

**Boras Real Estate**

**2021**

# **Ventura County Residential Land Market Report**

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# 2021 Market Highlights

## Land Transactions Volume

**\$174.5MM**  
(212 transactions)

Year Over Year

▲ 78%

## Average Price

**\$823,219**  
(\$0.93/sf)

Year Over Year

▲ 18%

## Median Price

**\$470,000**  
(\$9.04/sf)

Year Over Year

▲ 14%

## Buildable SFR Lot Volume

**\$94.8 MM**  
(124 Lots\*)

Year Over Year

▲ 86%

## Average Price

**\$764,855**  
(\$4.82/sf)

Year Over Year

▲ 36%

## Median Price

**\$550,000**  
(\$17.54/sf)

Year Over Year

▲ 26%

\* Estimated based on MLS details.

# Ventura County

## Overview

- Price, transaction numbers and volume all increased, driven by a strong housing market.
- Fire lots dominated buildable lot sales.
- Ventura and Ojai register the largest number of transactions.
- MLS land closings highest in 5 years.

## Notable Transactions

Submarket	Acres	Price	PSF	Type	Source
Thousand Oaks	6.41	\$2,300,000	\$8.23	3 SF Lots	MLS
Oxnard	0.11	\$1,950,000	\$424.37	Ocean Front Lot	MLS
Ojai	4.96	\$1,850,000	\$8.56	SF Lot	MLS
Westlake Village	2.18	\$1,850,000	\$19.48	SF Lot	MLS
Malibu	0.24	\$1,225,000	\$118.41	SF Lot	MLS
Simi Valley	10.00	\$1,200,000	\$2.75	SF Lot	MLS
Santa Paula	198.98	\$5,337,500	\$0.62	Sub Div	Off Market
Ventura	56.02	\$38,400,000	\$15.74	Sub Div	Off Market

## Countywide MLS Data 2021 and 2020

	2021	2020	Growth
<b>All Land Transactions</b>			
Transactions	212	140	51.4%
Volume	\$174,522,447	\$97,795,991	78.5%
Average Price	\$823,219	\$698,543	17.8%
Median Price	\$470,000	\$411,000	14.4%
Total Square Footage	188,266,392	86,539,003	117.6%
Average Price/SF	\$0.93	\$1.13	(18.0%)
Median Price/SF	\$9.04	\$11.85	(23.8%)
Avg. Transactions Size (sf)	888,049	618,136	43.7%
Median Transaction Size (sf)	45,368	27,485	65.1%
<b>Buildable SF Lot Sales*</b>			
Lots	124	91	36.3%
Volume	\$94,842,047	\$51,043,001	85.5%
Average Price	\$764,855	\$560,912	36.4%
Median Price	\$550,000	\$437,500	25.7%
Total Square Footage	19,695,129	15,721,350	25.3%
Average Price/SF	\$4.82	\$3.25	48.3%
Median Price/SF	\$17.54	\$18.75	(6.5%)
Average Lot Size	158,832	172,762	(8.1%)
Median Lot Size	28,811	17,202	67.5%

\* Estimated based on MLS details.

# Submarkets

*Area	Zip	All MLS Land Transactions						Buildable Lots*											
		# Transactions		Volume (\$000s)		Avg. Price (\$000s)		Lots		Volume (\$000s)		Avg. Price (\$000s)		Median Price (\$000s)		Average Price/SF		Median Price/SF	
		2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Malibu	90265	6	2	\$10,550	\$560	\$1,758	\$280	4	1	\$9,475	\$500	\$2,369	\$500	\$1,025	\$500	\$5.26	\$1.32	\$59.68	\$1.32
West Hills	91304	1	1	\$54	\$68	\$54	\$68	-	-	-	-	-	-	-	-	-	-	-	-
Bell Canyon	91307	10	7	\$4,491	\$2,776	\$449	\$397	9	7	\$4,241	\$2,776	\$471	\$397	\$432	\$371	\$6.60	\$6.28	\$8.85	\$7.08
Simi/Chatsworth	91311	6	2	\$744	\$33	\$124	\$17	3	-	\$461	-	\$154	-	\$156	-	\$11.27	-	\$12.59	-
Newbury	91320	7	5	\$3,933	\$1,700	\$562	\$340	4	3	\$1,643	\$815	\$411	\$272	\$473	\$195	\$10.13	\$9.62	\$17.53	\$10.41
Thousand Oaks	91360	4	-	\$2,744	-	\$686	-	2	-	\$2,435	-	\$1,218	-	\$1,218	-	\$11.58	-	\$14.37	-
Westlake Village	91361	8	2	\$6,847	\$3,175	\$856	\$1,588	3	2	\$5,850	\$3,175	\$1,950	\$1,588	\$1,850	\$1,588	\$23.60	\$3.60	\$19.48	\$21.43
Thousand Oaks	91362	14	7	\$14,110	\$7,820	\$1,008	\$1,117	15	6	\$13,810	\$7,195	\$921	\$1,199	\$930	\$1,288	\$10.64	\$8.70	\$12.23	\$16.69
Oak Park	91377	-	3	-	\$1,227	-	\$409	-	3	-	\$1,227	-	\$409	-	\$345	-	\$58.31	-	\$69.07
North Ventura Co.	93001	14	9	\$8,596	\$4,974	\$614	\$553	8	5	\$6,739	\$3,223	\$842	\$645	\$613	\$723	\$90.39	\$93.66	\$84.45	\$110.65
Ventura City	93003	23	28	\$12,630	\$11,400	\$549	\$407	22	25	\$10,880	\$9,960	\$495	\$398	\$535	\$377	\$32.70	\$28.71	\$32.06	\$27.88
Ventura City	93004	1	1	\$120	\$4,525	\$120	\$4,525	-	-	-	-	-	-	-	-	-	-	-	-
Ventura City	93009	1	-	\$75	-	\$75	-	-	-	-	-	-	-	-	-	-	-	-	-
Camarillo	93010	3	6	\$1,565	\$4,021	\$522	\$670	2	4	\$885	\$1,530	\$443	\$383	\$443	\$413	\$15.36	\$9.34	\$18.14	\$11.51
Camarillo	93012	6	3	\$9,048	\$2,400	\$1,508	\$800	4	2	\$4,050	\$1,625	\$1,013	\$813	\$705	\$813	\$1.07	\$1.58	\$1.29	\$2.90
Fillmore	93015	7	5	\$12,145	\$3,093	\$1,735	\$619	1	-	\$125	-	\$125	-	\$125	-	\$17.86	-	\$17.86	-

