



East Thompson Blvd.

Marcus & Millichap

2531
EAST THOMPSON
BOULEVARD

2531 EAST THOMPSON BOULEVARD, VENTURA, CA 93003



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Activity ID: ZAH0120400

Marcus & Millichap



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01

EXECUTIVE SUMMARY

THE OFFERING

2531 EAST THOMPSON BOULEVARD, VENTURA, CA 93003



OFFERING PRICE:

\$1,000,000



BUILDING PRICE PER SF:

\$284



LAND PRICE PER SF:

\$191



TOTAL BUILDING SIZE:

3,520 SF



TOTAL LOT SIZE:

5,227 SF (±0.12 AC)



YEAR BUILT:

1975



INVESTMENT HIGHLIGHTS

- **Prime Infill Coastal Ventura Location** - Strategically positioned along East Thompson Boulevard, a major east-west arterial serving Ventura's established retail and automotive corridor, the property benefits from strong traffic counts, excellent visibility, and a highly desirable location within one of Southern California's most supply constrained coastal markets.
- **Rare Infill Parcel in a Built Out Trade Area** - Situated between two established commercial properties, the site represents a unique infill opportunity in a mature market where limited land availability and significant barriers to new development support long term real estate fundamentals.
- **Established Automotive Retail Use** - Currently operating as a used car sales facility, the property is well positioned for continued automotive use within a corridor recognized for automotive related businesses and sustained consumer demand.
- **Prominent Street Frontage and Visibility** - The property offers direct frontage along East Thompson Boulevard, providing exceptional exposure, strong signage opportunities, and a highly visible presence for automotive inventory display and business operations.
- **Surrounded by Established Demand Drivers** - Located near dense residential neighborhoods, local businesses, and major commuter routes, the property benefits from a consistent flow of local and pass through consumer traffic that supports tenant operations and long term occupancy.
- **Value Add and Owner User Flexibility** - The offering provides investors with the opportunity to enhance value through future leasing strategies and operational improvements, while also presenting owner users the ability to acquire a highly visible and strategically located commercial site for their business.
- **Attractive Entry Point into Ventura's Coastal Market** - The property presents a rare opportunity to acquire a commercial asset in Ventura's highly sought after coastal market, offering strong underlying real estate fundamentals, limited future supply, and long term appreciation potential.

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present 2531 E. Thompson Boulevard, a rare owner user opportunity located along one of Ventura's most established commercial corridors. Positioned on East Thompson Boulevard, the property benefits from strong street frontage, excellent visibility, and consistent traffic exposure within a highly desirable coastal Ventura location.

Currently utilized as an automotive sales facility, the property occupies a unique infill parcel situated between two established commercial buildings. Its efficient layout and prominent frontage provide an ideal setting for businesses seeking visibility, accessibility, and direct exposure to one of Ventura's primary east-west thoroughfares. The surrounding area is comprised of established residential neighborhoods, neighborhood serving retail, and automotive related businesses that generate consistent consumer activity throughout the corridor. The property's central location provides convenient access for both customers and employees while benefiting from Ventura's strong demographics and limited availability of comparable commercial sites. For owner users, the offering presents an opportunity to secure a strategic location in a mature coastal market where opportunities to acquire well positioned commercial real estate remain limited. Whether continuing the existing automotive use or adapting the property for an alternative commercial application, subject to applicable approvals, the asset offers flexibility, visibility, and long term control of a highly desirable business location.

Overall, 2531 E. Thompson Boulevard represents a unique opportunity to acquire a functional and highly visible commercial property within one of Ventura's most established commercial corridors, supported by strong surrounding demand drivers and the long term benefits of ownership in a supply constrained coastal market.





