

**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA

CONFIDENTIAL OFFERING MEMORANDUM



**CBRE**

## Affiliated Business Disclosure

CBRE, Inc. ("CBRE") operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Investment Management, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property") and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

## Disclaimer

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

## Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc. ("CBRE"), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners, and the use of such marks does not imply any affiliation with or endorsement of CBRE.

Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

© 2025 CBRE, Inc. All Rights Reserved.

**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA

# table of contents

**1** EXECUTIVE SUMMARY

---

**2** PROPERTY DESCRIPTION

---

**3** INVESTMENT OVERVIEW

---

**4** AREA OVERVIEW

**CBRE**

**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA



01

EXECUTIVE  
SUMMARY

# THE OFFERING

## MULTI-TENANT INDUSTRIAL INVESTMENT FOR SALE

CBRE, Inc., as exclusive agent, is pleased to present a rare opportunity to acquire a two-building, multi-tenant industrial complex in an excellent location. Walker-Ralston Square is located on the beautiful Southern California Pacific Coast in Ventura, California. The City of Ventura, in Ventura County, is located approximately 68 miles northwest of Downtown Los Angeles and 25 miles south of Santa Barbara. Ventura County boasts some of the richest agricultural land in California, and is a thriving center of commerce, tourism and industry.

Built in 1979, the offering consists of two multi-tenant buildings totaling approximately  $\pm 117,987$  square feet, located on 5.14 acres of MPD zoned land, and are 100% leased. Located off the Victoria Avenue 101 Freeway exit, the Property has excellent 101 Freeway visibility and access.



PROPERTY VIDEO  
[CLICK HERE](#)



BUILDING SIZE  
 $\pm 117,987$  SF



SALE PRICE  
\$18,500,000



PRICE PER SF  
\$157.00/SF



PARCEL SIZE  
5.14



ZONING  
MPD

**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA



02

PROPERTY  
DESCRIPTION

# PROPERTY OVERVIEW

OPPORTUNITY TO ACQUIRE 2 HIGHLY FUNCTIONAL INDUSTRIAL BUILDINGS IN IN-FILL VENTURA COUNTY, CALIFORNIA • WELL LEASED MULTI-TENANT BUILDINGS TOTALING ±117,987 SF • BELOW REPLACEMENT COSTS WITH SIGNIFICANT BARRIERS TO ENTRY

<b>Address</b>	5103-5109 Walker Street 5120-5126 Ralston Street
<b>Interest Offered</b>	Fee Simple
<b>Zoning</b>	M1PD
<b>APN</b>	137-0-072-045
<b>Offering Price</b>	\$18,500,000
<b>Square Footage</b>	117,987
<b>Lot Size</b>	5.14
<b>% of Office</b>	±35%
<b>Year Built</b>	1979
<b># of Buildings/Tenants</b>	2 / 8
<b>Occupancy</b>	100%
<b>Type</b>	Industrial multi-tenant
<b>Parking</b>	225
<b>Clear Height</b>	19'
<b>Loading</b>	10 (10' X 14')
<b>Construction Type</b>	CTU
<b>Roof</b>	Built up roof
<b>Sprinklers</b>	Yes



## PROPERTY HIGHLIGHTS

- Very flexible configuration with space for office or industrial users
- Excellent access to freeways, shopping, restaurants, and other retail
- Below replacement costs due to increasing costs and land values

