

# FOR SALE

611 W Civic Center Dr, Santa Ana, CA 92701

±17,597-SF Owner-User Office Building Across From The O.C. Courthouse



\*Rendering

# TABLE OF CONTENTS



**Property.** This section opens with a brief property description followed by the property's compelling highlights, and an aerial showcasing its prominent location and a nearby amenities map. **Pages 3-6**

**Images.** Here you'll find attractive photographs of 611 W Civic Center Dr and floor plans. **Pages 7-13**

**Market.** This section contains a Purchase vs. Lease analysis, loan illustration, potential depreciation scenario, and key sale comps demonstrating 611 W Civic Center Dr is priced attractively. **Pages 14-17**

## Economos DeWolf, Inc.

4343 Von Karman Ave, Suite 100  
Newport Beach, CA 92660  
[economosdewolf.com](http://economosdewolf.com)

### Steve Economos

Founder  
Direct 949-576-2750  
Mobile 949-466-4882  
[steve@economosdewolf.com](mailto:steve@economosdewolf.com)  
License #01159994

### Geoff DeWolf

Founder  
Direct 949-576-2751  
Mobile 949-500-6654  
[geoff@economosdewolf.com](mailto:geoff@economosdewolf.com)  
License #01319312

### Matt Economos

Associate  
Direct 949-546-9550  
Mobile 949-441-8618  
[matt@economosdewolf.com](mailto:matt@economosdewolf.com)  
License #02243077

### David Economos

Associate  
Direct 949-514-8405  
Mobile 949-533-9411  
[david@economosdewolf.com](mailto:david@economosdewolf.com)  
License #02251034

The information contained in this document is proprietary to Economos DeWolf, Inc. and shall be used solely for the purposes of evaluating this proposal. All such documentation and information remains the property of Economos DeWolf, Inc. and shall be kept confidential. Reproduction of any part of this document is authorized only to the extent necessary for its evaluation. All information contained herein is from sources deemed reliable; however, no representation or warranty is made as to the accuracy thereof.

# SUMMARY



**Offering** **611 W Civic Center Dr, Santa Ana, California 92701**

Four-story, freestanding office building with high-end finishes, built in 1963, and recently renovated with an elevator and prominent street presence.

