RANCHO SAN CLEMENTE & TALEGA BUSINESS PARK

COMMERCIAL REAL ESTATE NEWSLETTER

Q2 2025

Money-Making Tips & Information for Commercial Real Estate Tenants, Owners, and Investors.

NEW OWNER IN THE BUSINESS PARK RECOMMENDS JOHNSTON PACIFIC FOR THEIR OUTSTANDING SERVICE!

“Johnston Pacific represented us in the acquisition of an industrial property in San Clemente. Louis did an excellent job in every facet of the successful transaction.“ Steve Beck, Westcap Corp.

-Steve Beck
PROUD NEW PROPERTY OWNER

FOR THE BUSINESS OWNER

How tariffs could impact business owners in the near future. Tariffs can sometimes benefit independent businesses but they can also cause business owners to face higher expenses.

FOR THE PROPERTY OWNER

Upgrade Your Commercial Property Carpet or Flooring for a Fresh New, Professional Look.

The carpet in your office, industrial space, or any commercial setting plays a significant role in shaping the impression visitors, clients, and employees have of your business.

MARKET UPDATE

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

INTRODUCING RIVER STREET MARKETPLACE

Say hello to The River Street Marketplace in San Juan Capistrano. A new development in a historic district featuring spectacular food, drink, shopping and events.

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.
1305 Calle Avanzado, San Clemente, CA 92673
26240 Enterprise Court, Lake Forest, CA 92630
(949)366-2020 | Lic# 01121630
www.Johnston-Pacific.com

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.

34 CELEBRATING YEARS

FOR THE BUSINESS OWNER

THE IMPACT OF TARIFFS ON BUSINESS OWNERS

Tariffs can significantly impact independent business owners by increasing the cost of imported goods and materials. When tariffs are imposed on essential supplies, small businesses often face higher expenses, which can reduce profit margins or force them to pass costs onto consumers. Unlike large corporations that may have the resources to absorb these extra costs or shift supply chains, independent businesses have fewer options, making them more vulnerable to financial strain.

On the other hand, tariffs can sometimes benefit independent businesses by reducing competition from foreign imports. If tariffs make imported products more expensive, local businesses producing similar goods may gain a competitive edge in their domestic market. However, this advantage is often offset by higher costs for raw materials or retaliatory tariffs from other countries, which can restrict export opportunities. Ultimately, the impact of tariffs depends on the specific industry and the ability of independent business owners to adapt.

FOR THE PROPERTY OWNER

INTRODUCING: COMMERCIAL CARPET & FLOORING SERVICES INC.

Commercial Carpet & Flooring
Rick Henderson
info@ccarpetsinc.com
(714) 630-9085

- **First Impressions Matter:** When clients or potential customers enter your business, their first impression is critical. A clean, fresh carpet enhances the overall ambiance and communicates that you care about your space and attention to detail.
- **Health and Hygiene:** Carpets can trap dust, allergens, and bacteria, which can affect air quality and employee health. Regular upgrades or cleaning ensure a healthier working environment and contribute to the well-being of your team.
- **Longevity of Your Investment:** A high-quality carpet can last for many years when properly maintained. Upgrading or replacing old carpet ensures the longevity of your flooring, which in turn protects your investment in the long term.
- **Employee Morale:** A clean, modern workplace contributes to a positive environment. Employees are more likely to feel motivated and productive when they work in a space that is well-maintained and professional.
- **Increased Property Value:** Keeping your property in top condition not only helps retain tenants but also increases its marketability if you ever decide to sell or lease it.

CURRENT AVAILABILITY

FOR SALE | 1,340 SF

940 Calle Negocio #140, San Clemente

- 1,340 sq. ft. First Floor Office
- Front & Rear Entrances
- Kitchenette
- Modern Accents with Polished Concrete Floor
- Common Area Restrooms
- Newly Renovated Landscape
- Close to Dining and Shopping Amenities
- Minutes From the I5 Freeway

$425/sf | $569,500

FOR SALE | 6,819 SF

232 Ave. Fabricante #100, San Clemente

- Approx. 6,819 sf. Total Size
- Approx. 5,964 sf. Office
- Approx. 855 sf. Warehouse
- 1 GL Door
- Amps - 400 (Verify)
- Low-Clear Warehouse
- 13 Reserved Parking Stalls

$475/sf | $3,239,000

FOR SALE | 13,078 SF

232 Ave. Fabricante #100 & #101 San Clemente

Unit #100

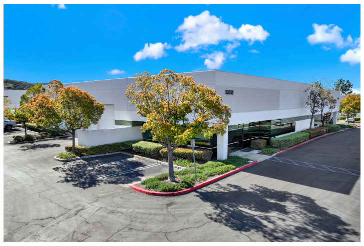
- Approx. 6,819 sf.
- Approx. 5,964 sf. Office
- Approx. 855 sf. Storage/Warehouse

Unit #101

- Fully Leased Investment
- Approx. 6,259 sf.
- Approx. 3,621 sf. Office
- Approx. 2,638 sf. Warehouse

$475/sf | $6,212,000

FOR LEASE| 8,624 SF

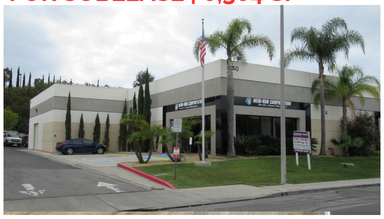


23252 Arroyo Vista, Rancho Santa Margarita

- Approx. 8,624 sf
- Approx. 1,596 sf Office
- Approx. 7,028 sf Warehouse
- 2 GL Doors
- 16' Warehouse Clearance
- Large Truck Accessible with Excellent Ingress and Egress

