



COMMERCIAL REAL ESTATE NEWSLETTER



Q4 2025

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

Helping our clients when times get tough is what Johnston Pacific does best.

"Rob has been fantastic to work with over the years. During hard times he really stepped up and helped us find a great place to relocate our business, loved working with him."

Pat Nelson
ICON 1031



BY UNANIMOUS APPROVAL

A state of the art 210,000 sq ft business park was approved by the city council last month and Johnston Pacific will be the exclusive leasing agents.

LET'S CELEBRATE

Johnston Pacific celebrates 35 years as South Orange County's premier commercial real estate authority!

CLIENT SUCCESS STORY

This month's client success story, an off market deal that saved the day!

HISTORICAL SBA LOAN RATES

Businesses planning long-term financing may benefit from acting while rates soften in the near term.

CURRENT SALE AND LEASE OPPORTUNITIES

Ready to take your business to the next level? Whether you're expanding, relocating, or investing — we've got you covered. Explore commercial properties for sale or lease ranging from 1,300 SF to 18,000 SF.



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



NOTABLE STORIES

CHEERS TO 35 YEARS!

**This October marks a milestone worth celebrating
Johnston Pacific Commercial Real Estate's 35th Anniversary!**



Since 1991, our team has proudly served San Clemente and South Orange County with expertise, integrity, and a commitment to helping businesses and investors thrive. From guiding clients through complex transactions to shaping the growth of local communities, Johnston Pacific has built a legacy of trust and results that stands the test of time.

What began as a vision to deliver smarter, client-focused real estate solutions has grown into three and a half decades of leadership in the industrial, office, and investment markets. We're proud of the relationships we've built, and thank our community for their unwavering support and trust in us, the deals we've made, and the communities we've helped shape along the way. Here's to 35 years of dedication, innovation, and success, and to the next chapter of serving our clients with the same passion and expertise that have defined Johnston Pacific from the very beginning.

Johnston Pacific Success Stories

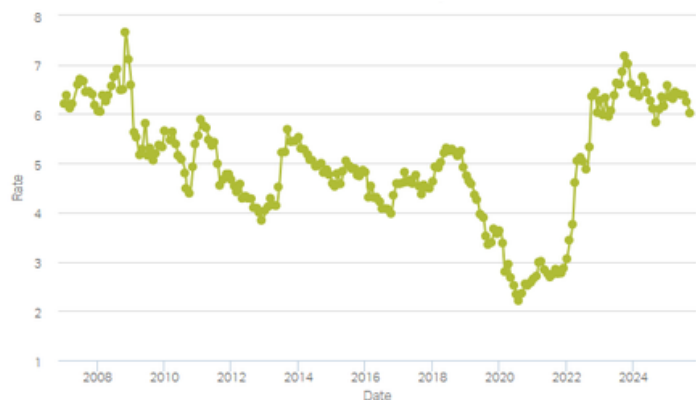


990 Calle Negocio,
San Clemente

All it took was a handshake..

Our client was ready to purchase a building when...plot twist, the seller accepted another offer. Enter Rob & Louis, who didn't miss a beat. They uncovered an even better building that checked every box for our client's needs. And here's the kicker: it wasn't even on the market, which made the discovery all the sweeter. What followed was the kind of deal you rarely see anymore, an all-cash purchase sealed with a handshake and closed in just 45 days. A win-win from start to finish, leaving both buyer and seller grinning ear to ear!

Historic SBA 504 Rates



As of fall 2025, 20-year SBA 504 loan rates are around 6.0%. Rates may dip slightly into the high-5% range over the next few years, but long-term pressures like inflation and federal deficits are expected to keep them in the 6.0%–6.6% range through the next decade. If you've been on the fence about getting a loan, now may be the time to do it.

Since 1991 Johnston Pacific has provided commercial real estate solutions for our loyal following of clients. We can do the same for you, please give us a call: 949-366-2020.



FEATURED AVAILABILITY

A complete list of available properties can be found at www.johnston-pacific.com

FOR SALE | 18,370 SF



208 Avenida Fabricante, San Clemente

- 8,950 sf. office
- 9,420 sf. warehouse
- Freestanding building
- 800 amp power
- 39 parking stalls
- 4 GL roll up doors
- 21' warehouse height
- Separate lot

\$395/sf | \$7,256,000

FOR LEASE | 3,165 SF



209 Avenida Fabricante #100, San Clemente

- 3,165 sf. office
- 3:1 parking ratio
- Open & private offices
- 1st floor corner location
- Large conference room
- Kitchen

\$1.00/sf the first year of a 3-year lease term.

FOR SALE OR LEASE | 8,790 SF



1403 North El Camino, Real, San Clemente

- 8,790 sf.
- 3,300 sf. divisible office
- 4,679 sf. warehouse
- 811 sf. apartment & loft
- Secured & gated
- Coastal Spanish architecture

**Lease: \$2.10/sf Gross
Sale: \$880/sf | \$7,735,000**

FOR LEASE | 2,688 SF



915 Calle Amanecer E/F, San Clemente

- 2,688 sf.
- 1,403 sf. office
- 1,285 sf. warehouse
- 2 GL doors
- 2:1 parking
- 13' warehouse clearance

**Lease: \$1.95/sf + CAM
\$0.10/sf**

FOR LEASE | 1,816 SF



26240 Enterprise Ct., Lake Forest

- 1,816 sf.
- Use of collab meeting area, kitchen & breakroom
- Dimmable office lighting
- Furnished & unfurnished offices
- Security & janitorial provided

\$1.85/sf + electricity & internet

FOR SALE | 6,819 SF



232 Ave. Fabricante #100, San Clemente

- 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

Freestanding Building With Private Fenced Yard!

FOR SALE | 4,985 SF



1226 Puerta Del Sol, San Clemente

- 4,985 sf.
- Large Fenced Yard
- Freestanding building
- Exclusive corner compound
- Private offices
- 39 parking stalls
- 2 restrooms
- Kitchenette
- 400 amps (verify)
- 1 GL door
- Unit A: 4,000 total sf.
 - 1,338 sf. Office
 - 2,622 sf. Warehouse
- Unit B: 985 sf.

\$575/sf | \$2,866,000



RECENT TRANSACTIONS

LEASED | 4,441 SF | INDUSTRIAL CONDO



1009 Calle Sombra, San Clemente

- 1,800sf. office
- 2,641 sf. warehouse
- 25 Warehouse Clearance
- 400 Amp 3phase power
- 14'x14' GL door
- **\$1.90/SF**

SOLD | 6,364 SF | INDUSTRIAL BUILDING



240 Calle Pintoresco, San Clemente

- 1,121 sf. office
- 5,243 sf. warehouse
- 2 GL Doors
- 400 Amp power
- Warehouse Height- 16'
- **\$2,997,400.00**

This information had been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it, make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. All information is subject to change without notice.

IT'S OFFICIAL!

A 210k SF GAME CHANGING BUSINESS PARK IS ON THE WAY



A new, state-of-the-art **210,000 SF Multi-Tenant Business Park** is Coming to San Clemente and Johnston Pacific is Proud to Be the Exclusive Leasing Agents for the **Luminar Business Park**.

If you are interested in being the first to know about accurate, on-going updates and availability please call Rob or Louis at **949-366-2020** or visit johnston-pacific.com/luminar to sign up.



johnston-pacific.com/luminar

MEET THE TEAM



Download Our Vendor Guide. A list of Service Providers to Keep Your Property in First Class Condition.



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 and office 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, we 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.