

COMMERCIAL REAL ESTATE NEWSLETTER

Q3 2023

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

ANOTHER HAPPY CLIENT RECOMMENDS JOHNSTON PACIFIC

"A quick Google search can turn up countless [broker] options, but a personal recommendation introduced us to Rob & Louis, and I am glad they did.

Rob & Louis were extremely professional from the start and were able to realize a fantastic price quickly and well within budget.

If anyone is thinking of selling a commercial property, I would highly recommend contacting Rob & Louis."

CRAIG TURNER
PRESIDENT & CEO
GUIDED DISCOVERIES, INC.

FOR THE BUSINESS OWNER

2023 brings promising news as income tax brackets for individuals widen, offering potential relief and opportunities for millions of taxpayers.

FOR THE PROPERTY OWNER

Need reliable HVAC services in Orange County? Discover White Mechanical - a trusted Foothill Ranch-based company with certified technicians, and 24/7 assistance.

MARKET UPDATE

Read about current commercial availabilities and recent transactions in Lake Forest and Foothill Ranch.

COMMUNITY NEWS

Ready for a taste of Orange County history? This iconic spot has been a staple of the local dining scene for over 70 years and has been a go-to for locals and visitors alike.

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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JOHNSTON PACIFIC COMMERCIAL REAL ESTATE, INC.

26240 Enterprise Court, Lake Forest, CA 92630

1305 Calle Avanzado, San Clemente, CA 92673

(949) 366-2020 | Lic# 01121630

www.johnston-pacific.com

FOR THE PROPERTY OWNER

24/7 Quality HVAC Services

27221 Burbank, Foothill Ranch, CA 92610 | (949) 328-3370 | WhiteMechanical.com

White Mechanical, based in Foothill Ranch, CA, is a reputable HVAC company that has built a solid reputation for providing exceptional services to residential and commercial clients throughout Orange County. With certified technicians trained by the North American Technician Excellence (NATE), the company prides itself on its commitment to excellence, which has earned them a loyal customer base and multiple accolades, including Angie's List Super Service Awards. Offering a comprehensive range of top-of-the-line HVAC services, from routine maintenance to emergency repairs and installations, White Mechanical uses state-of-the-art tools and techniques to deliver reliable, efficient, and cost-effective solutions tailored to meet customers' specific requirements. With flexible scheduling, transparent pricing, and 24/7 emergency services, customers can rest assured that they will receive the highest level of service possible. Contact White Mechanical today to experience the difference for yourself and don't settle for anything less than the best.



- ✓ Heating & Cooling Work
- ✓ Dryer Vent Cleaning
- ✓ Sheet Metal, Fiberglass
- ✓ Ventilation
- ✓ Duct Cleaning & Upgrades
- ✓ Ceiling Insulation
- ✓ Attic Access Ladders
- ✓ Filtration

FOR THE BUSINESS OWNER

2023 Brings Wider Tax Brackets for Individuals

STANDARD DEDUCTION

Standard deductions are higher for 2023. Married couples get \$27,700, plus \$11,500 for each spouse 65 or older. Singles can claim \$13,850; \$15,700 if age 65 and up. Heads of household get \$20,800 plus \$1,850 once they reach 65. Blind people receive \$1,500 more (\$1,850 if unmarried and not a surviving spouse).

ADOPTION

The adoption credit is taken on up to \$15,950 of qualified expenses in 2023. The full credit is available for special-needs adoption even if it costs less. The credit phases out for filers with modified AGIs over \$239,230 and ends at \$279,230

MINIMUM TAX

AMT exemptions rise for 2023 to \$126,500 for couples & \$81,300 for singles and household heads. The exemption phaseout zone starts at \$1,156,300 for couples and \$578,150 for others. The 28% AMT rate kicks in above \$220,700

KIDDIE TAX

The kiddie tax has less bite in 2023. The first \$1,250 of unearned income of a child under age 19; Under age 24 if a full-time student is tax free. The next \$1,250 is taxed at the child's rate. Any excess is taxed at the parent's rate.

CAPITAL GAINS

Tax rates on long-term capital gains & qualified dividends do not change. But the income thresholds to qualify for the various rates go up for 2023. The 0% rate applies for individuals with taxable income up to \$44,625 on single returns, \$59,750 for head-of-household filers & \$89,250 on joint returns. The 20% rate starts at \$492,301 for singles, \$523,051 for head of household and \$553,851 for couples filing jointly. The 15% tax rate is for incomes between 0% & 20% break points. The 3.8% surtax on net investment income kicks in for singles with modified AGIs over \$200k; \$250k for marrieds

TAX BRACKETS

The income tax brackets for individuals are much wider for 2023 because of high inflation during the 2022 fiscal year. Tax rates are unchanged.

Marrieds - If taxable income is

Not more than \$22,000
Over \$22,000.01 but not more than \$89,450
Over \$89,451 but not more than \$190,750
Over \$190,751 but not more than \$364,200
Over \$364,201 but not more than \$462,500
Over \$462,500 but not more than \$693,750
Over \$693,750+

Singles - If taxable income is:

Not more than \$11,000
Over \$11,000 but not more than \$44,725
Over \$44,726 but not more than \$95,375
Over \$95,375 but not more than \$182,100
Over \$182,101 but not more than \$231,250
Over \$231,251 but not more than \$578,125
Over \$578,126+

Household Heads - If taxable income is

Not more than \$15,700
Over \$15,700 but not more than \$59,850
Over \$59,850 but not more than \$95,350
Over \$95,350 but not more than \$182,100
Over \$182,100 but not more than \$231,250
Over \$231,250 but not more than \$578,100
Over \$578,100

The tax is:

