



Ed Collantes

## Hello!

This issue of *Commercial Real Estate News* is being sent to you courtesy of

**Edward A. Collantes, SIOR**  
BRE #00523983

It is my way of saying that you're important and that I truly value your business. Please feel free to pass this newsletter on to friends and business associates.

## Recent Property Sales

**514 Eccles, SSF** – 26,700sf industrial building sold for \$157 psf in June 2014

**1601 Adrian, Burlingame** – 21,000sf industrial building with US 101 frontage sold for \$160 psf in June 2014

**380 Swift, Unit 3** – 3,200sf industrial condo sold for \$187.50 million. CONDOS are hot!

**251 Michelle Court, SSF** – 46,780sf industrial building sold for \$122.70 psf in May 2014.

## For Sale – New on The Market

**Industrial Property with Extra Land, SSF** - Offices, warehouse with multiple dock on 4 acres of land. Call Ed for more information **415-602-0055** or [Edward@crcsfo.com](mailto:Edward@crcsfo.com) for a private tour.

**Gas Station, SSF** – Net leased. Priced at \$2.3 million 5.2% cap rate.

**2.2 Acres Site, SSF Airport** – suitable for an outside storage/parking. Needs work and creative buyer. Lease option opportunity. NEED PARKING?!!

**75,000sf Warehouse, SSF** – Upcoming opportunity. Off Market so be the first to view. Call Ed **415-602-0055**.

Confidential Inquiries  
[offmarket@crcsfo.com](mailto:offmarket@crcsfo.com)

## How to Choose the Right Commercial Real Estate Broker

Let's face it...you have a lot of choices available when it comes to working with a commercial real estate broker. So how do you know when you're working with the one broker who's really the best one for you?

Unfortunately, brokers don't oftentimes do much to stand out from their competition, and you can sometimes end up working with the first broker who really gets your attention. But how do you know if you're really working with the one broker who's best for you?

Here are some guidelines:

### Does the Broker Seem to Be Knowledgeable?

When you begin working with a commercial real estate broker on a transaction, the transaction will usually involve signing an agreement worth hundreds of thousands to millions of dollars in value. With this being said, this will be an important decision for you involving a significant amount of money. Since so much will be at stake for you, you'll want to make sure that your broker understands all of the important trends that are affecting today's market value, and understands where the market is headed. So make sure when you're talking with your broker that you feel they have a firm sense of this, because your final decision to move forward on the transaction will be resting on their knowledge.

### Do You Feel That You Can Trust Your Broker?

As was just mentioned, you'll be in the process of making a very important financial decision. With this in mind, you'll want to make sure that your broker is someone you can trust. Do you get a good feeling when working with and talking with your broker? Successful businesspeople often have a greatly developed sense of intuition, so what is your intuition telling you about this broker? If there's something that's not feeling 100% right, it may be time for you to move on. But if your intuition has always served you well in the past, and you're feeling good about this broker, you may have already found the right one.

### Does the Broker Know What's Contained Within the Form They Want You to Sign?

In today's commercial real estate transactions, utilizing standardized forms for preparing offers, leases, and sale agreements is quite common. With this in mind, if your broker truly has your best interests in mind, shouldn't they be an expert at knowing what's contained within these forms that they want you to sign? Make statements to the broker like, "Show me in the form where it tells me how long my contingency period will be", and "Where does it mention in the form who is responsible for maintaining the heating and air conditioning system?" Then if the broker is scrambling around and seems unsure about where to find this information in the form, do you really think that they're the best broker for you?

### Do You Feel That the Broker is Always Serving Your Best Interests?

Commercial real estate brokerage can be an interesting profession. While we work to find the transactions that our clients really want, we get paid our commission only when the transaction closes. So you'll want to make sure that you're working with someone who is patient at finding the right transaction that best serves your own interests, no matter how long it takes them to do so.

It's extremely important to make sure you're working with the right commercial real estate broker. Keeping this in mind, you'll want to make sure you're always working with someone who is knowledgeable, someone who gives you a good feeling about working with them, and someone who you believe represents your highest and best interests at all times.



