

# COMMERCIAL REAL ESTATE UPDATE

Winter 2015



for South Orange County Businesses & Property Owners

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

## Tight Market Leads to Higher Rents and Increased Selling Prices

*Good space is hard to find.*

2014 saw the already tight South Orange County industrial market get even tighter as the vacancy rate fell by 6% from 5.3% to just 4.99%. Only three years ago the vacancy rate stood at 8.4%!

The decreasing inventory has led to more competition for space which is driving selling prices higher and allowing landlords to increase their asking rental rates. Selling prices have increased 6% over the calendar year from \$191 per square foot to \$202 per square foot. This is an increase of 19% from three years ago.

Due to the limited inventory, "off market" deals are becoming more prevalent as buyers, needing buildings for their businesses, are enticing existing building owners to sell with above market price offerings.

This activity is helping to push selling prices in the overall market. Multiple offers for lease and sale transactions are becoming commonplace.

Source: CoStar Realty

### Occupancy & Rental Rates





# Available Properties



**FOR LEASE**  
3,166 sq. ft.  
Office/Whse Unit  
Rancho Santa Marg.



**FOR SALE**  
2,133 sq. ft.  
Medical Suite  
San Clemente



**FOR LEASE**  
4,985 sq. ft.  
Building with Large Yard  
San Clemente



**FOR LEASE**  
11,463 sq. ft.  
Office/Warehouse Unit  
San Clemente

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.

## San Clemente's Marblehead Coastal is Shaping Up

Marblehead Coastal covers 52 acres of ocean front land in San Clemente. Currently under construction, the first phase is 265,000 sq. ft., estimated to open late summer 2015. Over 100 outlet stores, a restaurant complex, boutique hotel and parking for 3,000 cars will be included in this new development. The mall will have a "Fashion Island" type of feel to it.

In addition, 313 homes will be built, beginning in April 2015, along with four miles of hiking trails throughout the entirety of the development and two parks.

Source: *San Clemente Journal, San Clemente Times*



# Just Sold or Leased



**LEASED**  
5,400 sq. ft.  
Office/Whse Unit  
Laguna Hills



**SOLD**  
4,950 sq. ft.  
Office Condo  
Irvine



**LEASED**  
4,070 sq. ft.  
Office/Whse Unit  
San Clemente



**LEASED**  
14,585 sq. ft.  
Office/Warehouse Building  
San Clemente

For transaction details and to discuss your property value or rental rates, please call Johnston Pacific at 949-366-2020.

## Safe, Affordable Drinking Water Throughout The World

Located in San Juan Capistrano, Seychelle Environmental Technologies, Inc. designs, assembles, and distributes water filtration systems worldwide. *Seychelle was founded in 1986 by Carl Palmer to advance his life mission to bring safe, affordable drinking water to as many people as possible throughout the world.* The company offers patented ionic absorption micron filters that remove various pollutants and contaminants. The broad range of filtration products are primarily portable and designed to be used either in the home or in the field with a long life span. You can drink out of rivers, streams, lakes and even contaminated water with their products.



Mr. Palmer is an internationally recognized expert in the field of water filtration. All of Seychelle's products are proprietary and designed to remove chlorine, chemicals, heavy metals and other contaminants and pollutants. Their filters are approved by the U. S. General

Services Administration for government and military purchasing. Many non-government and relief organizations use Seychelle filters throughout the world. Seychelle sales to China and Japan increased after the high radiation levels were found from the Fukushima nuclear plant accident.

The growth of Seychelle reflects the public awareness of the need for safe drinking water and filtration as an alternative to bottled water. In 2011, Seychelle topped the Orange County Business Journal list of fastest growing locally based public companies.



For more information visit [seychelle.com](http://seychelle.com) or call 949-234-1999.



## Real Estate Broker Recommendation

*We recently sold our office/industrial building in the Rancho San Clemente Business Park. The Johnston Pacific Commercial Real Estate team was great. They were able to deal with a lot of the on-site issues, like tenant matters and pre-sale repair work for us. They are always on top of the details.*

*Their local market knowledge is unparalleled, which helped to achieve a quick sale at a fair price. I would recommend them to other property owners looking to sell!*

Sincerely,  
Ronald Lee  
Prior Owner  
951 Calle Negocio, San Clemente





Johnston Pacific Commercial Real Estate, Inc.  
1305 Calle Avanzado  
San Clemente, CA 92673

# COMMERCIAL REAL ESTATE UPDATE



## THE RIGHT SBA LENDER CAN MAKE ALL THE DIFFERENCE

Did you know, **BANK of the West** can provide as much as **90% SBA Financing** for:

- Commercial Real Estate** (Acquisitions and Refinances)
- Tenant Improvements** (for Owned Property and Leasehold)
- Machinery and Equipment**
- Green Energy Projects** (e.g. Solar, LED Lighting, etc.)

Call us today and get to know **BANK OF THE WEST**   
**BNP PARIBAS GROUP** 

**BANK OF THE WEST**  | **BNP PARIBAS GROUP** 

[bankofthewest.com](http://bankofthewest.com)

SBA Preferred Lender. SBA loans from Bank of the West are in participation with the United States Small Business Administration. Loans are subject to approval in accordance with Bank and SBA eligibility and lending guidelines. Certain fees, conditions and restrictions may apply. Equal Housing Lender. Member FDIC. © 2014 Bank of the West.



**Greg Dill**

Vice President, SBA Lending

(949) 274-9442

[gregory.dill@bankofthewest.com](mailto:gregory.dill@bankofthewest.com)



**Harvey Torres**

Vice President, SBA Lending

(949) 622-6005

[harvey.torres@bankofthewest.com](mailto:harvey.torres@bankofthewest.com)

## Your South Orange County Commercial Real Estate Experts



Left to right: Jolene Coleman, Louis Johnston, Jim Wynne, Rob Johnston, Mark Gomez, Mark Carey, Paige Williams

Rob Johnston: [rob@johnston-pacific.com](mailto:rob@johnston-pacific.com) License #01121630

Jim Wynne: [jim@johnston-pacific.com](mailto:jim@johnston-pacific.com) License #01242705

Mark Carey: [mark@johnston-pacific.com](mailto:mark@johnston-pacific.com) License #00640762

Mark Gomez: [markg@johnston-pacific.com](mailto:markg@johnston-pacific.com) License #01885610

949-366-2020

[www.johnston-pacific.com](http://www.johnston-pacific.com)

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

We welcome your input! Send suggestions and feedback to [reception@johnston-pacific.com](mailto:reception@johnston-pacific.com).

The information herein has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it, make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. All information is subject to change without notice.