

O.C. OFFICE COMMERCIAL REAL ESTATE UPDATES

THIRD QUARTER 2020

CITY LEASING STATS



ORANGE COUNTY LEASING STATS



VACANCY RATES (DIRECT)

↑ **11.56%**



\$2.81

AVG. ASKING LEASE RATE



UNEMPLOYMENT RATE

↓ **9.9%**

RECENT OFFICE LEASE COMPS



19100 Von Karman Ave. | Irvine, CA

Suite Size: 5,305 SF | Eff. Lease Rate: \$3.03 Full Service Gross
Free Rent: 3 months | Term: 40 months



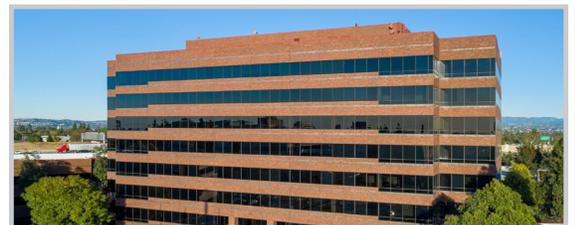
100 Bayview Cir. | Newport Beach, CA

Suite Size: 1,037 SF | Eff. Lease Rate: \$3.49 Full Service Gross
Free Rent: 2 months | Term: 38 months



2100 Orangewood Ave. | Orange, CA

Suite Size: 1,841 SF | Eff. Lease Rate: \$2.58 Full Service Gross
Free Rent: 1 months | Term: 24 months



701 S. Parker St. | Orange, CA

Suite Size: 5,399 SF | Eff. Lease Rate: \$2.38 Full Service Gross
Free Rent: 5.5 month | Term: 40 months



1900 S. State College Blvd. | Anaheim, CA

Suite Size: 24,647 SF | Eff. Lease Rate: \$2.89 Full Service Gross
Free Rent: 3 months | Term: 39 months

The Sublease Surge and Office Space Savings in OC

With many businesses still working from home, a number of firms have put their office space on the sublease market across Orange County. If your business is looking to lease office space in the near term, a sublease opportunity may be an option to save considerably on rental costs. Here are a few points to keep in mind when looking for sublease opportunities:

1 Generally speaking, subleases are priced significantly below market Per Square Foot, relative to "direct" space in the same building, providing your business considerable cost savings.

2 When working with the Sublessor, lease economics such as free rent, reduced parking fees (if the building has paid parking) and early occupancy are typical and should be incorporated into negotiation process. Additionally, retaining existing suite furniture for a "plug & play" opportunity is not uncommon.

3 Keep in mind, when subleasing space, you are working with an existing tenant in the building. Accordingly, do not expect to receive much (or any) Tenant Improvement dollars to modify the suite. Subleases are generally leased on an "as-is" basis, so selecting an existing floorplan tailored to your specified business needs is essential.

For more information on developing an action plan, contact the Hurley & McCredie Commercial Group today!



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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.



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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 market analysis 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.

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