02

PROPERTY DESCRIPTION

PROPERTY OVERVIEW

 **PARKING:**
STREET

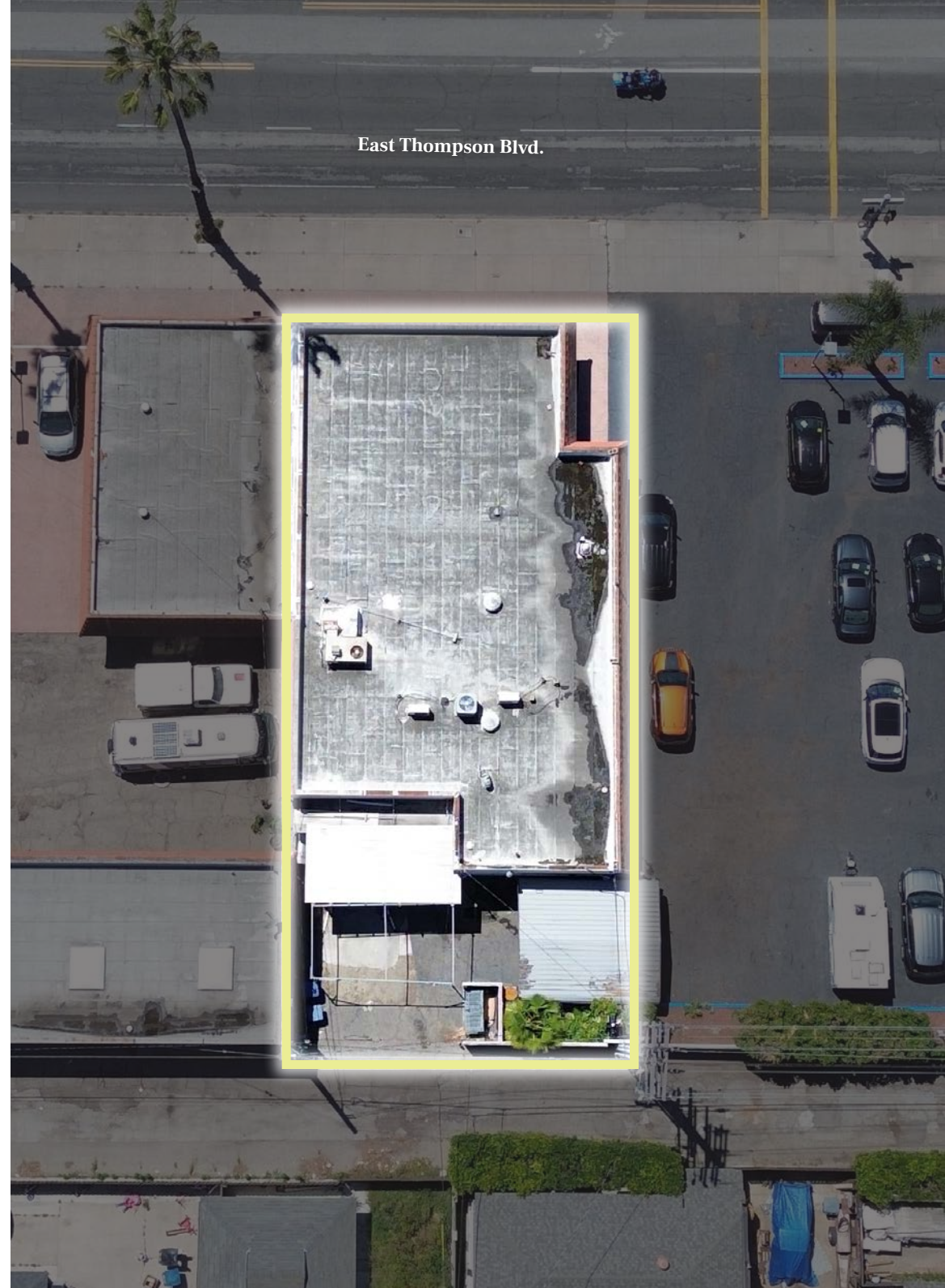
 **ZONING:**
T4.5

 **TOTAL BUILDING SIZE:**
3,520 SF

 **TOTAL LOT SIZE:**
5,227 SF (±0.12 AC)

 **APN:**
075-0-044-111

ADDRESS:
 2531 EAST THOMPSON BOULEVARD,
VENTURA, CA 93003



Ventura High School
1,939 Students

CABRILLO MARINERS
939 Students

Ventura County
Medical Center
274 Beds

Community Memorial
HEALTHCARE
250 Beds

ST. BONAVENTURE
HIGH SCHOOL
VENTURA, CA
450 Students

TRADER JOE'S
ROSS HOLLISTER
DRESS FOR LESS®
TARGET Red Robin 24HR FITNESS
WOOD RANCH. macy's
Foot Locker CHASE
AÉROPOSTALE JCPenney
Victoria's Secret
Bath & Body Works AMERICAN EAGLE OUTFITTERS CALIFORNIA PIZZA KITCHEN AT&T

SUBJECT
2531
EAST THOMPSON BOULEVARD

Ventura Beach
Marriott

Residence INN
BY MARRIOTT

Ventura Beach
Marriott

LOWE'S

7 ELEVEN STARBUCKS COFFEE
ampm ARCO

125,179
CARS PER DAY

Ventura Fwy.

