

# RECENT SIGNIFICANT SOUTH ORANGE COUNTY LEE & ASSOCIATES' TRANSACTION

## ARBOURS OFFICE CAMPUS

29801 – 29829 Santa Margarita Parkway | Rancho Santa Margarita | California  
Fourteen Single-Story Office Buildings consisting of 125,000 SF

### ASSIGNMENT SUMMARY

- **Project Assignment:**  
Determine the highest and best use, plan, develop and market fourteen single-story office buildings ranging from 5,000 to 15,000 SF for sale or lease in a challenging market.
- **Total Project Consideration:**  
In excess of \$45,000,000.00.
- **Client:**  
Investment Development Services (IDS) and The Jameson Company



Exclusively Represented By:

<b>ADAM J. WICKER</b> Senior Vice President	<b>DAVE M. SMITH</b> Senior Vice President
<b>MATTHEW P. FRYER</b> Vice President	<b>ROBERT P. RADER</b> Senior Associate



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### LEE & ASSOCIATES' ACHIEVEMENTS

#### Challenges:

- Identify the highest and best use for the site in a market that was evolving.

#### Solutions:

- Given the market trend towards tenants purchasing smaller owner/user buildings, we recommended constructing fourteen single story office/medical buildings in two phases.
- Pursued medical entitlements for thirty-five percent (35%) of the project given the strong demand.
- Sold all fourteen of the buildings forty-five percent (45%) higher than our target prices and set the benchmark in Rancho Santa Margarita.