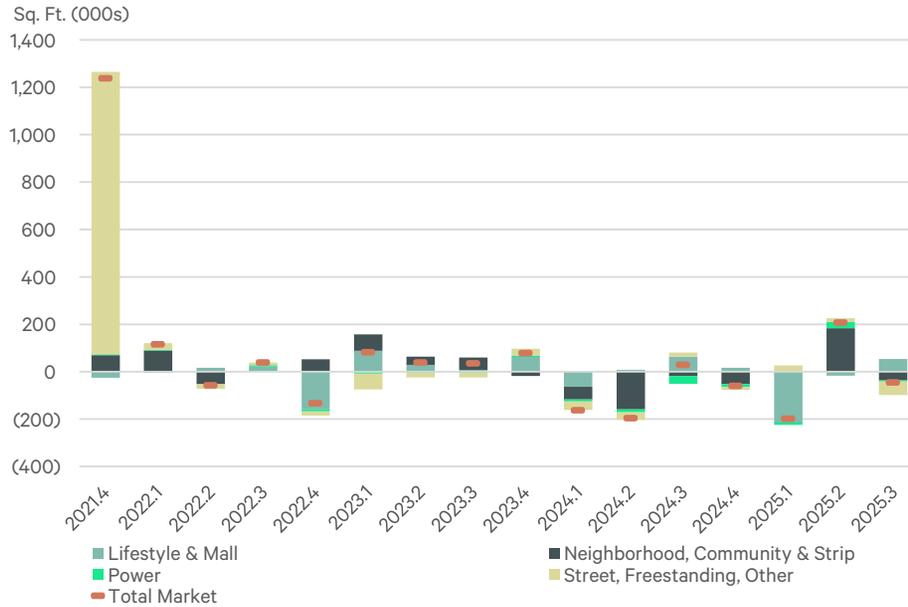
Market Overview

FIGURE 2: Market Statistics by Product Type

Market	Inventory (SF, 000s)	Availability Rate (%)	Net Absorption (SF 000s)	Completions (SF 000s)	Net Rent
Lifestyle & Mall	4,197	10.8	54	-	\$0.00
Neighborhood, Community & Strip	17,604	8.7	(36)	-	\$2.21
Power	3,814	5.8	(5)	-	\$2.32
Street, Freestanding, Other	13,773	3.4	(57)	10	-
Total Market	39,388	6.8	(44)	10	\$2.22

Source: CBRE Econometric Advisors, Q3 2025.

FIGURE 3: Net Absorption by Center Type



Source: CBRE Econometric Advisors, Q3 2025.

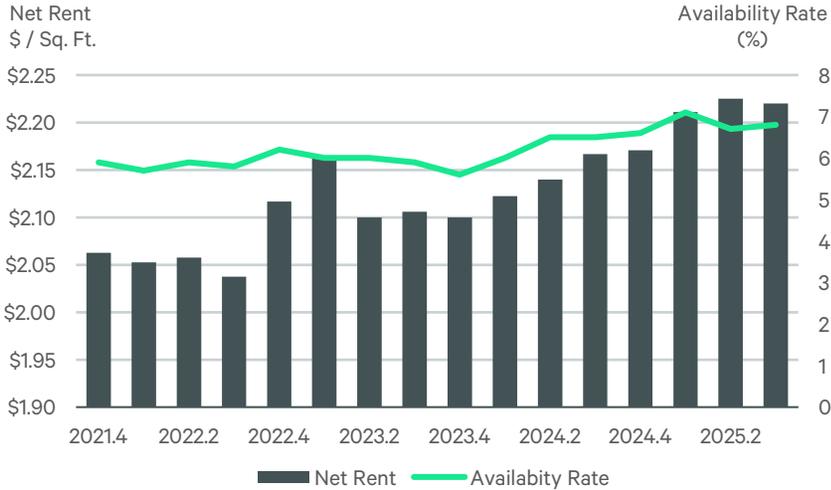
FIGURE 4: Market Statistics by Submarket

Market	Inventory (SF 000s)	Availability Rate (%)	Net Absorption (SF 000s)	Completions (SF 000s)	Net Rent
Total Market	39,388	6.8	(44)	10	\$2.22
Oxnard-Thousand Oaks-Ventura	39,388	6.8	(44)	10	\$2.22

Source: CBRE Econometric Advisors, Q3 2025.