101

Ventura Beach
Cove

Black Bear Diner VONS
Hoffman, Vance & Worthington, Inc. SilverWing
Ventura Cycling Chevron STARBUCKS COFFEE
CCR analytics LUCKY

enterprise

HomeGoods

TARGET

U-HAUL

ups

RODEWAY INN

ACE
Hardware

McDonald's
Wendy's
Taco Time

STARBUCKS COFFEE
VONS
goodwill



2,036 students

AUTO MAX
OF VENTURA

AUTO MAX
OF VENTURA

SUBJECT

2531

EAST THOMPSON
BOULEVARD

Carpeteria
Flooring Centers



San Nicholas St.

Howard St.

South Katherine Dr.

East Thompson Blvd.

19,092
COMBINED
CARS PER DAY

17,924
CARS PER DAY





SUBJECT
2531
EAST THOMPSON BOULEVARD



125,179
CARS PER DAY

Ventura Fwy.



17,924
CARS PER DAY

19,092
COMBINED
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Howard St.

Howard St.

San Nicholas St.

East Thompson Blvd.

South Katherine Dr.



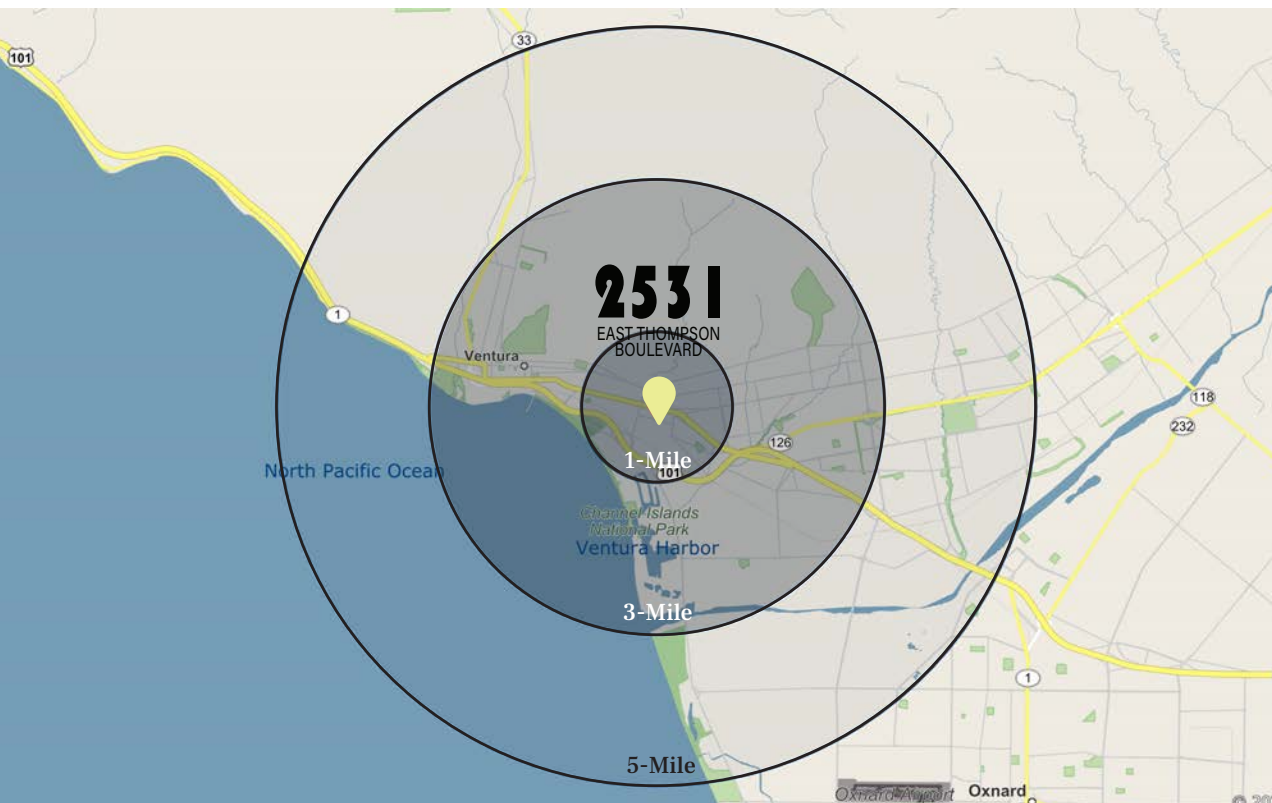


03

LOCATION & MARKET OVERVIEW

VENTURA, CALIFORNIA OVERVIEW

Ventura, California is a coastal city located along the scenic Pacific shoreline, roughly 65 miles northwest of Los Angeles and 30 miles south of Santa Barbara. Known for its relaxed beach-town atmosphere, Ventura offers access to pristine beaches, a historic downtown, and the Ventura Harbor, a regional hub for boating, dining, and tourism. The city benefits from a strong local economy, mild year-round climate, and proximity to major employment centers along the Southern California coast, making it an attractive place to live, work, and invest.



CITY HIGHLIGHTS

WITHIN A 5-MILE RADIUS



97,333

2025 POPULATION



\$128,770

2025 AVERAGE HOUSEHOLD INCOME



\$86,604

TOTAL AVERAGE HOUSEHOLD
RETAIL EXPENDITURE



± 12 Minute Drive

TO OXNARD, CA

PALM SPRINGS

195
MILES

LOS ANGELES

68
MILES

SAN DIEGO

170
MILES

FRESNO

210
MILES

SAN FRANCISCO

335
MILES

SACRAMENTO

365
MILES

DEMOGRAPHICS

Marcus & Millichap

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	15,548	62,880	98,593
2025 Estimate			
Total Population	15,312	61,795	97,333
2020 Census			
Total Population	14,972	60,450	95,995
2010 Census			
Total Population	14,912	58,500	95,026
