



Ed Collantes

"Your South San Francisco Commercial Real Estate Brokerage Expert"

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

NOVEMBER 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.

*The opportunity to get top dollar for your commercial property is now.*

**LEASE OR SALE.**

*We know the marketplace!*

Please contact **Ed at 415-602-0055**  
or **Edward@crsfo.com**  
for a confidential discussion.

## Sell or Hold! Plan for 2016.

The New Year is around the corner and it is a good time to review your commercial real estate holdings. As a property owner, do you have any leases expiring in 2016? Do you have any major property improvements that need to be done (new roof, parking lot repairs, ADA upgrades, etc.)? As a tenant, is your lease expiring in 2016? Do you have a favorable option to extend? Can the space accommodate your business for the next few years?

As an expert in your area, I can meet with you and review your commercial holdings. You can put my 25+ years of commercial real estate experience to work for you at no cost. Get me on your team today!

Your inquiry will be **100% confidential!**  
Please call **Ed at (415) 602-0055** or  
**Edward@crsfo.com**

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

## Preparing Your Commercial Real Estate Property for Sale

Once you've decided that it's time to sell your commercial property, this means it's also time for you to snap into action. You ideally want to get moving on the action items that will make this entire process easier for you, and help to ensure that you'll sell your property for the highest price.

The first thing you need to do is do your research and determine what your property will really sell for in today's market. Then once you've done this and you know what your property's real value is, it's time for you to take the next action steps.

One of these steps you'll want to take is to get a preliminary title report from a title insurance company, to see if there are any recorded liens or documents against the property that may surprise you. Many owners never look at an updated title report after they've purchased their property, and you'll want to make sure that there are no surprises that will need to be removed from the report prior to selling your property.

It's always nice to get these surprises taken care of and removed from the report before you ever enter into an agreement to sell your property to a buyer.

In addition to this, get a Phase I Environmental Site Assessment done. This will alert you in advance to any environmental concerns that will need to be addressed before any buyer will want to buy your property. If something turns up on the report that needs to be investigated further and then remediated, you'll want to ideally get this done before ever putting the property on the market.

This way you can show potential buyers the completed report, showing them that the remediation has been completed in alignment with all of the specific laws around this. This is much more powerful than getting into a purchase agreement with a buyer, discovering that there is contamination that needs to be remediated, and then the buyer begins having doubts about even buying the property.

When the remediation has already been done before the buyer ever sees the property, this creates solid, clear sailing in this arena all the way through the closing of the transaction.

Another matter you'll want to address is how much work you're willing to do on the property to make it even more attractive to your buyers, to entice them to offer you even more money for the property. Buyers, generally speaking, like the properties they're considering purchasing to look good, and when they don't, they'll be wanting to purchase them at a discount.

In addition, buyers will oftentimes pass on buying a property altogether when it doesn't look good, as they usually don't want to get involved in doing the work on it.

So anything you're willing to do to spruce up the inside and the outside of the building, and make it show much better to your buyers, will go a long way towards getting you top dollar for your property. Even just adding new paint and new carpeting can oftentimes make your building much more attractive to buyers.

In conclusion, when you're selling your building, there are steps you can take to both prepare for the sale and make the sale go more smoothly. In addition, when you're willing to spruce up the building and make it look great, you're going to get the highest price imaginable for your building, too.



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## From the desk of

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**Confidential Property Sale/Lease** - Why would a property owner consider selling or leasing his property without exposing it to the marketplace (such as Loopnet)? After all, exposure can generate leads from unconventional channels (such as an out of area residential agent or offshore buyers). Right? First, an owner may not want his tenant to know the property for sale and it may jeopardize a lease renewal or accelerate the tenant's decision to move. Second, an owner may have an offer from a neighbor or another party and wants to see offers from other buyers without jeopardizing his current offer. With regards to locating a new tenant, an owner doesn't want to upset his current tenant (who is not renewing) by marketing his space before the 6-month window prior to termination and wants to ensure that the tenant will allow the owner's broker to show the space during normal business hours. These are few examples that make good business sense provided that the owner's broker properly sets the correct price or lease rate.

Please contact me for a free review of your commercial property as I bring over 25 years of quality commercial real estate expertise to advise you!

Please call Ed today at (415) 602-0055

**Have a great day!**

## Best Travel Tips

First time and experienced travelers alike all want to get the most out of their travel experiences, and there are a number of tips that can be a great help to ensure that they are able to do just that.



One good tip is to make certain that you wake up early when you arrive at your vacation destination so as to ensure that you have plenty of time to get to see and enjoy all of the best attractions it has to offer.

Interacting with the locals is also a good way to learn all about the local lifestyle and culture.

It is vital to have all of your important belongings kept in one place while traveling.

The likes of cash, ID cards, credit cards, passports, and any other important documents should be kept together and on you at all times. In the event of a worst-case scenario, bring scanned copies of such documents along with you in a separate location, too.

## Outdoor Learning

Outdoor learning is an excellent method of engaging children, but it needs originality and advance thought and planning from parents or teachers. One place that is great for getting kids to develop more physical confidence is the beach, where they are able to jump, play ballgames, dig, surf, race, and swim. It is a good idea to set physical challenges that your kids may initially balk at and to encourage them to keep trying until they succeed.

