

Commercial Data Exchange

www.commercialdataexchange.com

July/August 2010 Issue #8

7232 Balboa Blvd., Van Nuys, CA

A NETWORKING MEETING

For those who are **new** to our meetings, we want to welcome you and explain why we limit the Power Point presentations to properties over \$1,000,000. This is solely in the interest of time, we know you are all on heavy schedules. Arnie Garfinkel at All Star Group, is our Power Point guru, and he can be reached at 323-728-7700.

Meeting Day: We are discussing the possibility of moving our meeting to another day, to avoid the "double header" effect for those of you who attend both meetings. If you have an opinion, please share it with Dennis Dishaw. He can be reached at

www.aci@acicapital.net

Talking about **Dennis Dishaw** started the meeting as usual with an update on Commercial Property as a whole. Dennis heads up our subcommittee on Marketing, and is President of ACI Capital, Inc.

Dennis referred to the surprising announcement by President Obama directing the Federal Government to divest itself of surplus properties. This

The Commercial Data Exchange Meetings will continue to be held on the second Wednesday of every month at the Encino Glen Golf Course Restaurant 16821 Burbank Blvd. (←see comments)

Joy Golden
Marketing
Manager
SRAR



could result in considerable Federal savings. Dennis also sees the loosening up of available capital. However, the ugly news is that the Federal debt has surged from \$5.5 trillion to more than \$8.6 trillion. In spite of this, inflation has remained remarkably subdued. Two years ago, it was 38% of GDP. Today it is 50% of GDP

CARETS Commercial was presented by **Mary Lou Williams**, Assistant Executive Vice President, and **Joy Golden** Marketing Manager Southland Regional Association of Realtors

CARETS Commercial is the new listing data base which covers all of Southern California, and includes Commercial and Residential Properties for Sale and for Lease, and also Business Opportunities. It also includes historical information. CARETS Commercial is a property centric data base, based on every commercial property within seven Counties in Southern California. There is a public website for your clients, and all commercial listings are also sent to the nationwide website.

www.CommercialSource.com

CARETS Commercial gives the member the ability to design a personal profile, including photo. CARETS Commercial is available to all MLS members.

For information on becoming an MLS member, call our Membership Department at 818-947-2201.

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective August 18, 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%	1.797%	0.370%	0.592%	3.86%	2.68%	2.06%	1.45%

EXPANSION OF ENTERPRISE ZONES IN SAN FERNANDO VALLEY

The total expansion area in the San Fernando Valley totals 5,444 acres covering industrial and manufacturing businesses. Businesses located or locating in these areas are given many incentives. Following are the incentives provided by the program:

- 5-Year electric power rate reduction.
- Hiring tax credit up to \$37,440 over five years.
- Credit for 100% of sales tax, or use tax.
- Tax free interest for lenders who make loans to Enterprise Zone businesses.
- 100% of net operating losses may be carried forward for 15 years.
- Significantly reduced parking requirements for any commercial project.

For more information visit the web site

www.lacity.org/cdd/bus.zone.html

MEETING SPONSORS

**James Potter
D&G ESCROW**

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Encino, CA 91310
818-788-5150

**Attorneys at Law
Shane & Di Guiseppe
Rodgers, LLP**

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Woodland Hills. CA 91367

BRIEF BIO of James Potter our very first Sponsor

Jim Potter is a native Californian. Not only that, he was born in Encino, graduated from CSUN with Degrees in Finance and Real Estate. He certified as an Escrow Officer and is President of D&G Escrow. He is a working President!

UP-COMING EVENTS At 7232 Balboa Blvd. Southland Regional Association of Realtors

Practical Application of Commercial Purchase & Lease Transactions

September 15, 2010
9:00 AM-12:00 PM
\$25.00

CARETS COMMERCIAL & LEASE TRANSACTIONS

September 18, 2010
2:00 PM-4:00PM
(no charge)

More information, call
Valerie 818-947-2255

LENDERS MORE PICKY

Lenders still check credit history, etc, not only when you apply for financing, but again two days before the loan funds. They may even check your buying habits, to see if your disposable income is spent at high-end stores or more modest stores. They are pulling tax returns directly from the IRS. Lenders are also double checking appraisal reports. Lenders are cautious.

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