

Ed Collantes

"Your South San Francisco Commercial Real Estate Brokerage Expert"

A "GOOD NEWS" NEWSLETTER FULL OF FUN AND INTERESTING FACTS FOR YOU

MAY 2015

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 for a confidential discussion.

Value Increase Surprise

You may be surprised what your property is worth today. I represent a buyer with \$3 million cash who has to identify a property to purchase before May 18, 2015 or else pay \$457,000 in taxes to the IRS. He is extremely motivated and is prepared to pay top dollar for your property. Your inquiry will be **100% confidential!** Please call Ed at (415) 602-0055 or Edward@crcsfo.com

I have a great warehouse space for lease near SFO! 28,000sf with 7 docks! Call today for a private showing. Ed (415) 602-0055

Other Buyer Wants

- Hotel property up to \$25 mil
- Multi-Family (Peninsula) \$1 mil to \$40 mil
- Commercial Property on +1 acre
- Fixer Uppers – all types
- Office Building Investment up to \$40 mil

Confidential Inquiries
offmarket@crcsfo.com
or Ed 415-602-0055

Addressing the Environmental Concerns On Your Property

Decades ago no one gave much thought to environmental concerns in commercial real estate. Many decades ago, people would even accept money and allow companies to dump environmental waste on their own vacant land, too.

But that's all changed.

Today it's a completely different story, and you need to be on top of the environmental laws as they pertain to your own particular property.

Do you know if any gas or fuel tanks have ever existed on your property? In addition, if they did exist, were they removed in accordance with current environmental standards?

If your building is older, might there still be some asbestos located somewhere inside of it?

On top of this, have there been any uses in the history of your property where environmental contaminants may have been utilized?

These are all questions that need to be addressed at different times in connection with commercial properties, and while this subject isn't one that's fun to look at, it definitely needs your attention.

In many situations environmental concerns are looked at whenever an owner is selling a property, because the timing of this has become a major concern within commercial real estate. Full disclosure has become much more of a direct concern within commercial real estate also, as buyers want to be certain about what they are getting into, while sellers want to minimize any potential liability to themselves, too.

With this in mind, while making sure that your property is in alignment with current environmental regulations just before selling it may seem like a hassle, this can actually help to minimize potential liability from the property down the road. When years later someone finds environmental contamination on the property, and your records, reports, and due diligence indicate that these problems weren't present at the time you sold the property, this can be helpful to you in proving your innocence. However, if you didn't have any environmental studies done just before you sold the property, how will you prove that you had nothing to do with this contamination? In these situations there will likely just be a lot of finger pointing and yelling back and forth, and maybe even in front of a judge. But what about when you're not selling your property? Could it still be worthwhile for you to have an environmental expert inspect the property and give you their opinion on it?

Absolutely!

In some situations you may want to know about the condition of your property just for your own peace of mind. In other situations, if you're concerned that a proposed tenant may begin utilizing hazardous substances, it may be wise to have an environmental company give you their opinion on your property's current environmental condition. If they believe that everything is OK, as will be evidenced by their environmental report, you now have something that you can lean on should environmental problems be discovered either during or immediately after the tenant's occupancy. In the absence of having such a report, the tenant will most likely claim that any problems were due to a previous tenant occupying the property, and in this situation, how difficult do you think it may be for you to prove otherwise?

So while doing your due diligence and getting environmental studies done on your property may seem like a hassle, in the end it can protect you and help you to minimize liability.



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From the desk of
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Tax Savings Idea for Commercial RE - After paying my income taxes on April 15th, I thought I would share some tax savings ideas with you. One idea is a cost segregation analysis on your building. Basically, rather than depreciate over 39.5 years, you can depreciate components of your building over a shorter time period, thus accelerating your depreciation deduction. It is a potential expensive analysis if you ask your CPA. There are services on the web that can do it for cheaper. One book I recommend is "Practical Guide to Cost Segregation" by Paul Di Nardo.

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

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!

Change Your Wardrobe

Perhaps you feel like your current ensemble is getting old and you would like a whole new look, but you simply do not have the cash to go out and buy an entire new wardrobe.



This is the point where inspiration is needed to mix and match items or to come up with a new look solely by buying a new lip color, or by adding a belt to an existing outfit. One way to come up with inspiration for a new look is to turn to fashion magazines and tear out any ideas that look fun or immediately grab your attention. Look through catalogues and write down any details that could freshen up an old ensemble. You might also want to head online to Pinterest and begin pinning any looks you would like to emulate, but make sure you stick mainly to items that you already have in your possession rather than ones that you wish you owned.

End Of Term Learning Tips For Students

When the final weeks of a college semester loom, students can try to increase their motivation by making use of motivational quotes, writing down their study goals, and forming study groups.

Writing down your goals somewhere that you will be constantly reminded of them is a good idea, regardless of whether those goals are highly specific or more generalized. Time management can often be a problem for students, too, particularly new students, and so it is advised to add tests and due dates to their calendars, and come up with a weekly schedule for them. Writing down deadlines on a calendar can help students prioritize certain tasks over others, helping with time management, in addition to increasing motivation. Another good time management tip for students is to treat the school week as though it were a forty-hour work week, and then complete their work between classes. It is also important to remember to stay connected with other students, as they, too will be feeling the pressure, and just being around them can help you.

