

# 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 San Clemente

## COMMUNITY NEWS

Uncover the future of San Clemente's development scene with our exclusive Council Spotlight, exploring the game-changing proposed permitting changes set to streamline the city's growth.

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:email_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 SUBLEASE | 13,458 sf

#### 1251 Puerta Del Sol, San Clemente

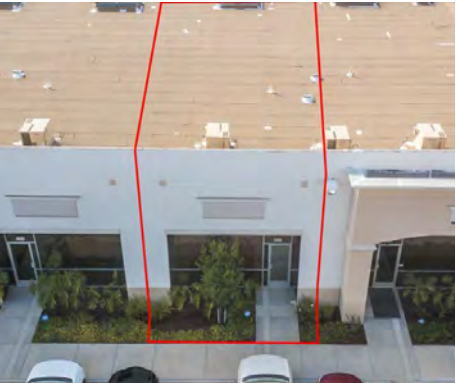
- 2-Story Office Area: 6,702 sf
  - Warehouse Area: 6,756 sf
  - 26' Warehouse Clearance
  - 400 Amps
  - 2,000 sf Bonus Mezzanine
- Offered at \$1.60/sf + nets**



### FOR SALE | 4,121 sf

#### 1044 Calle Recodo #B, San Clemente

- 2-story Office Area: 3,247 sf
  - Warehouse Area: 874 sf
  - 12' Warehouse Clearance
  - Contemporary Interior Finishes
  - Only Industrial Building For Sale in SC
- Offered at \$449/sf**



### FOR LEASE | 2,765 sf

#### 1231 Puerta Del Sol #500, San Clemente

- Office Area: 1,148 sf
  - Warehouse Area: 596 sf
  - 17' Warehouse Clearance
  - 100 Amps
  - 4 Private Offices
- Offered at \$2.10/sf Gross**



### FOR SUBLEASE | 11,649 sf

#### 981 Calle Negocio, San Clemente

First-floor industrial unit with a dock-high & ground-level loading door. The 3,994 sf of creative office space and 7,655 sf of warehouse boasts an interior truckwell, reception, 3 private offices, a break room, conference room, 20' clearance and an approx. 442 sf of bonus mezzanine storage

**Offered at \$1.50/sf Gross**



### FOR LEASE | 20.17 Acres

#### Ranch 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



**SOLD | 7,944 sf**

#### 1000 Calle Negocio, San Clemente

- Office Area: 3,246 sf
- Warehouse Area: 4,698 sf
- Highly-upgraded Interior
- 600 Amps
- 18,731 sf Lot

**SOLD OFF-MARKET**



**SOLD | 10,500 sf**

#### 1270 Puerta Del Sol, San Clemente

- Office Area: 1,500 sf
- Warehouse Area: 9,000 sf
- 16' Warehouse Clearance
- 10,962 sf Private Yard
- 0.93 Acre Lot

**SOLD OFF-MARKET**



**LEASED | 4,441 sf**

#### 1009 Calle Sombra, San Clemente

- 2-Story Office Area: 1,800 sf
- Warehouse Area: 2,641 sf
- 25' Warehouse Clearance
- 400 Amps
- High-image Corner Unit

**Asking Rate: \$1.85/sf Gross**



**LEASED | 5,500 sf**

#### 1031 Calle Trepadora, Unit D, San Clemente

- 2-Story Office Area: 2,063 sf
- Warehouse Area: 3,437 sf
- 24' Warehouse Clearance
- 200 Amps
- Large Private Yard

**Asking Rate: \$1.98/sf Gross**

# FOR THE COMMUNITY

## San Clemente Council Aims to Streamline Permitting Process

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- **Streamlined Approvals:** Proposed amendments aim to expedite construction permit reviews, simplifying procedures and clarifying zoning regulations.
- **Planning Commission's Role:** After thorough review, the Planning Commission has recommended amendments, addressing concerns about impacts on historic structures and residents' quality of life.
- **Fee Structure Evolution:** Proposing a simplified fee structure, including a flat \$100 fee for discretionary reviews, aligning with the commission's appeal role.
- **Threefold Amendment Approach:** The amendments fall into three categories - "clarify," "consolidate," and "streamline," ensuring language updates, application consolidation, and enhanced efficiency.
- **City's Vision:** Consolidating ten permit applications into four to reduce overlap and maintain stringent approval criteria.
- **Objective Decision-Making:** Streamlining historically noncontroversial items and ensuring objective assessments for administrative permits.

As the council considers these changes, it aims to streamline the application process for efficiency and provide clarity for applicants. This forward-looking approach not only promises a more straightforward process for developers but also holds great potential for the commercial real estate sector. The proposed reforms align with the city's vision for commercial growth, creating an environment conducive to strategic and efficient development. Stay tuned for updates on how these groundbreaking amendments will shape the future of commercial real estate in San Clemente.

## 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