---

**Size**  $\pm 17,597$  square feet on a  $\pm 0.29$ -acre lot

---

**Sale Price** \$3,995,000 ( $\pm \$227$  per square foot)

---

**Stacking Plan** **First Floor** -  $\pm 1,398$  SF

**Second Floor** -  $\pm 5,744$  SF

**Third Floor** -  $\pm 5,714$  SF

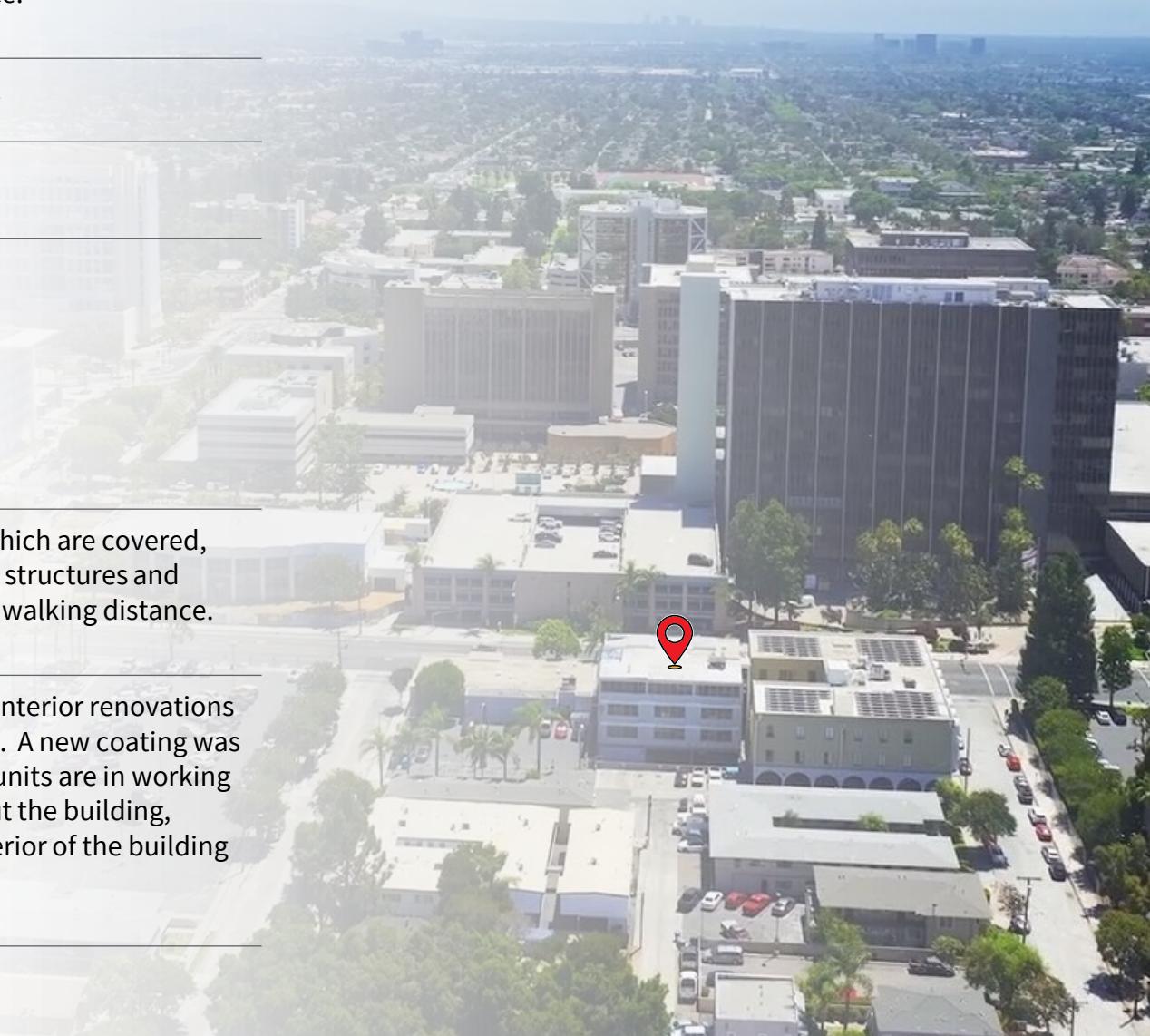
**Fourth Floor** -  $\pm 4,741$  SF

---

**Parking** There are 18 total parking stalls, 8 of which are covered, exclusive to this building. City parking structures and metered street parking are also within walking distance.

---

**Condition** The property has gone through major interior renovations and is sprinklered and elevator-served. A new coating was put on the roof in 2017, and the HVAC units are in working condition. Fiber optic is run throughout the building, ensuring fast, reliable speeds. The exterior of the building was just freshly repainted.

