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## **NEW ACQUISITION BY MCA REALTY DEMONSTRATES CHANGING MULTI-TENANT MARKET IN ORANGE COUNTY**

**Orange County, Calif., (December 2, 2013)** – Orange County-based investment and management firm [MCA Realty](#) has completed a new industrial acquisition in Santa Ana, Calif. that reflects a growing trend in the Orange County market, according to Tyler Mattox, Principal at MCA Realty.

The firm, which specializes in office and industrial properties throughout the Western U.S., acquired the Brookhollow Freeway Showroom Center, an 87,609 square-foot multi-tenant industrial/retail property, for a total consideration of \$9.5 million.

“Southern California’s multi-tenant industrial market is progressing in a unique way,” explains Mattox. “Selected high visibility industrial properties are being renovated into contemporary showroom projects. Owners and investors are creating spaces that deliver a distinctive experience to consumers.”

“Today’s investors have new opportunities to transform older multi-tenant properties into hubs for shopping, dining and more,” says Mattox, who notes that the SoCo center in Costa Mesa, Calif. - a unique destination for interior design trade, boutique shopping, and dining - is an example of this new evolution.

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The Brookhollow Freeway Showroom Center, which consists of four separate buildings that are visible from the 55 freeway, will be positioned as a retail destination center.

“By repositioning multi-tenant industrial properties and creating destination centers, owners will be better able to attract and retain strong tenants, which will ultimately have a positive impact on an investor’s bottom line,” explains Mattox.

MCA Realty acquired the Brookhollow Freeway Showroom Center as an off-market transaction, and plans to implement improvements and complete the leasing of the center. The property, which was 63 percent occupied at the time of purchase, is currently occupied by Bestwinesonline.com, Kid’s Room Furniture, Sit n’ Sleep and AGR. One of the property’s four buildings is vacant, and is divided into two suites of 15,894 square feet and 16,006 square feet. MCA Realty plans to market both of these suites for lease.

“This property presents enormous potential to tenants looking to attract new customers based on its location, freeway visibility and size,” notes Mattox.

Mattox also notes that MCA Realty was able to open escrow at a favorable basis on this property as a result of the firm’s relationship with the local brokerage team that handles the leasing for the project.

“The MCA Realty team is made up of former brokerage professionals, and we pride ourselves on building strong partnerships with brokers, working with them from acquisition to disposition to ensure that they can benefit over the lifecycle of each investment.”

MCA Realty was represented by Joe Winkelmann of Voit Real Estate Services in the acquisition. The seller, a Seattle-based investment manager, was represented by Mike Hartel and Kevin Turner also of Voit Real Estate Services. The three professionals from Voit will handle the leasing of the property on behalf of MCA Realty.

The acquisition of the Brookhollow Freeway Showroom Center is consistent with MCA Realty’s strategy of acquiring functional, multi-tenant industrial properties at pricing levels significantly below replacement cost with strong income characteristics, according to Mattox.

With its newest Orange County acquisition, MCA Realty's portfolio now encompasses 679,970 square feet of multi-tenant industrial product. The firm has added a total of over \$33.2 million to its portfolio in the last 12 months.

In addition to Southern California, MCA Realty is actively acquiring properties throughout Las Vegas, Texas, and Arizona.

[MCA Realty](#) is a full service real estate investment and management company specializing in office and industrial properties throughout the Western U.S. The goal of the company is to identify commercial real estate investment opportunities and execute value creation strategies that maximize returns to its investors.

MCA Realty's principals, including Tyler Mattox, Jared Gordon, and Peter Cheng, have successfully navigated a full spectrum of market conditions, and pride themselves on building and maintaining strong relationships with industry partners. More information is available at [www.mca-realty.com](http://www.mca-realty.com).

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