

# LAS POSITAS

CAMARILLO | VENTURA COUNTY | CALIFORNIA



A 213-Unit, Garden, Suburban Core  
Opportunity in the Heart of Ventura County



JONES LANG LASALLE AMERICAS, INC. ("JLL"),  
REAL ESTATE LICENSE #01223413





# The Offering

Jones Lang LaSalle Americas, Inc., as exclusive advisor, is pleased to present for sale Las Positas (the "Property"), a 213-unit core multi-housing opportunity located in the Springville East master-planned community in Camarillo, CA.









Completed in 2019, Las Positas, a LEED Gold Certified building, introduced a new standard of Class A living to Camarillo. The Property features a unique mix of one-bedroom units (25% of unit mix) and large two-bedroom floor plans (75% of unit mix), with an average unit size of ±1,011 SF, meeting the needs of Camarillo’s suburban renter pool. Lastly, Las Positas represents a rare opportunity to own a core asset in Camarillo: in the last 10 years, only one (1) other asset has traded and only three (3) 100+ unit communities have been built.

Renters are attracted to Camarillo due to its inherently safer communities and cleaner environment relative to the City of Los Angeles, while still being close to nearby employment hubs. Of the 16 new construction assets in Ventura County, Las Positas ranks 2nd in density (du/ac) and 3rd in average unit size, positioning it as an ideal alternative to homeownership as mortgage rates continue to be elevated. Across Las Positas’ 15 buildings, each spacious home comes equipped with high-end modern interiors consisting of luxury vinyl and wood plank flooring throughout the living, kitchen, and bathroom areas, stainless steel GE appliances, a porcelain subway tile backsplash, quartz countertops, and in-unit GE washers and dryers. As a result of this high-quality living experience, the Property has averaged ±96% occupancy since 2022, with trailing 90-day lease-trade-outs of ±7.9% and ±4.8% for new and renewal leases, respectively (as of 6/25/25).

UNIT MIX				
Description	# of Units	% of Unit Mix	Avg. SF	Total SF
1x1	53	25%	831	44,057
2x2	160	75%	1,071	171,307
Total	213	100%	1,011	215,364



## PROPERTY OVERVIEW

 <b>ADDRESS</b> 352 Townsite Promenade Camarillo, CA 93010	 <b>NUMBER OF UNITS</b> 213 Units (100% Market Rate)	 <b>RESIDENTIAL RENTABLE SQUARE FOOTAGE</b> ±215,364   1,011 avg. SF	 <b>RESIDENTIAL OCCUPANCY</b> ±95% Occupied as of July 7th, 2025
 <b>ACREAGE</b> ±15.4 (±14.1 du/ac)	 <b>YEAR BUILT</b> 2019	 <b>PARKING</b> 438 Spaces (2.06:1 Parking Ratio) Private Garage for Each Unit	 <b>PARCEL NUMBERS</b> 157-0-020-245 157-0-230-015 157-0-230-085





