

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.



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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).

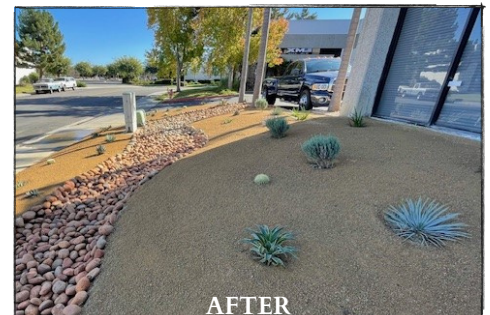
Public Agency Projects: \$4.00 per square foot applying on or after 11/1/2022 (max 200,000 SF/m).

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 LEASE | 13,458 SF
1251 Puerta Del Sol
San Clemente

- 13,458 SF Total Building Size
- 6,702 SF Two-Story Office Area
- 6,756 SF Warehouse Area
- 2,000 SF Bonus Mezzanine!
- 2 Ground-Level Loading Doors
- 26' High-Clearance
- 400 Amps Power Panel
- Rate: \$1.40 Per SF + \$.38 Nets



FOR LEASE | 3,165 SF
209 Avenida Fabricante #100
San Clemente

- First Floor Corner Location
- Extended Window Line
- 4 Large Window Offices
- Large Open Office Area
- Professionally Managed
- Rate: \$2.45 Per SF FSG



FOR SUBLEASE 6,482 SF
1030 Calle Sombra, Unit A/A2
San Clemente

- 3,672 SF Office Area
- 2,810 SF Warehouse Area
- 18' Warehouse Clearance
- 2 Ground Loading Doors
- 2:1 Parking Ratio
- 537 SF Mezzanine in Warehouse
- Sublease Through 8/31/2024
- Longer Term Possible
- Rate: \$1.00 Per SF Gross



FOR LEASE | 11,694 SF
981 Calle Negocio
San Clemente

- 3,994 SF Office Area/ 7,655 SF Warehouse
- 442 SF Bonus Mezzanine Storage
- 22' Warehouse Clearance
- 400 Amp Power Supply
- Interior Truck Well
- Ground Loading Door
- Rate: \$1.65 Per SF + \$.10 CAM



FOR LEASE | 1,744 SF
1231 Puerta Del Sol #500
San Clemente

- Office Area: 1,148 SF
- Warehouse Area: 596 SF
- 17' Warehouse Clearance
- 100 Amp Power Supply
- 2 Private Offices
- Rate: \$1.00 Per SF Gross

RECENT TRANSACTIONS



SOLD | 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



SUBLEASED | 1,299 SF
903 Calle Amanecer #125
San Clemente

- Open Office Area
- 3 Window Offices
- Conference Room
- Storage Room
- 4:1 Parking Ratio



LEASED | 6,548 SF
971 Calle Negocio
San Clemente

- Office Area: 832 SF
- Warehouse Area: 5,716 SF
- High Warehouse Clearance



LEASED | 1,400 SF
921 Calle Amanecer #E
San Clemente

- 100% Dead Storage Warehouse
- 13' Warehouse Clearance

FOR THE COMMUNITY

SAN CLEMENTE'S SEASIDE SAFEGUARD: A LOOK AT OCTA'S \$200 MILLION PLAN

STRENGTHENING OUR SHORES: OCTA'S COASTAL VISION FOR SAN CLEMENTE

In the wake of escalating coastal erosion concerns, the Orange County Transportation Authority (OCTA) has stepped forward with a groundbreaking proposal, earmarking \$200 million to fortify the San Clemente shoreline. This ambitious initiative is not merely a response to the immediate threats endangering our rail infrastructure but a forward-looking endeavor to enhance the resilience and sustainability of our beloved coastal community.

A UNIFIED RESPONSE TO COASTAL CHALLENGES

The proposed project, integral to OCTA's Coastal Rail Resiliency Study, envisages the construction of a robust half-mile protective barrier along the most vulnerable sections of our coastline. Complemented by strategically placed riprap and revetment, this barrier is designed to shield our shores from the relentless forces of nature, ensuring the safety and continuity of vital rail services that connect San Clemente with the broader region.

COMMUNITY AND ENVIRONMENT AT THE HEART

OCTA's vision goes beyond mere infrastructure development; it's a testament to our collective commitment to safeguarding our community and natural heritage. This initiative is a collaborative effort involving local, state, and federal partners to address the immediate challenges and explore sustainable, long-term solutions that harmonize with our environmental and aesthetic values.

YOUR ROLE IN SHAPING THE FUTURE

As residents and stakeholders of San Clemente, your voice is pivotal in this journey. OCTA's proposal opens avenues for active community engagement, inviting us to contribute to the discourse on our coastal future. Whether participating in public listening sessions or sharing insights on alternative solutions, your involvement will help ensure that the outcome reflects our shared values and aspirations for a resilient, vibrant San Clemente.

LOOKING AHEAD

As we embark on this crucial endeavor, let us unite to support OCTA's visionary project. By fostering a spirit of collaboration and innovation, we can overcome coastal erosion challenges and pave the way for a future where San Clemente thrives as a coastal resilience and sustainability model. Together, we can shape a legacy of environmental stewardship and community resilience for generations to come.

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