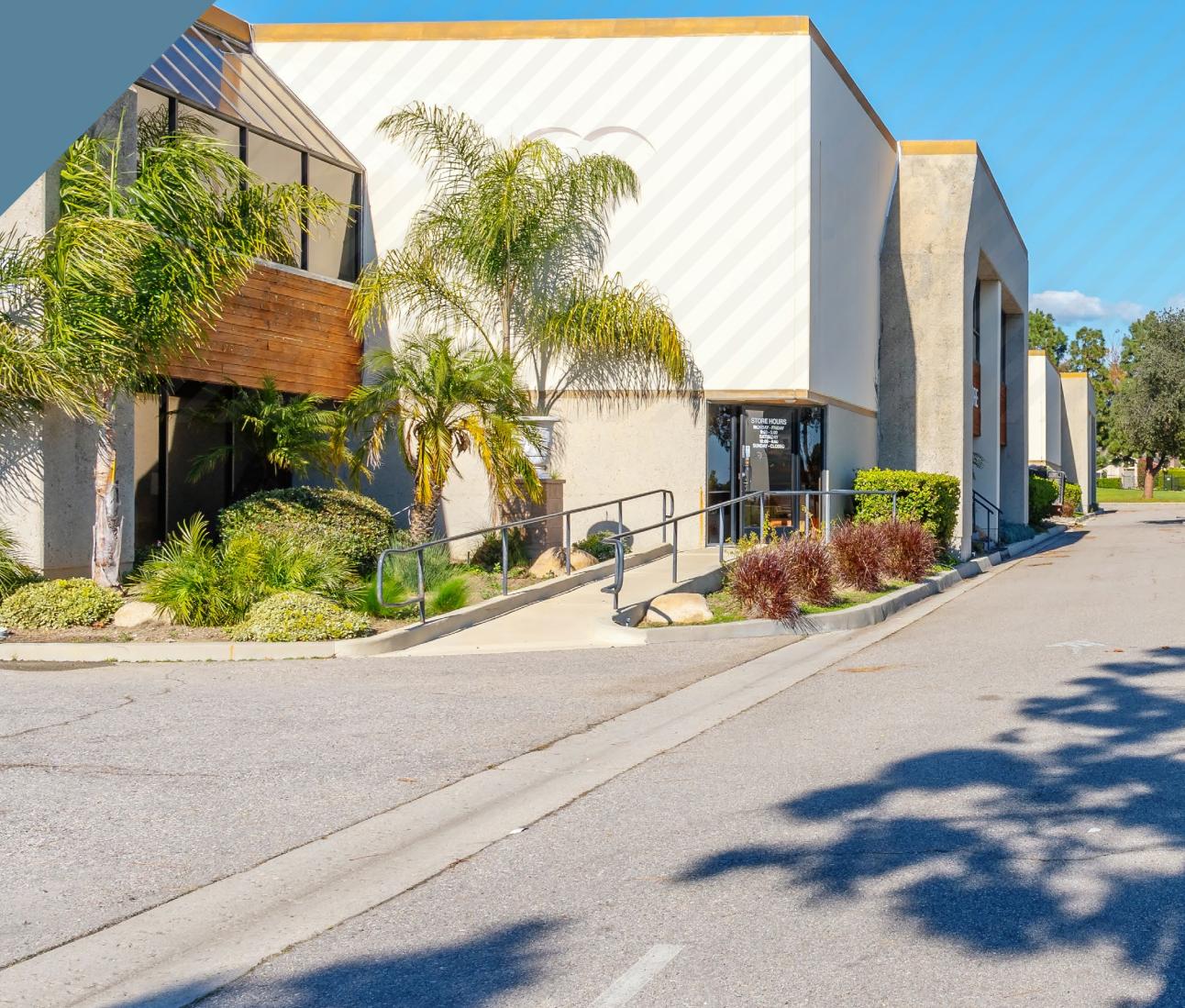
**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA



03

INVESTMENT  
OVERVIEW

# INVESTMENT HIGHLIGHTS

## CLASS A MULTI-TENANT INDUSTRIAL BUILDINGS

- › Excellent opportunity to acquire a best-in-class leased investment with a mix of office, industrial and retail tenants in an A+ location.
- › Well-designed two building project.
- › Adjacent to the newly constructed VA hospital, police department, shopping, banks, restaurants, and numerous other retail uses.
- › The City of Ventura has a pro-business environment with a 1.9% vacancy rate in industrial product as of the second quarter of 2025.
- › 8 tenant configuration provides maximum leasing flexibility and greatly reduces vacancy risk

## LIMITED FUTURE DEVELOPMENT

- › Increasing construction costs, expensive new building code requirements (Title 24 and MS4) and higher land values coupled with a lack of available land have created barriers to new development. This will significantly restrict the development of future competitive multi-tenant projects.

