



Bill Doumar presents

Commercial Real Estate

news and more

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

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Hello!

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

Bill Doumar

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.

Funny Bone



**A short course
in high finance. . .**

A college student was buying a textbook on finance for one of his classes and was shocked at the price: \$125.

"How much will you pay me when I sell this back to you at the end of the semester?" he asked the manager.

The manager consulted his computer and answered, "We'd pay you \$50."

"That's crazy!"

"Yeah," the manager agreed. "I always thought that anyone who buys a \$125 book for a finance class and sells it back for \$50 should flunk the course."

When Will More Buying Opportunities Hit the Market?

This recession is unlike any one we've ever experienced. And at the same time, many people expected more buying opportunities to have arrived on the scene by now. So why is it that, despite the fact that this economy is causing so much hardship on so many people, that we're not seeing more distress sales occurring on commercial properties? Well, this is because of the unique way that lenders are being allowed to handle distressed properties as compared with how they've handled them in previous recessions.



If you were in business or investing in real estate during the first half of the 1990s, you probably remember the Resolution Trust Corporation, otherwise known as the RTC. The RTC originated as a result of the problems that were happening with the savings and loan institutions before the RTC was formed, and many distressed properties came onto the market back then because of this. The RTC became basically the government's clearing house for the distressed properties that it had to take back, and these properties were then sold at whatever the best prices were that buyers would pay for them at that time.

So when this all happened, we had a natural clearing process for these properties where they would come back onto the market, and sell at whatever their true fair market values were at that time.

Now compare that with what we see happening today, where very little of these kinds of activities are taking place. This is now a time of even greater distress as compared with the first half of the 1990s, and yet we're not seeing properties that would normally be foreclosed upon going back to the lenders, and then coming back onto the market to sell at today's fair market values. In summary, what we have is a logjam that's occurring that's stifling the flow of distressed properties coming back onto the market in these difficult economic times.

In addition to this, lenders are being allowed to keep the full value of the original loan amounts showing on their financial statements, instead of having to write these loan amounts down to reflect their present values. So by not foreclosing on and taking back distressed properties, the lenders, at least on paper, are looking much better to everyone financially these days.

So the question then becomes, "When will the lenders begin taking back more distressed properties and putting them on the market to sell at today's fair market values?" And the answer to that question is probably, "As soon as they begin feeling so overwhelmed with all of their distressed properties, that it's become much more painful for them to not begin getting rid of them."

So as things begin getting more painful for the lenders day-after-day, and the momentum for all of this continues to build, expect to see more buying opportunities coming onto the market directly from the lenders themselves in the future.

Stay-at-Home Dads

As any stay-at-home dad will appreciate, this isn't exactly the easiest of jobs. Not that it's much easier for moms, but in many ways the female of the species is better-prepared for the challenges ahead.

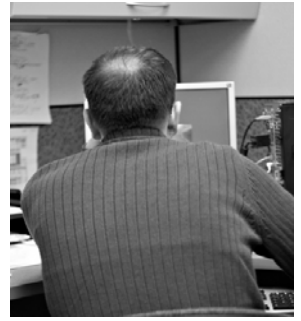


Here then are a few practical tips for any dads who are about to take up their new role or who are already finding themselves struggling:

1. Take off your rose-tinted glasses. Taking care of children really is a full-time job, so don't expect to fit too much else in.
2. Build a support system. While being extremely rewarding, being alone with a child and nobody else all day, every day, can be a lonely experience, and this is especially true for dads. Try to connect with other stay-at-home dads, visit family or just meet Mom for lunch.
3. Get into a routine. Kids need routines; otherwise they are liable to get cranky. You don't have to be ruled by the clock, but try to create and maintain a basic structure to the day.
4. Don't be a slave to housework. Your home may have looked like something from *House Beautiful* before Junior came along, but it's unrealistic to expect the same now. Do what you can, and the rest can wait until tomorrow.
5. Enjoy! It might not feel like it now, but your time at home is short. Get out and experience the world through Junior's eyes. It will be a revelation!

A Look at Careers in IT

Knowing your way around a home computer carries many benefits, from being able to understand what the kids are up to in order to keep them safe online, to saving time and effort by shopping and paying bills on the Internet. Really increasing your tech IQ, however, will not only increase your value in the workplace, but it also could even allow you to move into one of the safest employment sectors around. However we might feel about living in a technological age, the fact is that things are only going to keep moving forward. Even when times get tough for businesses, they still need people to install, maintain, develop and update their systems, and this is evidenced by the continuing demand for IT specialists throughout this latest economic recession.



Rather than being "nice to have," technology has become essential to everyday life and to keeping businesses operational. Like opportunities in health care, which have continued to flourish during the downturn, opportunities in the IT industry are numerous, and those in the IT industry have seen far less adverse impact in recent years than have those in many other fields. Not only is the range of careers in IT extremely wide, but this is also an area that holds many opportunities for both men and women. Women commonly excel in computer-related studies (often outstripping their male counterparts) but rarely take up a career in the field. With both technical ability and often superior people skills, however, women are frequently sought after, so what better reason to improve your tech IQ, ladies?

