

# CASE STUDY



3132 WESTMINSTER AVENUE, SANTA ANA

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±9,600 SQ. FT. ON 1.22 ACRES

## ACHIEVED FULL ASKING RENT WITH ZERO DOWNTIME FOR CLIENT

### CHALLENGE:

A repeat client of the Cargile Commercial Group owned a very unique 9,600 sq. ft. industrial building situated on 1.22 acres located in Santa Ana. The property had been leased for several years to a subsidiary of Home Depot but the tenant purchased a building in a different area and would be relocating at the end of their lease. Prior to the building becoming vacant, the client hired Mike and Loren Cargile to find a replacement tenant with as little downtime as possible.

### SOLUTION:

The Cargile team immediately recognized the uniqueness of this property because of the oversized yard area. After surveying the market for similar properties, the Cargiles concluded there were zero competing properties within a ten mile radius and determined a rent amount that would maximize the value of the property for the client. The Cargiles then created a marketing campaign that targeted local real estate brokers and companies who needed outside storage for equipment, materials, vehicles, etc.

### RESULTS:

The marketing campaign created by the Cargiles resulted in multiple offers from prospective tenants within thirty days of launching the property to the market. From the offers received, the Cargiles identified a group who could take the property immediately after the prior tenant vacated and would pay the full asking rent. Through the assistance of the Cargile Commercial Group, the client secured a financially stable tenant with zero downtime at a very strong rent number.



### CLIENT:

**MCCALLA SANTA ANA, LLC**

### TRANSACTION TYPE:

Single-Tenant Lease

### LOCATION:

Santa Ana, CA

### TOTAL CONSIDERATION:

\$450,408



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