

Lake Forest | Foothill Ranch | Rancho Santa Margarita



COMMERCIAL REAL ESTATE NEWSLETTER



Q4 2023



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

ANOTHER JOLLY CLIENT RECOMMENDS JOHNSTON PACIFIC

"I was in need of some extra storage space and needed it right away. Rob and his team were able to work quickly and professionally to find me a warehouse space and meet the deadline I had established. Their expert knowledge of the market really set them apart in this search and they were able to help my business continue to grow."

ERIC MILLER
CEO & FOUNDER
MILLER SUPPLY INC.

FOR THE BUSINESS OWNER

Explore the world of sale-leasebacks, a strategic financial maneuver that involves using the equity from your property to propel the growth of your business without moving.

FOR THE PROPERTY OWNER

Discover the significance of cap rates in the real estate market and how they can impact your property investment decisions.

MARKET UPDATE

Read about current commercial availabilities and recent transactions in Lake Forest, Foothill Ranch, and Rancho Santa Margarita.

COMMUNITY NEWS

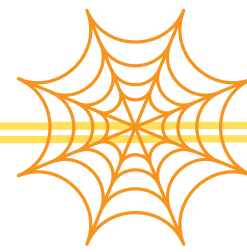
Savor the flavors of this local Mediterranean restaurant spotlight. Discover the delectable dishes, cultural inspirations, and a sneak peek at their chef's signature recipe that's sure to transport your taste buds on a culinary journey.

JOHNSTON PACIFIC
SOUTH ORANGE COUNTY'S TRUSTED NAME
in Commercial Real Estate for over 32 Years.



view website

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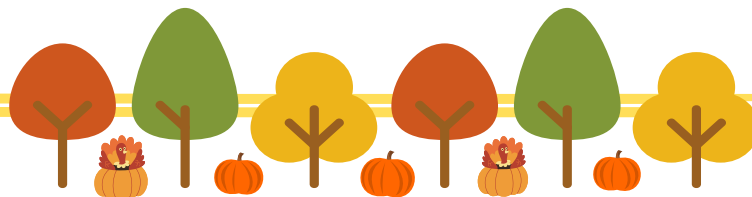
FOR THE BUSINESS OWNER

Convert the Equity in Your Property to Liquid Cash Without Moving

In today's shifting commercial real estate landscape, rising interest rates call for innovative strategies. Enter sale-leaseback transactions: a powerful tool benefiting both property owners and investors. Here's why they matter for your business:

- **Immediate Liquidity, Operational Control:** Gain near instant cash flow without sacrificing control by selling the property you occupy and leasing it back.
- **Financial Flexibility:** In uncertain times, convert real estate assets into liquid capital for growth, debt reduction, or expansion.
- **Stability Amid Market Volatility:** Lease agreements offer reliable income, shielding investors from economic uncertainty.
- **Efficient Operations:** Free your business from property management responsibilities for increased efficiency.
- **Diversification and Risk Mitigation:** Investors find stability in assets with steady cash flows.

In a dynamic commercial real estate landscape, sale-leasebacks stand as a smart financial move. Johnston Pacific specializes in these transactions, offering expertise for your strategic advantage. Explore this path to financial prosperity and operational excellence.



FOR THE PROPERTY OWNER

Cap Rates: A Quick Guide

Cap rates, formally known as capitalization rates, are more than just a metric; they are a strategic compass guiding both real estate investors and property owners through the intricate landscape of property evaluation and financial decision-making.

At its core, a cap rate is a percentage representing the expected return on investment (ROI) from a property. The cap rate is calculated by dividing the property's net operating income (NOI) by its current market value or acquisition cost

Cap Rates for Property Owners:

Property Valuation:

Cap rates play a pivotal role in estimating the current market value of an investment property. Property owners can utilize cap rates to determine an appropriate selling price when considering a property sale.

Performance Evaluation:

Property owners can monitor their property's performance by tracking changes in its cap rate over time. A consistent decrease in cap rate may suggest declining income or rising expenses, prompting necessary adjustments.

Influencing Factors:

Location, property type, and prevailing market conditions exert substantial influence on cap rates. Investors and property owners must consider how these variables impact their specific investment or property. A nuanced understanding of these factors provides a competitive edge in decision-making.

