



Commercial Data Exchange

Issue #3 February 2010

7232 Balboa Boulevard, Van Nuys,

A NETWORKING MEETING

These meetings are designed for brokers and agents specializing in commercial real estate, and have been organized by Peter Divris President, and Dennis Dishaw, members of the Commercial Data Exchange. Notice our new name. We had to rename our group to conform to our new web site:

commercialdataexchange.com

We welcome pitches, but at this time we are restricting pitches to properties of \$1,000,000 or more, only to save time. Please bring all your listings and place them on our very long counter.

We had such a great turnout in February, may have to look for a larger room.

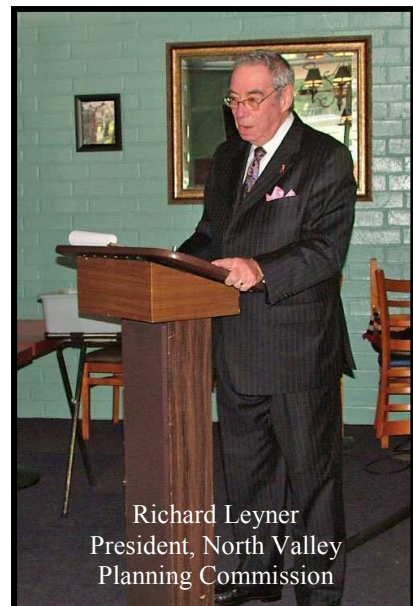
The Newsletter Banner
Was renamed by
Brad Tallent of CopQuest

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

Guest Speaker
Richard Leyner
President,
Los Angeles North Valley
Planning Commission
Also
Senior Vice-President,
NAI CAPITAL
Specializing in Leasing

Mr. Leyner was named to Planning Commission three years ago by Mayor Villaraigosa, and more recently assumed the presidency of the North Valley Commission. He addressed a variety of topics governed by the rules and regulations of the Planning Department. He also informed us that serious steps were being taken to revamp the Department of Building & Safety and make it a "one stop" to

to apply for building permits. It is currently taking upward of six months to obtain building permits, which adds to the costs of the project. He talked about conditional use permits, changes in residential set-backs. He spoke about a K-Mart conversion where 700 people showed to a hearing, and the prior decision was reversed. He spoke about the conversion of swamp coolers to refrigerated units. There was so much useful and interesting information, particularly for anyone dealing in land.



INTEREST RATES FOR COMMERCIAL REAL ESTATE

Rates effective February 12, 2010

Arnie Garfinkel

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% | 1.828% | 0.463% | 0.388% | 4.65% | 3.69% | 3.09% | 2.33% |

Arnie Garfinkel also contributed the following:

Lending on Commercial RE right now is more challenging than ever. It is not to say there are no loans, but it is certainly not business as usual. Keep in mind, on a typical RE purchase, you will need at least 35—40% equity into the deal.

The most aggressive Commercial RE Loans right now are SBA (Owner User). If you are a tenant and have a business, you may want to consider purchasing your own property. Owner Users can finance up to 90% LTV (10% equity) with SBA 504 program. Right now the SBA is waiving the Loan Guaranty Fee, which saves the buyer up to 2.5% of the loan amount. Go to:

www.incomepropertylending.com

for updated rates and terms for any type of Commercial RE loans.

Arnie Garfinkel
All Star Group
323-728-7700

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

Dennis Dishaw, a hard working committee member of **Commercial Data Exchange**, acting as moderator, welcomed everyone, and made some opening remarks. He did introduce **Jim Potter**, who sponsored the event. He also pointed out that Power Point presentations were now available for those listings over \$1,000,000. He also shared various pieces of news such as the Federal Reserve holding the interest rates. Determining values continues to be a problem, particularly for multi-family projects, as there is a shortage of sales, and the values have dropped 40% from the market peak. Dennis reminded everyone to put the second Wednesday of every month, on their calendar. We will meet at 8:00 AM.

Dennis Dishaw,
ACI CAPITAL
818-654-4212

Zoning

What is the difference between RAS 3 and RAS 4? Both zones allow 100% housing or housing above ground floor commercial, but at 2 different densities. RAS 3 allows medium density, housing up to 54 units per acre, while RAS 4 allows higher density housing up to 108 units per acre, the same as currently permitted in most commercial zones. The best locations for RAS zoning are commercial streets, property that has already been zoned commercial; and commercial corridors served by bus or rail. RAS zoning permits mixed use, for instance, ground floor neighborhood services and apartments or condos above. Floor area ratio is 3-1 with reduced setbacks, and can go to 50 foot height. Open space and parking requirements remain the same. Anyone requesting a RAS zone change will still be subject to public hearing and environmental review.

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