



# Commercial Data Exchange

[www.commercialdataexchange.com](http://www.commercialdataexchange.com)

**April 2010 Issue #5**

**7232 Balboa Blvd, Van Nuys, CA 91406**

## **A NETWORKING MEETING**

We met on April 14th, always on the second Wednesday of the month. And once again our stalwart Committee Members, President Peter Divris, Dennis Dishaw and Arnie Garfinkel, arrived early, set it up, and were there all smiles to welcome everyone. As before we are limiting pitches to properties over \$1,000,000. We do this solely in the interests of time. Also Power Point is available for these listings. Call Arnie Garfinkel at All Star Group, Inc. (323-728-7700) for guidelines as to how to get the information to him so he can load it and be ready for the meeting. Don't forget, if you don't have time for breakfast, at the meeting, we provide snacks and coffee.

**The Commercial Data Exchange Meetings will continue to be held on the second Wednesday of every month at the Encino Glen Golf Course Restaurant**



**CHRIS WRIGHTSMAN  
CEO, LA ROCCA  
INSPECTIONS ASSOCIATES**

Chris was our speaker for the April 14th Meeting.

Chris Wrightsman's company has done more than 5,000 commercial inspections. In fact, before founding La Rocca Inspections, Associates, in 1994, along with John La Rocca, Chris was a General Contractor and owned his own contracting firm for 16 years.

La Rocca employs 12 full time inspectors, and covers the whole Los Angeles County. La Rocca's claim to fame is that you don't have to wait for a report. Each Inspector carries a laptop and printer to the site and delivers the report on the spot. In his presentation, Chris emphasized that with commercial properties there are two main considerations: (1) Heating, venting and air conditioning, (2) Foundation, and (3) Roof. Chris strongly suggested that brokers counsel their clients to pay attention to these three areas, and in California, particularly air. Suggest clients do such repairs as necessary. His talk was extremely informative

# INTEREST RATES FOR COMMERCIAL REAL ESTATE

Rates effective April 19, 2010

*Arnie Garfinkel 323-728-7700*

[www.incomepropertylending.com](http://www.incomepropertylending.com)

Index	Prime	C.O.F.I.	12 MAT	6 mo. LIBOR	30 yr Treasury	10 yr Treasury	7 yr Treasury	5 yr Treasury
Rate	3.25%	1.786%	0.421%	0.464%	4.67%	3.77%	3.19%	2.47%

## Summary Dennis Dishaw's Preamble

Moody's Analytics has released a program that standardizes the way lenders collect, analyze and store credit data, necessary to making loan decisions. This probably means that lenders will be asking to see operating statements.

The 10 year Treasury yield hit 4.0% last week, for the first time in over 18 months. Perhaps the interest rates will now rise. This will come as a shock to consumers whose spending habits are shaped by an historic 30-year decline in the cost of borrowing. The National RE Investor addressed the impact that Fannie Mae and Freddie Mac have had on the apartment market. The problem facing Congress is that each agency accounts for approximately 40% of existing apartment loans. Congress has hesitated to address the issue, not wanting to impact the apartment market.

## MEETING SPONSORS

**James Potter  
D&G ESCROW**

17059 Ventura Blvd  
Encino, CA 91310  
818-788-5150

**Shane, Di Guiseppe &  
Rodgers, LLP**

6355 Topanga Blvd. #326  
Woodland Hills. CA 91367  
818-702-0019

The event in **Long Beach** is being put on by Arnie Garfinkel, Income Property Lending.. To reach him. Call 323-728-7700. He is planning to have some heavy weight speakers.

On the subject of speakers such controversial matters as small brokerage vs large brokerages will be discussed at the meeting on Balboa Blvd.. For more information call 818-786-2110.

## UP-COMING EVENTS

Unfortunately, two great events are occurring on the same day. You are just going to have to choose.

15TH ANNUAL INCOME  
PROPERTY LENDING  
CONFERENCE  
At WESTIN, Long Beach

COMMERCIAL R.E.  
POWER BROKER  
MINI SEMINAR  
7232 Balboa Ave.  
Van Nuys, CA 91406

## OTHER EVENTS AT SRAR ON BALBOA BLVD.

**May 19th:** Partnership Arrangements and Tax Consequences of Commercial Real Estate.

**June 2nd:** Introduction and Investment Analysis of Commercial Real Estate.

**Editor:** Pauline Tallent  
Tallent & Assoc. Realtors  
818-998-3833  
tallent@instanet.com