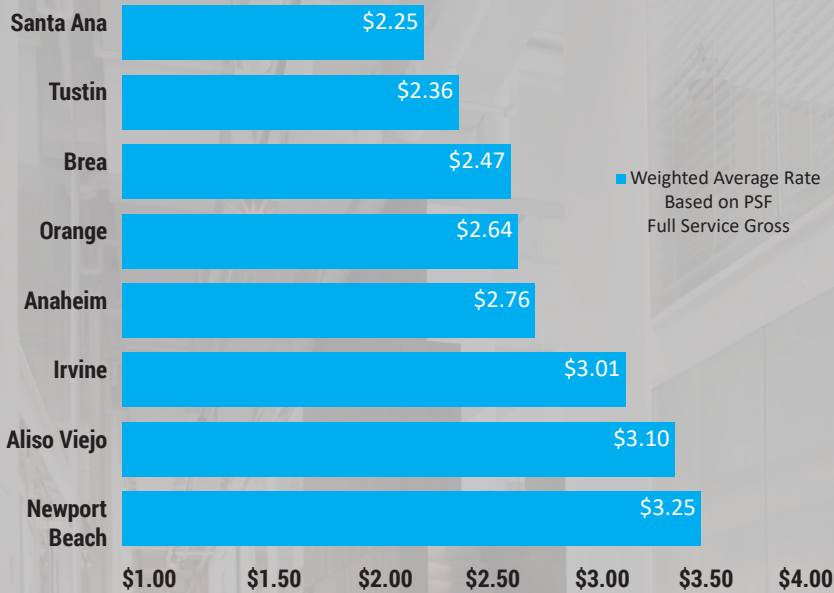


# O.C. OFFICE COMMERCIAL REAL ESTATE UPDATES

## FIRST QUARTER 2019

### CITY LEASING STATS



### ORANGE COUNTY LEASING STATS



#### VACANCY RATES (DIRECT)

↑ **11.34%**



**\$2.75**

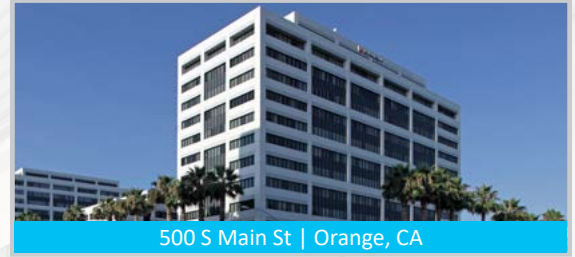
**AVG. ASKING LEASE RATE**



#### UNEMPLOYMENT RATE

↓ **3.0%**

### RECENT OFFICE LEASE COMPS



**500 S Main St | Orange, CA**  
**Suite Size: 2,935 SF | Eff. Lease Rate: \$2.75 Full Service Gross**  
**Free Rent: 3 months | Term: 48 months**



**14661 Franklin Ave | Tustin, CA**  
**Suite Size: 5,397 SF | Eff. Lease Rate: \$1.95 Full Service Gross**  
**Free Rent: 1 month | Term: 37 months**



**601 N Parkcenter Plaza | Santa Ana, CA**  
**Suite Size: 1,072 SF | Eff. Lease Rate: \$1.62 Full Service Gross**  
**Free Rent: 0 months | Term: 24 months**



**8961 Research Dr | Irvine, CA**  
**Suite Size: 5,143 SF | Eff. Lease Rate: \$2.58 Full Service Gross**  
**Free Rent: 2 months | Term: 38 months**



**1735 Flight Way | Tustin, CA**  
**Suite Size: 25,348 SF | Eff. Lease Rate: \$3.60 NNN**  
**Free Rent: 12 months | Term: 132 months**

## KNOW THE RENTAL RATES IN YOUR MARKET:

Oftentimes, tenants don't adequately learn what asking rental rates are for competing buildings in their market. As such, they may not secure the strongest possible deal on their next renewal. Without a clear understanding of how your building compares to your neighbor's on pricing, how can you negotiate with intelligence and confidence?

# 3

## Important Reminders for Renewing your Lease

## REVIEW YOUR LEASE:

If you missed a potential concession or term you would like to renegotiate, now is the time. Use your renewal as an opportunity to secure additional Tenant Improvements or other terms to improve your efficiency and operations going forward.

# 2

## UPDATE THE BASE YEAR:

Updating your Base Year resets the annual building pro-rata operating expense pass-through costs since your last Base Year was established. Resetting the Base Year is always beneficial, but there are additional opportunities to reduce your exposure and operating expenses.



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Liz is a 30-year veteran, specializing in the leasing and disposition of commercial real estate for small and large clients. Prior to joining Voit Real Estate Services, Liz served as Senior Managing Vice President at Transwestern overseeing the tenant service advisory lines in Orange County. Liz was also a Senior Director at Cushman & Wakefield where she focused on institutional agency leasing. Liz helps clients focus on what is most important to their business: saving time, money and mitigating risk for their office renewals, expansions and moves. Her strong business ethics have earned Liz countless years of repeat business from loyal clients.

Patrick McCredie is dedicated to providing thoughtful market analysis and a personalized approach to every client leasing and sales requirement. His methodical approach to problem-solving and ability to effectively translate client needs into satisfactory results distinguishes Patrick as a superior real estate professional. Patrick is well versed in leasing analysis and reporting requirements for institutional owners to help achieve the strongest possible economic terms for clients. Patrick is a member of CORFAC international and has completed a certificate in Real Estate Investment Analysis from UCLA.