



# Commercial Data Exchange

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

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7232 Balboa Blvd., Van Nuys, CA 91406

## COMMERCIAL & INVESTMENT DIVISION

Please note the word "Division." We are no longer a mere committee. It was a designation long sought after, and finally approved by the Board of Directors. This follows closely on being awarded by the National Association of Realtors, one of six recipients of the prestigious ACE Award for Accredited Commercial Excellence.

## MEMBERS

As space permits, we will be introducing members who run our Commercial & Investment Division. The bios are not in a particular order, probably will be printed as received. For our first bio, on page 2, **Dennis Dishaw** will be introduced.

## PROPOSITION 13

Ever on the look-out for "revenue generators," our elected representatives have put our favorite proposition back on the table. This time it has been labeled "Split Role." This is probably to assuage the residential community, that they are not included, only commercial real estate. Re-evaluating commercial real estate certainly could generate some big bucks to fill California's empty coffers. However, California is now one of the most taxed and regulated States in the Nation. This would be the cue-de-grass. Businesses will be relocating to more friendly States. Now, what happens to residential property, with the loss of more jobs? Affected? You bet, big time. Please call your representatives and tell them, "don't tinker with Proposition 13. No on Split Role"

## COMMERCIAL & INVESTMENT CLASSES

Interested in learning more about Commercial Real Estate? There are on-going classes that can bring you up to speed. They are all held in the SRAR Auditorium, and cost \$25.00 each class. For more information, and registration, call the Education Department at: 818-947-2268. All classes are held on a Wednesday, from 9:00 AM to 12:00 PM, with unlimited coffee.

**May 15:** Property Management for Apartment Buildings.

**June 5:** Tax and Legal Impact on Commercial Real Estate Vesting.

**July 17:** Small Property Investment Brokerage;

# INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates updated April 29, 2013

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%	0.999%	0.174%	0.430%	2.86%	1.71%	1.13%	0.68%



**Dennis Dishaw**

Dennis is President of ACI Capital, Inc., serving the financial needs of the Real Estate industry, since 1994. He has actually served this industry in various capacities for more than 30 years. His vast knowledge and experience, and his willingness to take on responsibility, is evident in the incredibly successful events, such as the "Commercial Day" and "Round Table." Dennis has lived in the San Fernando Valley since 1961, is married (47 years) to Christine, has two daughters and four grandchildren.

## SANTA CLARITA VALLEY

Another and important member of the Commercial and Investment Division, is Bob Kalsa, current President of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. His installation in December of last year was an occasion for a large spread in the Business section of the SIGNAL. As in the San Fernando Valley, in the Santa Clarita Valley, recovery has been hampered from the lack of inventory. Bob Kalsa is a long time member, and we hope to publish Bob's bio soon.

## UP TO SPEED IN COMMERCIAL REAL ESTATE

Every third Tuesday from 8:30 AM (doors open at 8:00), at the SRAR, Brian Hatkoff, CCIM, a long time Commercial Real Estate Broker will moderate the meeting. Ample parking, a Continental Breakfast, a Guest Speaker, and at no cost to attend. What a bargain! The speakers, hand-picked by Brian, will cover such necessary and exciting topics as Rent Control, Property Management, Tax Deferred Exchange, Economic Forecasts, Locally, Regionally and Nationally, and much more. You will get a wealth of useable information. Time to promote your listed properties, and broadcast the needs of your buyers. Bring a friend!

## FAMOUS QUOTES

If you don't read the newspaper, you are uninformed. If you do read the newspaper, you are misinformed.

**Mark Twain**

## EDITOR

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