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Your Profit...Our Success

Commercial · Industrial · Real Estate Brokerage

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The Premier Power Team
COMMERCIAL REAL ESTATE
Monthly Newsletter
October 2010

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FEATURED PROPERTIES

**Food Court - Fast Food
Spring Hill Mall**

Dundee - Spring Hill Mall Food Court. New fast food concept called Gotta Wings! Turnkey business with 2 weeks training. \$189,000.



**Industrial Condo
565 Dakota**

Crystal Lake - Price Reduced! 1,692Sf rare sized pre-cast 5 yr old condo with 18' ceilings, 300 SF office, 200 amps, DID. Only \$99,000! Owner financing.

[click for specs](#)



**Industrial Steal!
11012 Bakely**

Huntley - 30,000 Sf pre-engineered steel building. 15-16' ceilings, 1200 amps, 2 docks, 5 DID's, 878 SF office. Price reduced to \$998,500! [click for specs](#)



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Small Medical Clinic 7404 Hancock

Wonder Lake - 2,150 SF free-standing former medical clinic zoned B-1 with partial basement. Price reduced & way below appraisal \$140,000!



Transaction of The Month Leased/Sold -Highland, Elgin

Elgin - 9,000 Sf masonry contractor's yard on 2.5 acres with 3,000 SF office. Leased for 1 yr. at \$6.67 psf gross. Sale to close 11/11 for \$725,000.



ONLINE AUCTIONS PROVIDE NEW AGE MARKETING FOR COMMERCIAL REAL ESTATE

By Bruce Kaplan

Public outcry auctions have been around for centuries and some big auction houses have made their name marketing commercial real estate using an auction format. The theory has been that by using their marketing prowess, the auction firm can identify prospects for your property, entice them to attend an auction, whip them into a frenzy and motivate one of the frenzied mass to outbid everybody else. Getting someone caught up in the excitement and exploiting the notion that you might "lose" the property if you don't keep "upping the bid" can lead to a potential positive outcome for the property seller and a nice brokerage fee for the auctioneer.

Most auctions of this nature allow the seller to put a "reserve" price on the property being auctioned which is a number below which the seller will not entertain. If the highest bidder does not go above the reserve price, the property is "pulled" from the auction. You will occasionally see an "absolute" auction which means the top bidder gets the property no matter how low the top bid is. In this event, there is no "reserve."

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THE SAYINGS OF THE JEWISH BUDDAH

* The journey of a thousand miles begins with a single Oy.

* If there is no self, whose arthritis is this?

* Be here now. Be someplace else later. Is that so complicated?

* Drink tea and nourish life; with the first sip, joy; with the second sip, satisfaction; with the third sip, peace; with the fourth, a Danish.

* Wherever you go, there you

ARE YOUR REAL ESTATE TAXES TOO HIGH? WHAT YOU CAN DO ABOUT IT . . .

By Bruce Kaplan

With commercial real estate values down 30-40% in the last two years most property owners are not seeing a commensurate reduction in their assessed valuations on which property taxes are based. Although your local Township Assessor is responsible for pegging the assessed values on each property, there is no automatic formula used for "across the board" reductions tied to market conditions.

If you haven't already received a notice in the mail stating any change in the assessed value of your property, you should be looking for it. For some Townships the time has already passed. You have 30 days from the publication date in the newspaper to formally protest or petition the Tax Review Board at the County for a reduction. If, for example, your property is worth \$800,000 and your notice shows a figure in excess of one third of that number (in this example \$266,667) then you may be over assessed and destined to pay too much real estate tax. If you don't know what your property is worth, but you suspect you are being over assessed, you can enlist the assistance of a competent commercial real estate broker to prepare a supported opinion of value that cites taxes for other similar properties. Or you can hire a service that performs tax reduction work to help make your case. We know the names of some people who do this and the fees are quite reasonable.

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OBAMA HEALTH CARE REFORM IMPOSES 3.8% TAX ON ALL HOME SALES AND HOME RENTAL INCOME (UPDATE 2)

By Mike Adams, The Health Ranger, NaturalNews Editor

(NaturalNews) The news about Obama's health care reform just keeps getting worse -- and we only find these things long after the bill has passed, of course. The newest revelation concerns a **3.8% tax on income from home sales and home rentals** which will go into effect in 2013. *(Note: This story has been updated to clarify who the 3.8% tax impacts, see below.)*

Depending on your income level, this could end up costing you thousands of dollars from the sale of a home (even if you're a middle-class income earner). It would also place a tax burden on all rental income from any home you might rent out to others.

How could this be? Because the new health care bill imposes a 3.8% tax on "unearned income" above a certain threshold (see below), which includes income from any source that you aren't directly working for. This includes interest you receive on a savings account, dividends from stocks, rental income from a property you own, social security income, unemployment checks, child support and of course income from home sales.

are.. Your luggage is another story.

* Accept misfortune as a blessing. Do not wish for perfect health, or a life without problems.

What would you talk about?

* There is no escaping karma. In a previous life, you never called, you never wrote, you never visited. And whose fault was that?

* Zen is not easy. It takes effort to attain nothingness.

And then, what do you have? Bupkis.

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ATTORNEY'S ADVICE - NO CHARGE

Not a Joke!! Even If you don't like attorneys..You will love them for these tips.

Read this and make a copy for your files in case you need to refer to it someday. Maybe we should all take some of his advice! A corporate attorney sent the following out to the employees in his company:

1. Do not sign the back of your credit cards. Instead, put 'PHOTO ID REQUIRED.'
2. When you are writing checks to pay on your credit card accounts, DO NOT> put the complete account number on the 'For' line. Instead, just put the last four numbers. The credit card company knows the rest of the number, and anyone who might be handling your check as it passes through all the check processing channels won't have access to it.

3. Put your work phone # on

While this tax is supposed to be targeted to "the rich" with a threshold of \$250,000 in unearned income, it can very easily hit middle-class income families who sell a house with a gain, forcing them to pay the 3.8% on a portion of their gain.

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FUNDRAISER FOR AILING REALTOR

A couple of months ago, a fellow Realtor from Woodstock, R.B. McCallister, became stricken with acute transverse myelitis, which is a debilitating inflammation of the spinal cord. Groups of McCallister's friends have come up with some creative ways to help raise money to pay for his hospital and rehab expenses. R.B.'s 2009 Harley Davidson is being raffled with 3,000 \$10 tickets to be sold. There is also a Bar Crawl on the Square scheduled for Nov. 6 and an art sale on Dec. 4. For details contact Harding Real Estate 815-338-3850 or just send a contribution of any amount you can afford to R.B. Benefit Trust, c/o Harding Real Estate, 1710 S. Eastwood, Woodstock, IL 60098.

your checks instead of your home phone. If you have a PO Box use that instead of your home address. If you do not have a PO Box, use your work address. Never have your SS# printed on your checks.

(DUH!) You can add it if it is necessary. But if you have it printed, anyone can get it. Not a Joke!! Even If you don't like attorneys..You will love them for these tips.

[Click for more tips](#)

PERSONAL CORNER

Bruce has thrown his hat in the political ring and is going to run for Cary Village Trustee. The election isn't til April, but he is forming a campaign committee and is seeking financial donations needed to run a credible campaign. His platform is to try to instill a more business friendly atmosphere in the Village of Cary. He is working on getting signatures for his petition, so if you are a registered voter in Cary, your "John Henry" would be appreciated.

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