



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.

## LEASE OR SALE

*The opportunity to get top dollar for your commercial property is now. We know the marketplace!*

Please contact Ed at 415-602-0055 or [Edward@crcsfo.com](mailto:Edward@crcsfo.com) for a confidential discussion.

## Off Market Deals

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**SSF Office/Warehouse** – 28,000sf with 7 DH doors (3% vacancy rate area)

**7 Tenant Single-Story Retail Building, Downtown San Mateo** – For Sale

**San Francisco Downtown Office Building** – For Sale – 40,000sf

**Confidential Inquiries**  
[offmarket@crcsfo.com](mailto:offmarket@crcsfo.com)  
or 415-602-0055  
Ed Collantes of CRC Partners

## This is the Outlook for Commercial Real Estate Financing

Commercial real estate financing is an extremely important component that contributes greatly to the overall health of the commercial real estate market. When good, solid commercial real estate financing is available, this helps to support commercial real estate property values, as more people can then afford to buy properties, which then increases the total amount of sales in a given area.



Keeping this in mind, for example, more people will want to buy a \$1,000,000.00 building when they can do it for 30% down, as opposed to having to pay all cash for it. This is the same reason why automobile manufacturers provide their own financing to customers, because it gets people to buy more cars when they can do it with no money down.

We've been fortunate in recent years because commercial real estate financing has become more readily available. When the most recent economic downturn hit us, commercial real estate financing for the most part disappeared, making the economic downturn that much harder. According to GlobeSt.com, a major resource for commercial real estate news and industry trends, the total dollar volume of commercial real estate properties sold here in the U.S. went down 93% between 2007 and 2009, but fortunately the market has now recovered since then.

But what can we expect to see in the availability of commercial real estate financing for the remainder of the year? The CRE Finance Council recently released a report on this subject, so let's take a look at some of the highlights within it.

The CRE Finance Council ([www.CREFC.org](http://www.CREFC.org)) predicts that good financing will continue to remain available throughout the remainder of the year. In addition, they predict that the total dollar amount of commercial mortgage-backed securities (CMBS) issued in 2015 will exceed the amount that was recently issued in 2014 (\$91 billion), by approximately 25%. This in itself predicts what's expected to be very robust commercial real estate financing becoming available throughout the remainder of the year. In addition, banks and life insurance companies are predicting that they'll be making even more loans to commercial property owners during the year, too, and the loan underwriters are expected to get even more aggressive...allowing for even greater leverage and greater credit risks when they're approving new financing.

While there has been much talk about the concern over interest rates rising in the near future, the general consensus of the report indicates that as long as any rise in interest rates is moderate, this shouldn't cause any major concern.

Keeping all of this in mind, any seasoned commercial real estate investor knows that the market comes and goes in cycles, and it's wise to look to the future. While we may be feeling great about the increased amount of financing that's been coming available, one has to look to that moment in time when it could actually become a problem. As one investor said many years ago, "I should have known it was time to sell my real estate when the guy shining my shoes was giving me portfolio advice." But in most markets we're clearly not at that time now, and at the same time it's still important to not go unconscious to this continually-improving market.

The good news, though, is that right now real estate financing is projected to get even better, and that's putting smiles on the faces of many people within our industry.



## From the desk of

**Edward A. Collantes, SIOR**  
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**Property Owner Duties at Lease Termination** - If you have a lease ending soon, I recommend that you review your lease carefully, especially about restoration and removal of tenant improvements. A proactive stance is recommended. For example, if your tenant installed machinery or installed special refrigeration or even pallet racking, an Owner should inspect MONTHS before the lease expiration and give the tenant a list of restoration repairs for the purpose of having the space returned to you in the same manner of original delivery. If you don't, you may find yourself in a dispute over repairs, additional rent dispute during the tenant's post lease expiration restoration work or even worse, the Owner is left with a restoration project. Please call Ed at (415) 602-0055 if you have any questions.

**Are you looking to LEASE your commercial property?** – We have pre-qualified tenants for your commercial property. We can get you the more money today than any other time. If you would like a free market evaluation, please contact Ed 415-602-0055 or [Edward@crcsfo.com](mailto:Edward@crcsfo.com)

But either way, there are some exciting changes impacting your property or for lease space and I recommend that you call me right now to learn exactly what these changes will be.

Have A Great Day!

## Improving Your Website

Businesses often spend a lot of energy and time trying to appeal to consumers with their websites, but it is just as important to create effective sites for the sake of B2B commerce. B2B marketing actually looks an awful lot like B2C marketing these days, with more and more businesses tending to buy online rather than through sales reps. This makes having a top-of-the-range ecommerce site absolutely vital in order to generate sales.

The best B2B sites resemble the best B2C sites, offering an efficient and compelling experience for the user, allowing the talking to be done by existing happy customers, and speaking to prospects directly about the goods and services that are offered by your brand.

One of the most important things that experienced B2B salespeople should know is how potential customers are viewing both their brand and the brands of their competitors. Making sure that the right information can be easily found on the website makes the experience easier for customers, and makes them much more likely to become a buyer.



## Helping Your Team To Be Themselves

Many employees in companies have a tendency to suppress their own natural personalities in order to avoid seeming too different to their co-workers and attracting unwanted attention.

However, the reality is that people who feel comfortable just being themselves will oftentimes actually be more productive workers, as they will not be expending energy and time trying to just fit in with the crowd.

One good tip to help with this process is to change the kind of language you use as a manager. Normal people tend to tune out when managers use buzzwords like “diversity,” so instead just emphasize the idea that your employees do not have to hide their true selves in order to be good workers.