'Doormat' Syndrome

Healthy living isn't about just caring for our bodies, but it's also about looking after our mental and emotional well-being too. People who behave passively often feel that their lives are outside of their own control, something that not only impairs their quality of life but also can even lead them into depression and anxiety. Unable to express their own opinions, wants and needs, they frequently back down in the face of even the slightest resistance and often feel obliged to say "yes" when what they really want to say is "no".

Although, in certain circumstances, all of us will choose the path of least resistance, there is a big difference between this and feeling unable to stand up for ourselves. In the first case, we do things willingly and we are not filled with resentment. In the second, though, the sense of obligation that comes out of our low sense of self-worth and our feelings of inferiority and guilt makes us feel angry and put-upon as we continually ignore our own needs and meet the demands of others.

Essentially, we teach others how to treat us with every interaction that we have, and if we behave like a doormat, others will treat us as such. In some cases, where feelings of low self-worth are long-standing and deep-rooted, professional help is necessary to address these so that we can learn to act more assertively. But in others, all it takes is to attend a short assertiveness course.

Making Company Reorganizations Work for You

Company reorganizations have, not surprisingly, become more and more common during the past couple of years as businesses have tried to cut costs and find more efficient ways of working. For workers, the

need for sometimes significant change typically brings out a whole host of negative feelings, including fear, anger and insecurity, which many find difficult to overcome. With a slight adjustment to your attitude, however, a company reorganization can help single you out as a “keeper” and do your future career a world of good. Here are a few tips on how to demonstrate your value and thrive in the midst of all the turmoil.



1. Feel and express the negative feelings, but then let them go.
2. Nearly all company reorganizations bring about positive as well as negative changes, so focus on the positives and stay upbeat to make yourself really stand out from the masses.
3. Reorganizations mean changes to processes and procedures, which in turn call for creative problem-solving abilities. Put your creativity into overdrive to come up with new ideas, and then volunteer to take them forward.
4. Don't use all the uproar of a reorganization as an excuse to slack off as some people do, but aim instead to work harder and smarter.
5. Good communication is vital during the chaos of reorganization, so do your bit to ensure that lines stay open and information gets through, and play an active role in meetings.

The Talent Shortage and Succession Planning

Not only are the experts declaring a worldwide talent shortage, but employers everywhere also are feeling it themselves. Highly skilled and experienced but aging leaders and executives are leaving or are about to leave the workforce in droves, creating huge gaps that no one has been trained and developed sufficiently to fill. Leaving high-level posts sitting vacant not only costs organizations dearly in a financial sense but also can do enormous damage to the morale and reputation of the company. As such, many businesses are finding themselves with a huge dilemma on their hands.

For more forward-thinking organizations, the response has been to put a formal succession planning process in place to ensure that they will have the right people available to fill the right roles at the right time. While most have concentrated only on key leadership roles, the more strategically minded have also taken into account other business-critical roles and those that require specialized technical or professional skills and knowledge but sit further down the hierarchy.

Looking within their own ranks and developing existing members of staff who are already partway there in terms of skills and experience, or who show exceptional potential, is not only cheaper than sourcing from outside, but also has the added benefit that “insiders” are already familiar with the company culture, policies and practices. By instituting a formal, ongoing succession planning process, companies can be assured that whatever gaps appear, there will always be someone ready to step in and fill them.

Financially Speaking

Tax Returns – Submit on Time, Save on Fines

It is not just individuals and households that have been feeling the pinch as of late – governments everywhere have, too.

In their efforts to deal with unprecedented budget deficits, they have recently done everything from closing tax loopholes to encouraging tax evaders to come forward as part of an amnesty.

And of course, charging sometimes hefty fines and surcharges to individuals and businesses alike is a guaranteed way to rake in more cash. Government fines and surcharges for the late submission of various tax returns and the late payment of taxes have become ever more stringent, but often they are an unnecessary drain on the resources of taxpayers.

A simple reminder in a diary or planner or on a computer or cell phone is all it takes to ensure that you don't miss a deadline and end up paying the consequences.

If cash flow is a problem and you are unable to make the necessary payment, don't let this stop you from submitting the tax return anyway, as failing to do so could see you having to fork out for both a late submission fine and a late payment surcharge.

Instead, contact the authorities as soon as you become aware of the problem and find out whether you can agree on a time-to-pay arrangement. Nobody likes having to pay taxes, so be sure to keep on top of things to avoid handing over more than you absolutely have to!

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Are you thinking of buying or selling a property in the coming weeks and months? If so, please let me know what your requirements are.

1. Will You Be Buying or Selling? _____

2. Please Describe the Property You Will Be Buying or Selling _____

3. What Would You Like Me to Do To Assist You With Your Requirements? _____

4. When Would You like Me to Contact You To Follow-Up On Your Requirement? _____

5. Please Let Me Know Your Name and Telephone Number(s) You'd like Me to Contact You at on the Date You've Mentioned Above. _____
