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| **Market News, Trends & Announcements** |

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| Monthy Issue  | July  2013 |

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| **In This Issue** |

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| **Quick Links** https://origin.ih.constantcontact.com/fs124/1111809883918/img/53.jpg |
| Follow us on TwitterView our profile on LinkedInLike us on FacebookView our videos on YouTube   **CRS AFFILIATED UPCOMING ~EVENTS~****Thursday, June 27th****CCIM & CRENAB Networking Mixer****5:00 pm. - 8:00 pm.****Posche Restaurant, 18912 MacArthur, Irvine, CA 29604****July & August - CCIM Mastermind Membership Group (Dark for these summer months)****\*(CCIM) Certified Commercial Investment Member is a recognized expert in the disciplines of commercial & investment real estate. Always looking for company sponsors the Greater Southern California Chapter!**[**Visit CCIM SoCal Website**](http://r20.rs6.net/tn.jsp?e=001Unk_zcCeC9G0EQT3XvmVSSXfgmnO4VHhFaRfMZ2PUerTZuAcgpn3qE-t_vuAn84uOjT-KmDEq8a9U9UOL_19R-N9tYT0HJyNyqbiX_gwKx8=)**\*(SIOR) The Society of Industrial and Office Realtors is the leading professional commercial & industrial real estate association.**[**VisitSIORsite**](http://r20.rs6.net/tn.jsp?e=001Unk_zcCeC9G0EQT3XvmVSSXfgmnO4VHhFaRfMZ2PUerTZuAcgpn3qE-t_vuAn84uOjT-KmDEq8YEtI91_GVQlqeqv_k1wf1FCqXI6_hhQ65hdEP2v2WOYnjN2mbH07Sil4PTEfk8hQ7vDj9bD6x0kw==)  **949-705-7000****3 Upper Newport Plaza****Newport Beach, CA. 92660** |

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| Commercial Realty Specialists Marketing Intro Video |
| **Watch Video** |

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| **LEARN MORE ABOUT US!!!** |

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| CRS Team Working for YOU!!!https://origin.ih.constantcontact.com/fs124/1111809883918/img/41.jpg |

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| **Greetings!****OUR MISSION****AT COMMERCIAL REALTY SPECIALISTS is to provide our client's with the highest level of customer service by delivering local market insight and knowledge, personal service, and commitment to our client's professional success. Commercial Realty Specialists uses extensive market knowledge and experience to exclusively represent tenants, buyers and investors.****Representation is a tenant's fundamental right. The three elements which are integral to it are:   UNDERSTANDING, COMPETENCE, and COMMITMENT.** |

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| **MARKET NEWS~** **GROWTH: with approximately 700,000 square feet of positive net absorption to start 2013, the Orange County office market continued to show signs of recovery. Vacancy and availability continued to trend downward, while lease rates appear to be increasing. Although, these are positive indications, stability will need to be sustained in coming quarters to be considered a full recovery.**State College Bldg, Anahiem, Ca **LEASE RATES:****We are forecasting that rates will begin to increase in 2013. The average asking full-service gross (FSG) lease rate, per month per square foot, in the Orange County office market was $1.88 at the end of the quarter. A 2.08% decrease from the previous year's rate of $1.92 but the same as 2012's****fourth quarter rate, hopefully, indicating a bottom in the****downward trend of asking lease rates. The record-high rate of $2.77 was established in the fourth quarter of 2008. Class A asking rates for the county averaged $2.09 FSG, the highest being in the North County submarket where Class A rates averaged $2.18 FSG.****ACCORDING TO THE OC BUSINESS JOURNAL -****The North and Central Orange County office markets got good news in the first quarter. The two markets absorbed a combined 242,394 square feet of space --significantly more than 2012 annual total of 176,370 square feet. The two markets have many advantages for potential tenants. Their central locations make them good options for companies that want to service clients and recruit employees from all over Southern California. The markets continue to lag in the greater orange county office market in many key areas, but the 10% decline in vacancy year-over-year is reason to be optimistic.****FEATURE OFFICE PROPERTY ~ LEASED!https://origin.ih.constantcontact.com/fs124/1111809883918/img/50.jpg!!****~SUCCESS TESTIMONIAL~****Another satisfied client signed a long-term lease contract for office space in the prestigious Newport Corporate Tower, Newport Beach, CA. Client - Bennett & Associates****~CRS INTERNSHIP PROGRAM~****CRS Internship Team Building Check out our website and apply to be part of our innovative CRS   Intern team! We train bright, hard-working, and dynamic college students in Orange County! Our internship team inspires team building, leadership development, and company growth. While inspiring young minds as a foundation for their future business****and career endeavors.*****NEW INTERN SPOTLIGHT*https://origin.ih.constantcontact.com/fs124/1111809883918/img/52.jpg*****AURELIEN CAVANNA, VIDEO MARKETING******&  DESIGN INTERN*University of California Irvine-Extension Program accelerated Certificate in International Business Operation & Management. ISEG Business School of Pariswith a MBA Master in International Business. His hobbies are DJ Music, Guitar, and photography. Active in rugby, judo, tennis and snowboarding sports. Multi-lingual in French, German, and English languages.**[**Visit Us-COMMERCIAL REALTY SPECIALISTS INTERNSHIP PROGRAM**](http://r20.rs6.net/tn.jsp?e=001wSp1qi1PJ9ez8ASeZRJlXtW27_WkmaCtQMqWCnVTQMQNgaad-OEkSD8QkSiFFzcmtjB9RmBO5xEsjgHRKskLDI3tBoxxs1A0eNK_CRYwOFnar7XJovkezV9y4pH7ZYQVWvw5OZqonBMoZopWUkaJ2bXFXVNvfebW&id=preview) |

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| ***ABOUT OUR MANAGING PARTNER~*****Randy Mason, Managing Partner of Commercial Realty Specialists is a featured author/writer for CPE (Commercial Property Executive) magazine. A well-known commercial real estate brokerage expert with more than 22 years of industry experience and know-how. Member & President of CCIM - Certified Commercial Investment, and affiliated member of SIOR - Society of Industrial and Office Realtors. Specializes in leasing and sales of office and industrial properties throughout Orange County representing a variety of multi-market firms across the country.**[**VIEW RANDY'S LATEST ARTICLE:**](http://r20.rs6.net/tn.jsp?t=ynzjbonab.0.0.oy4qqolab.0&id=preview&r=3&p=http%3A%2F%2Fwww.cpexecutive.com%2Fnewsletters%2Fcapitalmarkets-newsletter%2Fnetleasecolumn%2Ftips-to-better-expose-market-your-commercial-property%2F)       **How to Better Expose & Market Your Commercial Property**  |

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| **If your lease contract is expiring within the next****18 months we can:****~NEGOTIATE FOR YOU****~PROVIDE LEVERAGE YOU DESERVE****~AT NO COST TO YOU!!!****[ASK US or COMMENT on our Website](http://r20.rs6.net/tn.jsp?t=ynzjbonab.0.0.oy4qqolab.0&id=preview&r=3&p=http%3A%2F%2Fwww.commercialrealtyspecialists.com%2F" \t "_blank)** |

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