One of the best methods to encourage your employees to respond is to use a personal story that they will be able to relate to. If you can build real connections between you and your employees, and between the employees themselves, you are likely to end up with a much happier and much more productive workforce.

## Tips For New Toys

New technological toys are always fun, but it is important to keep a few things in mind as you begin using them. If you acquire a new laptop, smartphone, or tablet, one of the very first things you should do is head to the tab marked “settings” in order to alter the privacy settings. This is particularly important if these devices are going to be given to or made use of by children.

It is also a smart move to check for the very latest anti-virus protection and software updates. One interesting tip to remember is that although new gadgets often suggest not using them until a fully charged battery has been installed, in many cases this is not totally necessary.

Most laptops, cell phones, and similar devices make use of lithium-ion batteries that tend to at least come with some charge in them, so the gadget can usually be utilized right away.

## How To Make The Most Of Your Health

There are many easy ways to maximize your health with the use of good nutrition. One excellent piece of advice is to stop consuming sugar. Sugar increases the chances of putting on weight, it can also result in hormone imbalances, and it has been linked to the development of heart disease and diabetes.



For women, the consumption of sugar increases the likelihood of PMS, and it can even have an impact on fertility in some cases.

Another good idea is to balance your omega-3 and omega-6 fat levels. Most diets in the Western world today have more omega-6 than omega-3 – sometimes by up to ten times as much. This results in the body becoming inflamed, causing hormonal problems.

Rebalancing your levels is a fairly easy task; however, all you have to do is stop consuming vegetable oils and the foods that are made with them, and consume more omega-3 via foods such as nuts, avocados, and oily fish.

## Coping With Work Stress

The workplace can be a stressful one, and it is important to know how to deal with it. Stress can be caused from the very beginning of the work day by an encounter with a perpetually complaining client, an overly demanding boss, or a nastily gossiping co-worker.

So how can you avoid such moments ruining your whole day?

One good tip is to start your working day with a mantra, reaffirming your positive qualities, your skill at your job, and your determination not to let the attitudes and problems of others bring you down.

Another good tip is to avoid the temptation to pour yourself a cup of coffee at the very first sign of tension or upheaval.

Despite its seemingly comforting nature, coffee actually only increases your stress and anxiety levels, so it is a better idea to choose a beverage that has the opposite effect, such as green tea.

It is also important to be honest with yourself as to the cause and the extent of the stress you are under. Everyone experiences stress at work to some degree, but if the environment itself is toxic for far too much of the time, then it may be time to think about changing jobs.



## Learning to Create Videos

The satisfaction and engagement of students in online courses can be massively increased by the creation of educational videos, but it is important to know how to go about creating the kind of videos – and the kind of content – that will be of maximum benefit for new learners.



One good tip is to be aware of video vocabulary. Becoming familiar with the kind of terms used in the creation of videos can be invaluable, particularly the meaning of terms such as high definition video, framing, and compression.

Becoming familiar with the video technology that is currently available is also important.

There are a wide variety of different video production technologies on the market today, and it is a good idea to have some basic knowledge so that you can choose, if not the best one, at least something that will be appropriate for the kind of information and style that you want to utilize to communicate with people.

## Midyear School Transfer Tips

Millions of people move every year, and in many cases there are children involved who will have to change schools, and often in the middle of the school year.

Whatever the reasons for the move, parents need to keep in mind a few important considerations to help make sure that their child’s move to a new school is a smooth one.

One good tip is to make sure to have done your research on the new school beforehand.

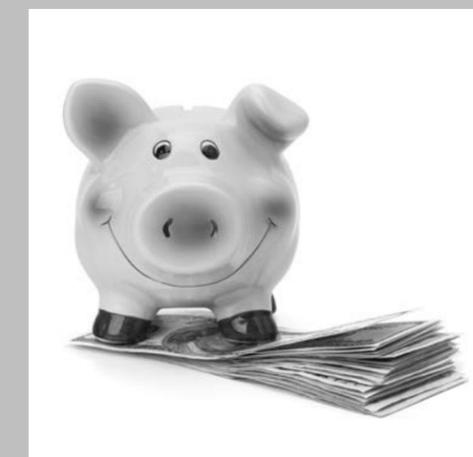
Talk to the school principal and even to the parents of other kids that have been attending the school. Getting your child familiar with the new school is also a very good idea.

If at all possible, switch schools at the beginning of the school year or at a new semester, and get in touch with the guidance counselors and enrollment officials to aid you in making the switch.

It is also important to begin this process as quickly as possible as accumulating all of the necessary paperwork can take a considerable amount of time, too.



## Tips For Financial Success



Everyone would like to be able to have more money saved up, and making the commitment to alter your spending habits so you can do this is one of the most important parts of this process. However, there are other things that you can also do to assist in getting your finances in order.

It is beneficial to have an eye for the big picture. People who want to fortify their retirement accounts have a better chance of coping with the fluctuating changes in the market by avoiding attempts to time the market...and to simply invest with the long term in mind, which usually brings better results.

As tempting as it can sometimes be to sell an investment that has fallen in value, it is oftentimes best advised to instead hang onto it, and view the building of your wealth not so much as a sudden sprint, but rather as a marathon.

In addition, saving money for a rainy day is always a good idea, too.

Even though the immediate future may look bright, life has a tendency to throw unexpected challenges at people in the form of job loss, or illness.

It is vital to have an emergency fund that will safeguard you for at least a few months if circumstances disrupt your normal income.