

Commercial Data Exchange

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**.

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

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

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

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