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CASE STUDY

32801-32803 CALLE PERFECTO
SAN JUAN CAPISTRANO, CA

Voit
REAL ESTATE SERVICES

Cargile Industrial Group Achieves New Market High Price Per Square Foot

CHALLENGE:

A long-time client of the Cargile Industrial Group, and developer of the subject property, sought to sell a well located, two-tenant industrial building to capitalize on peak market pricing. The property offered several appealing features/amenities, such as: 24' warehouse clearance, excellent freeway access, high image appeal and proximity to coastal, affluent cities. The biggest challenge was that the two tenants who occupied the building were “local credit,” meaning the businesses were locally owned by individuals with only one location.

SOLUTION:

The Cargile Industrial Group created a customized marketing package that, among many features within the package, displayed several aerial/drone photographs that highlighted the irreplaceable location this property offered. The Cargiles then launched a tailored marketing campaign that targeted high net worth individuals in nearby coastal areas, real estate brokers throughout Orange County and sellers of commercial properties in Orange/Los Angeles counties. The efforts paid off as a 1031 exchange buyer who sought a coastal exchange property emerged and ended up being the eventual purchaser of the property.

RESULTS:

The Cargiles’ marketing expertise and experience in handling investment transactions led to a sale to an ideal buyer at market high price per square foot for the local submarket.

TRANSACTION TYPE:

Investment Sale
Dual-Tenant
Industrial

CLIENT:

Calle Perfecto Business Park, LLC

LOCATION:

San Juan Capistrano, CA

TOTAL CONSIDERATION:

\$4,900,000

FOR MORE INFORMATION, CONTACT:



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