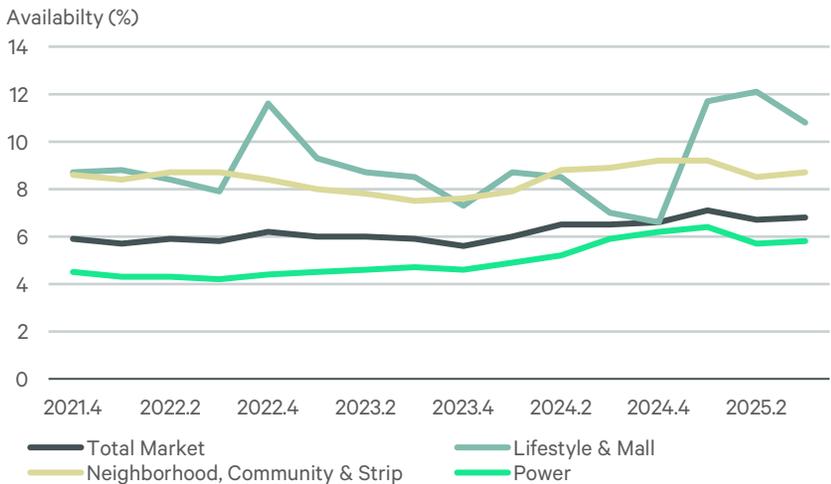
Asking Rents & Availability

FIGURE 5: Net Asking Rent and Availability Rate



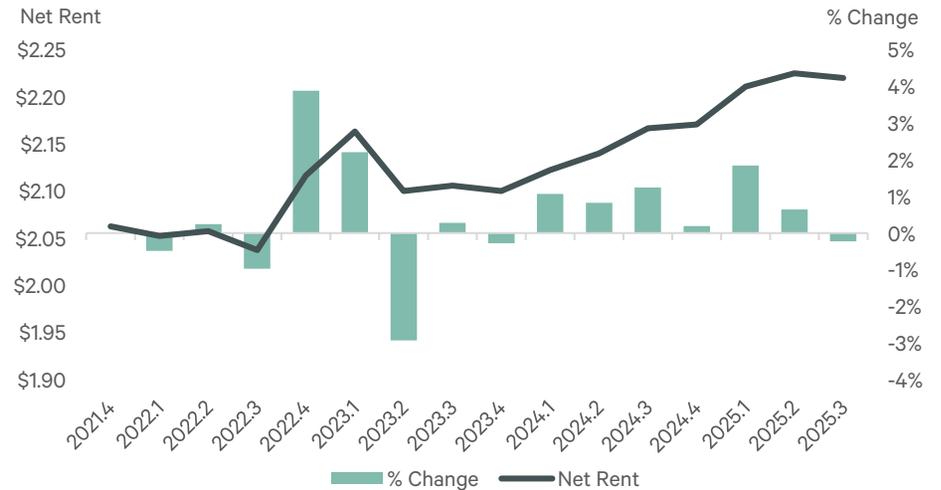
Source: CBRE Econometric Advisors, Q3 2025.

