

# Commercial Data Exchange

www.commercialdataexchange.com

January 2011 Issue #13

7232 Balboa Blvd., Van Nuys

**HAPPY NEW YEAR!**

## 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**.

We have a new Chairman, **Richard Bozzi**. You know him, he was our Vice-Chair last year.

## OUR GUEST SPEAKER For December Was Dino Champagne

The topic was Asset Management. If this sounded like a dry topic, there was no

**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.**



Dino Champagne  
Division Manager  
Asset Preservation, Inc.

dozing off while Ms. Champagne had the floor—what a dynamic speaker. Reverse Exchange permits an exchanger to purchase a replacement property,

then, within 180 days, sell the relinquished property. The investor can immediately acquire the replacement property, prior to selling the relinquished property. This relieves the pressure that the 45-day law imposed. Dino Champagne is a “qualified intermediary.” She is located in Torrance and can be reached at:

**310-508-7367**

**Guest Speaker for  
January 4, 2011**

**Lou Mowbry**  
Cost Segregation for  
Commercial  
Investment Properties

Tuesday, January 25, 2011

**COMMERCIAL DAY**  
at Southland Regional  
Association of Realtors

### Topics:

Appraisal, Lending,  
Environmental Issues,  
Property Inspection,  
Legal Issues, Taxation  
Call Valerie: 818-947-2255

## INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective December 31, 2010

**Arnie Garfinkel 323-728-7700**

[www.incomepropertylending.com](http://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
<b>Rate</b>	3.25%	1.571%	0.325%	0.457%	4.33%	3.29%	2.70%	2.01%

### COMMERCIAL INVESTMENT MEETING - JANUARY 18th

Southland Regional Association of Realtors  
7232 Balboa Blvd., Van Nuys, CA 91406

The speaker is Steven H. Sidell, Esq., a top real estate attorney of the firm of Wolf, Rivkin, Shapiro, Schulman & Rabkir. Mr. Sidell, will expose the pitfalls of Commercial Real Estate, and give you some handy guidelines. The charge is right, it is FREE. For more information, call Brian Hatkoff, CCIM, at 818-811-7789.



Valerie Biletsky thought she had forgotten a meeting when she saw several committee members come into her office. Valerie serves as staff member for the commercial investment committee. But, this was a surprise meeting and it was about her. Dennis Dishaw read from a certificate of excellence congratulating her on her support and dedication to the committee. Then chairman Peter Divris presented her a card signed by all the committee members with a gift certificate inside.

### MEETING SPONSORS

**James Potter  
D&G ESCROW**

17059 Ventura Blvd  
Encino, CA 91310  
818-788-5150

**Attorneys at Law  
Shane, DiGiuseppe &  
Rodgers, LLP**

6355 Topanga Blvd. #326  
Woodland Hills. CA 91367  
805-230-2525

**John A. LaRocca  
LAROCCA INSPECTIONS**

10623 Sherman Grove Ave.  
Sunland, CA 91040  
818-951-1795

### PLANNING

The new Planning Director, Michael LeGrande, is planning to streamline the permitting process. The thought is to assign one planner to each project, to see it through the complicated process.

**EDITOR:** Pauline Tallent  
Tallent & Assoc, Realtors  
818-998-3833  
[tallent@instanet.com](mailto:tallent@instanet.com)