

# Commercial Data Exchange

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

March 2011 Issue #15

7232 Balboa Blvd., Van Nuys

## 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**.

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OUR GUEST SPEAKER  
**Ajay Patel**  
Community Development Corporation

Ajay Patel started his career here in the Valley in 2002, with VEDC (Valley Economic Development Center) as a Senior Loan Consultant, assisting business owners in obtaining SBA loans. In 2005 he joined Wells Fargo as the SBA banker for the Los Angeles Region. In the next two years he covered all 240 branches in the Los Angeles Metropolitan

**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.**



Ajay Patel

Area. His team ranked #1 in the Los Angeles area in 2009. As Program Manager of SFV-FDC, he is responsible for overseeing SBA lending from initial

conversations, to underwriting, funding and closing. It is his intention to guide the borrower through each transaction with confidence and security. Mr. Patel can be reached at:

818-205-1770

In his presentation he spoke about the requirements for loans between \$300,000 and \$12,500,000. He spelled out the requirements, such as the building needs to be at least 51% owner occupied, terms, interest rate and applicant's qualification. In addition the Bank will need 3 years of Company tax returns, interim Financial Statement (no more than 60 days) and a personal financial statement from owners who own 20% or more of the company. Ajay Patel can also be reached at:

[www.apatel@sfvde.org](mailto:www.apatel@sfvde.org)

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**Commercial Network Meeting, Tuesday, May 3**  
**David R. Flamer, CPA**

*Topic*

**Taxation of Commercial Real Estate**

# INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective March 25, 2011

*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
Rate	3.25%	1.484%	0.307%	0.460%	4.50%	3.44%	2.84%	2.16%

## **Networking Meeting Commercial Agents**

**Tuesday, April 19**  
8:15 AM to 9:37  
SRAR AUDITORIUM  
7232 Balboa Blvd.  
Van Nuys, CA 91406

## **Dennis Block, Esquire** Speaking on **Landlord-Tenant Laws**

This meeting is a must if you deal in apartment buildings. How do you know if a building is under rent control? Has the building been retrofitted? Does it need to be? These questions and others on commercial buildings will be answered. Also bring your questions, and pitch your listings, also your wants.

Bring 78 copies of your fliers

For further information  
Brian Hatkoff 818-701-7789

### **EDITOR**

Pauline Tallent  
Tallent & Assoc, Realtors  
818-998-3833  
tallent@instanet.com

## **Wednesday, April 27**

Also at the  
SRAR Auditorium

## **Bruce A. Hatkoff, Esquire** Speaking on **Commercial**

**Purchase Agreements**  
AIR and CAR and other purchase agreements will be discussed. Also protecting your client, and yourself, and understanding what your client's needs really are.

You need to register for this class by April 22, and the cost is **\$25.00**

For more information call:  
Brian Hatkoff  
818-701-7789

## **NEW CARETS COMMERCIAL MLS**

This MLS covers the following Counties: Los Angeles, Orange, Riverside, San Bernardino, Imperial, Ventura and Kern. Most of the MLS In Southern California belong, and you can even tap into tax records.

## **MEETING SPONSORS**

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

**Attorneys at Law**  
**Shane & Di Guiseppe**  
**Rodgers, LLP**  
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**LARocca INSPECTIONS**  
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**Dennis Dishaw**  
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818-654-5212

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