FIGURE 7: Availability by Center Type



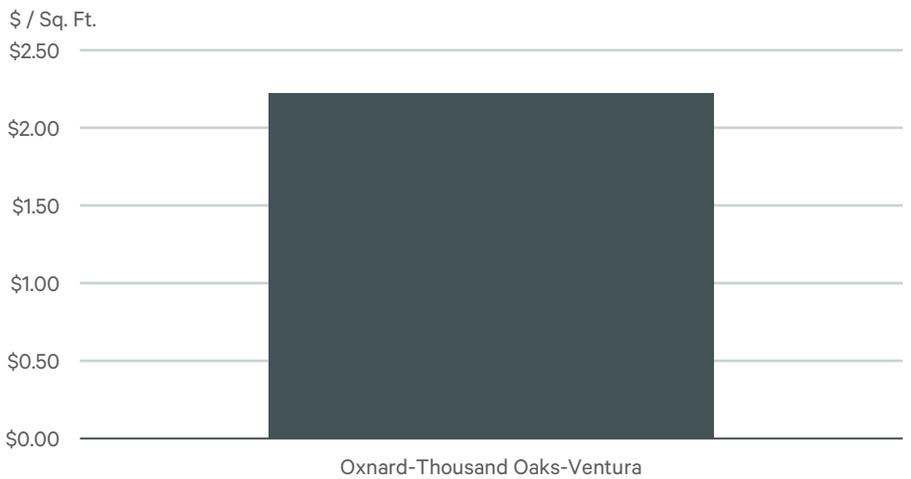
Source: CBRE Econometric Advisors, Q3 2025.

FIGURE 6: Net Rent and % Change



Source: CBRE Econometric Advisors, Q3 2025.

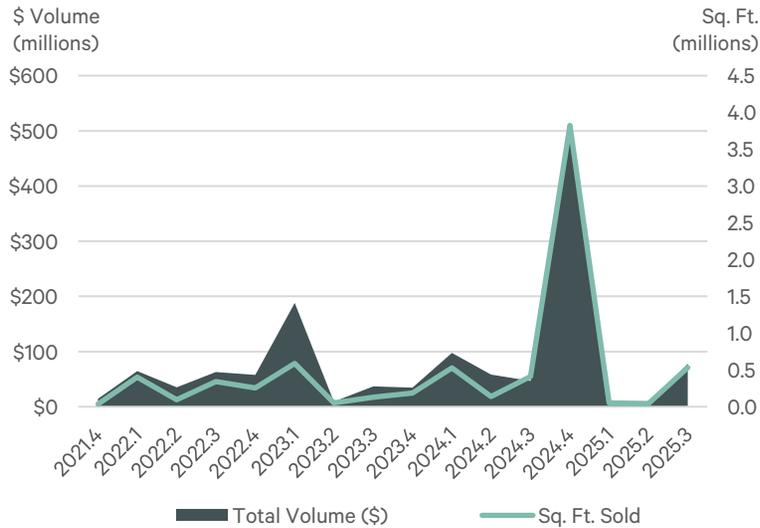
FIGURE 8: Top 5 Submarket by Net Rent



Source: CBRE Econometric Advisors, Q3 2025.

Investment Sales

FIGURE 9: Retail Investment Sale Volume



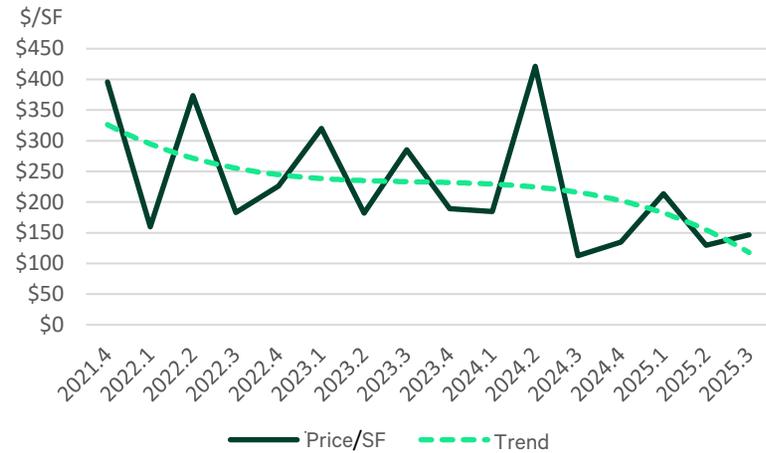
Source: MSCI Real Capital Analytics, Q3 2025.

