

State of The Business Park Address By: Rob Johnston

The Rancho San Clemente and Talega Business Parks continue to remain at approximately 94% occupancy during these uncertain economic times. One reason occupancy remains high is that unlike the recessionary period of 1991 through 1993 there remains little to no vacant land in either Business Park for development.

Although it has taken longer to lease or sell buildings in this sluggish economy, there have been no bank owned foreclosure properties in the business park. However, opportunities such as lower lease rates and marginally discounted sale prices have presented themselves.

We now face a new problem in the business park; qualified buyers not being able to borrow money. This comes as a huge disappointment, considering you and I, the American Taxpayer, bailed out the finance industry to the tune of \$700 billion dollars. The banks are not loaning this money back out to us. Instead, they seem to have mounted a massive public relations effort, portraying themselves as willing lenders while failing to provide an infusion of money to qualified buyers seeking to expand or take advantage of the low interest rates now being offered.

On another note, the "sale/lease back" has made a return to the Orange County marketplace. A sale/lease back is when an owner/occupant of a building sells their building to an investor and leases it back for an agreed period of time (usually five years or longer) at an agreed to lease rate. The advantage to the business owner is the ability to pull thousands, sometimes millions, of dollars of cash from their property to expand or support their business while remaining in the premises and conducting business as usual without any interruption.

Looking forward into 2009, I predict vacancy rates in the Business Parks may increase just a bit, with lease rates and sale values slightly decreasing, but eventually stabilizing later this year. Once the stability of the market returns, activity and property values will increase dramatically. As a reminder, I am always available to meet and discuss your specific needs and present you with all of your options. I wish you a productive and prosperous 2009.

Vacancy Rate: 6 % Industrial Condos Available: 14 Freestanding Buildings Available: 6

JOHNSTON PACIFIC

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January 2009
Commercial Real Estate Update
Happy New Year!



Earning the right to represent you since 1991!

9,000 to 30,000 sq. ft. Office Space
910 Calle Negocio, San Clemente * Short Term Leases Available!

Features Include:

- Low Rates starting at \$1.50 per sq. ft. gross
- Utilities and janitorial services included
- Modern facility, well maintained and elevator served
- Parking spaces available to meet your needs
- Extremely flexible terms
- Freeway close with direct access
- All retail services close by



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Take advantage of today's low interest rates and purchase your own building!

1389 Calle Avanzado, San Clemente



FOR LEASE

Total Size: 2,400 sq. ft.
Office Area: 400 sq. ft.
Warehouse: 2,000 sq. ft.
 Or may Lease only 2000 sf Warehouse portion

Features Include:

1 Office, 100 Amps, 16' Warehouse Clearance, 6 Parking Stalls, Rear Entrance, Roll-Up Door, Restroom, Direct Freeway Access, Retail Services Close by

187 La Pata, San Clemente



FOR SALE or LEASE

Total Size: 7,144 sq. ft.
Office Area: 4,969 sq. ft.
Warehouse: 2,175 sq. ft.

Features Include:

Upgraded reception area and conference room, up to 20 cubicles and private offices, 1 Ground Level Door, 17 Parking Stalls, 400 Amps, Ocean and Mountain Views!

Properties for Sale or Lease by Johnston Pacific

Address	Square Footage	Office sq.ft.	Warehouse sq.ft.	For Lease or Sale	Lease or Sale Price
1235 Puerta Del Sol #300, San Cle	1,937	788	1,159	Lease or Sale	\$2,614.95 /\$493,935.00
1235 Puerta Del Sol #400, San Cle	1,938	778	1,160	Lease or Sale	\$2,616.30/\$494,190.00
180 La Pata #103, San Cle	1,940	1,940		Lease	\$4,074.00
180 La Pata #103, San Cle	1,940	1,940		Lease Medical	\$5,044.00
1389 Calle Avanzado, San Cle	2,000		2,000	Lease	\$1,600.00
1225 Puerta Del Sol #200, San Cle	2,110	750	1,360	Lease or Sale	\$2,848.50/\$597,130.00
1389 Calle Avanzado, San Cle	2,400	400	2,000	Lease	\$2,640.00
1023 Calle Sombra #F, San Cle	2,980	724	1,594	Lease	\$3,278.00
180 La Pata #101, San Cle	3,066	3,066		Lease	\$6,591.90
180 La Pata #101, San Cle	3,066	3,066		Lease Medical	\$7,971.60
1023 Calle Sombra #G, San Cle	3,128	720	1,580	Lease	\$3,253.80
951 Calle Negocio, San Cle	3,164	3,164		Lease	\$5,632.00
232 Fabricante #102, San Cle	3,619	2,115	1,504	Lease or Sale	\$4,161.00/\$850,465.00
1023 Calle Sombra #C, San Cle	3,652	922	1,871	Lease	\$3,834.00
1235 Puerta Del Sol 300&400, SC	3,875	1,556	2,319	Lease or Sale	\$5,231.25/\$988,125.00
1317 Avanzado, San Cle	5,340	950	4,390	Lease or Sale	\$6,408.00/\$1,308,300.00
1317 Avanzado, San Cle	5,340	2,550	2,790	Lease or Sale	\$6,408.00/\$1,308,300.00
187 La Pata, San Cle	7,144	4,969	2,175	Lease or Sale	\$11,430.40/\$1,699,000.00
141 Iglesia, San Cle	7,175	2,500	4,675	Sale	\$1,436,123.00
951 Negocio #B, San Cle	6,412	2,394	4,018	Lease	\$6,091.00
981 Negocio #100, San Cle	11,463	2,300	9,163	Lease	\$10,889.85
910 Negocio, San Cle	9,000/30,000	9,000/30,000		Lease	\$1.50 Gross per sq.ft.

Please call us for additional information on these and other properties in South Orange County!

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