## Asset & Location Highlights



Ventura County & Camarillo:  
Rare Opportunity to Acquire  
New Construction



Ventura County & Camarillo:  
Outperformers and Core Markets



Camarillo: Urban Employment  
with a Suburban Lifestyle



Las Positas: Ideal Low-Density  
Housing Appeals to a Deep  
Renter Pool



Las Positas: Operational  
Excellence Results in Pricing  
Power



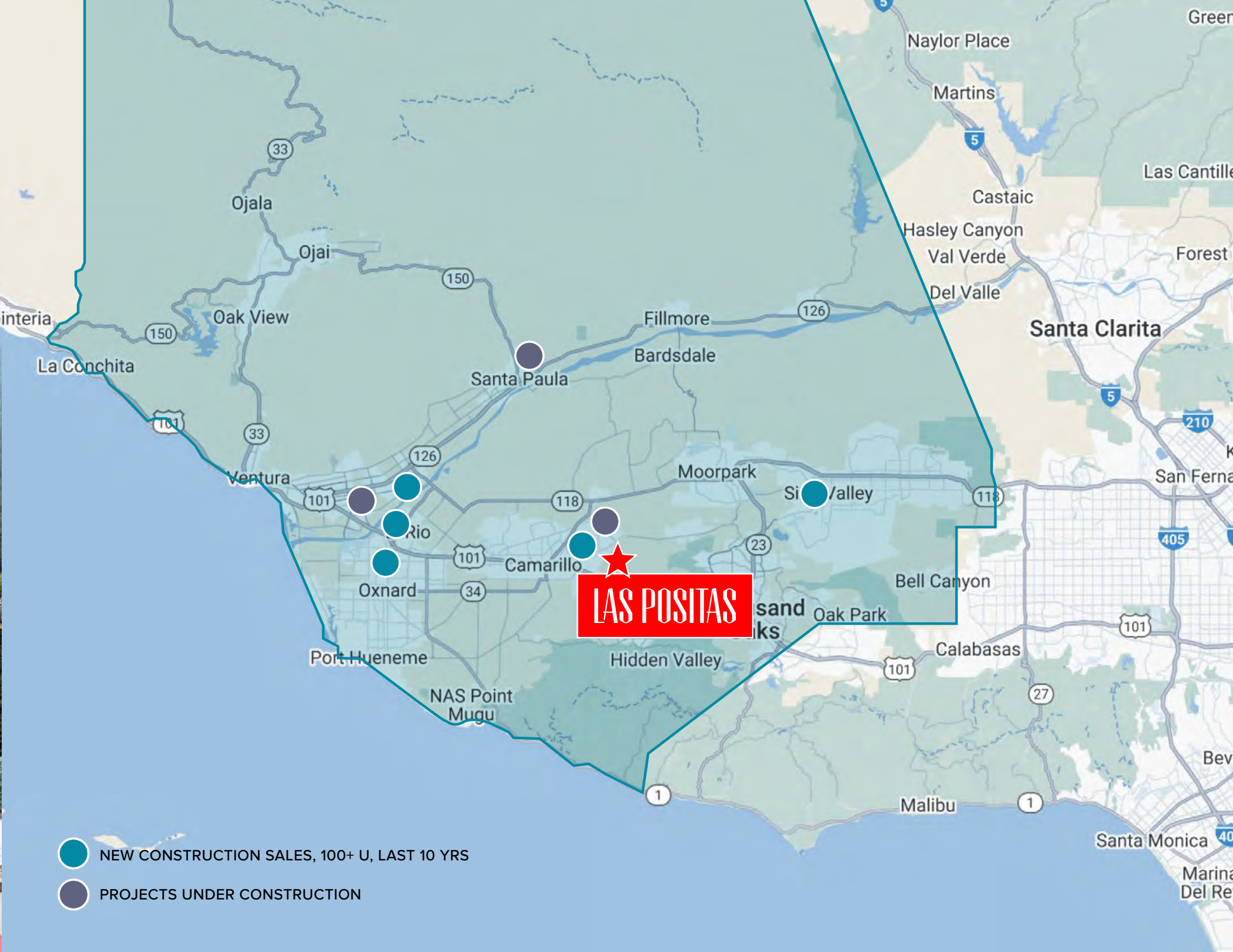
Las Positas: Best-In-Class  
Finishes and Amenities





# Ventura County and Camarillo: Rare Opportunity to Acquire New Construction

Class A inventory in Ventura County and Camarillo is scarce with only 15 and 3 buildings, respectively. Additionally, only five Class A properties have traded in Ventura County and only one property has traded in Camarillo (excluding Las Positas) in the past ten years. Because of this, Las Positas represents the rare opportunity to acquire ±6% of the Class A inventory in Ventura County, and even more impressively, ±22% of the inventory in Camarillo.



HOW OFTEN DOES NEW CONSTRUCTION TRADE IN VENTURA COUNTY?

Only Once Every 2 Years

HOW MANY OTHER NEW CONSTRUCTION TRADES IN CAMARILLO LAST 10 YEARS?

Only One

HOW MANY UNITS HAVE BEEN BUILT IN VENTURA COUNTY IN THE LAST 10 YEARS?

(LA IS 7.6, OC IS 9.4, AND SAN DIEGO IS 9.6)

Only 4.4 per Thousand People

LAS POSITAS MAKES UP WHAT % OF CLASS A SUPPLY IN CAMARILLO?

22%



# Ventura County & Camarillo: Outperformers and Core Markets

While both Los Angeles and Ventura County offer compelling opportunities for multi-housing real estate investment, Ventura County, and particularly Camarillo, presents a distinctive edge. Investors looking for robust long-term fundamentals will find Camarillo appealing due to its inherently safer communities, cleaner environments, and a subsequently deeper renter pool. These factors collectively contribute to a more stable rental market, often translating into stronger tenant demand, lower vacancy rates, and consistent rent growth, ultimately bolstering performance at assets like Las Positas.



