



Newport & Walnut CENTER

Orange County Strip Center With Below Market Rents

Tustin, CA

Jones Lang LaSalle Americas, Inc. ("JLL"), real estate license #01223413













INVESTMENT OVERVIEW

JLL has been exclusively retained by Ownership to offer qualified investors the exciting opportunity to acquire Newport and Walnut Center (the “Property”), a fully-leased 9,624 square foot strip center located in Tustin, California. The Property is 100% occupied by eight tenants operating under below-market lease terms that average \$3.23 per square foot per month, presenting significant upside potential through lease renewals and repositioning to current market rates. Strategically positioned just off the highly trafficked Newport Avenue and Interstate 5 freeway, the Property benefits from exceptional visibility and access that drives strong customer traffic and tenant performance.

The tenant mix comprises sticky, necessity-based businesses with strong resistance to e-commerce disruption, providing stable cash flow from daily-needs services that maintain consistent demand regardless of economic conditions. This combination of stabilized occupancy, below-market in-place rents, and a prime Orange County location creates a compelling value-add investment opportunity with multiple pathways for income growth and value creation through active asset management.

PROPERTY SUMMARY

-  **Price**
\$7,200,000
-  **Address**
13812 Newport Ave,
Tustin, CA 92780
-  **GLA**
9,624 SF
-  **Occupancy**
100%
-  **Year Built**
1988
-  **Year 1 NOI**
\$369,922
-  **10-Year CAGR**
4.42%
-  **WALT**
4.0 years

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Larwin Shopping Center

DAISO O'Reilly AUTO PARTS
CRUNCH goodwill 99 RANCH MARKET

Tustin Courtyard

KOHL'S CVS
SPROUTS FARMERS MARKET citi

Tustin Heights Shopping Center

TRADER JOE'S petco Cafe Rio
85° Michaels Sola SALONS

Dunn Edwards Shopping Center

SUBWAY BASKIN BR ROBBINS
Dunn Edwards PAINTS Pizza Hut



Albertsons

Newport
Walnut
&
CENTER

Tustin High School
2,200 Students

E Main st (11,200 VPD)

Newport Ave (28,000 VPD)

DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
Population			
2025 Population	33,642	218,577	609,818
2030 Population Projection	33,866	224,089	617,942
2025 Daytime Population	31,549	224,825	654,194
Households			
2025 Avg. Household Income	\$119,006	\$146,284	\$149,137
Housing			
2025 Avg. Home Value	\$843,138	\$1,077,916	\$1,086,933
Employment			
2025 Employment Rate	94.9%	95.9%	95.6%



INVESTMENT HIGHLIGHTS



BOOMING SUBURBAN DAYTIME POPULATION

The Property is located within a prime residential node, with total residents exceeding 33,642 within a 1-mile radius and 218,577 within 3-miles. The long-term trend of working from home paired with the strong daytime population in the area provides the Property with a broadened customer base that will increase tenant sales.



HIGHLY VISIBLE LOCATION WITH EXCELLENT ACCESSIBILITY

Positioned strategically along bustling Newport Avenue (±28,000 VPD), the Newport and Walnut strip center occupies a prime spot in Tustin and the Central Orange County submarket. With its proximity of just 0.4 miles to the I-5 freeway, which experiences a high volume of ±146,000 cars per day, this location offers unrivaled accessibility and visibility for businesses.

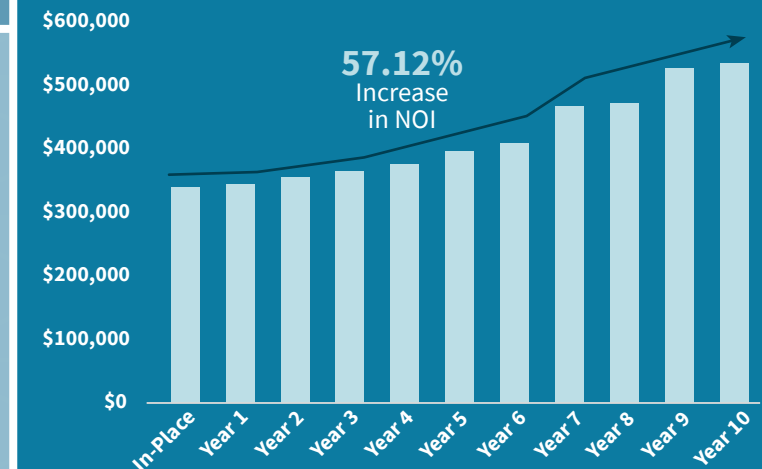


IMMEDIATE NOI GROWTH OPPORTUNITY

The property currently averages \$3.20/SF rents with favorable Fair Market Value option terms for each tenant. This presents a unique opportunity to grow rents in the immediate future.



