

# Commercial Data Exchange

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

May 2013, Issue #29

7232 Balboa Blvd., Van Nuys, CA 91406



Pictured above is **Richard Bozzi**, Guest Speaker, and **Brian Hatkoff**, who needs no introduction. Brian has been 'putting on' these Commercial Meetings for many years.

## 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: 818-9472268. All classes are held on a Wednesday, from 9:00 AM to 12:00 PM, with unlimited coffee.

**June 5:** Tax and Legal Impact on Commercial Real Estate Vesting. **Tony Watson**, will conduct the class. He will cover such subjects as the tax advantages of and disadvantages of investing commercial real estate. And much, much more, such as the advantages of partnerships.

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## LETTER OF INTENT

Richard Bozzi spoke on the above topic on May 21.

Letter of Intent outlines the terms a potential buyer or lessee would be willing to propose in a formal Agreement. Letters of Intent are designed as a basis for the formal Offer/Agreement. This allows adjustments to be made prior to drawing up

the formal Agreement. The advantage of this process is that it obviates countless Counter Offers and saves time. Letters of Intent are not legally binding, but cover proposed financing, terms, and contingencies. Letters of Intent are standard practice in negotiating commercial transactions. Richard went into detail on terms, then opened the topic up for questions. ∞

## INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective May 24, 2013  
**Arnie Garfinkel 323-728-7700**  
 All Star Group, Inc.

Index	Prime	C.O.F.I.	12 MTA	6 mo. LIBOR	30 yr Treasury	10 yr Treasury	7 yr Treasury	5 yr Treasury
<b>Rate</b>	3.25%	0.967%	0.169%	0.417%	3.17%	2.01%	1.40%	0.89%



John Shamoun, CGREA

Another distinguished member of the Commercial Division is John Shamoun, Chief Appraiser with John Shamoun & Associates. He has extensive experience in the valuation of Commercial Real Estate, both litigated and non-litigated. John attended Parhan College in Melbourne, Australia, and California State University, Northridge, and is intent on continuing his professional education in the field of Property Valuation and Management. John earned his Certified General Real Estate Appraiser designation, (CGREA), from the

Business, Transportation & Housing Agency—Office of Real Estate Appraisers. He has experience in Banking/ Lender Appraisals, Income Property, Industrial, Office, Retail and Apartment Valuations. Also, he has experience in Estate Planning, Fractional Discounts, Portfolio Evaluations, Ad Valorem Appeals, Liquidation and Rent Loss Analysis, Appraisal Review and Litigation, and Litigation Support.

John Shamoun  
 Keller Williams Realty  
 9324 Reseda Blvd.  
 Northridge, CA 91324  
 818-280-1580 (cell)

### MEMBERS

**Dennis Dishaw**, was the first member of our Division to be featured with a mini-bio, in our last edition. Space did not permit his contact information, which is set out below:

**ACI Capital Inc.**  
 (818) 654-5212  
 (818) 612-0913 Cell  
 (818) 654-5216 fax  
 19562 Ventura Blvd. #231  
 Tarzana, CA 91356

### 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!

**EDITOR**  
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