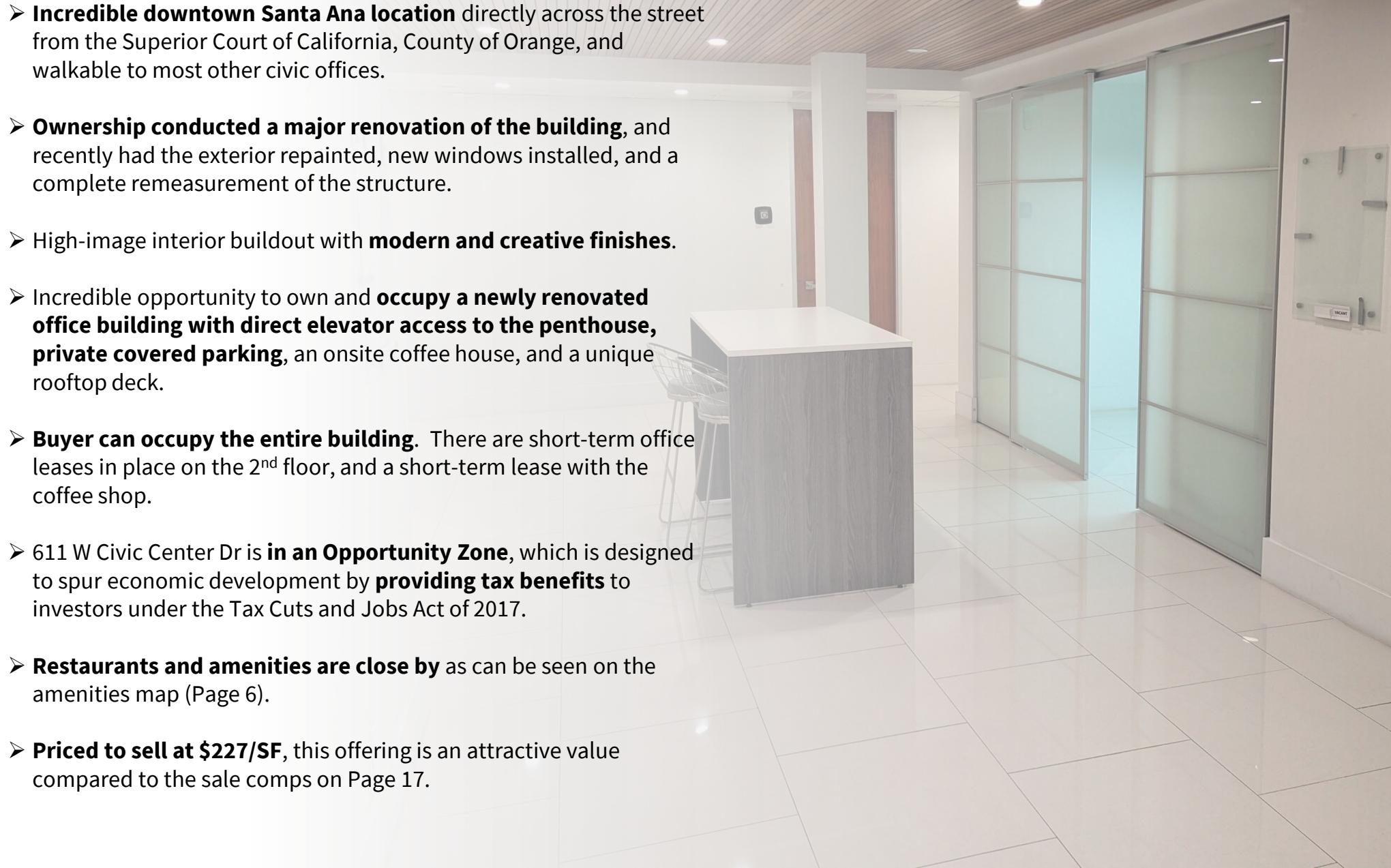


# HIGHLIGHTS

## What Makes 611 W Civic Center Dr Unique?

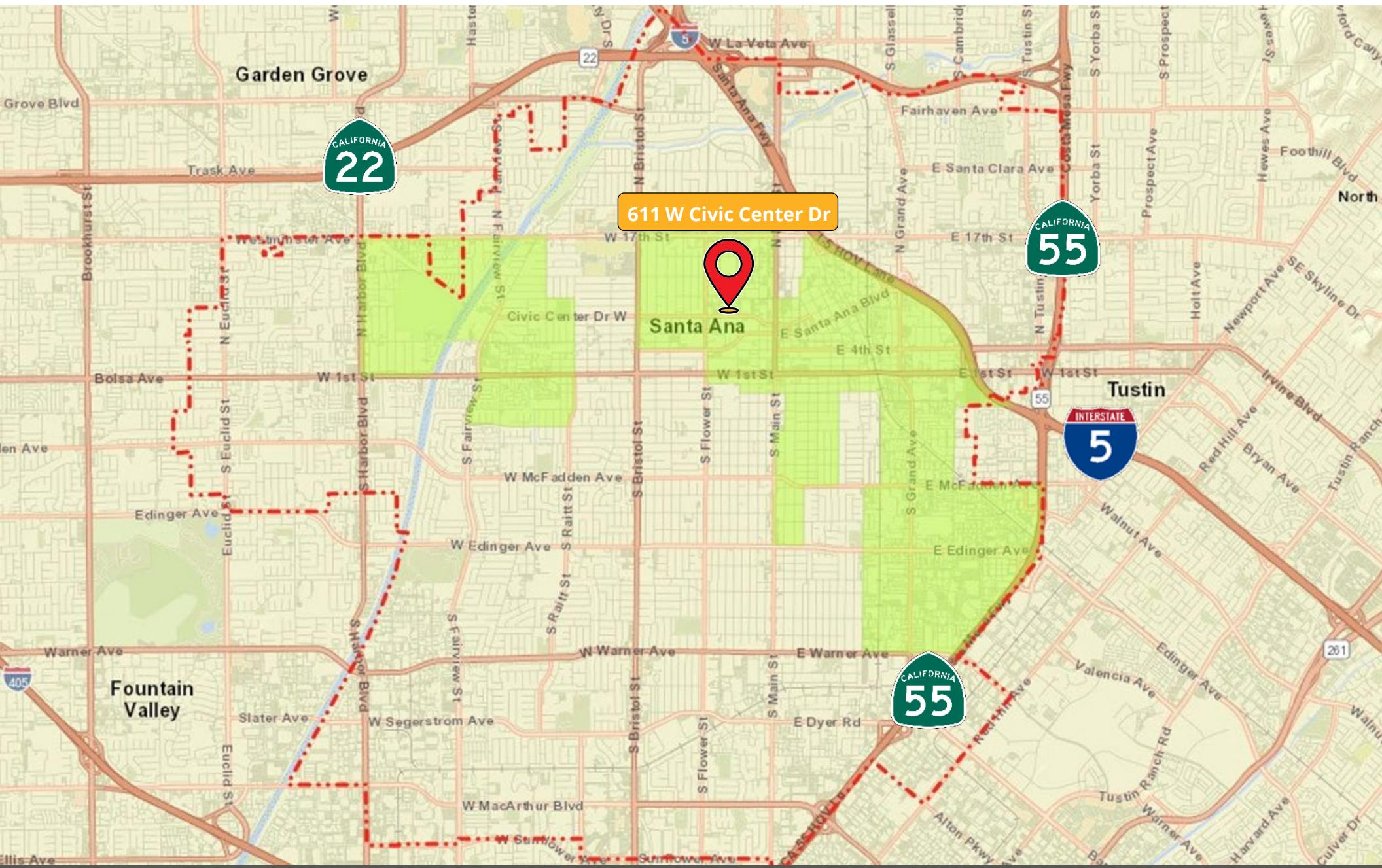


- **Incredible downtown Santa Ana location** directly across the street from the Superior Court of California, County of Orange, and walkable to most other civic offices.
- **Ownership conducted a major renovation of the building**, and recently had the exterior repainted, new windows installed, and a complete remeasurement of the structure.
- High-image interior buildout with **modern and creative finishes**.
- Incredible opportunity to own and **occupy a newly renovated office building with direct elevator access to the penthouse, private covered parking**, an onsite coffee house, and a unique rooftop deck.
- **Buyer can occupy the entire building**. There are short-term office leases in place on the 2<sup>nd</sup> floor, and a short-term lease with the coffee shop.
- 611 W Civic Center Dr is **in an Opportunity Zone**, which is designed to spur economic development by **providing tax benefits** to investors under the Tax Cuts and Jobs Act of 2017.
- **Restaurants and amenities are close by** as can be seen on the amenities map (Page 6).
- **Priced to sell at \$227/SF**, this offering is an attractive value compared to the sale comps on Page 17.