SUPPLY	Camarillo	Ventura County	Los Angeles County
	Units Built Per Year Last 5 Years		
	81	445	11,440

RENT GROWTH	Last 5 Years		
	4.00%	4.66%	1.92%
	Next 5 Years		
	3.54%	3.01%	2.10%

VACANCY	Last 5 Years		
	3.70%	3.77%	4.94%
	Next 5 Years		
	4.93%	4.35%	4.62%

*\*CoStar, 100+ Units*

# Camarillo is #1

In addition to outperforming Los Angeles in both demographics and multi-housing fundamentals, Camarillo is not subject to Measure ULA (the “Mansion Tax”), ultimately saving sellers 5.95% in net proceeds when compared to the City of Los Angeles.

	Crime Rate (per 1,000 residents)	Homelessness (count + % of population)	Median HHI	Bachelors Degree	Vacancy (today)	5yr. Projected Vacancy	10yr. Historic Vacancy	5yr. Projected Rent Growth	10yr. Historic Rent Growth	Transfer Tax	Sales Tax
City of Camarillo	#1 25.6	#1 89 (0.13%)	\$103,390	#1 43.40%	#1 3.66%	4.93%	4.60%	#1 3.54%	4.27%	#1 0.11%	#1 0.00%
Ventura County	28.0	2,358 (0.29%)	\$107,327	35.70%	3.44%	4.35%	#1 4.13%	3.01%	#1 4.45%	0.11%	0.25%
Orange County	27.4	7,322 (0.23%)	#1 \$113,702	43.40%	4.15%	#1 4.00%	4.15%	2.79%	4.29%	0.11%	0.25%
San Diego County	32.2	10,605 (0.32%)	\$102,285	42.10%	5.01%	5.27%	4.54%	3.00%	4.26%	0.11%	0.25%
Los Angeles County	33.3	71,201 (0.72%)	\$87,760	35.50%	4.86%	4.62%	4.74%	2.10%	2.70%	6.06%	0.25%



# Camarillo: Urban Employment with a Suburban Lifestyle

Camarillo benefits from an exceptionally deep multi-housing renter pool, drawing residents who seek a high quality of life while maintaining access to a broad range of employment opportunities. Its strategic location offers a manageable commute to major employers like the Amgen, Kaiser, and Anthem Blue Cross Blue Shield in Ventura County, Sonos and Yardi in Santa Barbara, and also key employment areas in Los Angeles County such as Warner Center, the San Gabriel Valley, and the Tri-Cities. This allows Camarillo to capture a diverse tenant base, from professionals seeking a suburban escape with urban access to families desiring excellent schools and a safe environment, all while being within reasonable commuting distance of Southern California's economic powerhouses.

EMPLOYERS WITHIN A 20-MINUTE DRIVE OF LAS POSITAS











# Las Positas: Ideal Low-Density Housing Appeals to a Deep Renter Pool

Largely driven by the aging millennial generation, there continues to be a migration to lower-density communities to rent housing as roommates, couples, and families seek more affordable and larger housing options. This demographic shift reflects younger generations' continued delay in purchasing a home due to the rising cost of homeownership. Communities like Las Positas provide a compelling middle ground that balances the desire for community amenities with the need for practical living arrangements that accommodate evolving lifestyle preferences and family formations.



OF THE 16 NEW CONSTRUCTION ASSETS\* IN VENTURA COUNTY, LAS POSITAS RANKS:

2<sup>nd</sup>

IN DENSITY  
(14.1 DU/AC VS. AVG. OF 40.2 DU/AC)

