

## RECENT SOUTH ORANGE COUNTY LEE & ASSOCIATES' TRANSACTION

### VACATION RESORTS INTERNATIONAL

#### TRANSACTION SUMMARY

- **Location:**  
Laguna Hills, California
- **Total Consideration:**  
\$9,550,000.00
- **Transaction Size:**  
Approx. 30,000 SF
- **Lease Term:**  
Seven (7) Years
- **Assignment:**  
Disposition, Expansion & Renewal
- **T.I. Allowance:**  
"Turn-Key" (\$15.00 PSF)
- **Landlord:**  
The Colton Company



#### Exclusively Represented By:

**ADAM J. WICKER**      **DAVE M. SMITH**  
Senior Vice President      Senior Vice President

**MATTHEW P. FRYER**      **ROBERT P. RADER**  
Vice President      Senior Associate



#### LEE & ASSOCIATES' ACHIEVEMENTS

##### Challenges:

- Client needed to stay within one mile of existing location.
- Client desired a high profile location with freeway signage.
- Client has on-site storage requirements.
- Client wanted to sell existing facility and consolidate.

##### Solutions:

- Sold their existing two-story office building which set the benchmark in the area.
- Terminated their existing above market lease.
- Negotiated a new lease which included additional space and more tenant improvements.
- Obtained two building top signs and one monument sign with freeway exposure.
- Reduced occupancy costs by eighteen percent (18%).