# LOCATION

## Santa Ana Opportunity Zone in Green – Potential Tax Benefits



# AMENITIES

## Amenities in the Immediate Vicinity



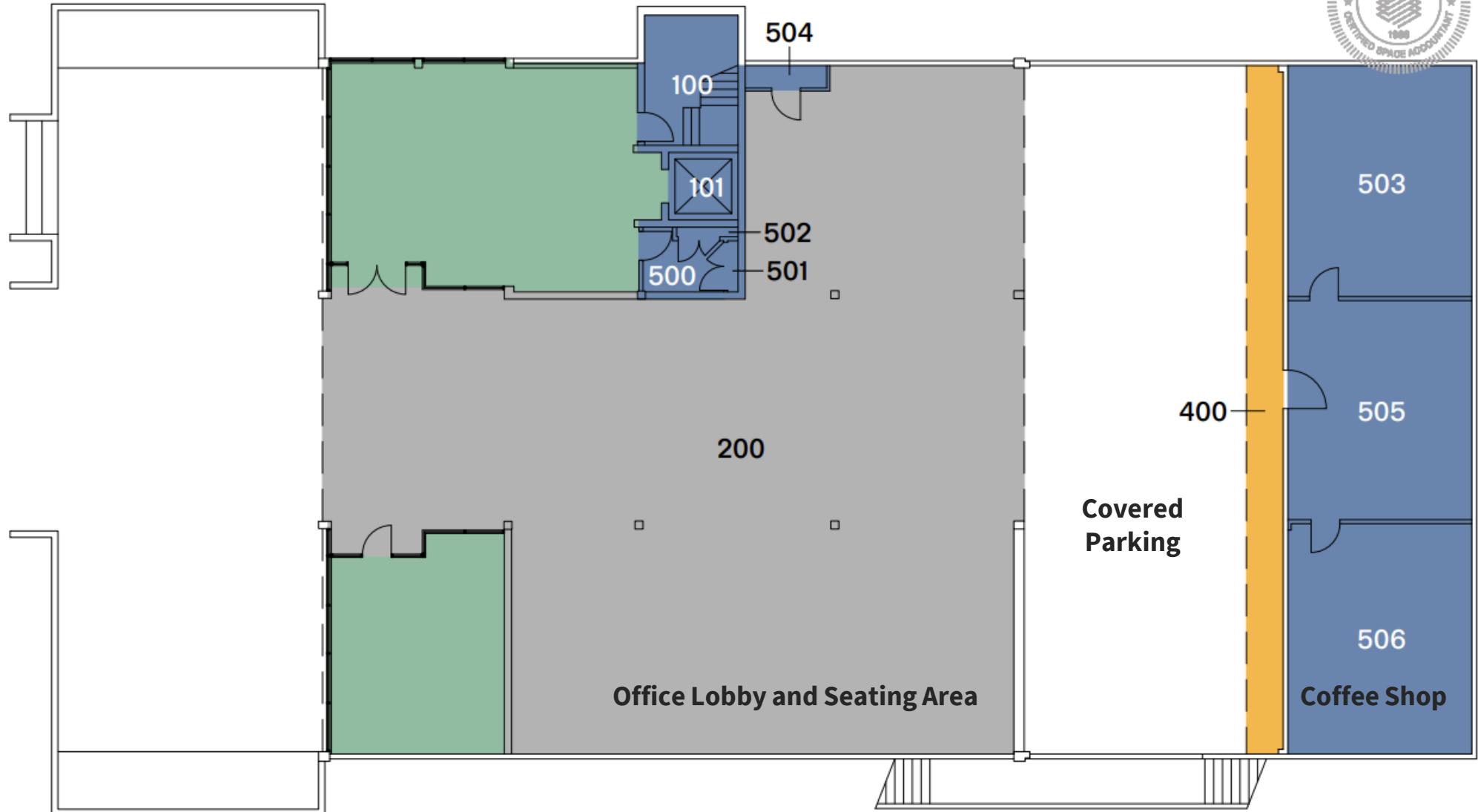
# PHOTOGRAPHS



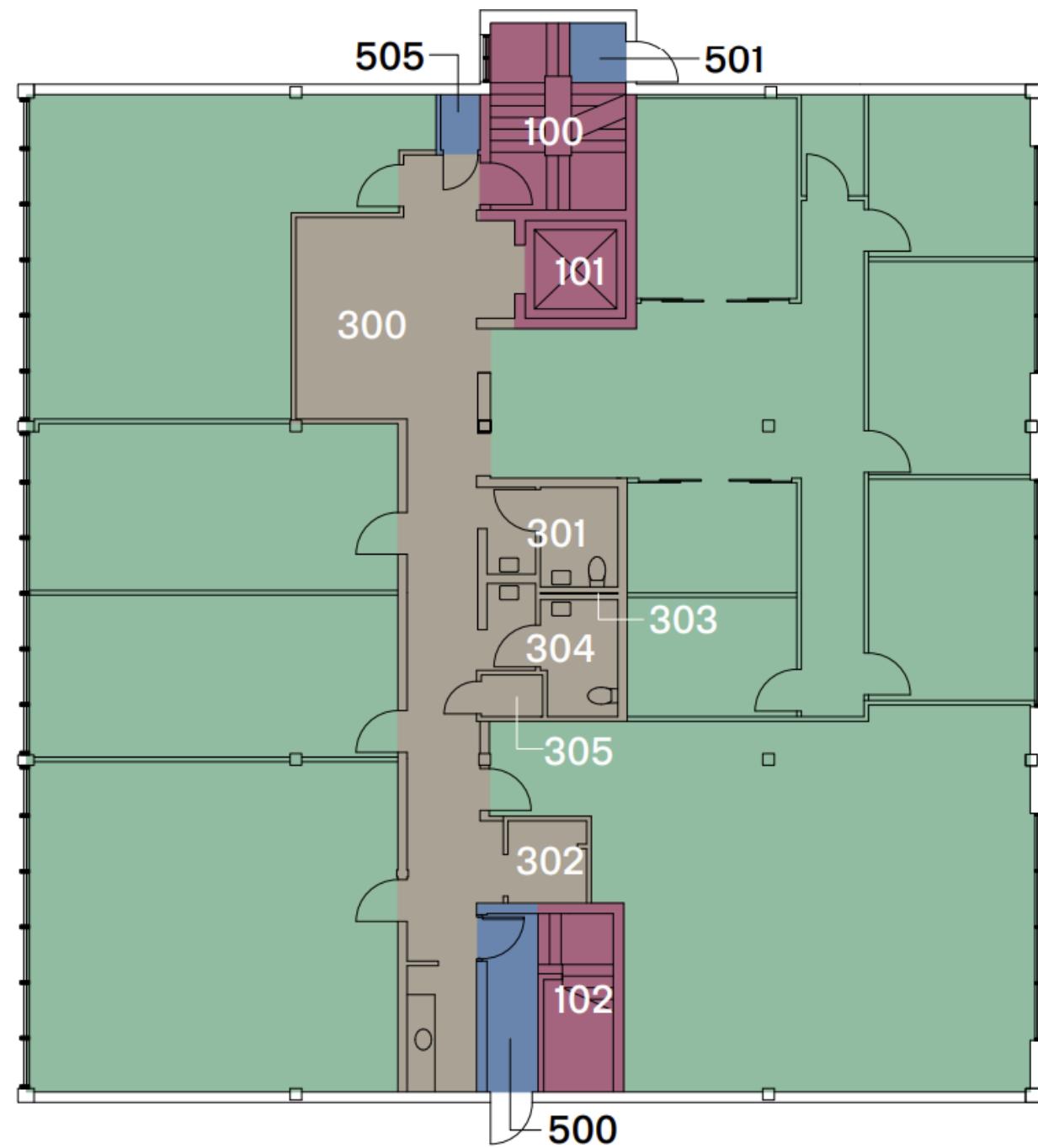




# 1<sup>st</sup> FLOOR



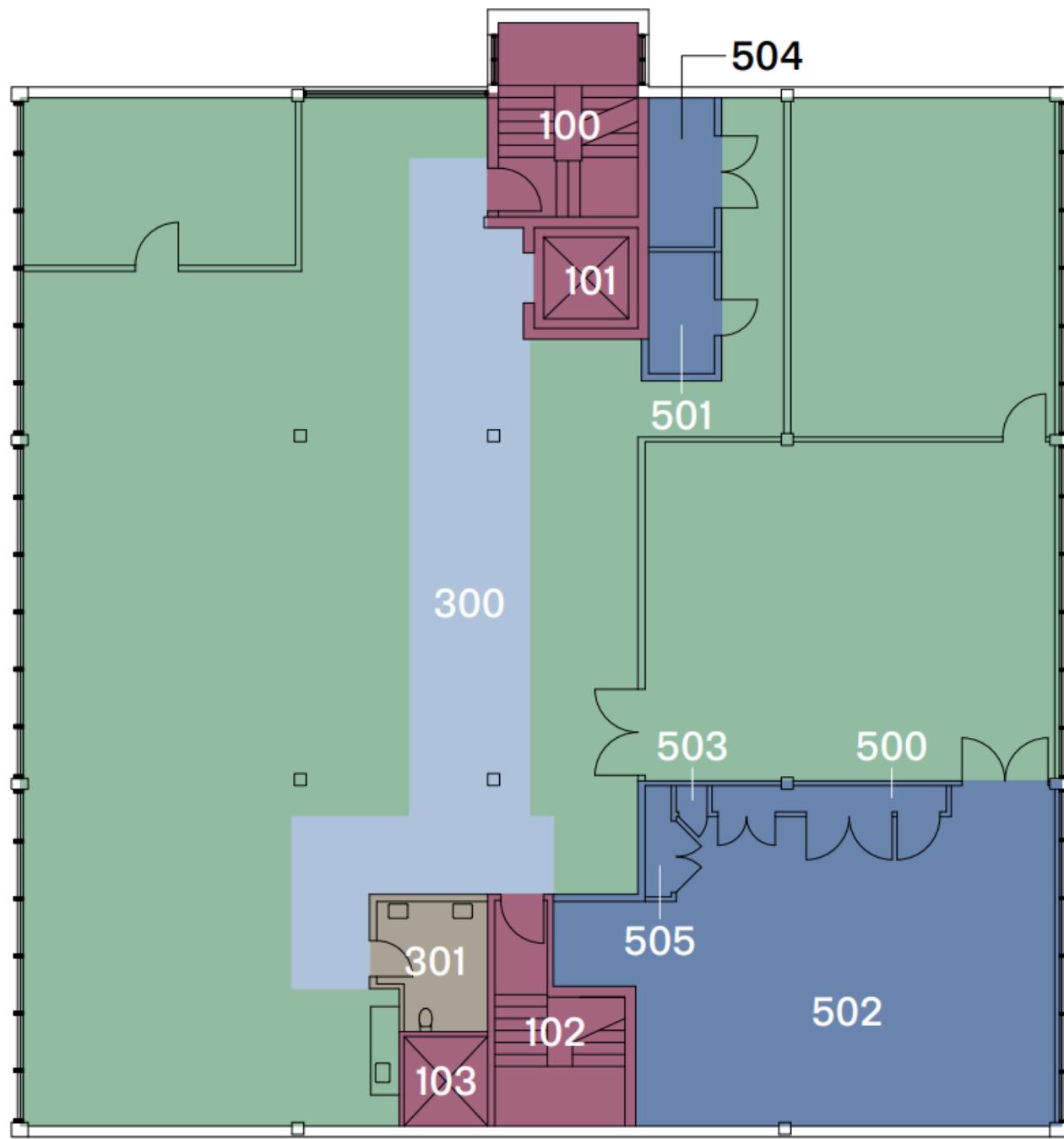
