

# COMMERCIAL REAL ESTATE NEWSLETTER

Q1 2024

Money making tips & information for business owners, property owners  
& commercial real estate Investors that will increase their profit & cash flow

## ANOTHER THRILLED CLIENT STRONGLY RECOMMENDS JOHNSTON PACIFIC

"I bring Rob and Louis Johnston to your attention if you are thinking of leasing or selling in this complex commercial market. My wife, Josan and I felt valued and well respected as this team was vigilant using a vast variety of marketing strategies, regularly communicated about all showings, gave beneficial guidance. Ultimately, we were presented with two well funded buyers and had a smooth escrow and closing."

Marty & Josan

## FOR THE BUSINESS OWNER

As we embrace the future, discover how Burge Energy revolutionizes operational efficiency, slashes utility costs, and guides your business toward 'Freedom, Control, Savings'—a year of energy-conscious success awaits!

## FOR THE PROPERTY OWNER

Unlock the secret to elevating your commercial real estate projects with Benjamin Moore & Co.'s premium coatings—an exquisite journey that doesn't just finish projects but enhances their value, leaving a lasting mark of sophistication.

## MARKET UPDATE

Read about current commercial availabilities and recent transactions in area.

## COMMUNITY NEWS

Dive into Lake Forest's transformation as vacant structures make way for three cutting-edge industrial buildings on Enterprise Way, reshaping the city's commercial landscape.

JOHNSTON PACIFIC  
SOUTH ORANGE COUNTY'S TRUSTED NAME  
in Commercial Real Estate for over 33 Years.

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



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## FOR THE BUSINESS OWNER

### Smart Energy Strategies for Cost Savings

As we embark on 2024, it's time to reflect on last year's operational costs and plan for a more efficient and cost-effective future. A key area of focus should be on reducing utility expenses, a significant but manageable portion of your operational budget. Let Burge Energy be your business partner for energy solutions.



- **Innovative Energy Solutions:**

There is no one size fits all Energy Solution. At Burge Energy we specialize in Solar, Battery Storage, EV chargers, and backup generators. We design each solution based on your company's current energy demands and future growth plans. These technologies give you the opportunity to expand your operation and give short- & long-term financial benefit

- **Solar PV and BESS:**

Investing in Solar and Battery Storage you can significantly lower monthly utility cost, offering both environmental and economic advantages. Also giving you more "control" over future rate increases from the utility companies.

- **EV Chargers and Backup Generators:**

EV chargers for your personal vehicles or electric fleet enhance sustainability, reduce carbon emissions, and contribute to cost savings through lower fuel expenses and maintenance, fostering environmental responsibility and operational efficiency. A backup generator ensures uninterrupted power supply during outages, safeguarding operations, data integrity, and productivity while minimizing financial losses.

- **Customized Energy Consultation:**

Based on your own utility data we design and build an energy solution that maximizes savings while giving you the quickest ROI possible. Our Goal is to save you money and build resilience from the ever-increasing utility companies.

2024 presents an opportunity to embrace sustainable energy solutions for significant cost reduction. Let Burge Energy guide you in achieving "Freedom. Control. Savings," ensuring your business thrives in an increasingly energy-conscious world.

Reach us at 949-492-1175 and ask for our Burge Energy team or email [johna@burgeenergy.com](mailto:johna@burgeenergy.com) to start finding your solution for growth.

## FOR THE PROPERTY OWNER

### Benjamin Moore & Co.: Elevate Your Commercial Space with Paint Beyond Compare

Since its inception in 1883, Benjamin Moore Paint has transcended the ordinary, becoming a cornerstone in the narrative of commercial spaces. More than a repository of colors, Benjamin Moore is a symbol of craftsmanship, innovation, and bespoke solutions.

From enduring neutrals to attention-commanding hues, Benjamin Moore's color palette transforms commercial spaces into vibrant canvases with a timeless allure. Beyond aesthetics, the brand's commitment to low-VOC formulations aligns seamlessly with contemporary sustainability standards, contributing not only to visual appeal but also to the well-being of indoor environments.

What sets Benjamin Moore apart is its unwavering dedication to tailored craftsmanship, empowering property owners to infuse their spaces with unique character. The brand's expert design and coordination services act as a guiding hand, ensuring that each color choice seamlessly contributes to the overall aesthetic of commercial properties.

Importantly, the value of paint goes beyond mere aesthetics. Regularly updating and refreshing the paint in commercial spaces not only enhances the visual appeal but also adds tangible value. As a general tip, consider refreshing or replacing paint every 5-7 years, depending on factors such as wear and tear, changing trends, and evolving branding strategies.

In the hands of Benjamin Moore, commercial spaces cease to be mere walls; they become living narratives, woven with the threads of color and character. With a century-long dedication to excellence, Benjamin Moore continues to redefine how we perceive and value the spaces that shape our daily experiences. As we step into the future, the legacy of Benjamin Moore remains an enduring source of inspiration and an essential tip for those who seek to craft meaningful stories within their commercial spaces.