## From the desk of

**Edward A. Collantes, SIOR**  
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**South San Francisco Industrial Vacancy Rates DROP** – The industrial market in SSF with over 25,000,000 sq. ft. is RED HOT. The area with the lowest vacancy is West of US 101, which recorded a 1.0% vacancy rate! Brisbane/Daly City reported 3.4% vacancy rate. With no new construction in the pipeline and with demand remaining high, it looks like this vacancy rate will hold into the near future. Great news for upcoming vacancies. I would very much like to hear from you about upcoming vacancies and I may already have a qualified client ready to lease it! Please contact Ed at **415-602-0055** or [Edward@crcsfo.com](mailto:Edward@crcsfo.com)

**Development Opportunities, SSF** – We have several off market development sites in SSF. Call to discuss. Ed **415-602-0055**

**Upcoming Commercial Vacancies** – If you have or know of an upcoming commercial space vacancy, please contact me for a free review of the space for a list of recommended repairs (making it market ready), estimated lease rate and lead time to locate a qualified tenant. Our marketing program is detailed and the best, most effective way to market and locate a qualified tenant for you at the best possible lease rate. My cell is **415-602-0055** or [Edward@crcsfo.com](mailto:Edward@crcsfo.com)

**Have A Great Day!**

## Car Travel Safety

In all of the packing and preparation that a family vacation can necessitate, one thing that can sometimes be overlooked is the



safety and readiness of your motor vehicle for long journeys. Being stranded in the middle of nowhere because of a flat tire or because of overheating will put a dampener on anyone's vacation.

In order to make sure this does not take place, you should check both the tire pressure and the tread on the tires. Non-existent or low tread makes traction very difficult, and can indicate that the tire is worn out. Make sure you check the tire and consult the owner's manual to find out how much air is needed, as this can vary between vehicles. Front tires also sometimes need a different amount of pressure than rear tires.

You should also check brake fluid, oil, and anti-freeze before setting out on any long trips. Have jumper cables in the car just in case of a battery failure, as well as a spare tire and a jack. You should also rotate your tires every five thousand miles that you're driving.

## Prioritize Your Time

Work hours have begun steadily creeping into our home lives with more and more people taking care of job issues both on weekends, and during the evening. The result is an environment in which it is even more difficult than ever to balance our personal life and careers.

Achieving a happy work/life balance becomes much more difficult without the setting of clear boundaries. Fortunately there are things you can do to ease the situation, and one good tip is to set priorities. If you have twenty five things that need to be done on a certain day, narrow that list down to the ones that are absolutely essential. Not only will you be less stressed from not trying to do everything at once, but the quality of your work on the ones you do take on will also be demonstrably superior.

It is also a good idea to choose the tasks that need your personal attention. Any tasks that can be done by anyone else should be delegated whenever possible. Nobody can do everything, and we can only do our best.

## Safe and Healthy Outdoor Grilling Tips

Backyard barbecues are very popular, but it is important to make sure that the foods you are cooking up are safe and healthy.

Rather than fill up on hotdogs and burgers that are full of fat, make leaner protein choices such as chicken, fish and vegetarian burgers. You should also make sure that there is enough room on the grill left for an array of produce such as asparagus, cherry tomatoes, eggplant, onions, peppers and zucchini. A sweet, caramelized flavor is brought out in vegetables by the process of grilling, and fruits such as pineapple or peaches that are grilled make a dessert that looks great...and is naturally sweet. Marinades should be used on grilled foods to reduce the risk of cancer and add to the overall flavor.

Cancer causing compounds form when proteins in chicken, fish and meat are cooked at searing temperatures, particularly with charred meat, but marinating them substantially cuts down on that formation. Flipping meat frequently, cooking to the outside of the flames, and cooking it over lower temperatures will also prevent meat from charring.

