

# COMMERCIAL REAL ESTATE UPDATE



for South Orange County Businesses & Property Owners

**JOHNSTON PACIFIC**  
COMMERCIAL REAL ESTATE, INC.

## Commercial Loan Policies Eased

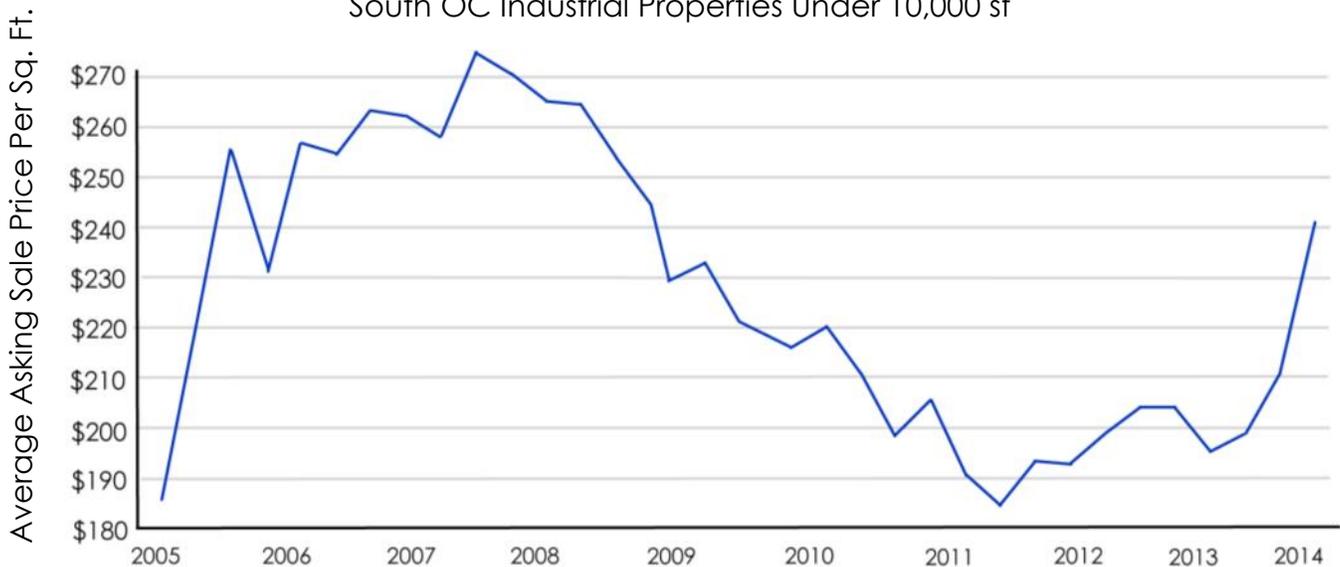
According to a Federal Reserve survey, U.S. banks eased policies for loans to businesses. Domestic banks that reported easing standards or terms on commercial and industrial loans cited "more aggressive competition from other banks and non-bank lenders" and "a more favorable or less uncertain economic outlook and an increased tolerance for risk" as reasons.

After years of reduced lending, we are beginning to see steady loan growth by smaller banks. This may be a sign of an improving

economy and rising property values. The average asking sale price per square foot for small industrial properties has risen close to pre-recession prices, as shown in the chart below. Now is a great time for commercial property owners to evaluate their property's worth. For a custom property evaluation, call Johnston Pacific Commercial Real Estate at 949-366-2020. For questions about new or existing loans, contact Bank of the West (see back page).

Source: Bloomberg Businessweek May 5, 2014

Average Asking Sale Price Per Sq. Ft.  
South OC Industrial Properties Under 10,000 sf



# Available Properties



**FOR SALE**  
11,463 sq. ft.  
Owner/User or  
Leased Investment



**FOR LEASE**  
4,545 sq. ft.  
Office/Warehouse  
Corner Unit



**FOR SALE**  
2,133 sq. ft.  
Medical Office Suite  
Near Hospital



**FOR LEASE**  
5,089 to 10,285 sq. ft.  
Second Floor  
Office Suites

Please visit [www.johnston-pacific.com](http://www.johnston-pacific.com) for more information and to see all of our available properties. For a custom report of properties that meet your needs, please call Johnston Pacific at 949-366-2020.

## Baker Ranch Community in Lake Forest Now Under Construction

Construction is well under way at Baker Ranch in Lake Forest. The new development is directly adjacent to the Lake Forest Business Park on Bake Parkway and Foothill Ranch Business Parks.

The first of three phases will include six outstanding neighborhoods from two of America's top builders, Shea Homes and Toll Brothers. In all, at least twenty new neighborhoods with over 2,000 homes, seven parks and a new retail commercial area are planned for this 387 acres of land.

Source: *OC Register* and [liveatbakerranch.com](http://liveatbakerranch.com)



## Just Sold or Leased



**SOLD**  
17,107 sq. ft.  
Office/Warehouse  
San Clemente



**LEASED**  
10,250 sq. ft.  
Office/Warehouse  
Foothill Ranch



**SOLD**  
3,816 sq. ft.  
Office/Warehouse  
Irvine Spectrum



**SUBLEASED**  
5,260 sq. ft.  
Building w/Small Yard  
San Clemente

For transaction details, please call Johnston Pacific at 949-366-2020.

## Spotlight on Payroll

Johnston Pacific asked ADP small business services specialist, Rick Wade for his advice for small business owners.



Small business owners often struggle to manage every aspect of their business in an effective, efficient manner. A survey by VISA found that 48% of business owners feel bogged down by administrative tasks. Delegating HR tasks, such as tracking timecards and payroll, processing workers compensation payments, managing health insurance, retirement processing and reporting taxes is an effective way for business owners to reduce their workload. **“ADP allows business owners to focus on what they do best, while we handle the back-end functions.”**

There is also a risk involved if you are not up-to-date on tax and labor compliance laws. The Dept. of Labor found that 70% of businesses are out of compliance when it comes to labor law. Every employer should have a company handbook that lays out the policy and procedures for employees to follow as well as spelling out what is expected from the employee. This is one of the best ways to protect the company you worked so hard to build.

For more information and to discuss your company's needs, call Rick Wade at 949-797-4143.

## CPA Recommendation

Rob Johnston recommends Abregov Parrino for business accounting, tax and financial planning services.

Abregov Parrino offers expert direction and guidance to individuals and businesses across a wide range of industries and professions. They stay abreast of all tax law changes as well as emerging tax issues, to ensure their clients are always in compliance with tax regulations and are taking full advantage of all tax savings incentives to which they are entitled.

Abregov Parrino assists in determining the best business structure and type for each client. In addition they can assist in the decision to purchase or lease commercial real estate and make sure the tax benefits of leasing or owning business facilities are maximized. By working intimately with clients to understand their particular financial objectives and circumstances, they are able to provide specialized guidance and financial strategies to achieve specific financial goals, minimize tax obligations and afford peace of mind for their clients.



To schedule a free initial consultation with Oz Abregov, CPA, please call 949-450-1450.

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