



MARKET AT A GLANCE



OCCUPANCY RATE **96.2%**
Up **10 bps** since 3Q16



ASKING RENT **\$2,011**
Up **5.0%** since 3Q16

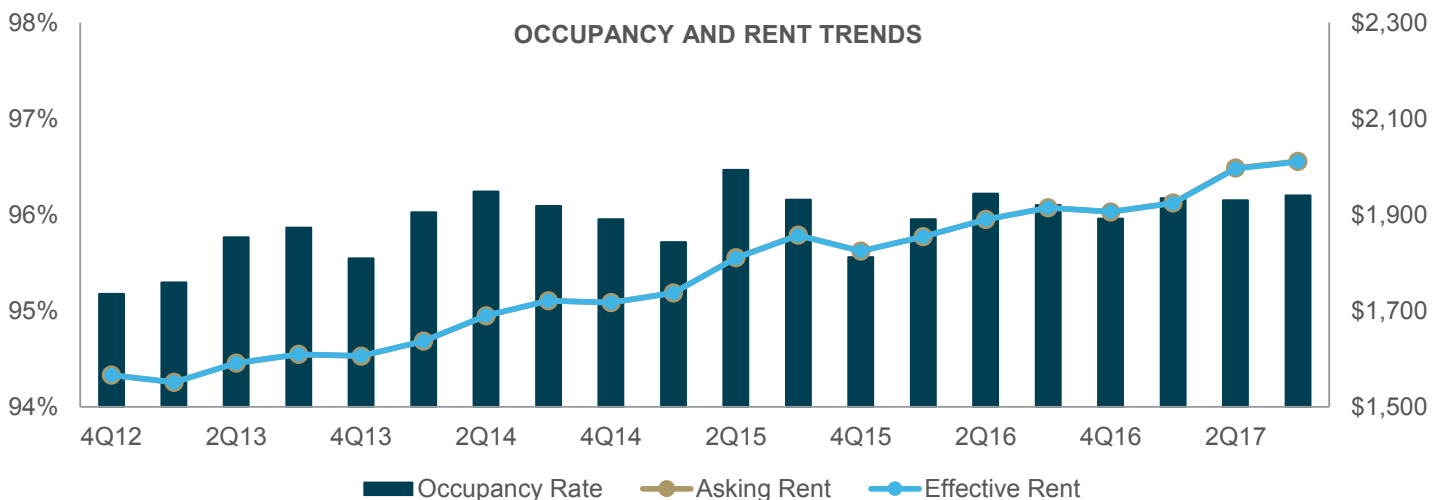


CONCESSIONS **0.0%**
Down **10 bps** since 3Q16

OCCUPANCY AND RENT TRENDS

RENTS RISE 5.0% ANNUALLY AS HEADCOUNTS RISE 3.5%

Multifamily operators raised rents at a healthy rate in the last four quarters, capitalizing on a void in apartment development in Ventura County during that time. At \$2,011 per month in the third quarter, average asking rent was 5.0% higher than one year prior. At the same time, effective rent advanced 5.0% to \$2,010 per month, keeping concessions virtually nonexistent. Despite negative apartment demand in the third quarter, leasing activity remained net positive in the trailing 12 months with 378 newly occupied apartments. During the last four quarters, cost-conscious renters were drawn to Oxnard, the cheapest submarket. Annual leasing activity was greatest in Oxnard, where 368 additional units were occupied, fueling the largest year-over-year increase in occupancy among the five submarkets. Amid heightened demand, operators in Oxnard raised asking rent 4.2% to \$1,896 per month, while remaining the most affordable. As Ventura County's apartment occupancy rate ticked up 10 basis points to 96.2% in third quarter, multifamily developers expanded the planning pipeline. Permitting activity ramped up in the first nine months of this year as developers requested permits for 856 apartments, up from permit issuance of 491 units in the same period last year.