## SIGNIFICANT BARRIERS TO ENTRY

- › With the S.O.A.R. Initiative putting a cap on industrial zoned land and the recent conversion of several large industrial parcels to multi-family developments, there will be long-term constraint on the supply of new industrial product. This, coupled with high city fees, soaring construction costs, and a recovering user market, will translate into a spike in rents for existing product (particularly those that are well-located and functional).

## PROXIMITY TO PORT

- › The property is just over 20 minutes or less from the Port of Hueneme, the only deep water harbor between Los Angeles and San Francisco. Trade through all the ports in the state of California, including the Port of Hueneme, is soaring particularly in automobiles and agricultural products.



# TENANCY HIGHLIGHTS



## THE ARC OF VENTURA

The ARC of Ventura County assists individuals in support of their goals towards a life of opportunity, choice, participation and contribution.



## COUNTY OF VENTURA

Office and records storage for the County of Ventura Superior Courts.



## ADVANCED PPE COMPANY

Advanced PPE Company is a verified ISP (Independent Service Provider) serving Central and Southern California. Owned and operated by Firefighters here to assist departments with their NFPA 1851 care and maintenance programs. We have built a team dedicated to doing our part in the fight against occupational cancer. The health and safety of our brothers and sisters is our priority.



## APPLIED INDUSTRIAL TECHNOLOGIES

With 100 years of leadership, Applied Industrial Technologies, is a leading value-added distributor and technical solutions provider of industrial motion, fluid power, flow control, automation technologies, and related maintenance supplies.



## REDLINE ATHLETICS

Sports performance training center for young athletes.



## WHOLESALE DESIGN WAREHOUSE FINE FURNITURE

For over 10 years, Wholesale Design Warehouse has been dedicated to providing a combination of quality, service and value from a furniture store in Ventura County.

Wholesale Design Warehouse offers an outstanding variety of living room, dining room, bedroom, home office and kids furniture for shoppers to browse through.

To find out more information on each business, click their logo to visit their website.

# INVESTMENT HIGHLIGHTS

**CBRE**

**Walker Ralston Square**

10-Year Hold Period

## EXECUTIVE SUMMARY

PROPERTY DESCRIPTION			
Property Type	Office/Industrial	Size of Improvements	117,987 SF
Property Owner	Gordon Family Trust	Currently Vacant as of 9/1/25	0 SF
Property Address	5103-5109 Walker Street & 5120-5126 Ralston Street Ventura, CA	Current Occupancy as of 9/1/25	100.00%
		Projected Occupancy as of 9/1/25	100.00%
ACQUISITION AND RESIDUAL SUMMARY		LEVERAGE SUMMARY	
<b>Purchase Price as of September 1, 2025</b>		<b>[1]</b>	
	<b>\$157 PSF</b>	<b>\$18,500,000</b>	<b>MARKET LOAN</b>
			\$9,250,000
			50.00%
			\$0
			\$9,250,000
			50.00%
Capitalization Rate	Year 1	Year 5	Year 10
Unleveraged Cash Return	6.01%	8.70%	10.26%
Leveraged Cash Return	5.76%	8.07%	9.53%
Return on Cost	3.89%	8.46%	11.36%
In-Place Capitalization Rate	5.99%	8.54%	9.87%
Mark-to-Market Cap Rate	6.02%	100.00% Occupancy	
	7.58%	97.00% Occupancy	
Average Capitalization Rate	3-Year	5-Year	10-Year
Average Cash Return	6.76%	7.41%	8.54%
Average Leveraged Cash Return	6.44%	7.04%	8.14%
	5.24%	6.44%	8.60%
Gross Residual Value as of August 31, 2035	\$316 PSF	\$37,302,000	
Net Residual Value as of August 31, 2035	\$310 PSF	\$36,556,000	\$18,500,000
Net Residual Value Adjusted For Inflation	\$231 PSF	\$27,201,097	(9,250,000)
Residual Capitalization Rate		5.25%	92,500
Residual Cost of Sale		2.00%	0
NOI Compound Annual Growth Rate (CAGR)		6.14%	\$9,342,500
<b>ALL CASH IRR</b>	<b>12.99%</b>	<b>LEVERAGED IRR</b>	<b>16.82%</b>
<b>ALL CASH EQUITY MULTIPLE</b>	<b>2.79x</b>	<b>LEVERAGED EQUITY MULTIPLE</b>	<b>3.93x</b>