# CURRENT AVAILABILITY



**\*FOR SALE/LEASE | 12,180 sf**  
**19771 Pauling**  
**Foothill Ranch**  
 Office: 1,890 sf  
 Warehouse: 10,290 sf  
 400 Amps  
 18' Clearance  
 3 Ground-level Doors  
**Offered at \$495/sf or \$1.65/sf + nets**



**\*FOR LEASE | 3,564 sf**  
**26170 Enterprise Way #400**  
**Lake Forest**  
 Office: 3,564 sf  
 Warehouse: 1,381 sf  
 22' Clearance  
 250 Amps  
 1 Automatic Ground-level Door  
**Offered at \$505/sf**



**FOR SALE | 2,240 sf**  
**26238 Enterprise Court, Lake Forest**  
 Single-story office condominium with nature views, and 2,240 boasting 8 private window offices, a large open office area, a copy/storage room, and a kitchen/break room. It's strategic south orange county location is nearby major freeways and a host of major developments. With a recent price cut of \$41,600, this property is priced to sell.  
**Offered at \$446.42/sf**



**\*FOR LEASE | 33,805 sf**  
**25871 Atlantic Ocean**  
**Lake Forest**  
 Office: 2,500 sf  
 Warehouse: 31,305 sf  
 800 Amps  
 Secured Yard  
 2 Ground-level Doors  
 2 Dock-high Doors  
**Offered at \$1.85/sf Gross**



**\*FOR LEASE | 8,202 sf**  
**20432 James Bay**  
**Lake Forest**  
 Office: 3,000 sf  
 Warehouse: 6,202 sf  
 600 Amps  
 18-20' Clearance  
 2 Ground-level Doors  
 Fully Sprinklered  
**Offered at \$1.79/sf + nets**



**FOR LEASE | 125 sf - 1,816 sf**  
**26240 Enterprise Court, Lake Forest**  
 Explore collaborative executive suites ranging from 125 to 1,816 sf in a high-image business park with 24/7 access. Tailored to meet your business demands, this newly furnished space includes utilities such as security, internet, electricity, and janitorial services  
**Starting at Only \$755/month**



**\*FOR LEASE | 21,297 sf**  
**25541 Arctic Ocean Dr.**  
**Lake Forest**  
 - Office Area: 6,718 sf  
 - Warehouse Area: 14,579 sf  
 - 600 Amps  
 - 20' Warehouse Clearance  
 - Private Yard  
**Offered at \$1.79/sf Gross**



**\*FOR SALE/LEASE | 5,598 sf**  
**26774 Vista Terrace**  
**Lake Forest**  
 - Office: 1,598 sf  
 - Warehouse: 4,000 sf  
 - 200 Amps  
 - 20' Warehouse Clearance  
 - 2 Ground-level Doors  
**Offered at \$485/sf or \$1.75/sf + nets**

# RECENT TRANSACTIONS BY JOHNSTON PACIFIC



**LEASED | 5,632 sf**  
**23282 Arroyo Vista**  
**Rancho Santa Margarita**  
 - Office Area: 3,246 sf  
 - Warehouse Area: 4,698 sf  
 - 1 Ground-level Door  
 - 16' Warehouse Clearance  
**Asking Rate: \$1.85/sf MG**



**SUBLEASED | 1,200 sf**  
**26150 Enterprise Way #500**  
**Lake Forest**  
 - Office Area: 1,200 sf  
 - Open Office Area  
 - 3 Work Stations  
 - 2 Private Offices  
**Asking Rate: \$1.75/sf Gross**

## FOR THE COMMUNITY

### Plans Unveiled for Enterprise Way Transformation

Lake Forest is poised for a remarkable transformation with the unveiling of plans to revitalize Enterprise Way, particularly at 26200 Enterprise Way, the site of Panasonic's former 144,906-square-foot facility.

Project Highlights:

**Project Title:** Site Development Permit 06-21-5437-26200 Enterprise Way New Industrial Building

**Location:** 26200 Enterprise Way, Lake Forest, CA 92630

**Overview:**

The proposal outlines the demolition of four buildings, including the vacant Panasonic facility, paving the way for the construction of three modern industrial buildings. The centerpiece of this development is a two-story, 165,803-square-foot industrial structure, featuring a 35-foot height.

**Space Allocation:**

The flexible space allocation includes 155,803 square feet dedicated to warehouse operations and an additional 10,000 square feet for office use.

**Operational Vision:**

While the specific operational focus is pending determination, the versatile facility is expected to cater to various needs such as warehouse, distribution, manufacturing, or research and development.

**Strategic Enhancements:**

The proposal also incorporates off-site improvements at five intersections within Lake Forest, strategically addressing public safety concerns and optimizing large truck turning movements.

This initiative aligns with Lake Forest's commitment to fostering innovation and growth within its commercial landscape. As the plans progress, stay tuned for further updates on the evolution of Enterprise Way into a dynamic industrial hub.



## 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