

Broker's News

Lease Property Information

September 2003

A Rare Opportunity in Upper Newport Plaza

For the first time in years, office suites in the award winning Upper Newport Plaza in Newport Beach will be available for occupancy in the fourth quarter of this year.

Upper Newport Plaza features a prime location near John Wayne Airport with convenient access to the 73, 405, and 55 Freeways. The park is adjacent to the University Athletic Club and in close proximity to beaches, executive housing, shopping, restaurants, and premiere hotels.

Developed by Isidore C. Myers and Robert O. Hill in 1981, the Park has won awards for its use of masonry, bronzed glass, steel and park-like landscaping.

Ample free parking conveniently located directly adjacent to and below the office suites allows your clients rapid access to business appointments throughout the region.

Our corporate headquarters are located in 2 Upper Newport Plaza Drive where we manage the Park with a "hands on" management style. A 1,600 square foot suite featuring a shared lobby, kitchen, and conference room will be available. The suite offers both private offices and work areas.

At 4 Upper Newport Plaza Drive, 2,584 square feet will be available in Suite 201. The suite offers free assigned covered parking and unassigned surface parking. It features courtyard signage, a private entrance, kitchen and restroom.

The floor plans and specifications for both suites are available on our website at www.icmyers.com.

As with all of our available properties, **full commissions** are promptly paid to all procuring brokers.



Upper Newport Plaza Drive, Newport Beach

Owners ■ Managers ■ Developers

ISIDORE C.
MYERS
JOSEPH A. **ERICKSON**
Properties, Inc.

A Word from Joe Erickson



Our company is widely known in the Orange County industrial real estate market as we own a portfolio of "pride of ownership" industrial buildings in cities throughout the county. We are respected for our "hands on" management and responsiveness to the lessees, vendors, and brokers who work with us.

Our portfolio also includes Upper Newport Plaza which is an award winning complex of seven office buildings near Upper Newport Bay. Our available for lease office suites are profiled in this issue.

Following are excerpts from a column I wrote last year in a newsletter we sent to Orange County industrial brokers. The philosophy expressed in this column also applies to our relationship with office brokers.

We place tremendous value on our excellent corporate reputation and honest working relationships with brokers. Our long-standing policy is to perform our marketing duties in-house and pay full commissions to brokers who procure tenants for our available properties. We have found that negotiations go smoother and leases are most likely to be executed when we work directly with tenants and brokers who represent both parties.

Brokers who have done deals with us are familiar with our standard commission agreement. They have found that the commission payments they receive are substantially higher than payments made with their own companies' commission schedules where the commission is split between listing and procuring brokers.

Commissions are "not part of the deal" in our lease transactions. We do not ask brokers to make concessions in order to consummate leases. There has never been an instance in which we have not paid a broker for his services and there never will be. We are as good as our word.

Build an on-going relationship where all parties will benefit.

It is one of business' greatest achievements.

Isidore C. Myers

**ISIDORE C.
MYERS**
JOSEPH A. **ERICKSON**
Properties, Inc.
(949) 752-2100

Available Properties

We currently have the following industrial properties available for lease:

2 Upper Newport Plaza Dr.	1,600 SF
4 Upper Newport Plaza Dr., Suite 201	2,584 SF

Contact Joe Erickson at (949) 752-2100 or see our web site at:

www.icmyers.com for additional information.

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