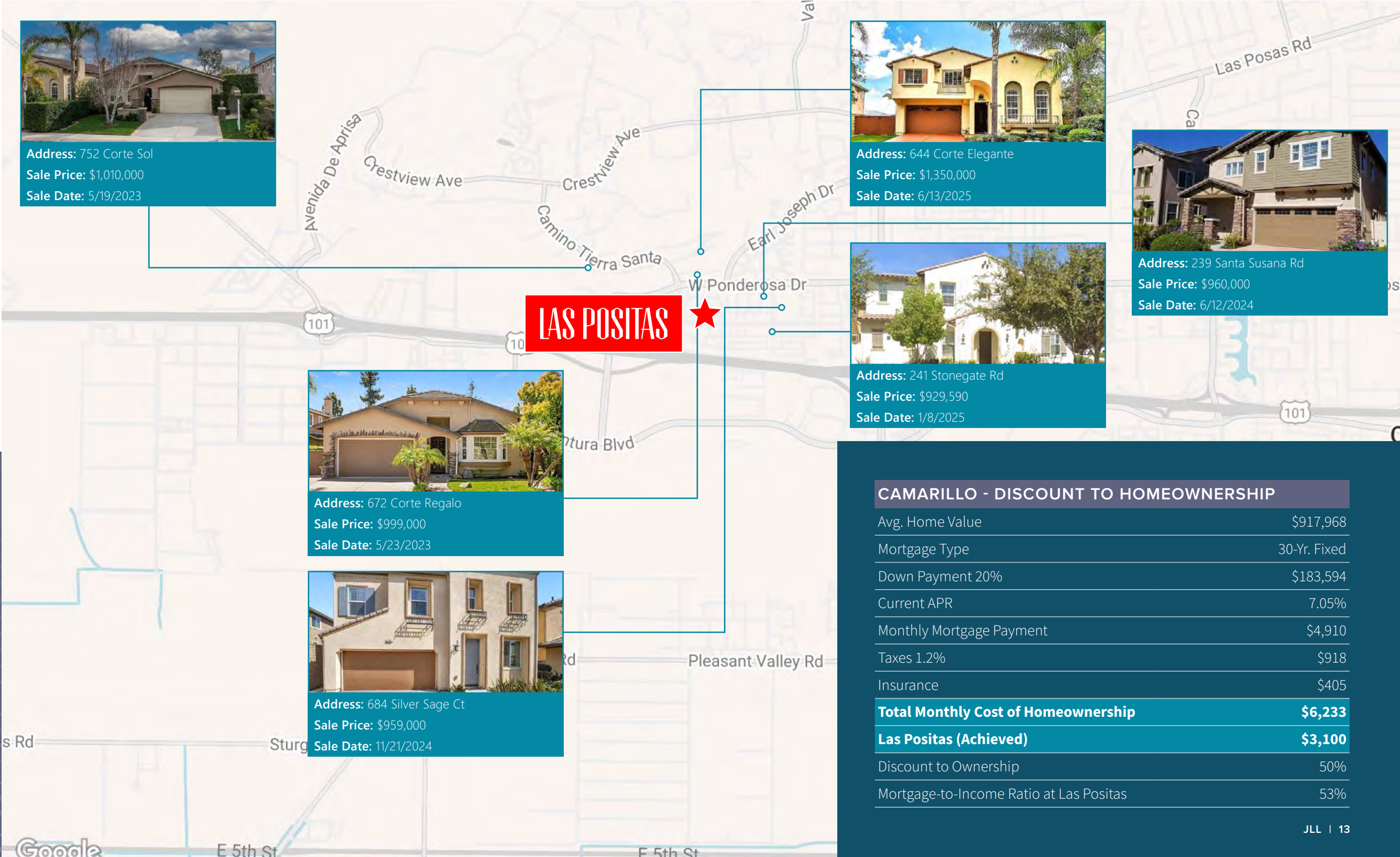
2<sup>nd</sup>

IN 2BRS & 3BRS AS A % OF TOTAL UNIT MIX  
(75% VS. AVG. OF 49%)

3<sup>rd</sup>

IN AVG. UNIT SIZE  
(1,011SF VS. AVG. OF 935SF)

\*Ventura County, 100+ units, Built Last 10 Years



## CAMARILLO - DISCOUNT TO HOMEOWNERSHIP

Avg. Home Value	\$917,968
Mortgage Type	30-Yr. Fixed
Down Payment 20%	\$183,594
Current APR	7.05%
Monthly Mortgage Payment	\$4,910
Taxes 1.2%	\$918
Insurance	\$405




**Total Monthly Cost of Homeownership** **\$6,233**

**Las Positas (Achieved)** **\$3,100**

Discount to Ownership	50%
Mortgage-to-Income Ratio at Las Positas	53%



# Las Positas: Operational Excellence Results in Pricing Power

2022 - YTD		Today
	Vacancy	4.07%5.00%
	Concessions	0.20%0.00%
	Bad Debt	0.22%0.00%