In Conclusion:

Cap rates are a universal metric that investors and property owners alike should master in the dynamic world of real estate. Whether you're evaluating potential investments, assessing property performance, or considering a sale, cap rates serve as an essential tool. By understanding and applying cap rates, you can make informed decisions that align with your financial goals and risk tolerance.

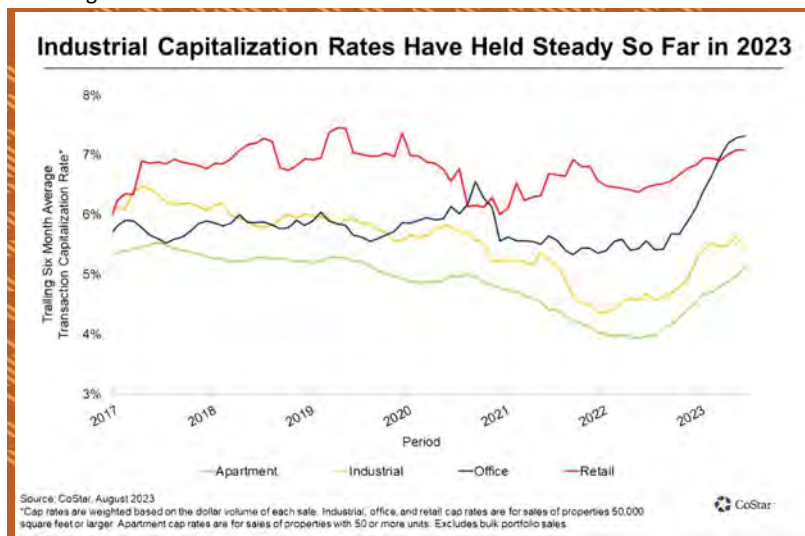
Cap Rates for Investors

Property Evaluation:

Cap rates are a primary tool for assessing the potential of an investment property. Investors can compare cap rates of different properties to identify those offering higher potential returns. Higher cap rates may indicate opportunities for greater profits, but they can also come with higher associated risks.

Risk Assessment:

Cap rates provide insight into the level of risk associated with an investment. A higher cap rate typically implies a riskier investment, while a lower cap rate often signifies lower risk.



CURRENT AVAILABILITY



FOR LEASE | Individual Offices
26240 Enterprise Ct
Lake Forest
 Four (4) executive suites available in a collaborative workplace environment that offers a 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, Unit 200-A
Lake Forest
 Small open office area, 3 work stations, 2 private offices, storage area, and a private restroom.
 Flexible lease terms available.
Offered at \$1.75/sf Gross



**We Closed Escrow on this Industrial Condo for \$530/sf
 THEN LEASED IT FOR OVER \$2.05/sf**



FOR LEASE | 1,816 sf
26240 Enterprise Ct,
Lake Forest
 1,816 sf of newly furnished single-story office space that is comprised of 4 private offices, a collab space, server room, and a kitchen/break room.
Offered at \$2.15/sf FSG



***FOR LEASE | 5,632 sf**
 23282 Arroyo Vista, Rancho Santa Margarita 7 building with 1,100 sf of office and 4,532 sf of warehouse. Additionally, this property features 2 private offices, a conference room, and 2 restrooms
Offered at \$1.85/sf MG



***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.
Offered at \$1.80/sf + nets



FOR THE COMMUNITY

Location, Location, Lunch

41 Auto Center Dr, Suite 101, Foothill Ranch CA 92610 | (949) 421-3782
TheGardenMediterranean.com | Open Tuesday-Sunday 11:00am-9:00pm

The Garden Mediterranean Restaurant beckons with a dining experience unlike any other. Stepping inside feels like entering a Mediterranean paradise, where verdant foliage bathes the space in a tranquil, botanical glow.

The menu is a symphony of Mediterranean and Californian flavors, boasting delights such as the Mediterranean Mezze Platter, Grilled Sea Bass with Lemon Butter Sauce, and the Garden Fresh Salad. Elevating the experience, an impressive selection of crafted cocktails and fine wines awaits, while dessert options like baklava and tiramisu offer a sweet crescendo.

The service is impeccable, with a dedicated staff ensuring every visit is unforgettable. Make sure to consider The Garden when planning your next lunch meeting.



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 since 1991, 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/Sublease 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