[1] Leveraged analysis is based on financing that a particular investor may or may not be able to obtain.

### Cash Flow Projections Based on Argus Enterprise Version 14.0.2

© 2024 CBRE, Inc. The information contained in this document has been obtained from sources believed reliable. While CBRE, Inc. does not doubt its accuracy, CBRE, Inc. has not verified it and makes no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. This is an opinion of value or comparative market analysis and should not be considered an appraisal. In making any decisions that rely upon this analysis, it should be noted that we have not followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of The Appraisal Foundation.

# INVESTMENT HIGHLIGHTS



Walker Ralston Square

10-Year Hold Period

## IN-PLACE vs. PRO FORMA vs. MARK-TO-MARKET NOI SUMMARY

	In-Place NOI Sep-25, Annualized	\$ PSF	Year 1 Pro Forma NOI Sep-25 to Aug-26	\$ PSF	Mark-to-Market NOI Sep-25, Annualized	\$ PSF
<b>Size of Improvements</b>		117,987 SF		117,987 SF		117,987 SF
<b>REVENUES</b>						
Scheduled Base Rent						
Gross Potential Rent	\$1,304,652	\$11.06	\$1,338,267	\$11.34	\$1,695,638	\$14.37
Absorption & Turnover Vacancy	0	0.00	0	0.00	0	0.00
Free Rent	0	0.00	0	0.00	0	0.00
Total Scheduled Base Rent	1,304,652	11.06	1,338,267	11.34	1,695,638	14.37
Expense Recoveries	120,641	1.02	123,961	1.05	81,750	0.69
<b>TOTAL GROSS REVENUE</b>	<b>1,425,294</b>	<b>[1]</b>	<b>1,462,228</b>	<b>12.39</b>	<b>1,777,388</b>	<b>15.06</b>
General Vacancy Loss	0	0.00	(35,249)	(0.30)	(52,614)	(0.45)
<b>EFFECTIVE GROSS REVENUE</b>	<b>1,425,294</b>	<b>12.08</b>	<b>1,426,979</b>	<b>12.09</b>	<b>1,724,774</b>	<b>14.62</b>
<b>OPERATING EXPENSES</b>						
Repairs & Maintenance	(4,495)	(0.04)	(4,585)	(0.04)	(4,585)	(0.04)
Landscaping	(26,602)	(0.23)	(27,134)	(0.23)	(27,134)	(0.23)
Utilities	(15,231)	(0.13)	(15,536)	(0.13)	(15,536)	(0.13)
Management Fee	(27,801)	(0.24)	(28,540)	(0.24)	(34,495)	(0.29)
Insurance	(34,375)	(0.29)	(35,063)	(0.30)	(35,063)	(0.30)
Real Estate Taxes	(202,417)	(1.72)	(205,082)	(1.74)	(205,082)	(1.74)
<b>TOTAL OPERATING EXPENSES</b>	<b>(310,921)</b>	<b>[2]</b>	<b>(315,939)</b>	<b>(2.68)</b>	<b>(321,895)</b>	<b>(2.73)</b>
<b>NET OPERATING INCOME</b>	<b>\$1,114,373</b>	<b>\$9.44</b>	<b>\$1,111,040</b>	<b>\$9.42</b>	<b>\$1,402,879</b>	<b>\$11.89</b>
Capitalization Rate	6.02%		6.01%		7.58%	
<b>PURCHASE PRICE AS OF SEPTEMBER 1, 2025</b>	<b>\$18,500,000</b>	<b>\$156.80</b>	<b>\$18,500,000</b>	<b>\$156.80</b>	<b>\$18,500,000</b>	<b>\$156.80</b>
In-Place Occupancy (At Start of Analysis With No Vacant Lease-Up)	100.00%		100.00%		97.00%	
Average Occupancy (Includes Vacant Lease-Up and Rollover)	-		100.00%		97.00%	