\* Estimated based on MLS details.

# Submarkets

Area	Zip	All MLS Land Transactions						Buildable Residential Lots*											
		Transactions		Volume (\$000s)		Avg. Price (\$000s)		Lots		Volume (\$000s)		Avg. Price (\$000s)		Median Price (\$000s)		Average Price/SF		Median Price/SF	
		2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Moorpark	93021	5	2	\$6,340	\$1,510	\$1,268	\$755	-	1	-	\$410	-	\$410	-	\$410	-	\$0.94	-	\$0.94
Oak View	93022	1	-	\$520	-	\$520	-	1	-	\$520	-	\$520	-	\$520	-	\$19.62	-	\$19.62	-
Ojai	93023	21	14	\$16,970	\$9,410	\$808	\$672	17	11	\$15,695	\$8,385	\$923	\$762	\$920	\$745	\$2.63	\$0.83	\$8.56	\$2.40
Oxnard	93030	3	1	\$1,145	\$165	\$382	\$165	-	-	-	-	-	-	-	-	-	-	-	-
Oxnard	93033	1	1	\$6,000	\$20,750	\$6,000	\$20,750	-	-	-	-	-	-	-	-	-	-	-	-
Oxnard	93035	12	9	\$8,917	\$6,223	\$743	\$691	12	9	\$8,917	\$6,223	\$743	\$691	\$527	\$623	\$136.93	\$201.37	\$141.18	\$204.89
Oxnard	93036	1	2	\$350	\$660	\$350	\$330	1	2	\$350	\$660	\$350	\$330	\$350	\$330	\$26.78	\$19.94	\$26.78	\$19.98
Piru	93040	6	4	\$1,991	\$1,095	\$332	\$274	2	-	\$290	-	\$145	-	\$145	-	\$25.76	-	\$25.77	-
Port Hueneme	93041	-	1	-	\$345	-	\$345	-	-	-	-	-	-	-	-	-	-	-	-
Santa Paula	93060	13	10	\$20,063	\$5,712	\$1,543	\$571	4	5	\$2,115	\$872	\$529	\$174	\$488	\$182	\$1.49	\$6.76	\$5.65	\$8.09
Simi Valley	93062	1	-	\$250	-	\$250	-	-	-	-	-	-	-	-	-	-	-	-	-
Simi Valley	93063	13	8	\$2,258	\$1,297	\$174	\$162	4	1	\$907	\$35	\$227	\$35	\$209	\$35	\$3.42	\$3.33	\$5.88	\$3.33
Simi Valley	93065	5	-	\$4,065	-	\$813	-	3	-	\$3,570	-	\$1,190	-	\$1,200	-	\$6.46	-	\$15.64	-
Somis	93066	7	4	\$16,157	\$2,432	\$2,308	\$608	2	4	\$1,190	\$2,432	\$595	\$608	\$595	\$555	\$1.21	\$3.38	\$3.75	\$4.18
Frazier Park	93225	11	3	\$1,582	\$426	\$144	\$142	1	-	\$695	-	\$695	-	\$695	-	\$0.40	-	\$0.40	-
Frazier Park	93252	1	-	\$265	-	\$265	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Totals</b>		<b>212</b>	<b>140</b>	<b>\$174,522</b>	<b>\$97,796</b>	<b>\$823</b>	<b>\$699</b>	<b>124</b>	<b>91</b>	<b>\$94,842</b>	<b>\$51,043</b>	<b>\$765</b>	<b>\$561</b>	<b>\$550</b>	<b>\$438</b>	<b>\$4.82</b>	<b>\$3.25</b>	<b>\$17.54</b>	<b>\$18.75</b>

\* Estimated based on MLS details.

## Scott Boras

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Scott is a Broker Associate with Fathom Realty. He represents buyers and sellers of buildable, developable residential land across Southern California. He is known among colleagues and friends for his 24/7 can-do attitude, professionalism, and meticulous attention to detail. What sets him apart further is his extensive real estate development experience along with a background in law and finance. Scott has served as the senior executive at two developers and was involved in the acquisition, development, and disposition of several million square feet of commercial and residential real estate. Scott holds an MBA from The Wharton School, a law degree from the Pepperdine School of Law, and a BBA from Simon Fraser University in Canada.

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