Extending The Battery Life Of Your iPhone

The battery of the iPhone 6 can allegedly last for as long as ten hours, but that depends not only on how much the phone is being used, but also on what is being done with it. In addition, the battery life will still be draining even when the phone isn't actively in use.

The good news, however, is that there are a number of things you can do to try to extend the battery life of your iPhone 6. One of the very first things that you should do is carefully examine the Battery Usage screen, as you can actually find out which apps are the most responsible for draining the phone's battery. Some apps inevitably use up more power than others, and if those are apps that you rarely use, you can take steps to mitigate the loss of power.

Your battery should be "power cycled" at least once per month, meaning that you should completely drain your battery until the phone shuts down, and then fully recharge it again. This recalibrates your battery indicator, and any problems that persist after doing this are the fault of the phone itself rather than your own usage of it.

Controlling the Ingredients In Food

Eating out on a regular basis can actually be quite an unhealthy practice, as you can often be unable to control the ingredients that are in your meal.

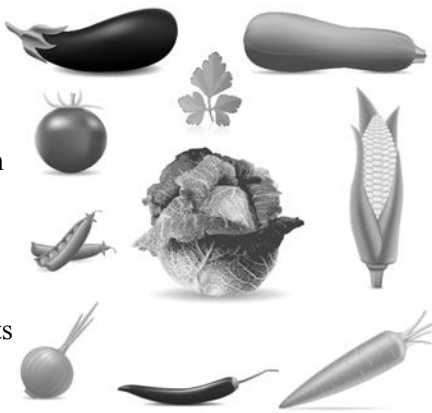
Controlling the kind of ingredients that are in the food you eat is an important step towards choosing healthier food.

One of the most misunderstood elements within food is fat. The reality is that some fats are not good for us, but some are also vital.

These healthy fats can be found in snack foods, such as nuts, and are quite different from the undesirable saturated fats found in other less healthy fast foods.

Carbohydrates are also somewhat misunderstood when it comes to their nutritional value, although vegetables are a healthier source of food than the kind of animal proteins found in meat, including chicken and beef.

Although it may neither be possible or even desirable to stop eating meat entirely, ensuring that meat is not eaten on at least a couple of the days of the week can make a big difference in your overall health.



Best Weight Loss Foods

Foods that are plant-based and rich in nutrients, but low in calories, are the best foods to eat for people who are trying to lose weight, and they still make for a healthier alternative even for those who aren't also.



A diet that is low in refined carbohydrates, low in unhealthy fats, and low in animal protein, while based around plants and whole foods, is excellent for staying healthy and helping to reverse disease and ill health.

Foods that are rich in the desirable form of carbohydrates include vegetables, whole grains, natural soy products, fruits, and legumes, while foods that simply have less of the undesirable kind of carbohydrates include high fructose corn syrup, white flour, and sugar.

It is also a good idea to simply eat smaller portions in general and cut out or massively reduce red meat, while making sure you eat a sufficient amount of good fats, the likes of which can be found in fish oil and in plankton-based oil.

Dealing With Sickness During Travel

Nobody wants to deal with health issues when they go on vacation, but sickness can strike at any time and it is best to be prepared for this eventuality.

It is a good idea to take a first aid kit with you when you travel that includes such things as an EpiPen, as well as a thermometer, antacid medication, vitamin B-complex, antibacterial ointment, acetaminophen, vitamin C, antihistamine medication, and ibuprofen.

You should also keep all of your regular medications with you when you travel, including a dosage list and extra prescriptions in the event that you lose that medication and/or require more from a doctor in the area that you are visiting.

Vital medications should be stored in your carry-on luggage and kept with you at all times.

If you do start to feel ill while on vacation, increase your fluid intake (avoiding caffeinated beverages), refrain from eating junk food and sweets, take some vitamins, lie down, and see a doctor as soon as possible if your symptoms persist.



Sleep Disorders

Sleep is a vital factor in human life, allowing the body to recover from the rigors of the day.

However, many people suffer from sleep disorders that cause drowsiness while awake, with the most common including the likes of insomnia, sleep apnea, snoring, and twitchy leg disorders.

A sleep disorder can be quite a serious issue that can have dramatic effects on your energy levels, and a lack of sleep can cause a range of symptoms including absentmindedness, bad-temperedness, grogginess, and irritability. An inability to concentrate and a shorter attention span almost always result from any significant lack of sleep.

Precautions can be taken to avoid developing a sleeping disorder, including getting regular exercise and making sure you have a proper diet that reduces the pains that can be associated with such disorders.

Green vegetables are a crucial part of any diet due to the nutrition they provide, and it is also advisable to reduce or eliminate substances such as alcohol and cigarettes.



Best Tips for Making Financial Decisions



On every occasion when you need to make a choice regarding money, there are a number of questions that you should ask yourself to make sure you are making the correct decision.

The first question you should ask is whether the choice you're facing is about something you want, or something you need.

Needs are obviously of considerably greater importance than wants, and if something falls into the latter category, you need to consider just how vital it is to have that "something" right now.

Another extremely important question to ask is whether or not you can actually afford to make that choice in the first place. Would you have to take out a loan, or can you already afford it? The latter is always a safer bet, providing that you are not completely cleaning out your bank account in the process.

Something else to look into is whether or not there are hidden costs associated with this decision that you may not have already taken into account.

It is always important to know the exact financial details involved, and how much of an additional expense these "extras" are going to cost you.