### Notes:

[1] In-Place Net Operating Income is calculated using contractual rents and expense reimbursements as of September 2025, Annualized (with no General Vacancy Loss).

In-Place NOI does not include vacant lease-up revenue, downtime due to near-term expirations, or future rent increases for existing tenants.

[2] Real Estate Taxes are reassessed based on the sales price. See 'Summary of Financial Assumptions' for details.



## SALE COMPS

ADDRESS	BUILDING SF	SALE PRICE (PSF)	SALE DATE
709 Science Drive Moorpark	255,306	\$65,500,000 (\$256.55)	6/17/2022
405 Science Drive Moorpark	105,256	\$25,055,000 (\$238.04)	6/17/2022
609 Science Drive Moorpark	135,000	\$24,100,000 (\$178.52)	10/18/2023
3935-3949 Heritage Oak Court Simi Valley	186,726	\$56,400,000 (\$302.05)	6/22/2022
1785 Voyager Avenue Simi Valley	157,745	\$29,711,453 (\$188.35)	2/24/2022
1955 Surveyor Avenue Simi Valley	96,132	\$16,136,566 (\$167.86)	2/24/2022
1915 Surveyor Avenue Simi Valley	68,750	\$11,151,981 (\$162.21)	2/24/2022
1515 Rancho Conejo Blvd. Thousand Oaks	89,277	\$35,782,681 (\$400.81)	4/11/2022
1489 Lawrence Drive Thousand Oaks	83,880	\$33,7171,319 (\$401.97)	4/11/2022
1756 - 1996 Eastman Avenue Ventura	136,760	\$25,600,000 (\$187.19)	3/4/2022