Especially beautiful are the places that are near water, offering kids lots of chances to write poetry, sketch, or paint. Woodlands and forests are also excellent places for really firing-up children's imaginations, particularly at dusk, as well as for building tasks and teaching more practical skills such as tying knots, whittling sticks, and how to safely use a knife. Parks, gardens, and other open spaces are particularly ideal spots for teaching kids how to navigate, using basic or picture-based maps for younger children, and more sophisticated maps and compasses for older kids.

## Wedding Tips

When you are planning your wedding, there are doubtless hundreds of ideas in your head already, and inspiration can be further provided by the likes of Pinterest, magazines, and blogs. However, how do you go about making that inspiration a reality?

One good tip is to create a visual inspiration "mood" board. Once you have settled on the theme you would like your wedding to have, then create a board that reflects the mood you desire. Use a Pinterest board (set to private!) or develop a collage of cuttings taken from magazines so that you show your overall motif off to vendors. Add in any particular shapes, textures, or colors that catch your eye. Flowers can have a big impact on the aesthetics of your wedding, as can furniture and florals.

Your inspiration can even be brought to life by the kind of food and drink you have at your wedding. For example, a wedding that takes place at the beach might be well served with the likes of a maritime martini and mini lobster rolls.

## Tips For Family Fitness

Children need exercise just like adults, and the best way for kids to exercise is to get them out from behind the computer screen and play.

Encouraging active behavior early on in childhood, as well as encouraging other healthy habits, is the best way to ensure they will become active, healthy adults.

Teach your children that exercising is fun by having playtime at least three times every week for half an hour at a time.

Play games such as hide and seek, catch, hopscotch, kickball, soccer, etc. Try to schedule these activities in the afternoons or evenings, and always make time to do something on a weekend, even if it is just taking them for a play in the park.

Wherever you are going – to school, the library, or the local supermarket – you should walk or use a bicycle whenever possible.

You might even want to keep track of the number of steps you and your children take with the use of a pedometer.

It is also a good idea to encourage your children to take part in sporting activities.



## Buying The First Family Car

If you are about to start a family, and are thus going to be in need of a family vehicle, then it might be a good idea to have a talk to your partner about how many children you intend to have.

Of course plans can change, and the unexpected can and does happen, but there is still little point in purchasing a mini-van if you only intend to have one or two children at the absolute most.

Talking to friends and acquaintances and then doing your own research on the kinds of family cars that are on the market today is also important.

Of course, you also need to face reality and check with your budget to see what you can actually afford to buy, whether that is a brand new or a used car.

Remember to include all of the associated costs, including car insurance in your budget.

Some family cars today come with special family-oriented features such as child-safety seats, so be sure to investigate the brands that already do this.



## Growing Followers on Instagram

Having a following on social media seems to be a prerequisite for everyone in 2015, and one of the most popular such networks at the moment is Instagram, which currently hosts more than four hundred million users.

Of course, with such a high number of users, it also becomes more difficult to get noticed, but there are ways of standing out from the crowd.

One method of attracting attention is to like pictures posted from all around the world. By doing so, you are alerting many other users to your presence on the network, and making lots of random likes will open you up to being followed by people from all over the globe, and from all walks of life.

Promoting yourself wherever you can will also help you enormously.

If you already use other social networks such as Twitter, Facebook, and Tumblr, then you already have an audience, and those accounts can actually be connected to your Instagram account, enabling content to be shared with various different networks.

*Social Media*



## What Not To Wear

Clothing is of vital importance in the workplace when it comes to projecting a professional image.

With that in mind, there are a few tips that should be kept under consideration when dressing for work.

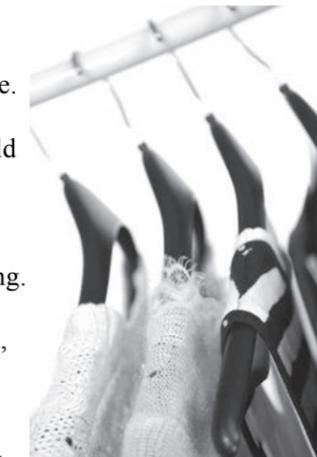
You should never wear clothing that is distracting. Loud patterns on ties and shirts, outfits that are obviously uncomfortable and do not fit properly, and jewelry that jingles when you move should all be avoided.

Never wear dirty, stained, or smelly clothes, and refrain from having unclean or even unkempt hair.

You do not want your "personal brand" to be associated with laziness by the management of your company. Torn jeans are also a bad idea. Although more casual forms of dress may be tolerated for employees who do not have direct contact with customers, torn jeans is still regarded as being disrespectful to your colleagues and simply unprofessional.

Revealing clothing is also a no-no for the ladies. Figure hugging dresses and low-cut tops are for nightclubs, not for the office.

Female employees should also keep their hair tidy and keep their make-up basic.



## Money Tips for 20-Somethings

20-somethings often have their own set of financial concerns, and thus there are financial tips that are specifically tailored towards that particular age group.

One good tip is to be a packrat when it comes to your savings.

It is important to save as though you believe that tough times may be just around the corner, as they may well be, and you will, therefore, be in a better position if and when these difficulties arise.

Having more savings can be a big help whenever life gets tough.

Another good tip is to not let fear divert you from making good financial decisions, such as in investing.

Having any fears around not being knowledgeable enough, being taken for a ride by a salesperson, or the volatility of the market, can hold people back. So make sure you learn all that you can, consult with a reputable financial advisor, and start saving up for your retirement right now.