# 2nd FLOOR



# 3<sup>rd</sup> FLOOR



# 4<sup>th</sup> FLOOR



# PURCHASE VS. LEASE



Estimated 10-Year Savings of \$1.8M Plus Appreciation and Depreciation

## Purchase vs. Lease Analysis

**Situation:** Business owner purchases and occupies 611 W Civic Center for \$227/SF, with an initial investment of \$25/SF (10% down + estimated closing costs).

### Estimated Monthly Costs

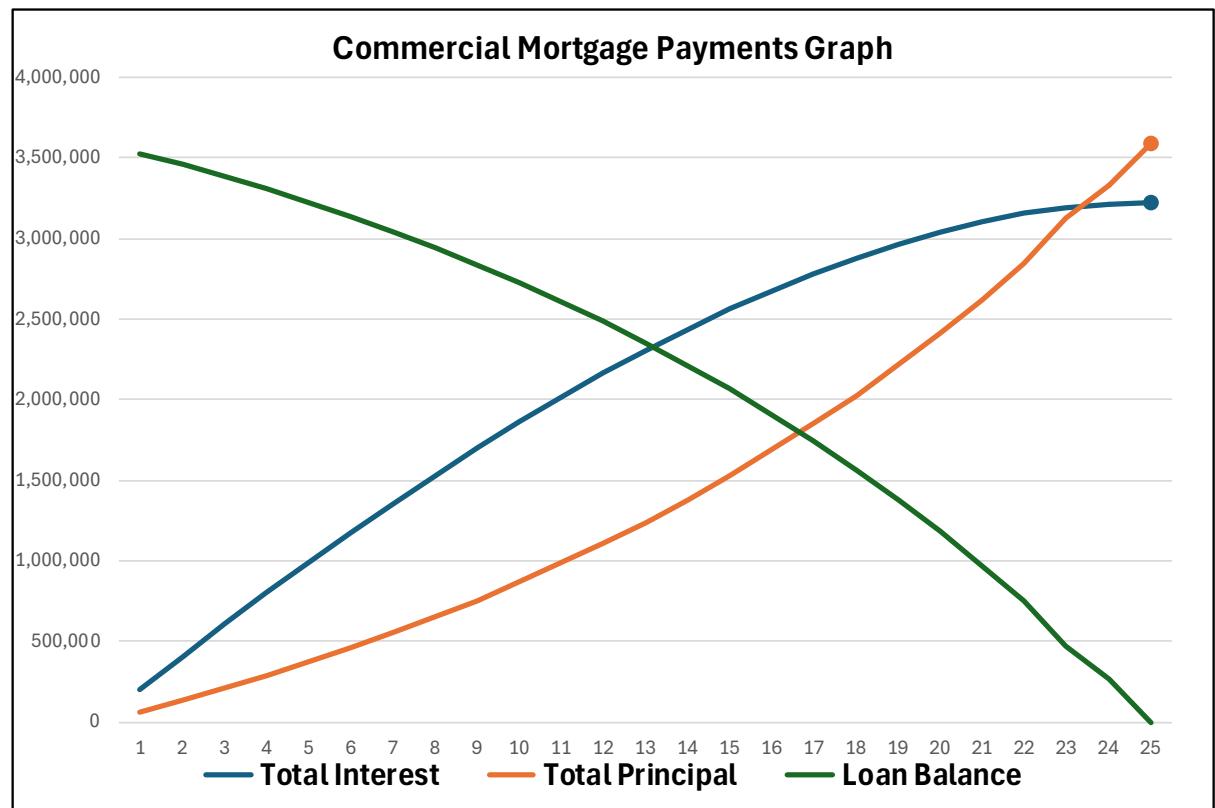
Typical Operating Expenses	\$0.65
Mortgage Payment	\$1.29
Amount of Principal in Mortgage Payment*	\$0.30