10% of taxable income
\$2,200 + 12% of excess over \$22,000
\$10,294 + 22% of excess over \$89,450
\$32,580 + 24% of excess over \$190,750
\$74,208 + 32% of excess over \$364,000
\$105,664 + 35% of excess over \$462,500
\$186,601.50 + 37% of excess over \$693,750

The tax is:

10% of taxable income
\$1,100 + 12% of excess over \$11,000
\$5,147 + 22% of excess over \$44,725
\$16,290 + 24% of excess over \$95,375
\$37,104 + 32% of excess over \$182,100
\$52,832 + 35% of excess over \$231,250
\$174,238.25 + 37% of excess over \$578,100

The tax is:

10% of taxable income
\$1,570 + 12% of excess over \$15,700
\$6,868 + 22% of excess over \$59,850
\$14,678 + 24% of excess over \$95,350
\$35,498 + 32% of excess over \$182,100
\$51,226 + 35% of excess over \$231,250
\$172,623.50 + 37% of excess over \$578,100



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26240 Enterprise Ct, Lake Forest | 1305 Calle Avanzado, San Clemente
(949)-366-2020

CURRENT AVAILABILITY



FOR LEASE | Individual Offices
26240 Enterprise Ct, Lake Forest
Four (4) executive suites available that are outfitted with high-speed internet, a collab space, kitchen, LED lighting, & 24/7 access.
Available month-to-month
Offered at \$955/mo (util. included)



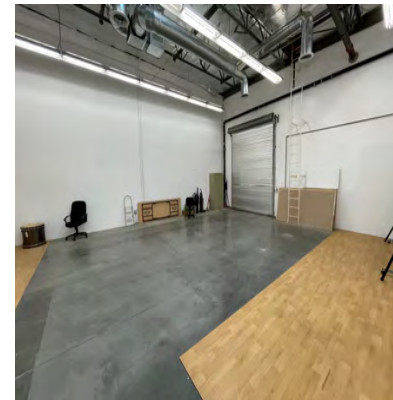
FOR SALE | 2,240 sf
26238 Enterprise Ct, Lake Forest
Single-story, corner-unit office building with 8 private window suites, large conference room, break room and modern architecture.
Offered at \$465/sf



FOR LEASE | 1,200 sf
26150 Enterprise Way, Lake Forest
Unit #200-A offers decadent office space, a storage area, and flexible lease terms.
Offered at \$2.05/sf



**We Just Closed Escrow for \$530/sf
NOW FOR LEASE**



FOR LEASE | 2,243 sf
26226 Enterprise Ct, Lake Forest
Industrial condo with 999 sf of single-story office space comprised of 2 private offices, a conference room, and storage. Moreover, this high-image corner-unit comes with 200 amps and 16' clearance.
Offered at \$2.15/sf Gross



***FOR SALE | 3,325 sf**
26429 Rancho Pkwy, #145, Lake Forest
High-image R&D/Flex Condo with 2,800 sf of fully renovated, modern office space and 550 sf of 22' clearance warehouse. Furthermore, it has 1 double shipping door and carries 225 AMPS of power.
Offered at \$455/sf



***FOR SALE | 5,598 sf**
26774 Vista Terrace, Lake Forest
Concrete tilt-up building with street frontage, 1,358 sf of office space and 4,240 sf of warehouse. Equipped with two ground-level doors, an 18' clearance height, and 200 AMPS of power.
Offered at \$485/sf



***FOR LEASE | 6,200 sf**
27136 Burbank, Foothill Ranch
High-image industrial building with 800 sf of office space and 5,400 sf of warehouse. This property has 2 ground level doors and carries 400 AMPS of power. Available 8/2023.
Offered at \$1.80/sf + nets

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.

FOR THE COMMUNITY

Let's Upgrade Your Lunch

23641 Rockfield Blvd Lake Forest, CA 92630 | (949) 586-9200

Open Everyday from 10:00am-11:00pm

The Hat, a legendary fast-food joint in Lake Forest, CA, has been a beloved community fixture for over 70 years. Since its establishment in 1951, The Hat has earned a reputation for serving up some of the best pastrami sandwiches in the region, featuring tender, thinly sliced pastrami stacked high on a freshly baked roll with tangy mustard and pickles. The Hat's casual and inviting atmosphere makes it a popular spot for locals and visitors alike, whether you're looking for a quick bite or a leisurely meal with friends and family. But The Hat's menu extends far beyond their signature pastrami, with juicy burgers, crispy fries, and hearty chili among their other tasty offerings. With beer and wine available, The Hat also serves as a go-to spot for happy hour or a casual night out. If you're looking for an iconic Orange County dining experience, The Hat is a must-visit destination.



MEET THE TEAM



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At Johnston Pacific Commercial Real Estate, Inc., our unwavering commitment to excellence drives everything we do. Our team of industry experts are dedicated to providing superior service, innovative solutions, and tangible results to business owners, tenants, landlords, and investors throughout Southern California. Specializing in the sale and leasing of industrial, office, and land assets, we have built a reputation for success that spans over three decades. With over 2,000 satisfied clients and nearly \$1 billion in completed transactions, you can trust us to deliver the exceptional results you deserve.

SERVICES WE PROVIDE

Landlord Representation
Seller Representation
Tenant Representation
Buyer Representation
Investment Acquisitions

Sale & Leaseback Comparables
Lease Renewal/Subleasing Consulting
Sale/Lease Back Analysis
Leased Investment Proformas
Provider of 1031 Exchange Options

Portfolio Analysis
Lease Renewal Representation
Facilities Solutions Checklist
Associate Budget Reviews
Advisory Services

Lender Referrals
Land Acquisition
Locating Tenants for Vacancies
Post-closing Vendor Resources
First-time Buyer Ownership Analysis