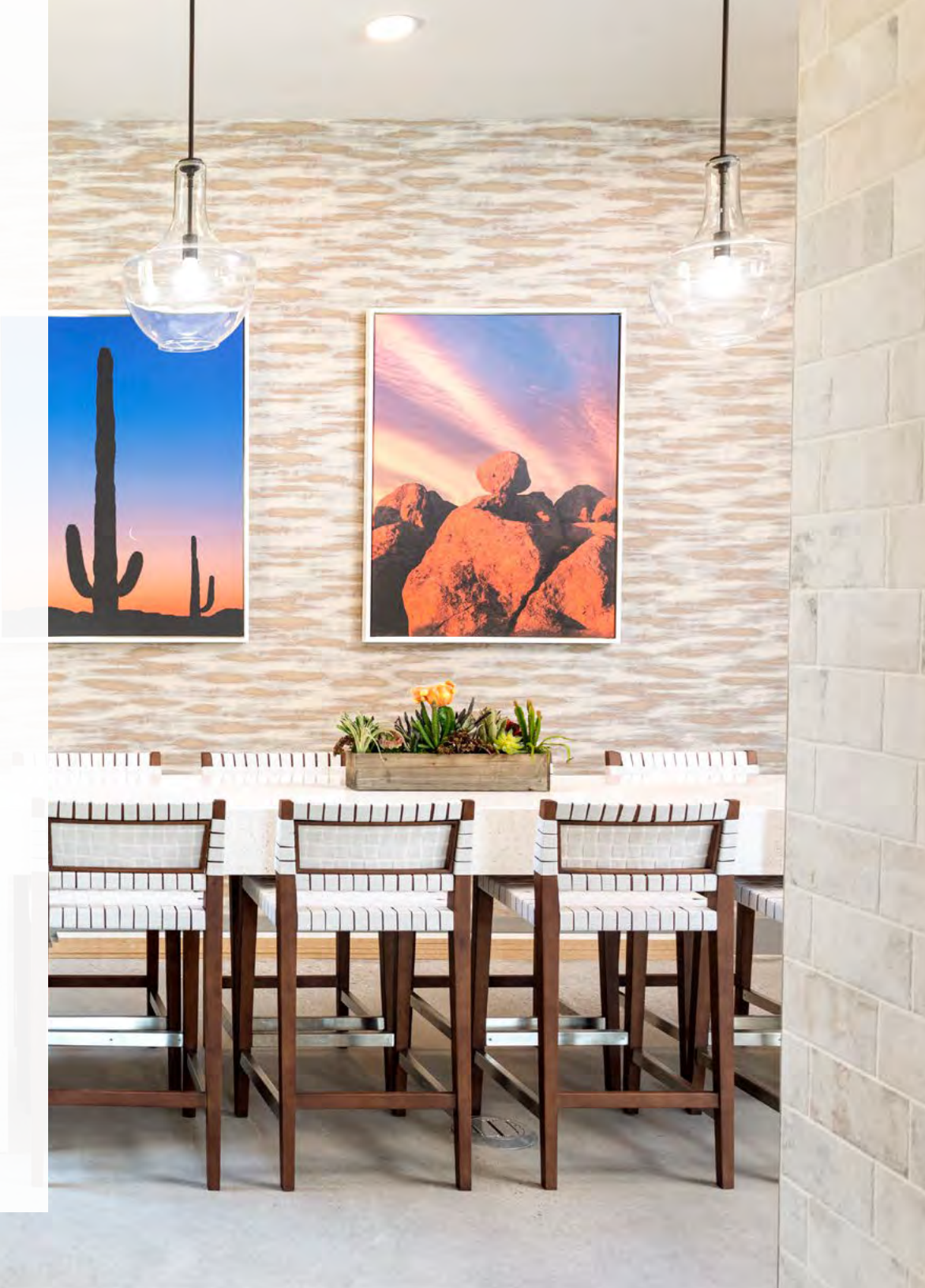
## LAS POSITAS' DEMOGRAPHICS AT A GLANCE

