

Commercial Data Exchange

www.commercialdataexchange.com

April 2012 Issue #23

7232 Balboa Blvd., Van Nuys, CA 91406

Guest Speaker Stuart Lorch, AAI

A great speaker on what is generally regarded as a “dry” topic, Insurance. His credentials are impressive.

Fascinating statistics spelled out by Mr. Lorch, showed that the Insurance industry labels “down-turns” in the economy as “soft” markets. In other words, your insurance dollars buy more coverage. “Soft” markets were three years in the early 80’s, middle 90’s, and yes, the last six years. In between are the “hard” markets, where insurance costs go up, and insurance buyers are often forced to forgo excess coverage.

Mr. Lorch covered subjects such as: How property owners can improve their insurance costs; How can you insure against loss of rental income; and How building ordinances affect insurance costs. This session was followed by a lively question and answer period.



Stuart Lorch, AAI
SGB-NIA Insurance Brokers
21011 Warner Center Lane
Woodland Hills, 91367
818-534-3660
slorch@niains.com

MAY MEETING

Tuesday, May 15, at 8:15 AM
Dawn Rickabaugh
Note Queen Capital Funding

Topic: “Is there Money to be made in Commercial Notes?” She will answer such questions as: “Is there a difference in residential notes vs, commercial notes?”

The Commercial Data Exchange Meeting
Is held the 3rd Tuesday of every month
at 8:15 AM at

Southland Regional Association of Realtors
(Main Auditorium)
7232 Balboa Avenue
Van Nuys, CA 91406
Central Valley Location
Great Parking
Lots of Seating
More Agents to pitch Listings & Wants too!

THIS IS A NETWORKING MEETING WITH GREAT GUEST SPEAKERS

Bring your Flyers
Pitch your Listings
And your Wants
If you would like a Power Point presentation

Arnie Garfinkel
at All Star Group, is our Power Point guru, and he can be reached at
323-728-7700

Need more information?
Call SRAR
818-786-2110

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates updated April 13, 2012

Arnie Garfinkel 323-728-7700

Index	Prime	C.O.F.I.	12 MTA	6 mo. LIBOR	30 yr Treasury	10 yr Treasury	7 yr Treasury	5 yr Treasury
Rate	3.25%	1.206%	0.153%	0.732%	3.13%	1.98%	1.37%	0.85%

SANTA CLARITA VALLEY

Their Networking Meeting is always held on the last Thursday of the month. Bob Khalsa runs the meetings, a knowledgeable Broker, very involved in Commercial Real Estate, in both Valleys. To reach **Bob Khalsa**, and learn more about commercial meetings in the Santa Clarita Valley

661-260-3911

www.bobfoxbat@gmail.com

NORTH LOS ANGELES COMMERCIAL NETWORKING MEETING SANTA CLARITA VALLEY

The meeting below, covered three topics. **Escrow Process for selling a business, Considerations when buying a single family home or condo for investment and writing a Letter of Intent prior to writing an offer on commercial property.** The audience included a number of residential agents and investors.

UPCOMING CLASSES ON COMMERCIAL REAL ESTATE

NEED MORE INFORMATION?

On classes in the San Fernando Valley:

The class costs \$25.00 each

All Classes held 9:00 AM to 12:00 Noon, at the SRAR Headquarters at 7232 Balboa Blvd. Van Nuys, CA 91406. For more information and to obtain a Registration Form contact the **Education Dept.** at:

818-786-2110



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