NOI GROWTH PROJECTION



INVESTMENT HIGHLIGHTS

SIGNIFICANT SURROUNDING DRAW

Positioned adjacent to Tustin High School, catering to a student population of over 2,200, and in close proximity to Old Town Tustin, the Property enjoys not only a steady flow of consistent traffic but also benefits from the strong draw and appeal of these nearby attractions.



STRONG TENANT TENURE

The property demonstrates exceptional tenant retention, with five of eight tenants maintaining occupancy for over nine years. This long-term stability, combined with strong NOI growth, underscores the asset's consistent performance and reliable income stream.

INTERNET-RESISTANT, DAILY NEEDS TENANT MIX

The property features a strategic tenant composition highly resistant to e-commerce disruption. The roster includes essential, experience-driven businesses that require in-person visits: dental care, full-service dining, personal grooming services, and specialty retail. This service-oriented tenant mix generates consistent foot traffic and provides recession-resistant cash flow, as consumers continue to prioritize personal care, dining experiences, and professional services regardless of online shopping trends.





COMPELLING MARK-TO-MARKET OPPORTUNITY

In-place rents sit at 73.9% of market, creating a \$13.69 per square foot gap (\$52.43 market vs. \$38.74 in-place) and a clear path to \$131,481 in annual NOI growth. With four lease expirations between 2027-2029 and all eight tenants holding Fair Market Value renewal options, rent resets to current market rates are contractually built in upon exercise. This structure allows the new owner to capture the full rent spread without re-tenanting risk, downtime, or capital expenditure.



COMPELLING MARK-TO-MARKET OPPORTUNITY



Rents at Newport & Walnut are currently at 73.9% of market



Market Rent	\$52,000
In Place Rent	\$42,141
In Place % of Market	78.7%
Tenancy (Years Remaining)	1.0



Market Rent	\$52,500
In Place Rent	\$34,419
In Place % of Market	63.7%
Tenancy (Years Remaining)	1.0



Market Rent	\$38,500
In Place Rent	\$25,695
In Place % of Market	58.9%
Tenancy (Years Remaining)	1.5



Market Rent	\$85,050
In Place Rent	\$60,971
In Place % of Market	69.6%
Tenancy (Years Remaining)	2.0



Market Rent	\$53,020
In Place Rent	\$40,459
In Place % of Market	86.9%
Tenancy (Years Remaining)	5.0



Market Rent	\$75,750
In Place Rent	\$50,237
In Place % of Market	64.4%
Tenancy (Years Remaining)	5.8

SITE PLAN



TENANT ROSTER

SUITE	TENANT	SF	% of GLA
101	Marilou Elido, DMD	964	10.0%
102	HiroNori Craft Ramen	1,284	13.3%
103	Crown Beauty	770	8.0%
104	Lux Nail Bar	1,300	13.5%
105A	Moon Lash & Beauty LLC	1,040	10.8%
105B	Italia Cleaners	1,050	10.9%
106	Newport Smoke and Cigar Inc	1,515	15.7%
107	Tacos El Bandido	1,701	17.7%
TOTAL LEASED GLA		9,624	100.0%
TOTAL VACANT		-	
TOTAL BUILDING AREA		9,624	100.0%





INVESTMENT ADVISORS

Ryan Sobel

Director
JLL Capital Markets
+1 818 857 7848
ryan.sobel@jll.com
RE Lic #02005465

Daniel Tyner

Managing Director
JLL Capital Markets
+1 949 798 4125
daniel.tyner@jll.com
CA Lic. #01959818

Gleb Lvovich

Senior Managing Director
JLL Capital Markets
+1 949 798 4115
gleb.lvovich@jll.com
CA Lic. #01496699

Geoff Tranchina

Senior Managing Director
JLL Capital Markets
+1 310 694 3180
geoff.tranchina@jll.com
CA Lic. #01435512

ANALYSTS

Paliku Kamaka

Analyst
JLL Capital Markets
+1 808 260 7312
paliku.kamaka@jll.com
CA Lic. #02441464

