

COMMERCIAL REAL ESTATE NEWSLETTER

Q2 2024

Money-Making Tips & Information For Business Owners, Property Owners,
& Commercial Real Estate Investors That Will Increase Their Profit & Cash Flow.

JOHNSTON PACIFIC CLIENTS CONTINUE TO FLOURISH

Louis Johnston is a miracle worker, at a time when we needed a miracle!

Operating our music school in these harsh economic conditions has been fairly challenging, especially with the rising rent costs each year. To own our own place was just a dream.

We are so thankful to Louis for believing in us even when we didn't. He had enough faith for both of us. Our advice to future business owners out there is - "NEVER give up. Work with a broker who believes in you more than even you do." We highly recommend him and the amazing Johnston-Pacific team!

Josh & Liz Roos
ROOS STUDIOS

FOR THE BUSINESS OWNER

As we transition into the warmer months, it's crucial to remember the reasons behind our hard work. Don't forget to relax, reflect, and recharge, ensuring you enjoy the fruits of your endeavors and emerge refreshed for continued success ahead.

FOR THE PROPERTY OWNER

Supported by the Municipal Water District of Orange County and the Metropolitan Water District of Southern California, the Turf Replacement Program is a lucrative venture for commercial property owners.

MARKET UPDATE

Read about current commercial availabilities and recent transactions in the area.

COMMUNITY NEWS

Discover the city's innovative strategies for addressing the catalytic converter theft concerns in Lake Forest. From unique identification programs to financial incentives for theft deterrents. Uncover how collaboration and proactive measures are creating a safer Lake Forest for all.

JOHNSTON PACIFIC

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

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.



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

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FOR THE BUSINESS OWNER

EMBRACE A RECHARGE: SUSTAINABLE SUCCESS IN ORANGE COUNTY

In the bustling business environment of Orange County, where the quest for excellence is relentless, the value of taking a well-deserved break often gets lost amidst the hustle for success. Leaders and innovators, constantly pushing startups to soar and established companies to grow, face the continuous demands of driving progress. Yet, in the midst of this relentless drive, the critical need for downtime and balance emerges as essential for rejuvenation.

As summer rolls in with its warm sunshine and soothing Pacific breezes, Orange County opens up a world of opportunities for rest and rejuvenation. It's crucial for professionals to take a moment to relax and recharge. Embracing a period of relaxation is not merely indulgent; it's a key element for maintaining peak performance and mental clarity. Evidence consistently supports the benefits of breaks, linking time off to increased happiness, boosted creativity, and improved efficiency when returning to the grind. This age-old wisdom underscores the importance of finding equilibrium in our hectic lives.

Even if an elaborate getaway isn't in the cards, Orange County offers an array of local havens that go beyond the corporate landscape, showcasing its natural splendor and cultural richness as ideal settings for relaxation.



FOR THE BUSINESS OWNER: COMMIT TO RECHARGING FOR LASTING SUCCESS IN ORANGE COUNTY

Uncover the tranquil beauty Orange County has to offer, from the serene shores of Laguna Beach to the verdant expanse of the Santa Ana Mountains. These peaceful locales provide the perfect escape for entrepreneurs to unplug and rejuvenate away from the demands of work.

Celebrate Your Hard Work with Leisure: The summer season is an opportune time to reflect on your accomplishments and celebrate them in meaningful ways. Whether it's a scenic flight, a gourmet meal at a top Orange County eatery, or a leisurely sail along the coast, indulging in these leisure activities is a fitting tribute to the dedication and hard work that have brought you success.

FOR THE PROPERTY OWNER

GET PAID TO MAXIMIZE YOUR PROPERTY'S VALUE & SUSTAINABILITY

ORANGE COUNTY'S TURF REPLACEMENT PROGRAM:

As a leading commercial real estate agency, we've witnessed firsthand the transformative impact of the Turf Replacement Program on properties across Southern California. With the dual benefits of enhancing your property's appeal and contributing to environmental sustainability, this initiative is a golden opportunity for business owners to lead by example in water conservation efforts. However, time is of the essence—the earlier you apply and qualify for the program, the higher your potential rebate, as funds are limited and allocated on a first-come, first-served basis annually.

The Turf Replacement Program, backed by the Municipal Water District of Orange County and the Metropolitan Water District of Southern California, offers an attractive proposition for commercial property owners. By replacing water-intensive turf with drought-resistant landscaping, businesses not only reduce their water bills but also enhance their property's aesthetic and environmental value. Given the predetermined annual budget for rebates, applying early in the year maximizes your chances of securing the most substantial rebate possible, as the available funds can diminish over time.

REBATE OPPORTUNITIES:

Residential Projects: \$3.00 per square foot applying on or after 7/1/2021 (max 5,000 SF).

Commercial Projects: \$3.00 per square foot applying on or after 3/4/2024 (max 50,000 SF /m).

Public Agency Projects: \$4.00 per square foot applying on or after 11/1/2022 (max 200,000 SF/m).