**5103-5109**

WALKER STREET

**5120-5126**

RALSTON STREET

VENTURA, CA



04

AREA  
OVERVIEW

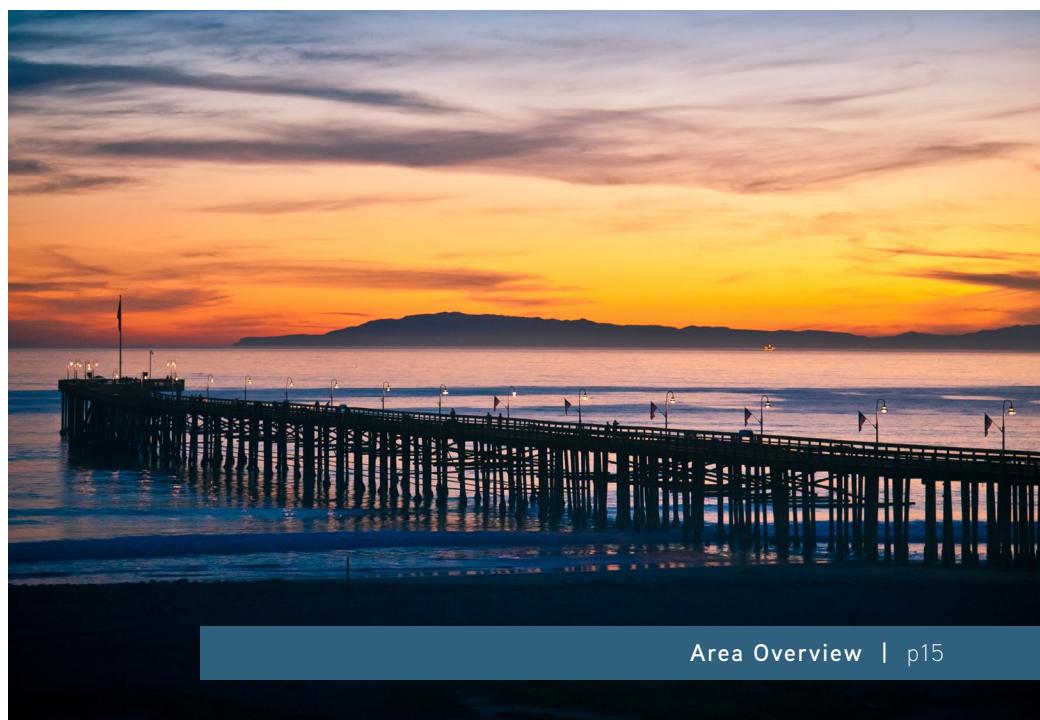
# VENTURA OVERVIEW

## VENTURA: A VITAL PLACE TO WORK, RAISE A FAMILY AND ENJOY LIFE

Recently named one of the most livable communities in America, Ventura is a classic Southern California beach town. Home to a commercial harbor and located 63 miles northwest of Los Angeles and 30 miles south of Santa Barbara, Ventura is an ideal location.

Ventura County's labor force is educated, skilled and within an easy commute for employers who need professional, sales and clerical staff. The workforce also includes a significant number of skilled and semi-skilled technicians and tradespeople. Major employers and prominent companies include Kaiser Permanente, Patagonia, Dow Key Microwave, FedEx, Pepsi-Cola, Coca-Cola, United Blood Services and Community Memorial Hospital.

Ventura's warm Mediterranean climate, wonderful quality of life, miles of uncrowded beaches and bikeways, and a thriving downtown cultural district are only a few of the benefits to its 111,000 residents.