VENTURA COUNTY, CA

MULTIFAMILY REPORT

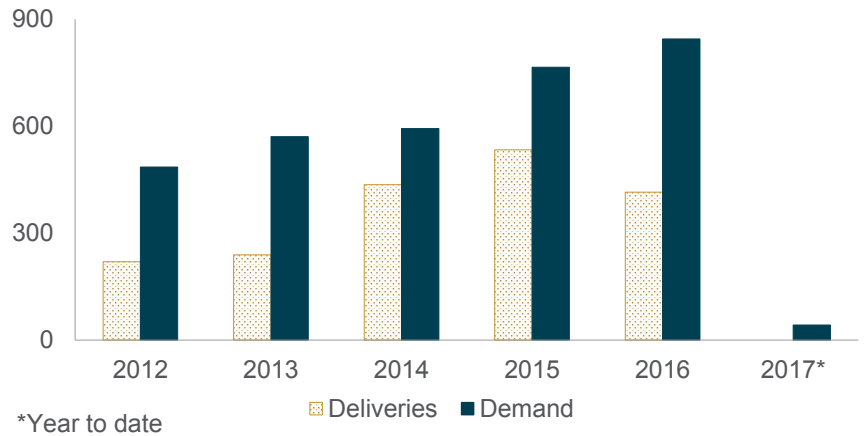
DELIVERIES AND DEMAND



DELIVERIES 0
Units YTD



NET ABSORPTION 42
Units YTD



ECONOMIC TRENDS

2016 **UNEMPLOYMENT*** 2017
5.1% **-50 BPS CHANGE** 4.6%

2016 **EMPLOYMENT*** 2017
300.4k **3.5% CHANGE** 310.9k

2016 **EXISTING SFH SALES**** 2017
8.4k **20.2% CHANGE** 10.1k

2016 **MEDIAN SFH PRICE**** 2017
\$593.6k **7.0% CHANGE** \$635.3k

2016 **10-YEAR TREASURY**** 2017
1.63% **60 BPS CHANGE** 2.20%

Rising workforce supported rental demand in Ventura County. Metro employers created 10,500 net jobs during the 12-month span ending August 2017, representing annual employment growth of 3.5%. Hiring heightened from the previous year when employment expanded 1.2%. The education and health services sector contributed to the acceleration as the headcounts surged 11.5% with a metro-leading 5,100 new personnel. The sector was lifted by the recent completion and staffing of two large-scale expansions totaling nearly \$600 million, including Community Memorial Hospital and Ventura County Medical Center, firmly establishing the area's Midtown Wellness District. Hiring was also robust in the leisure and hospitality industry, where 1,800 workers were recruited to expand 4.9% since August 2016. The additions were needed as visitor spending totaled \$1.7 billion in Ventura County during 2016, up 3.4% from the year before. The construction industry rose 6.1% with 900 specialty trade and general labor positions filled.

*August; **September



VENTURA COUNTY, CA

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY		AVG RENT INCREASE		AVG RENT		NET ABSORPTION		DELIVERED UNITS	
	3Q16	3Q17	3Q16	3Q17	3Q16	3Q17	3Q17	ANNUAL	3Q17	ANNUAL
Oxnard	91.6%	94.3%	2.2%	4.2%	\$1,819	\$1,896	-361	368	0	0
San Buenaventura	96.5%	96.8%	1.3%	4.0%	\$1,847	\$1,921	-1	27	0	0
Simi Valley/Moorpark	95.6%	95.7%	4.2%	3.7%	\$1,944	\$2,015	7	6	0	0
Thousand Oaks	96.0%	95.5%	1.7%	5.0%	\$2,052	\$2,154	14	-43	0	0
Ventura County/Other	96.3%	96.6%	6.8%	5.8%	\$1,931	\$2,043	-8	20	0	0
TOTALS	96.1%	96.2%	3.1%	5.0%	\$1,915	\$2,011	-348	378	0	0



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