

Commercial Data Exchange

www.commercialdataexchange.com

September/October 2013, Issue #32

7232 Balboa Blvd., Van Nuys, CA 91406

October 15, 2013

**Pictured below is our very own
Brian Hatkoff with guest Speaker
Brian Hennessey, SVP**



BRIAN HENNESSEY is Senior Vice President at Collier's International, in Encino, and holds a Broker's License. His topic was "**The meat and potatoes of a true Commercial Real Estate Transaction.** He emphasized the importance of due diligence and laid out 10 reasons to become knowledgeable about due diligence. The incredibly useful "hand-out" spelled out Purchase and Sales Agreement; Execution of Sales Agreement; Critical issues that must be explored; Review of property's Books and Records; Underwriting and Financial Analysis. And In conclusion, he summarized that "due diligence" should never be taken lightly. And that you should **assume nothing.**

This session was extremely important, and his hand-out, invaluable. Mr. HENNESSEY can be reached at:

818-325-4126

this is his direct line.

INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective October 26, 2013

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%	0.956%	0.144%	0.354%	3.59%	2.50%	1.90%	1.28%

UP TO SPEED IN COMMERCIAL REAL ESTATE

Every third Tuesday from 8:30 AM (doors open at 8:00), at the SRAR Auditorium. 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!

The next column will give you an idea of the great speakers Brian invites to these sessions.



Valerie Biletsky and Jason Arancibia, Staff Members, who arrived early at our Symposium, in order to check in members and hand out folders.

CALIFORNIA

Did you know that Governor Brown has now signed into law, 130 new regulations, and not one of the old ones has been "sun-setted"

Upcoming Classes & Meetings →

UPCOMING COMMERCIAL MEETINGS & CLASSES

November 19, 2013

8:15 AM - 9:30 AM

Speaker:

David Newman, CPA

2014 Tax Year, what is in store?
Capital Gains? Estate Taxes?
Health Care? and more??

After the Speaker time has been set aside for Haves & Wants

Continental Breakfast & Great Parking

Commercial Educational Series

See box below

*For more information on the Commercial Educational Series of Classes contact the Education Dept. Office
818-947-2268*

EDITOR

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