

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

Designed specifically with your wedding day in mind, Agápe 1928 offers the ideal canvas to create your dream wedding in the original Ole Hanson building.

FOR THE PROPERTY OWNER

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

MARKET UPDATE

Read about current commercial availabilities and recent transactions in San Clemente and San Juan Capistrano.

COMMUNITY NEWS

In need of an innovative approach to your skin health? Check out this renowned female-owned medical spa and wellness studio for 20% off your first visit.

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

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.



view website

JOHNSTON PACIFIC COMMERCIAL REAL ESTATE, INC.
1305 Calle Avanzado, San Clemente, CA 92673
26240 Enterprise Court, Lake Forest, CA 92630
(949) 366-2020 | Lic# 01121630
www.johnston-pacific.com

FOR THE BUSINESS OWNER

Agape 1928: Intimate. Dreamy. Simply Beautiful.

1531 N El Camino Real, San Clemente, CA 92673 | AgapeSanClemente.com

Agape 1928 was designed specifically with your wedding day in mind. Our hope is this space will be a canvas for you to create your dream wedding, incredible memories, and provide a peaceful, beautiful place for you and all of your loved ones.

The following is included:

- Exclusive access and rental of the entire property.
- Courtyard with beautiful water features, a fireplace, and a gorgeous backdrop for ceremonies.
- A charming and spacious bar that opens up to the courtyard with big rustic wooden doors. Includes a second portable bar for guests convenience.
- An original Ole Hanson building with 1928 architecture that provides a timeless space for dinner, dancing, and endless photo opportunities.
- A houghtfully designed double room bridal sweet with a private rooftop deck, kitchen, lounge areas, vanities and more.
- A private space for the grooms to relax in.
- Round tables and fruitwood chairs for up to 150 guests.
- Venue Representative on site throughout the day.

AGAPE
1928



FOR THE PROPERTY 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+

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

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+

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

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
\$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



JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.

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

CURRENT AVAILABILITY



FOR LEASE | 4,718 sf

1301 Calle Avanzado, San Clemente
Freestanding industrial building with 1,172 sf of office and 3,546 sf of warehouse that has ample power and clearance. Available October 2023. **Offered at \$1.85/sf Gross**



FOR SALE or LEASE | 7,297 sf

27372 Calle Arroyo, San Juan Capistrano
Two-story, freestanding office/medical building that can be divided with multi-tenant capabilities. Updated interior with spacious open layout, vaulted ceilings and extensive window lines.
Offered at \$435/sf or \$1.90/sf + nets



FOR SALE | 2,765 sf

216 Ave Fabricante #205, San Clemente
Corner-unit, industrial condo with 561 sf of single-story office and 2,204 sf of warehouse. The building is powered by 200 AMPS and has a 17' clearance with a front facing ground-level door for easy truck access.
Offered at \$542.50/sf



FOR SUBLEASE | 10,500 sf

1270 Puerta Del Sol, San Clemente
Freestanding industrial building with 1,500 sf of office and 9,000 sf of warehouse. It includes 3 offices, 2 ground-level doors, a large conference room and a lobby/retail area. The property sits on a 0.93 acre lot and has a 10,962 sf secured yard and a private parking lot.
Offered at \$2.15/sf Gross



FOR LEASE | 20.17 Acres

Rancho San Clemente Business Park
Offered on the market for the first time, this prime ocean-view parcel presents a rare opportunity to develop a much needed industrial park or large corporate headquarters in a product starved market.
Call For Pricing

RECENT TRANSACTIONS



LEASED | 11,354 sf

1351 Calle Avanzado, San Clemente
Second-floor office space with multiple private offices
Asking Rate: \$1.50/sf



LEASED | 14,479 sf

1001 Calle Amanecer, San Clemente
Freestanding industrial building with 12,264 sf of office and 2,215 sf of high clearance warehouse space.
Asking Rate: \$1.75/sf + nets



SOLD | 4,070 sf

232 Ave Fabricante #111, San Clemente
Industrial condo with 2,049 sf of office and 2,021 sf of warehouse that carries a 25' clearance height.
Asking Price: \$465/sf



LEASED | 4,000 sf

1226 Puerta Del Sol #A, San Clemente
Freestanding industrial compound with 913 sf of office, 3,087 sf of warehouse, and 12,000 sf of fenced yard.
Asking Rate: \$1.55/sf + nets

FOR THE COMMUNITY

A Customized, Integrative Approach to Skin Health

1391 Calle Avanzado, San Clemente, CA 92673 | (949) 212-8852 | TrilogySkinConcepts.com

TRILOGY SKIN CONCEPTS

an innovative female-owned medical spa and wellness studio in Orange County



TRIOLOGYSKINCONCEPTS.COM

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GET 20% OFF YOUR FIRST SERVICE

Text or call our office to claim offer at 949-212-8852 (offer excludes third-party treatments)

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