



# the Power Team

**Your Profit...Our Success**

Commercial · Industrial · Real Estate Brokerage

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## The Premier Power Team COMMERCIAL REAL ESTATE Monthly Newsletter April 2010

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### Featured Property

#### Showroom/Warehouse

**Lake in the Hills- Rt. 31 - 4,000 SF** condo with 2,000 SF showroom and 2,000 SF warehouse with 18' ceilings, 2 docks, 1 DID. Price slashed! Unbelievable deal at \$325,000. Will also lease for \$13 psf gross.



Click photo to view specs

### Featured Property Rare

#### Retail Condos

**Algonquin- 992-7,651 SF** single story units in Esplanade development just off Randall Rd. Priced below market to sell quickly. Sale price reduced to \$120 psf! Lease for \$15 psf net.

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## Lazy Backwards Brokerage RFP's Have No Place for Smaller Deals

By: Bruce Kaplan

I really didn't want to write an article "dissing" my fellow commercial brokers. Everyone has a right to make a living in their own way. But a certain brokerage practice is gaining prevalence in today's market and it's starting to get under my skin. Maybe I'm just too traditional but the use of an RFP (Request for Proposal) has become a practice that seems like the "lazy broker's" approach to initiating a deal. The use of RFP's has been around for a long time. Some brokers are using them for small deals (under 10000 sf) and this is a waste of everybody's time.

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## With so many commercial properties under water, when will the floodgates open?

By: Jonathan E. Basofin

Anyone who reads the news knows that commercial property values are in bad shape. How bad? According to a recent article in National Real Estate Investor, "more than 36% of the \$270 billion in commercial real estate loans maturing in 2010 are under water, meaning the mortgage balance is greater than the value of underlying property." The article goes on to explain that this percentage is expected to increase during the next few years: "In 2011, 49% ... followed by 63% in 2012, 61% in 2013, and 57% in 2014." We feel fortunate that Cloverleaf's properties are not included in these figures. Our historic commitment to low leveraged financing has enabled us to weather the current market. As buyers, we monitor the situation closely because we want to acquire quality real estate at unusually low prices. With so many properties under water, one might think that banks would be scrambling to get the troubled assets off their books. But so far, banks have been slow in responding to falling values. Based on conversations with lenders and other trusted sources, and from valuing properties as a potential buyer, we observe the following potential explanations for this paradox:

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## If mainstream medicine really works, why are Americans so unhealthy? -The Ten Realizations of "Mainstream Medicine"

by Mike Adams, the Health Ranger, NaturalNews Editor (NaturalNews)

Did you ever wonder why such an alarmingly high percentage of Americans are obese, diabetic, depressed and suffering from cancer, heart disease, kidney disorders and skin problems? Now consider the fact that Americans pay more per capita for health care than any other nation in the world. Americans pay the highest prices, by far, for medications, medical imaging scans, blood work, surgeries, chemotherapy and hospital stays. And yet what does America have to show for it? The most universally diseased population in the world -- and a nation on the verge of bankruptcy caused in part by mainstream medicine.

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## Before "Dirty Jokes" Were Popular

You may remember the old Jewish Catskill comics of Vaudeville days: Joey Bishop, Milton Berle, Jan Murray, Danny Kaye, Sid Caesar, Woody Allen, Joan Rivers, , George Burns, Jerry Lewis, Mel Brooks, Rodney Dangerfield, and so many others.

And there was not one single

## Starting a Business Beats Looking for Jobs

### The Risky Economy

A job search under any circumstances is no treat - rewriting your resume at least a dozen times, job searching on the Internet day after day, and landing maybe two interviews for every hundred openings you dig up - but in a shaky economy it can be downright brutal. Business revenue declines, which causes companies to cut payroll, and then the lack of personnel drives frustrated customers away. It's a vicious cycle. But why get trapped in that rat race if you don't have to?

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\* Article Re-printed from GlobalBX.com April 14, 2010 Newsletter  
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swear word in their comedy. Here are a few examples:

\* I just got back from a pleasure trip. I took my Mother-in-law to the airport.

\* I've been in love with the same woman for 49 years! If my wife ever finds out, she'll kill me!

\* What are three words a woman never wants to hear when she's making love?  
"Honey, I'm home!"

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