\*This money is simply cash being converted to savings

Estimated Monthly Cost to Own Year 1	\$1.63
Estimated Starting Lease Rate	\$2.15

The advantage of owning over leasing increases every year. Assuming lease rates increase by 3% annually and operating expenses increase by 2.5% annually, below is a ten-year comparative analysis of purchasing vs. leasing (per square foot):

Year	Lease Rate	Ownership Cost	Annual Savings	Cumulative
1	\$2.15	\$1.63	\$6.21	\$6.21
2	\$2.21	\$1.63	\$7.01	\$13.22
3	\$2.28	\$1.63	\$7.84	\$21.05
4	\$2.35	\$1.62	\$8.70	\$29.75
5	\$2.42	\$1.62	\$9.59	\$39.34
6	\$2.49	\$1.62	\$10.53	\$49.87
7	\$2.57	\$1.61	\$11.49	\$61.36
8	\$2.64	\$1.60	\$12.50	\$73.86
9	\$2.72	\$1.59	\$13.55	\$87.41
10	\$2.81	\$1.59	\$14.64	\$102.05



# LOAN ILLUSTRATION



<b>Purchase Price \$4,385,000</b>	SBA 7(a)
<b>Down Payment</b>	\$399,500
<b>Combined LTV%</b>	90%
<b>Loan Amount</b>	\$3,595,500
<b>Financed Fee</b>	\$0
<b>Rate (%)</b>	5.80%
<b>Amortization (Years)</b>	25
<b>Term (Years)</b>	25
<b>Total Monthly Loan Payments</b>	\$22,728

<b>Estimated Closing Costs</b>	SBA 7(a)
<b>SBA Guaranty Fee (Financed)</b>	TBD
<b>Appraisal</b>	TBD
<b>Environmental Report</b>	TBD
<b>SFR</b>	TBD



# BENEFITS OF DEPRECIATION



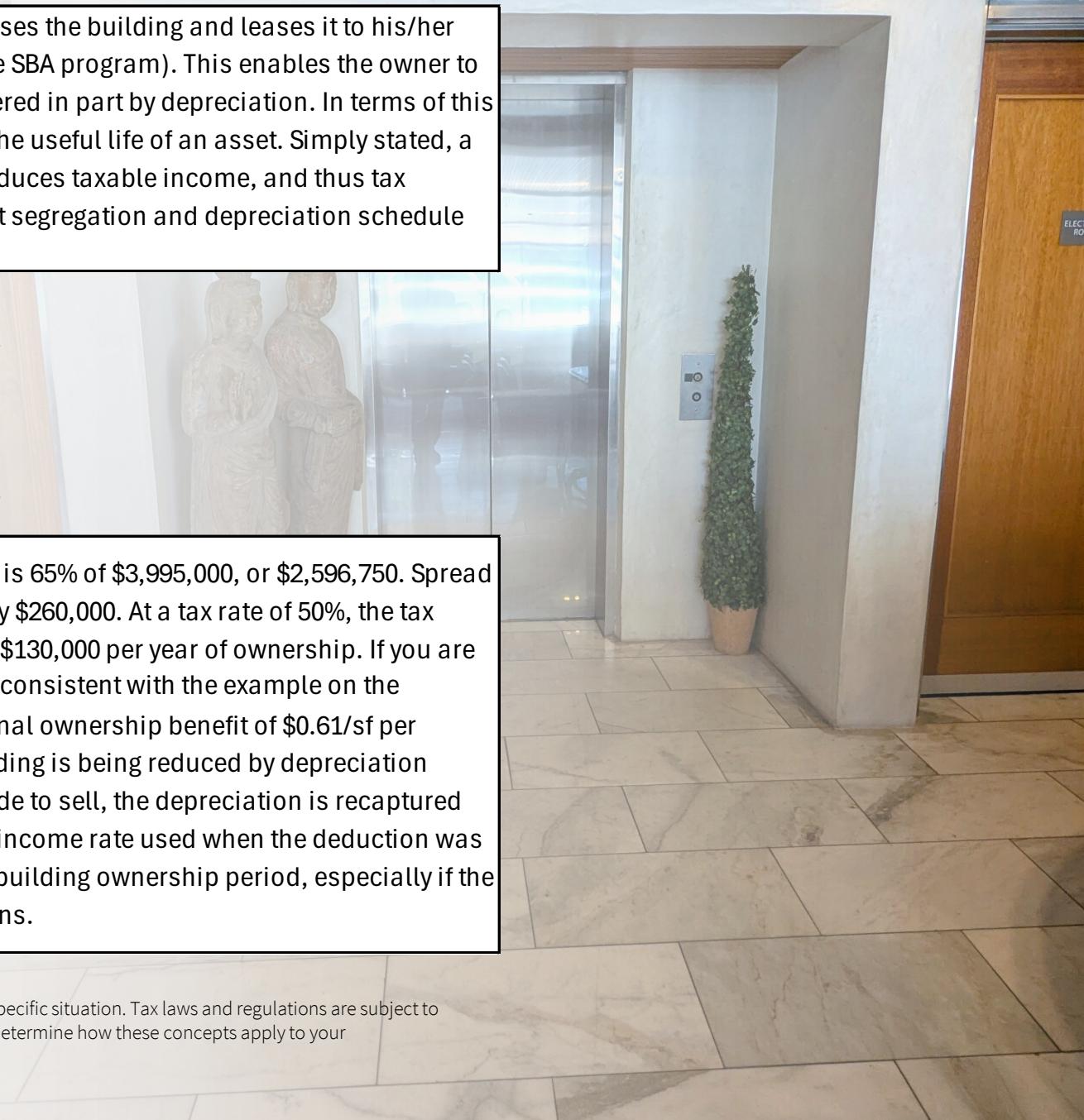
Assume a business owner or trust personally purchases the building and leases it to his/her business at a market rate (this is allowable under the SBA program). This enables the owner to convert business income to real estate income sheltered in part by depreciation. In terms of this scenario, depreciation is the spreading of cost over the useful life of an asset. Simply stated, a portion of the cost of the building (excluding land) reduces taxable income, and thus tax liability, for a period of 10 years in this example. Cost segregation and depreciation schedule should be confirmed with a tax professional.