FIGURE 11: Q3 2025 Sale Transactions

Buyer	Property Name	City	Building SF	Sale Price	Price / SF
Onyx Partners Ltd	JCPenney	Ventura	124,656	\$6,005,638	\$48
Optimus Properties	Mission Bell Plaza	Moorpark	239,794	\$14,300,000	\$60
Gerrity Group	Conejo Valley Plaza II	Thousand Oaks	127,000	\$45,500,000	\$358
Marina Martinez	Regency Theatre	Ventura	25,625	\$8,750,000	\$341
Dylan Investments	Ely & J 99 Cents & More	Fillmore	15,353	\$3,500,000	\$228

Source: MSCI Real Capital Analytics, Q3 2025.

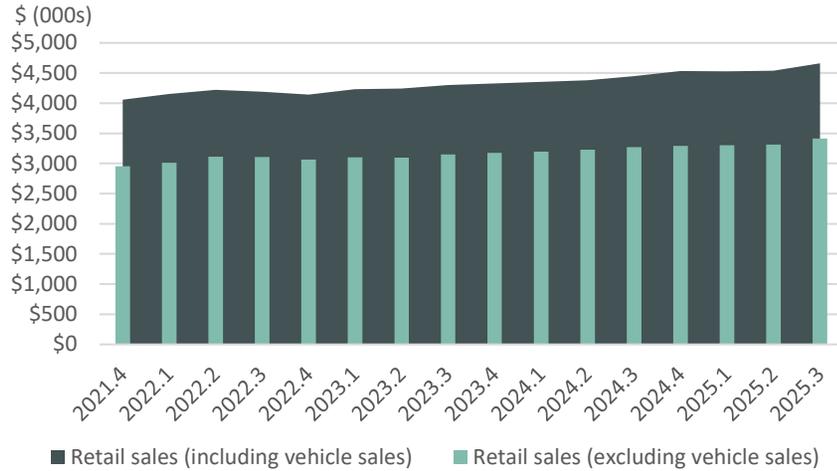
FIGURE 10: Retail Investment Sale Price Per Sq. Ft.



Source: MSCI Real Capital Analytics, Q3 2025.

