



Your Profit...Our Success

Commercial · Industrial · Real Estate Brokerage

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The Premier Power Team
COMMERCIAL REAL ESTATE
Monthly Newsletter
January 2010

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FEATURED PROPERTY

**1264-1300 Industrial Dr.
Lake in the Hills**

Price Reduced!

MLS# 06958480

Sale Price: \$1,500,000

Lease Price: \$5.95 psf gross

Sq.ft: 37,500

Description: 9-unit pre-engineered steel industrial building with 45.8% occupancy, 1,563 -20,312 SF vacant for user/investor. 2 end units of 4,687 SF have 2 docks each and DID's. Price reduced \$700,000!

[Click on photo to view specs](#)



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Buyers' Yield of Dreams

We came across an article in Crains (January 11, 2010) by Tom Corfman that seemed timely and informational but since they won't let me re-print it, I'll to re-cap it.

If you are an investor in the Chicago real estate market you are in the driver's seat. No one should be a seller in this market unless they have to.

Rents continue to fall as vacancy rates rise which combine to decrease the landlords' cash flow. Because of the down economy, buyers are wary about the risk surrounding real estate and they are insistent on higher returns to justify that higher perceived risk. Hence, the overall cap rates rise (cap rates are a key barometer of a properties' performance) and prices drop.

A Price Waterhouse - Cooper survey of national investors predicted office cap rates to increase in Chicago to 9.44% in the second quarter of 2010, up from 8.74% in the last quarter of 2009. Cap rates are defined as "the initial rate of return of an all cash investment, based on a properties net operating income." If your building is vacant (operating income is zero) I don't need to tell you, you have a problem.

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Brokers As Shrinks

Someone close to our industry recently suggested that commercial real estate brokers are a lot like shrinks these days. A good portion of our days are spent taking phone calls from clients who spill their guts with a tale of woe about how:

1. their tenants stopped paying rent or filed for bankruptcy or
2. the tenant tried to re-negotiate the rent down 20% from the scheduled lease payment or
3. their bank refuses to renew their mortgage or line of credit or
4. the bank is foreclosing on their property, or some variation of these four.

Although it gets a bit depressing listening to these conversations all day, every day, we take stock on the fact that we are providing a

25 ways to improve your health and happiness in 2010

by Mike Adams, the Health Ranger, NaturalNews Editor

The New Year is upon us, and for many people, it includes a New Year's resolution for achieving improved health and happiness in 2010. Here are twenty-five health-enhancing ideas to help you accomplish that goal.

#1 - Replace sodas or soft drinks with tea or water.

#2 - Commit to eating one raw fruit (or serving of vegetables) at every meal.

#3 - Add just 5 minutes a day to your exercise routine. Don't have an exercise routine? Start with 5 minutes a day!

#4 - Get more sunshine!

#5 - Learn some Pilates. It's probably the #1 exercise system for core strength and flexibility.

#6 - Drink a superfood smoothie every day.

#7 - Buy more indoor plants: They purify the air in your home.

#8 - Take a quality, wild-

service. Believe me when I tell you real estate classes don't prepare us for the role of counselor and the amount of handholding and commiserating that we routinely do. Being a good listener has always been a requisite quality for a sales person (we need to listen much more than we talk). They say that's why the Good Lord gave us two ears and only one mouth. Having high empathy is another trait that makes a sales person effective. I don't think this can be taught. You either have it or you don't. But rather than go home and kick the dog, our clients call **us** to let out their frustrations. We do our best to assure them that they are not alone and convey any ray of hope we can.

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**American
Red Cross**

Help Haiti's Quake Victims - Donate by phone by calling 1-800-REDCROSS or online by [clicking here](#). If you prefer to make a \$10 donation by text message, send the word "**HAITI**" to 90999.

harvested fish oil supplement that contains vitamin D.

#9 - Eat more quinoa: It's a high-protein, low-carb "grain" that can easily replace rice or couscous.

#10 - When you get out of bed each morning, do five sit-ups first. It sounds simple, but just 5 sit-ups a day can make a difference.

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