$1.65/sf Net + $0.30 Net Charges

FOR SUBLEASE | 6,364 SF



240 Calle Pintoresco, San Clemente

- Approx. 854 sf Office
- Approx. 5,510 sf Warehouse
- 2 GL Loading Doors
- 16' Warehouse Clearance
- Open & Private Office
- Close to Freeway

$1.98/sf Gross per month

FOR SALE | 1,316 SF

940 Calle Negocio #130 & #135, San Clemente

- 2 Adjacent Office Condos Totaling Approx. 1,316 sf (#130 is 514 sf, #135 is 802 sf)
- Private Offices, Kitchen
- Storage Area
- Newly Renovated Landscape and common Area Restrooms

$415/ sf ($546,000)

LEASED INVESTMENT | 6,259 SF

232 Avenida Fabricante #101 San Clemente

- Fully Leased Investment
- Approx. 3,621 sf Office
- Approx. 2,638 sf Warehouse
- 1 GL Door
- 15 Reserved Parking Stalls
- 25' Warehouse Height
- Drive Around Truck Access

$475/ sf ($2,973,000)

RECENT TRANSACTIONS

LEASED | 5,180 SF | INDUSTRIAL BUILDING

1311 Calle Avanzado, San Clemente

- Approx. 5,180 sf
- Approx. 2,676 sf Office Area
- Approx. 2,504 sf Warehouse Area
- 17' Warehouse Clearance
- 200 Amps (Expandable)
- 12 Reserved Parking Stalls

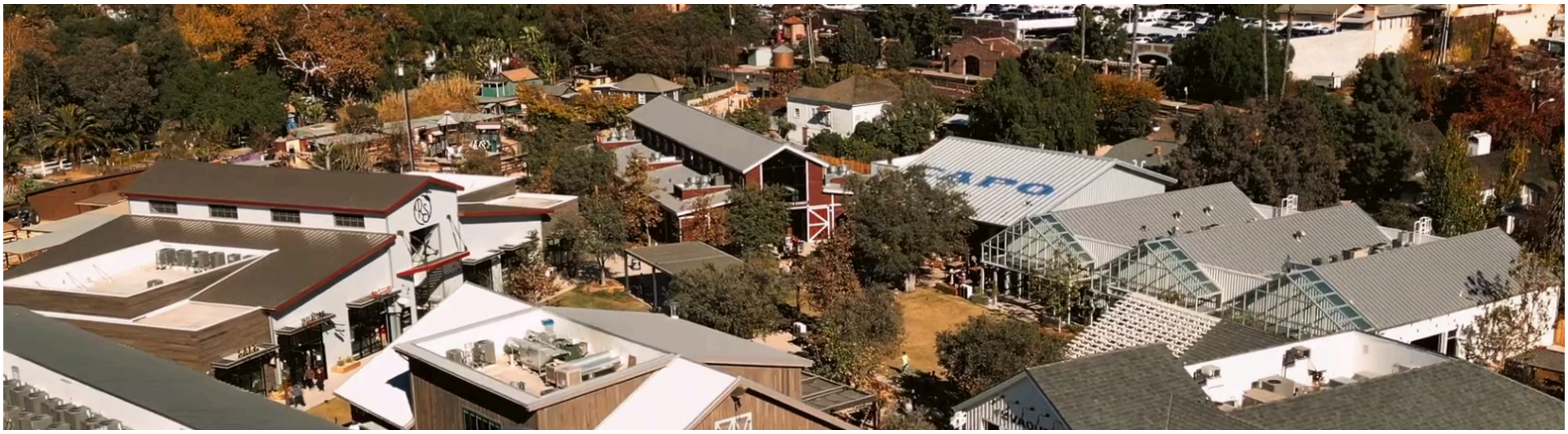
SOLD | 2,946 SF | INDUSTRIAL CONDO

1046 Calle Recodo #E, San Clemente

- Approx. 2,946 Total SF
- Approx. 1,192 sf office
- Approx. 1,754 sf warehouse
- One 10'x12' GL Door
- Amps- 100 to 200
- Warehouse Height- 24'

NEW FUN & EATS

INTRODUCING RIVER STREET MARKETPLACE



Nestled in the historic Los Rios District of San Juan Capistrano, River Street Marketplace is a vibrant 60,000-square-foot destination that opened in late 2024. This thoughtfully designed marketplace features modern dining concepts, curated retail shops, local art, a butcher, and a full bar and brewery, all set around a central green space.

Visitors can indulge in diverse culinary offerings—from wood-fired dishes at Finca to sweet treats at McConnell's Ice Cream—and shop at boutiques like Free People and Tecovas. With its farm-inspired architecture and California native landscaping, River Street Marketplace pays homage to the area's rich heritage while providing a contemporary community gathering spot. Visit the River Street Market place at, 31856 Paseo Adelanto, San Juan Capistrano, CA.

MEET THE TEAM

ROB JOHNSTON
PRESIDENT
LIC# 01121630
Rob@Johnston-Pacific.com

LOUIS JOHNSTON
VICE PRESIDENT
LIC# 02054162
Louis@Johnston-Pacific.com

CHRIS HAUGEN
ASSOCIATE
LIC# 02134684
Chris@Johnston-Pacific.com

Since 1991, Johnston Pacific's unwavering commitment to excellence has driven 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 3,000 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
Advisory Services
Leased Investment Proformas
Provider of 1031 Exchange Options

Portfolio Analysis
Lease Renewal
Representation Facilities
Solutions Checklist
Associate Budget
Reviews

Lender Referrals
Land Acquisition
Locating Tenants for Vacancies
Post-closing Vendor Resources
First-time Buyer Analysis

949-366-2020

JOHNSTON PACIFIC
COMMERCIAL REAL ESTATE, INC.