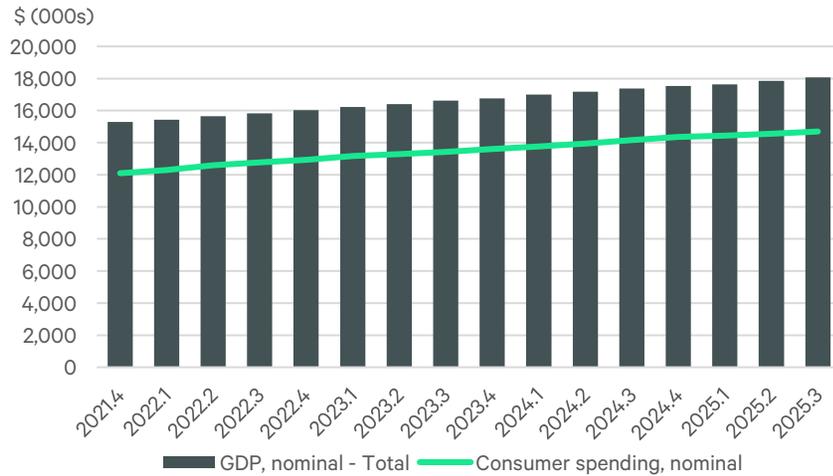
Economic Overview

FIGURE 12: Total Retail Sales



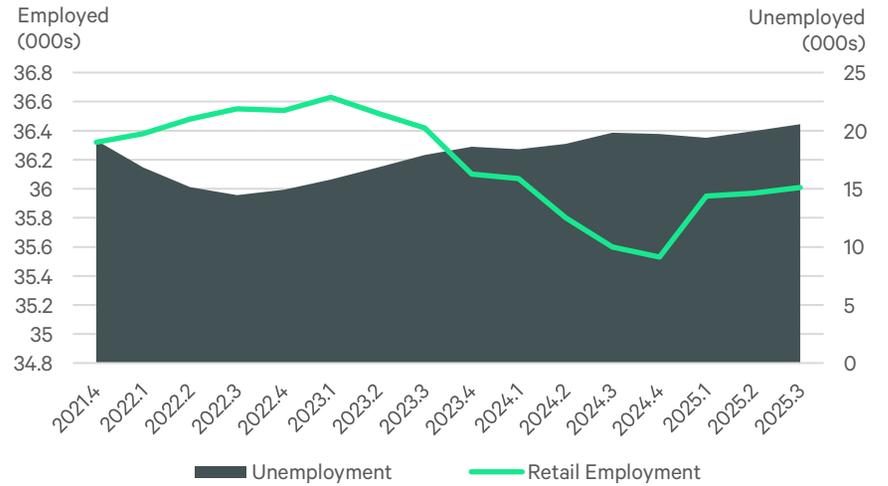
Source: Oxford Economics, Q3 2025.

FIGURE 14: GDP & Consumer Spending



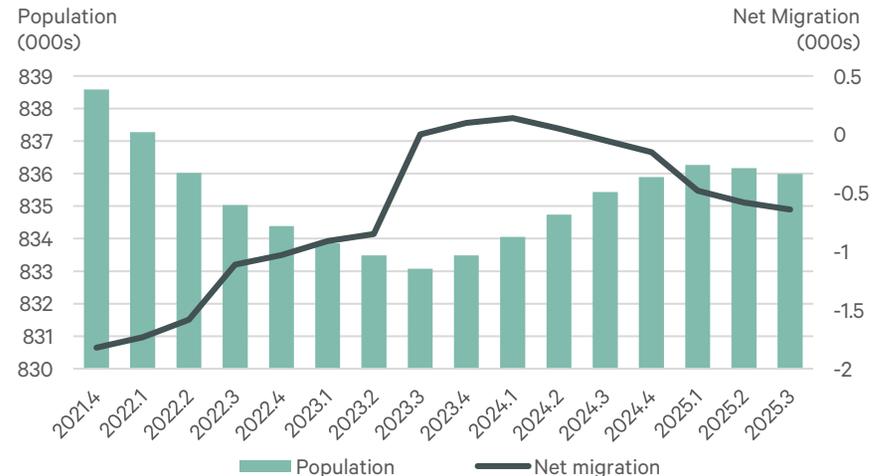
Source: Oxford Economics, Q3 2025.

FIGURE 13: Retail Employment vs. Unemployment



Source: Oxford Economics, Q3 2025.

FIGURE 15: Total Population & Net Migration



Source: Oxford Economics, Q3 2025.

Contacts

Siyuan Ma

Senior Research Analyst
Siyuan.Ma@cbre.com

Alex Hall

Research Manager
Alex.Hall1@cbre.com

Konrad Knutsen

Director of Research
Konrad.Knutsen@cbre.com

CBRE Econometric Advisors

Daniel Diebel

Economist
Daniel.Diebel@cbre.com

Retail Definitions

Neighborhood, community and strip centers are groupings of buildings where there is most often an anchor property (except strip). Neighborhood properties are the largest ranging from 125,000 to 400,000 sq. ft., followed by community at 30,000 to 125,000 sq. ft., and strip with 30,000 or less sq. ft.

Lifestyle are upscale national-chain specialty stores with dining and entertainment in an outdoor setting. Lifestyle centers range from 150,000 to 500,000 sq. ft. Malls, including both regional and super regional malls, can provide a wide range of goods and services. Regional malls are built around full-line department stores and usually range over 300,000 sq. ft. Super regional malls are usually over 750,000 sq. ft. with more department stores.

Power Centers are category-dominant anchors, including discount department stores, off-price stores, and wholesale clubs, with only a few small tenants. They range from 250,000 to 600,000 sq. ft. and have multiple anchors.

Freestanding Retail are single-tenant occupied retail buildings. All other variables may vary.

Market Definition

The Ventura market consists of Ventura County.