Any property with 4 units or less qualifies under the residential program. Any properties with 5 units or more qualify under the commercial program. Special Incentives: Additional benefits are available for customers in specific districts. To find out the specific details and how they pertain to your property, make sure to visit <https://mwdoc.dropletportal.com/rebate/turf/overview>. Additional rebates, incentives, and specifics are listed !! Please note, if you have already removed your grass/turf, you will not be eligible.

PROGRAM REQUIREMENTS:

Every turf replacement project must include:

- A sustainability feature.
- 3 plants per 100 square feet of turf grass converted.
- Replacement or modification of any overhead spray sprinklers.
- No hardscape within the transformed area, except permeable hardscape.
- Mulch in all project areas, with a ring of organic mulch around plants.
- No invasive plants.



We're proud to share that several of our clients have navigated the Turf Replacement Program to achieve maximum benefits. The above photos show our recent collaboration with Bemus Landscape, who was instrumental in achieving the desired outcomes. If you're considering a similar renovation, I highly recommend Robin Reese at Bemus Landscape (714.234.0024), who provided exceptional service and expertise. Success stories like this underscore the program's potential to maximize profits and equity!

CURRENT AVAILABILITY



FOR SUBLEASE | 2,310 SF 22650 Lambert St #706 Lake Forest

- Office: 1,248 SF
- Warehouse: 1,062 SF
- 1 Ground Level Door
- 14' Warehouse Clearance
- 100 Amp Power Supply
- Sublease through 7/31/2025
- Offered at \$1.72/SF + \$.56 Nets



FOR LEASE | 26,849 SF *20191 Windrow Dr #200 Lake Forest

- Office: 2,400 SF
- Warehouse: 24,449 SF
- 1 Ground Level Door
- 2 Dock High Doors
- 26' Warehouse Clearance
- 400 Amp Power Supply
- Call For Rate



FOR SALE 2,240 SF 26238 Enterprise Court Lake Forest

- Single Story Office Condo
- 8 Private Window Offices
- Break Room & Kitchen
- Open Office Area
- Storage/Copy Room
- Easy Freeway and Toll Road Access
- Offered at \$446 Per SF



FOR LEASE | 1,816 SF 26240 Enterprise Court Lake Forest

- 1st Floor Office Space
- 4 Private Offices + Common Area
- Includes: Utilities, Janitorial, Security, and Property Expenses
- Offered at \$2.15 Per SF FSG



FOR LEASE | 6,200 SF *27136 Burbank Foothill Ranch

- Office: 800 SF
- Warehouse: 5,400 SF
- 2 Ground level doors
- 16' Warehouse Clearance
- 400 Amp Power Supply
- 3:1 Parking Ratio
- Call For Rate

RECENT TRANSACTIONS



LEASED | 10,250 SF 27221 Burbank, Foothill Ranch

- Office Area: 4,780 SF
- Warehouse Area: 5,470 SF
- 1 Ground Level Door
- Fenced Yard Area



LEASED | 6,218 SF 20472 Crescent Bay Dr. #106, Lake Forest

- Office Area: 3,660 SF
- Warehouse Area: 2,558 SF
- 1 Ground Level Door
- 22' Warehouse Clearance
- 200 Amp Power Supply

FOR THE COMMUNITY

ADDRESSING CATALYTIC CONVERTER THEFT IN LAKE FOREST

A COLLABORATIVE AND INNOVATIVE APPROACH

The City of Lake Forest is confronting the escalating issue of catalytic converter thefts with a robust and multifaceted strategy, reflecting a deep understanding of the problem's complexity. The increasing value of precious metals such as platinum, palladium, and rhodium, contained within catalytic converters, has led to a rise in thefts, posing a significant threat to vehicle owners. Lake Forest's response, characterized by innovative initiatives and community engagement, exemplifies a proactive stance toward safeguarding its residents' vehicles.

STRATEGIC ANTI-THEFT MEASURES

The cornerstone of Lake Forest's approach is the implementation of two key initiatives: the **Catalytic Converter Identification Program** and the **Shield and Save Rebate Initiative**. The former allows residents to etch their vehicle's identification number (VIN) onto their converters, serving as a powerful deterrent to thieves and a tool for law enforcement to track stolen items. The latter initiative encourages the installation of metal theft deterrent shields, offering residents a rebate of up to \$250 to offset the cost. These shields add a layer of physical protection, making theft attempts significantly more challenging.

ENHANCING EFFECTIVENESS THROUGH COMMUNITY INVOLVEMENT

The success of these initiatives is amplified by Lake Forest's commitment to fostering community awareness and participation. By actively engaging residents and local businesses in the fight against catalytic converter theft, the city increases the visibility and effectiveness of its programs and strengthens the communal resolve to protect personal property. This collaborative effort is further supported by a dedicated budget allocation of \$59,000, underscoring the city's commitment to this cause.

A COMPREHENSIVE APPROACH TO VEHICLE SECURITY

Lake Forest's strategic and community-centered response to catalytic converter thefts offers a blueprint for other cities facing similar challenges. By combining innovative protective measures with active community engagement, Lake Forest enhances vehicle security and creates a safer environment for all its residents. This initiative serves as a testament to the power of collective action and strategic planning in addressing complex community issues.

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