## Teaching Kids To Be Organized

Although some children appear to be born with a natural inclination for routine and order, others are free spirits and need some assistance in order to discover ways to make their life run more smoothly.



Teaching children organizational skills can make family life run a lot more efficiently, and cut down friction when children have to keep their rooms clean and do homework. In addition, there are some good tips that can help with this learning process.

One smart idea is to track all of the family activities on a calendar that is accessible to everyone. Every night get together and discuss the activities that are scheduled for the following day, and encourage kids to check the calendar before adding any other activity.

Daily checklists are also a good idea to help keep track of homework, instrument practice or household chores. This also teaches children how to prioritize.

Teach children to prepare their clothes for the following day the night before and have everything laid out for the morning, including making lunches and packing their backpack.

Another way to teach children organization is to encourage them to have some kind of collection that can be classified, sorted and organized.

## How To Let Go and Live Your Life

The past makes people who they are today, but dwelling too much on that past can cause you to neglect the personal development and happiness you could be enjoying right now...and in the future.

Letting go allows people to get a better perspective that better enables them to fully live in the present.

One good tip for moving on is to actually make good use of your frustration.

No one wants to stagnate, but the frustration that comes from feeling like you are standing still can provide you with the energy needed to genuinely make a great new start.

Whatever may have happened in your past, it is vital to your future to stop seeing yourself as a victim.

Making being as victim a part of your identity forces you to remain stuck in the past rather than taking charge of your own destiny, and looking forward to who you will become in the future.



## Being More Productive

Health is always important, but few people realize that improving their health would also improve their work performance. Health is every bit as important for desk jockeys as it is for athletes and construction workers.

One good tip is to take short breaks every so often when engaged in a lengthy task. This gives your brain the opportunity to refresh itself, and it lets the body stretch out for a bit.

Drinking lemon water is another helpful piece of advice. Drinking an eight ounce glass of water with half of a lemon squeezed into it helps your liver to break down waste more efficiently, and also assists in alleviating bloating, constipation, gas and general body aches.

Drinking more water is also a good idea. Some studies suggest that the average male should drink about three liters of water per day, and the average female about 2.2 liters, in order to maximize their hydration and their performance.

Stick to high protein snacks rather than chips, candy and donuts to help keep your blood sugar regulated, and enable you to remain at peak performance all throughout the day.



## Teaching Kids About Finances

It can be both easy and fun to teach children about finances. Learning about money helps children to also learn how to be generous, responsible and aware of their spending decisions. It is never too early to start teaching your kids about finances in your family. Children who understand what is required to be able to run a household are then able to learn the value of money at a very young age.

One way to introduce children to the concept of money and balancing a budget is to give them chores for which they are paid an allowance. It is also a good idea to teach them to save around ten percent of that allowance in a savings account.

You should not allow them to borrow against future allowances for a larger purchase, but encourage them to save for any items outside of their current budget, thus setting a healthy precedent and attitude towards money for their adult life.

Giving children an allowance that they can spend mostly as they wish establishes a foundation for dealing with money, and being mindful about things that they really want to buy.

Doing chores also teaches them the importance of the concept of working for money.



## Parents and Mobile Phones



A year or so ago, more than a third of twelve-to-seventeen year-old Americans had smartphones – a rise of twenty-three percent from 2011 – with a massive seventy-eight percent having some kind of mobile phone, according to the Pew Internet Project.

Mobile phones are also how young people tend to access the internet these days, with seventy-four percent going online at least occasionally with a mobile device, and twenty-five percent doing so that way almost all the time. Half of all teenage users of smartphones only use the internet via their mobile phones, using hundreds and thousands of apps to connect with the world and one another.

The use of technology by the young grows more and more personal and becomes an extension of the self. One helpful thing that parents can keep in mind is that their privacy, security and safety tends to depend less on technology than on their own internal safeguards...such as respect for themselves and others, kindness, resilience, critical thinking and their own moral compass.

The good news for parents is that those qualities are familiar to all of us, have been around just as long as parenting has, and are far better than anything external--even as technology continues to change around us.