±\$140k  
AVG. HHI

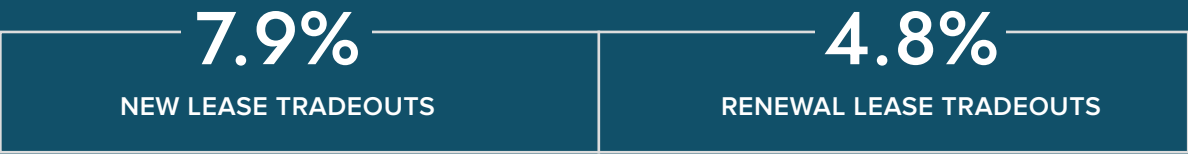
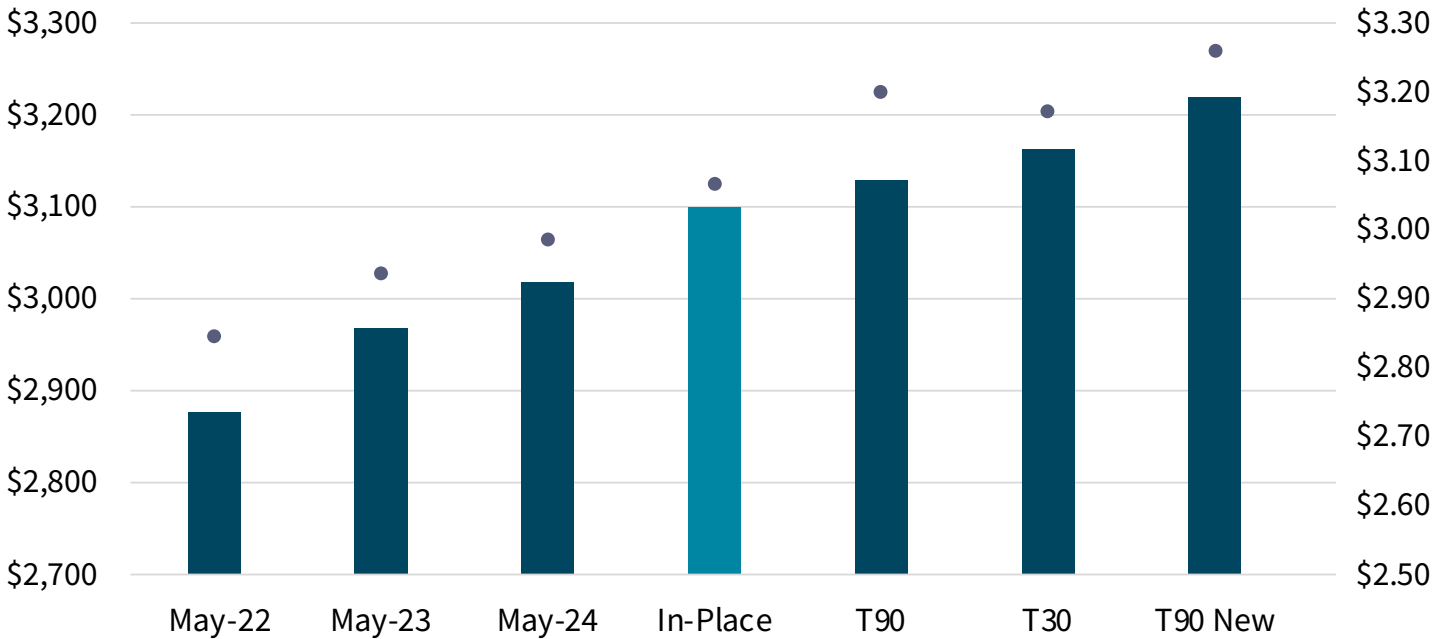
±\$120k  
MEDIAN HHI

±37  
AVG. AGE

### NOTABLE EMPLOYERS



LAS POSITAS' STELLAR LEASING TRENDS





# Las Positas: Best-in-Class Finishes and Amenities

## LUXURY PRODUCT WITH STATE-OF-THE-ART UNIT FINISHES

- Stainless Steel Appliances with Built-In Microwave
- Front-Loading GE Washer and Dryer
- Ring Video Doorbell
- Oversized Walk-In Closets
- Polished Quartz Countertops
- Private Balcony With Views\*
- Kitchen Islands
- Deep Soaker Style Bathtubs
- Wood-Style Modern Gray Plank Flooring
- Air Conditioning with Programmable Thermostat
- Porcelain Subway Tile Kitchen Backsplash

*\*Only in select units*



## BEST-IN-CLASS AMENITY PACKAGE

- Resort-Style Swimming Pool
- Resident Social Lounge with Billiards and Shuffleboard
- Co-Working Lounge
- Barbecue Pavilion and Picnic Area
- State-of-the-Art Fitness Center
- Fenced Dog Park with Pet Grooming Area
- 24 Hour On-Site Maintenance
- LEED Gold Certified
- Detached Private Parking Garages
- Direct Access Garages\*





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