



Commercial Data Exchange

www.commercialdataexchange.com

December 2010 Issue #12

7232 Balboa Blvd., Van Nuys

A NETWORKING MEETING

The million dollar cap on Power Point presentations has been lifted. It was instituted as a time saver. However, as more and more listings have dropped below that bench mark, we have decided to accept all listings. **Arnie Garfinkel** at All Star Group, is our Power Point guru, and he can be reached at **323-728-7700**.

Dennis Dishaw introduced the speaker, **Stephen A. DiGiuseppe**, of Shane, DiGiuseppe & Rogers, long time attorneys for the Southland Regional Association of Realtors. This company is also one of our special sponsors.

OUR GUEST SPEAKER

Mr. DiGiuseppe's topic was **arbitration**. Brokers and agents are familiar with arbitration clauses, as they are contained in virtually every preprinted purchase contract

The Commercial Data Exchange Meeting has been changed to the 1st Tuesday of every month at 8:00 AM at

**Encino Glen Golf Course Restaurant
16821 Burbank Blvd.**

and listing agreement. But how much do we know about what happens if there is a dispute, and one must actually proceed to arbitration? Mr. DiGiuseppe discussed what really happens if one has to arbitrate, and whether arbitration should be recommended to a client in the first place. Discussed was the high cost of an arbitrator today. And that each party generally must pay for their share of the arbitration, even if they are the prevailing party. Also discussed was the fact that an arbitrator may have a more even handed, unemotional decision than a jury. Also there is no right to an appeal by an arbitrator. Thus, selecting a

good arbitrator is very important. Likewise, the speed of an arbitration may not be much faster than a court trial. One is entitled to the same discovery as in a court trial. There are tradeoffs to arbitration, and tradeoffs to a court trial. A broker when requested to discuss such tradeoffs, and whether to sign the arbitration clause, may be well served by suggesting that the party get legal advice. Mr. DiGiuseppe can be reached at: **805-230-2525**

Editor's note. Normally on this page a picture of the speaker is posted. For some obscure reason the photo did not materialize. The Editor blames the Photographer!

**Guest Speaker for
January 6, 2010**

Lou Mowbry

Cost Segregation for
Commercial
Investment Properties

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective December 3, 2010

Arnie Garfinkel 323-728-7700

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%	1.654%	0.330%	0.462%	4.31%	3.01%	2.34%	1.61%

COMMERCIAL DAY

Tuesday, January 25, 2011
 Southland Regional
 Board of Realtors
 9:00 AM—12 NOON
 Includes Buffet Lunch

This is an introductory course in Commercial Real Estate, and also a refresher for those who have not participated in a commercial transaction for awhile.

Topics to be covered are:

Appraisal, Environmental Issues, Property Inspection, Legal Matters, Taxation and Lending. This part of the program should take about two hours. The last part of the program is devoted to "round table" discussions. These tables will be manned by real estate professionals who are expert in their various fields: Land, Business Opportunities, Apartments, Industrial, Retail/Office, Leasing, and Property Management. We can continue networking and about noon, enjoy a buffet lunch.

All this for NO CHARGE!

MEETING SPONSORS

**James Potter
 D&G ESCROW**
 17059 Ventura Blvd
 Encino, CA 91310
 818-788-5150

**Attorneys at Law
 Shane & Di Giuseppe
 Rodgers, LLP**
 6355 Topanga Blvd. #326
 Woodland Hills. CA 91367
 818-702-0019

**John A. LaRocca
 LA ROCCA INSPECTIONS**
 10623 Sherman Grove Ave.
 Sunland, CA 91040
 818-951-1795

RELEASE JANUARY 2011

CARETS Commercial

This incredible new system, still powered by CARETS, but now delivered by CRMLS, features a MATRIX platform, which among other features, will upload your own Custom/Header/Footer, and automatically resize photos, with 35 media slots.

Commercial Educational Meetings & Classes at Southland Regional Association of Realtors

Brian Hatkoff
 818-701-7789

Commercial Investment Meeting December 21, 2010

SRAR Auditorium
 7232 Balboa Blvd, Van Nuys
**Topic: Special Year End Pricing
 for C/I Properties**
 Bring an unwrapped toy or
 A \$10 check made out to your
 favorite charity

**This is your opportunity to
 pitch ALL of your listings -
 NO PRICE
 RESTRICTIONS - and pitch
 your clients. Bring 78 copies
 of setup
 sheets of your listings or
 your clients needs.**

CCIM Introductory Course December 16-17

Visit
commercialdataexchange.com
 for more information and
 registration details

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