**In this scenario, let us assume the following facts:**

Purchase Price:	\$ 3,995,000
Building Size:	17,597
Percentage of Building Value to Land:	65/35%
Owner's Personal Income Tax Bracket:	50%

The amount subject to depreciation, in this example, is 65% of \$3,995,000, or \$2,596,750. Spread over 10 years, the deduction per year is approximately \$260,000. At a tax rate of 50%, the tax savings due to depreciation would be approximately \$130,000 per year of ownership. If you are considering this on a monthly per square foot basis consistent with the example on the previous page, this tax savings equates to an additional ownership benefit of \$0.61/sf per month. As time progresses, the cost basis of the building is being reduced by depreciation accumulated since purchase. Should the owner decide to sell, the depreciation is recaptured and taxed, but typically at a lower rate than ordinary income rate used when the deduction was realized. This yields an overall tax benefit during the building ownership period, especially if the building is kept and passed down to future generations.

\*This example is for informational purposes only and may not reflect your specific situation. Tax laws and regulations are subject to change. Please consult a qualified tax professional, CPA, or tax attorney to determine how these concepts apply to your circumstances.



# SALE COMPS

## 611 W Civic Center Dr is a Clear Value



Property	Sale Date	Size	Price P.S.F.	Market Insight
 856 N Ross St Santa Ana	Jun 2025	12,816 SF	<u>\$3,400,000</u> <b>\$265/sf</b>	This Santa Ana office building located just a few blocks from 611 W Civic Center Dr sold in June for \$265/sf to an owner-user. 611 W Civic Center Dr is in a better location and in much better condition, having been recently renovated. It should be worth more per square foot, yet is priced \$38/sf less.
 14101 Yorba St Tustin	May 2025	9,176 SF	<u>\$3,550,000</u> <b>\$387/sf</b>	This Tustin office building sold in May of 2025 for \$387/sf to an owner-user. 611 W Civic Center Dr is in far superior condition compared to 14101 Yorba St and is a clear value as it is priced over \$160/sf less per square foot.
 2740 N Grand Ave Santa Ana	Oct 2024	15,570 SF	<u>\$6,200,000</u> <b>\$395/sf</b>	This Santa Ana office building sold in October of 2024 to an owner-user who planned to occupy a majority of the building. 611 W Civic Center Dr is in a better Downtown Santa Ana location, yet is priced nearly \$170/sf less per foot, offering a clear value.



# ECONOMOS DEWOLF

---

— COMMERCIAL REAL ESTATE BROKERAGE & INVESTMENTS —

**Economos DeWolf, Inc.**  
4343 Von Karman Ave, Suite 100  
Newport Beach, CA 92660  
[economosdewolf.com](http://economosdewolf.com)

**Steve Economos**  
Founder  
Direct 949-576-2750  
Mobile 949-466-4882  
[steve@economosdewolf.com](mailto:steve@economosdewolf.com)  
License #01159994

**Geoff DeWolf**  
Founder  
Direct 949-576-2751  
Mobile 949-500-6654  
[geoff@economosdewolf.com](mailto:geoff@economosdewolf.com)  
License #01319312

**Matt Economos**  
Associate  
Direct 949-546-9550  
Mobile 949-441-8618  
[matt@economosdewolf.com](mailto:matt@economosdewolf.com)  
License #02243077

**David Economos**  
Associate  
Direct 949-514-8405  
Mobile 949-533-9411  
[david@economosdewolf.com](mailto:david@economosdewolf.com)  
License #02251034