Daytime Population			
2025 Estimate	18,990	76,470	110,199
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Households	6,686	25,585	38,347
2025 Estimate			
Total Households	6,578	25,069	37,707
Average (Mean) Household Size	2.3	2.4	2.5
2010 Census			
Total Households	6,370	24,077	36,479
2010 Census			
Total Households	6,366	23,507	35,661
Occupied Units			
2030 Projection	7,195	27,453	40,673
2025 Estimate	7,076	26,887	39,977
HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$150,000 or More	31.2%	26.0%	29.6%
\$100,000-\$149,999	21.7%	19.1%	20.6%
\$75,000-\$99,999	16.8%	14.0%	12.9%
\$50,000-\$74,999	10.2%	13.2%	12.0%
\$35,000-\$49,999	6.6%	9.5%	8.5%
Under \$35,000	13.5%	18.1%	16.4%
Average Household Income	\$137,861	\$118,194	\$128,770
Median Household Income	\$111,557	\$95,240	\$106,008
Per Capita Income	\$58,120	\$48,682	\$50,182

HOUSEHOLDS BY EXPENDITURE	1 Mile	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$92,189	\$83,820	\$86,604
Consumer Expenditure Top 10 Categories			
Housing	\$36,404	\$33,172	\$34,170
Transportation	\$14,548	\$13,352	\$13,766
Food	\$12,803	\$11,931	\$12,257
Personal Insurance and Pensions	\$12,316	\$10,817	\$11,234
Entertainment	\$4,348	\$3,902	\$4,037
Apparel	\$3,046	\$2,741	\$2,831
Cash Contributions	\$2,685	\$2,466	\$2,596
Education	\$1,875	\$1,600	\$1,691
Personal Care Products and Services	\$1,259	\$1,154	\$1,199
Alcoholic Beverages	\$841	\$765	\$797
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2025 Estimate Total Population	15,312	61,795	97,333
Under 20	19.7%	20.9%	21.1%
20 to 34 Years	18.5%	19.7%	19.0%
35 to 39 Years	7.4%	7.2%	6.9%
40 to 49 Years	13.1%	12.7%	12.5%
50 to 64 Years	22.5%	20.4%	20.7%
Age 65+	18.8%	19.2%	19.9%
Median Age	43.0	42.0	43.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	11,594	45,737	71,613
Elementary (0-8)	2.2%	4.9%	4.7%
Some High School (9-11)	2.7%	4.8%	4.6%
High School Graduate (12)	14.9%	16.5%	16.9%
Some College (13-15)	22.8%	23.8%	22.7%
Associate Degree Only	9.8%	9.4%	10.0%
Bachelor's Degree Only	28.5%	25.3%	25.2%
Graduate Degree	19.1%	15.2%	16.0%

