

RANCHO SANTA MARGARITA

COMMERCIAL REAL ESTATE NEWSLETTER

HOLIDAY EDITION 2022

Money Making Tips & Information for Business Owners
& Commercial Real Estate Investors that will increase their profit & cash flow.

ANOTHER PROPERTY OWNER RECOMMENDS JOHNSTON PACIFIC

"Thank you so much for taking care of us and leasing our property. You and your team are awesome and we are blessed to have you on our side! Great Job!"

ALI ABOLHASSANI
PRESIDENT
STORAGE RACK ENGINEERING

FOR THE BUSINESS OWNER

Thinking of that special gift for a valued client or employee? How about a custom tailored suit?

FOR THE PROPERTY OWNER

What is a cap rate?

MARKET UPDATE

Read about current commercial availabilities and recent transactions in Rancho Santa Margarita

COMMUNITY NEWS

Rancho Santa Margarita is the 2nd Safest City in California for the 5th consecutive year!

JOHNSTON PACIFIC
SOUTH ORANGE COUNTY'S TRUSTED NAME
in Commercial Real Estate for over 30 Years.

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC

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FOR THE PROPERTY OWNER

WHAT ARE CAP RATES?

Thinking About Investing in Real Estate? You Need to Know Cap Rates.

Commercial real estate, like other types of businesses, is full of industry jargon. If you're looking to purchase a property that has a tenant in place paying rent, aka a "Leased Investment", you have likely seen properties offered at a "7% Cap" or "6% Cap". That sounds simple enough, but what does that mean?

A cap rate is the ratio of Net Operating Income (NOI) to property asset value, and is used to identify the return an investor can expect to receive from an investment property. For example, if an industrial building is listed at \$1,000,000 with a 10% CAP rate, that means that the annual NOI is \$100,000. To find the value of a property, we divide the NOI of \$100,000 by the 10% cap rate ($100,000/.1$), which brings you to a value of \$1,000,000. Cap rates are reversely proportional to value, so a lower cap rate yields a higher valuation. Using this example, a property with \$100,000 NOI at a 5% cap rate would be valued at \$2,000,000.

P.S. Because of rising interest rates, cap rates have increased about one half of one percent during the last 6 months! We expect that trend to continue if interest rates continue to rise.

If you are looking to purchase your first leased investment property or add to your portfolio, please give us a call today!

FOR THE BUSINESS OWNER

MEET VINNIE, YOUR CUSTOM TAILOR

Do you dress the part of your professional image? FitWel Custom Clothes has been a staple in South Orange County with our personalized service of us coming directly to you! We have over 3,000 fabrics to handmade clothes to your desired fit. Suits, sport coats, jackets and shirts at affordable prices.

FitWel Custom Clothes, established in 1971, is a one-stop-boutique for custom men's clothing, carrying a wide selection of premium fabrics and accessories. Committed to bringing the finest in bespoke clothing, FitWel has transformed itself into a brand synonymous with the finest in custom tailored clothing by delivering impeccable workmanship and unparalleled value. We represent generations of craftsmen who have perfected their skills and redefined the benchmarks of craftsmanship. Our in-house tailoring workshop has over 70 master craftsmen with proven expertise in creating fine custom tailored suits for clients across the United States. We have an eclectic ensemble of more than 2,000 British and Italian, high-grade fabrics, including Cashmere, English Flannel, Scottish Tweed, French Gabardine, Worsted, and Italian Mohair.

FitWel provides you with three easy ways to get your bespoke clothing made. You can:

1. Visit our Conveniently Located Showrooms
2. Meet Our Travelling Tailors, when they visit your city.
3. Place your order online, in a few simple steps through the website.

SUITS FROM \$599
JACKETS FROM \$399
SHIRTS FROM \$89



CALL VINNIE TO LEARN MORE:

(818) 923-8918
www.fitwel.com

FitWel 
CUSTOM CLOTHES

Rancho Santa Margarita Availabilities



FOR LEASE

23091 Antonio Parkway, Unit 310
1,293 sf. industrial unit
Reception, 1 private window office,
restroom and warehouse.

Offered at: \$1.65 /sf. Net (+\$0.41 /
sf. Net Charges)



FOR LEASE

**30161 Avenida De Las Banderas,
Unit A**
7,365 sf. industrial unit
Reception, 4 private offices & open
areas. 14' warehouse clearance. Great
truck and loading access.

Offered at \$1.60 /sf. Net (+\$0.25 /sf.
Net Charges)



FOR LEASE

30261 Tomas
6,262 sf. Freestanding Industrial Bldg.
Minimal office space, 16' whse.
clearance, 1 ground level loading door,
possible yard area.

Offered at \$1.65 /sf. Net (+\$0.22 /sf.
Net Charges)



FOR LEASE

22342 Avenida Empresa

1,118 - 2,549 sf. office space for lease
Attractive floor plan layouts located in a professionally
managed business park.

Offered at \$2.20 /sf. Full Service Gross



Recent Commercial Transactions in Rancho Santa Margarita



30065 COMERCIO
7,970 sf. Industrial Building
Asking rate: \$1.65 /sf. Net
Leased in May 2022



**22831 AVENIDA
EMPRESA**
21,897 Industrial Building
Asking rate: Off Market
Leased in September 2022



**29962 AVE. DE LAS
BANDERAS**
29962 Ave. de Las Banderas
16,713 sf. Industrial Building
Asking price: Off Market
Sold June 2022



**29829 SANTA
MARGARITA PKWY.**
5,163 sf. Office Condo
Offered at \$349 per sq. ft.
Sold July 2022

LEASED

SOLD



Community News

RSM is the 2nd Safest City in California for the 5th Consecutive Year!

The City of Rancho Santa Margarita is once again ranked #2 among California's Top 50 Safest Cities, according to the 2022 safest cities report conducted by SafeWise. This is the City's 5th year in the number 2 spot in the state.

"We are honored to be recognized as Orange County's safest city and ranked as the second safest city in all of California," said Mayor Anne Figueroa. "Public safety is the City Council's top priority. We are grateful to the men and women of the Orange County Sheriff's Department for their service as our partners in public safety. By working together, we can ensure that our residents and businesses continue to thrive in one of the state's safest and most desirable cities."

The top 10 safest cities in California goes as follows: Danville, RSM, Moorpark, Aliso Viejo, Yorba Linda, Laguna Niguel, Poway, Mission Viejo, Rancho Palos Verdes, and Thousand Oaks.

About Us



Johnston Pacific Commercial Real Estate, Inc. was established in 1991 as South Orange County's premier Commercial Real Estate firm. During the past 3 decades we have provided superior service, expert property solutions, and positive results to commercial real estate clients conducting business in South Orange County. During the past 30 years, our team has helped thousands of business owners, landlords, developers, and investors create stunning wealth by owning, selling, or leasing commercial real estate. We have remained committed to becoming the most effective - not the largest - brokerage firm in Southern California. We believe our outstanding local expertise provides us with a competitive advantage over our competition and directly benefits our clients' bottom line. Join us in defusing the myth that commercial property is complicated, stressful, and confusing. Our expert team provides you the in-house knowledge, data, and assistance you need to make qualified, no-pressure, informed decisions. From selling or leasing your asset to potential buyers or tenants, finding space for your growing company to own or lease, or adding the latest commercial investment to your portfolio, we have you covered.



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Merry Christmas & a Happy New Year!