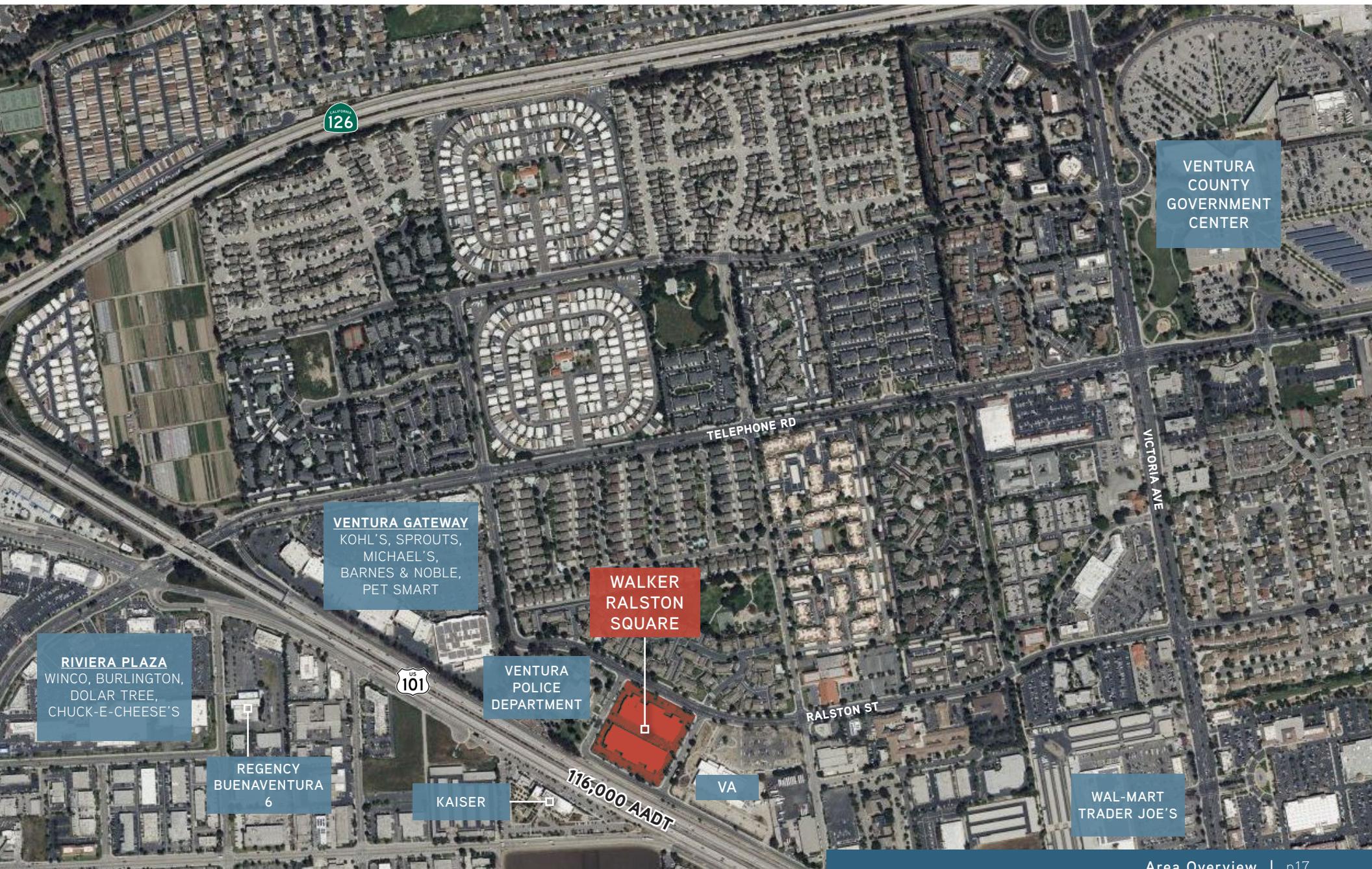


# MOST DESIRABLE PLACE TO LIVE IN THE U.S.

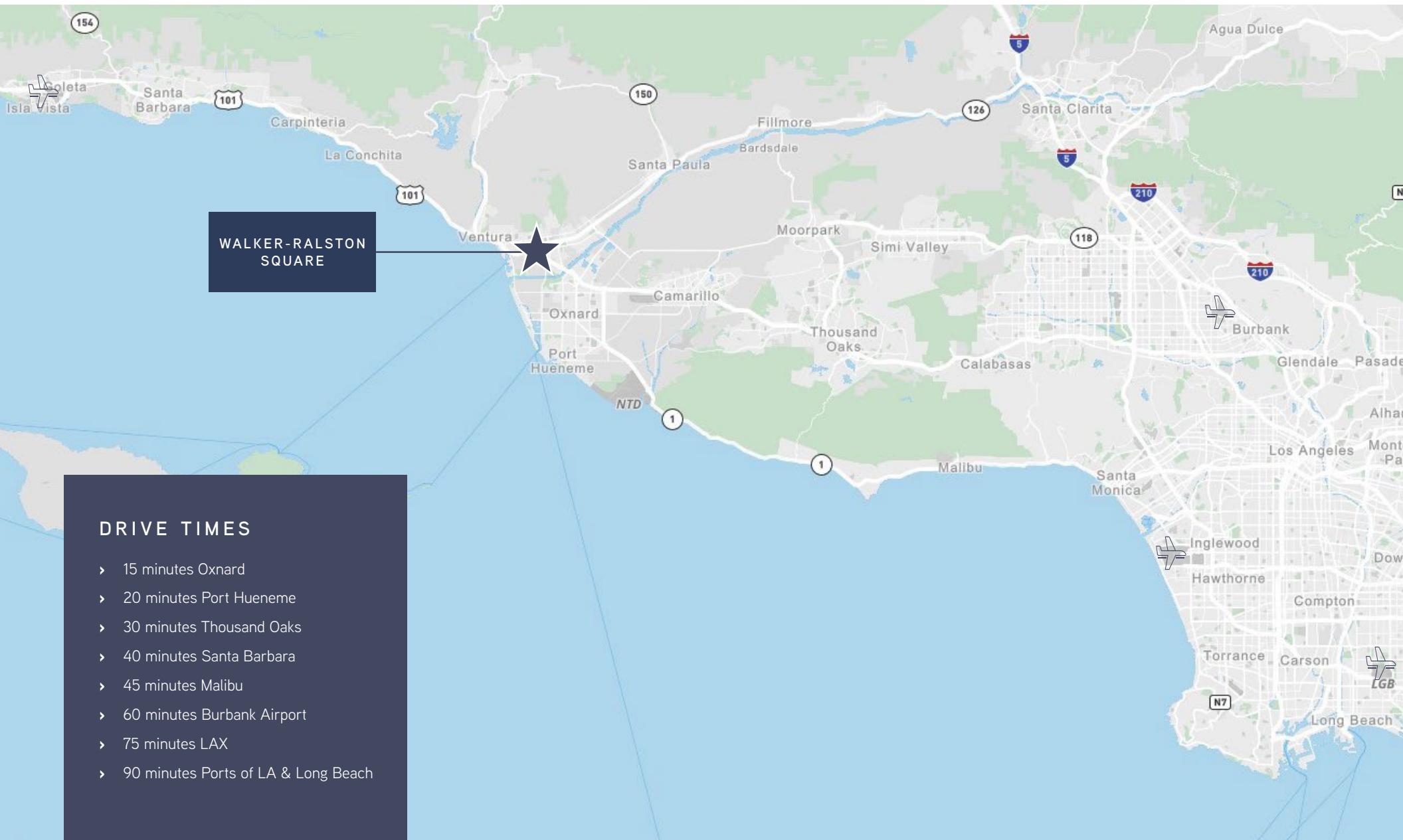
- Washington Post

VENTURA CALIFORNIA

# AMENITIES MAP



# REGIONAL DRIVE TIMES



# VENTURA COUNTY ECONOMIC DRIVERS

Given its proximity to Los Angeles, Ventura County has a high presence of high-technology companies. Aside from the high-technology industry, professional and business services, as well as trade, transportation and utilities have seen significant increases in recent years. Alternatively, manufacturing, financial activities, construction and government have all seen decreases in jobs.

One of the top employers in Ventura County, the Naval Construction Battalion Center in Port Hueneme, is one of two bases in the United States dedicated to the support of U.S.'s naval construction force. Another popular industry in the area is healthcare & biotechnology. Amgen, one of the leading biotechnology companies in the world, is based and headquartered in Thousand Oaks.

Additional economic drivers in Ventura County include Ventura County Medical Center and Community Memorial Hospital in Ventura, Los Robles Hospital and Medical Center in Thousand Oaks, Simi Valley Hospital, and St. John's Regional Medical Center in Oxnard.



13,600  
jobs supported  
  
\$1.5B  
annual economic output



10TH  
highest crop value in CA  
  
\$2.1B  
total annual crop value  
(2018 data)



19,000  
personnel  
  
\$2B  
economic output



21,000  
industry related jobs  
  
SEVEN  
area hospitals

# 5103-5109

WALKER STREET

# 5120-5126

RALSTON STREET

VENTURA, CA



## INVESTMENT CONTACTS

### **JIM MEANEY**

First Vice President  
+1 805 288 4671  
[jim.meaney@cbre.com](mailto:jim.meaney@cbre.com)  
Lic #01360121

© 2025 CBRE, Inc. All rights reserved. This information has been obtained from sources believed reliable but has not been verified for accuracy or completeness. CBRE, Inc. makes no guarantee, representation or warranty and accepts no responsibility or liability as to the accuracy, completeness, or reliability of the information contained herein. You should conduct a careful, independent investigation of the property and verify all information. Any reliance on this information is solely at your own risk. CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners, and the use of such marks does not imply any affiliation with or endorsement of CBRE. Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

**CBRE**