

Commercial Data Exchange

www.commercialdataexchange.com

January 2012 Issue #21

7232 Balboa Blvd., Van Nuys

SOCIAL MEDIA & COMMERCIAL REAL ESTATE

In the light of, and on the heels of, Jim Hammarstrom's presentation on January 17th, there is a new company called Commercial Real Estate Hub. For a modest annual fee, will load your commercial listings on the social media. Also you can acquire information on such topics as Cap Rates, Legal, Loans, 1031 Exchanges, Cost Segregation, Education, etc.

For more information:
www.crehub.net

The Commercial Networking Meeting now has a permanent meeting home at the Southland Regional Association of Realtors at 7232 Balboa Avenue, Van Nuys, CA 91406. We used to meet at the Encino Glen golf course, this was costly. Thank you to the following great companies who made meeting there possible.

D & G ESCROW
Shane, DiGuiseppe &
Rodgers, Attorneys
LARocca INSPECTIONS



Jim Hammarstrom
Co-Founder, CEO
Stratospheric Marketing
Solutions

At the meeting on January 17th, Jim Hammarstrom gave an interesting talk on the use of social media in the commercial field. He pointed out that 40% of "all people" access social media every day. He believes that marketing via the social media is a marketer's dream. He further maintains that it no longer belongs to the kids, the average age is 35-40 years!

**The Commercial Data
Exchange Meeting
Is held the 3rd Tuesday
of every month
at 8:15 AM at**

**Southland Regional
Association of Realtors**
(Main Auditorium)
7232 Balboa Avenue
Van Nuys, CA 91406
Central Valley Location
Great Parking
Lots of Seating
More Agents to pitch
Listings & Wants to!

**THIS IS A NETWORKING
MEETING WITH GREAT
GUEST SPEAKERS**

Bring your Flyers
Pitch your Listings
And your Wants
If you would like a
Power Point presentation

Arnie Garfinkel
at All Star Group, is our
Power Point guru, and he
can be reached at
323-728-7700

Need more information-
Brian Hatkoff 818-701-7789
Bob Khalsa 661-260-3911

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective January 3, 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%	1.201%	0.196%	0.808%	2.89%	1.87%	1.34%	0.83%

SANTA CLARITA VALLEY

Their Networking Meeting is always held on the last Thursday of the month. Bob Khalsa runs the meetings, a knowledgeable Broker, very involved in Commercial Real Estate, in both Valleys.

To reach **Bob Khalsa**, and learn more about commercial meetings in the Santa Clarita Valley

661-260-3911
www.bobfoxbat@gmail.com

COMMERCIAL DAY 2012

Dennis Dishaw, President
ACI Capital, Inc
Dennis was the man behind this event. He put in long hours, and much diligence.
Thank you, Dennis!

NEED MORE INFORMATION

On classes in the San Fernando Valley:
Brian Hatkoff
818-701-7789

UPCOMING CLASSES ON COMMERCIAL REAL ESTATE

2/1/12: Introduction & Investment Analysis of Commercial Real Estate.

3/28/12: Commercial Financing.

5/16/12: Tax consequences & Partnership Arrangements.

6/20/12: Legal Aspects of Commercial Real Estate Contracts.

7/25/12: 1031 Tax Deferred Exchanges.

9/19/12: Introduction & Investment Analysis of Commercial Real Estate. →

FEBRUARY SCHEDULE Commercial Networking

Tuesday, February 21
8:15 AM, SRAR Auditorium
Continental Breakfast
Free Parking
Speaker:

David Newman, CPA

Topic: 1031's—Are they still working? Depreciation? Payroll tax extension, help or hurt? How does AMT impact the sale of commercial property? These questions, and more.

10/24/12: Legal Aspects of Commercial Leases.

11/14/12: Bankruptcy and Commercial Real Estate.

All Classes held 9:00 AM to 12:00 Noon, at the SRAR Headquarters at 7232 Balboa Blvd. Van Nuys, CA 91406. For more information and to obtain a Registration Form contact the Education Dept. at:

818-786-4541

The classes cost \$25 each

The Editor would like to take this opportunity to thank:

**Arnie Garfinkel
Brian Hatkoff**

Without their prompt response to many "help" messages, this Newsletter would not be possible.

EDITOR

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