VENTURA COUNTY OVERVIEW

Ventura County is located along the coast of Southern California between Malibu and Santa Barbara, stretching across nearly 43 miles of coastline. Executive housing, excellent public schools, open space, and a wide range of recreational activities — including horseback riding, surfing, sailing, scuba and golf — contribute to its quality of life. Roughly 32 percent of people age 25 and older hold a bachelor's degree or higher. This educated workforce, along with the 101 Tech Corridor, a deep-water port and Naval Base Ventura County (NBVC), draws businesses and residents to the market.



Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

METRO HIGHLIGHTS

SKILLED LABOR POOL

California State University Channel Islands, California Lutheran University and Ventura County Community College support a talented labor pool.

101 TECH CORRIDOR

The 101 Corridor — stretching from Calabasas to Camarillo — is a center for high-tech companies, specifically biotech, health care, telecommunications and clean energy firms.

NAVAL BASE VENTURA COUNTY

NBVC generates large revenues for the local economy, supporting jobs in the government sector, as well as at defense contractors serving the base. More than 19,000 people are housed at the base.

ECONOMY

- Ventura County's economy is supported by the agriculture, health services, biomedicine, tourism and financial services sectors. Amgen's world headquarters is in Thousand Oaks.
- Due to Ventura County's proximity to Los Angeles, local businesses can capitalize on major air, ground, rail and port-served transportation networks, drawing businesses.
- NBVC, which is composed of Port Hueneme, Point Mugu and San Nicolas Island (60 miles offshore), is a major aviation shore command and naval construction force mobilization site. Port Hueneme has five berths and is the only deep-water port between Los Angeles and San Francisco, connecting Ventura County to markets around the world.



04

FINANCIAL ANALYSIS

PRICING & RENT ROLL

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PRICING SUMMARY

Price:	\$1,000,000	
Down Payment:	\$1,000,000	100% Down Payment
Current Cap Rate:	-0.23%	Current Cash on Cash: -0.23%
ProForma Cap Rate:	7.81%	Proforma Cash on Cash: 7.81%
Year Built/Renovated:	1975	
Total Building Size:	3,520	
Price Per Square Foot:	\$284	Parking: Street
Lot Size (SF):	5,227	Land Price PSF: \$191

FINANCING

Proposed Financing

Loan Balance:	\$0
LTV:	0%
Term:	5
Rate:	6.25%
Amortization:	30
Maturity Date:	Jun-2031
Yearly Payment:	\$0

FINANCIAL SUMMARY

	<u>Current</u>		<u>ProForma</u>	
Total Rental Income (GLA):	\$18,024		\$78,144	
Expense Reimbursements:	\$0		\$20,284	
Total Gross Revenue:	\$18,024		\$98,428	
Operating Expenses:	\$20,284		\$20,284	
Net Operating Income (NOI):	\$2,260	-0.23%	\$78,144	7.81%
First Trust Deed/Mortgage:	\$0		\$0	
Pre-Tax Cash Flow:	\$2,260	-0.23%	\$78,144	7.81%
Interest Payment:	\$0		\$0	
Principle Payment:	\$0		\$0	
Total Return:	\$2,260	-0.23%	\$78,144	7.81%

ESTIMATED EXPENSES

Property Tax:	\$10,884
Maintenance/Repair:	\$5,000
Insurance	\$4,400
Total Expenses:	\$20,284
Expenses PSF (GLA):	\$0.48

CURRENT RENT ROLL

Absolute NNN Lease with Zero Landlord Responsibilities

	Start	End	Annual Rent	Rent PSF / Yr	Rent PSF / Mo	Increases
Current Term	7/1/2018	6/30/2027	\$18,024	\$5.12	\$0.43	
ProForma	New Lease	New Lease	\$78,144	\$22.20	\$1.85	

BROKER OF RECORD

Marcus & Millichap

TONY SOLOMON

Broker of Record

23975 Park Sorrento Suite 400

Calabasas, CA 91302

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License: CA 01238010



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BOULEVARD