

Commercial Data Exchange

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December 2012 Issue #27
7232 Balboa Blvd., Van Nuys, CA 91406

2012 Ended on high!



Inscription ↓

National Association of
Realtors®

Accredited
Commercial
Excellence
Award

Presented to
Southland
Regional
Association
of
Realtors

NAR Commercial has selected the Southland Regional Association of Realtors to be one of the first six recipients of the new ACE Award for Accredited Commercial Excellence in recognition of extraordinary leadership in delivering commercial programs that are engaging Realtors and strengthening the community. NAR has recognized SRAR for demonstrating how committed the staff team is to providing services and programs for the commercial side of the industry and membership. The local leadership's commitment to excellence and raising the bar, and efforts over the past several years have demonstrated the care SRAR has for its commercial real estate members and community at large.

Bob Khalsa

As if this were not enough for one edition of the Newsletter, our long time member, Bob Kalsa, was elected President of the Santa Clarita Division → page 2



Commercial Committee Members (l-r)
Jerry Rosenfeld, Narendra Patel,
Howard Fudenberg, Dennis Dishaw

3rd Annual COMMERCIAL DAY SRAR Auditorium

Wednesday, January 23rd
Doors open at 7:45 AM
11:30 AM Box Lunch
A full day, ending at 2:00 PM

“What makes a winner in today’s market?”

“Are you running your desk as a business?”

“Obtaining new clients? Keeping old clients?”

“I want to think about it!”

RSVP to:
commercialday2013@srar.com

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates updated December 31, 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%	1.000%	0.172%	0.508%	2.88%	1.71%	1.15%	0.71%

SANTA CLARITA VALLEY

Bob Khalsa is definitely "man of the hour." At a function in early December he was honored by the National Association of Realtors, and in 2013, he takes over as President of the Santa Clarita Valley Division. He is also an important and very active member of the SRAR Commercial Division. On →

December 2, 2012, Bob Khalsa was featured in a six column spread in the Business Section of the Santa Clarita Valley Signal. The column was written by Jana Adams, and featured his outlook on real estate in 2013. At the dinner optimism ran high, in spite of the lack of housing inventory and the ongoing tight lending situation.

UPCOMING CLASSES. COMMERCIAL REAL ESTATE

January 30, 2013 First of a series on basic commercial real estate. These classes are held in the auditorium at SRAR 7232 Balboa Blvd, Van Nuys, 91406. Cost: **\$25.00**

January 30, 2013

Overview of Commercial RE Investment Analysis

February 20, 2013

Deferring Capital Gains thru Tax Deferred 1031 Exchanges

March 13, 2013

Keys to Financing Commercial Real Estate - Case Studies



Bob Khalsa, inaugurated as the President of the Santa Clarita Valley Division of the Southland Regional Association of Realtors, is being presented recognition from Jean Maday, NAR, also pictured Wendy Hale, 2012 SRAR President and Mary Lou Williams, SRAR AEVP

EDITOR

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