



Ed Collantes



From the desk of
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Year in Review – I completed an analysis of the industrial property sales in Brisbane, Burlingame and SSF. Here is a summary:

- \$1.0 mil to \$2.5 mil - 8 sales from \$61/psf to \$256/psf. If you remove the high and low, the average sales price per square foot is \$172.
- \$2.5 mil to \$5.0 mil – 7 sales from \$133/psf to \$200/psf. If you remove the high and low, the average sales price per square foot is \$170.
- Above \$5.0 mil – 6 sales from \$66/psf to \$618/psf. 3 sales were at land value and were readjusted from \$30/psf to \$44/psf. After removing the 3 land value sales, the average price per square foot is \$151/psf. Also there were 2 additional sales for a 45% interest (institutional sale) which did not trigger a re-assessment of property taxes.
- The wide range of per square foot values is the result of each property's amenities. I can pinpoint these amenities values for you.

The opportunity (lease or sale) to get top dollar for your commercial property is now. Please contact Ed at 415-602-0055 or Edward@crsfo.com for a confidential discussion.

Have A Great Day!

Best Tips for Finding a Balance

Finding a work/life balance can sometimes seem like an impossible task in this day and age, especially since workers are now accessible 24/7 thanks to modern technology. The problem is that a work day that never ends also means never-ending stress that can hurt health, relationships, and overall life satisfaction.



Fortunately there are ways to achieve a work/life balance that is right for you by following a couple of simple tips. With this in mind, one good piece of advice is to stop trying to be perfect. Overachievers tend to become perfectionists very early on in life, but while this may not be too difficult to achieve as a child, it becomes next to impossible as they grow up and life grows ever more complicated... and weighed down with more responsibilities. Perfectionism at this point can become a destructive habit where nothing is ever enough. You need to accept that no one is perfect and that no one can do everything, and that unplugging from technology can help you. Turn your phone off when you get home, and spend your quality time wisely.

Hello!

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

Edward A. Collantes, SIOR
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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.

Available

309 Airport, SSF – CRC Listed.
Restaurant Space!

201 Linden, SSF – Office/Retail –
LEASED by CRC.

240 Shoreline Hwy, Mill Valley –
20,000sf lot *UNDER CONTRACT*

435 S Airport Blvd., SSF –
1 Acre Site *SOLD*

If you own property that you would consider selling and would like to get the maximum sales price, please call **Ed Collantes at CRC Partners - 415-602-0055 cell**

Off Market Deals

Mid Peninsula Office Building –
Owner/User/Development
Opportunity

Mixed Use Property, SSF –
\$1.950 million firm

2.7 Acre Industrial Site,
Redwood City – *For Sale*

Confidential Inquiries
offmarket@crsfo.com
or 415-602-0055
Ed Collantes of CRC Partners

What We Can Expect in Commercial Real Estate in 2015

The commercial real estate market has come a long way since the financial collapse that began in 2008. It's been a slow but steady climb, and most every geographic area is doing better now than it was back then.

When everything began dismantling, financing became harder to get, and this greatly added to the problem. But in recent years financing has been getting progressively better and has become even more available, giving many people within commercial real estate a much greater feeling of confidence. The good news, in addition to this, is that experts are now predicting that good financing will become even more available in 2015.



So what we now have here is a good, solid recovery based on good fundamentals, with any concern about a bubble occurring not being well-founded. In general, while sale prices have definitely been going up, they don't seem to have risen to ridiculous levels. With this in mind, one of the greatest indicators of a real estate bubble is when people who have no real estate investment background start throwing their money into real estate...because of the amazing appreciation they're seeing going on, and this really doesn't seem to be happening right now.

In addition, energy prices have gotten very low, which is definitely helping out the overall economy. This is saving companies money in both manufacturing and distribution, and it's putting more money into the consumer's pocket, too. So all of this together is giving both families and industry more breathing room financially, which is helping to support the real estate market.

Three of the major factors that help to support real estate values are the state of the economy, the availability of financing, and energy prices. With this in mind, the state of the economy at the local level is more important than the state of the economy nationally, because what's going on locally will have the greatest amount of impact there. In knowing this, the areas that have been focused on energy production have done extremely well in recent years while the price of energy has been high, and those areas may now have a tougher time when the price of energy is low. The profitability simply isn't the same, and this will definitely have an impact on the local economy.

In predicting what will happen in commercial real estate in 2015, we'll probably see a slow, steady increase in the total stability of the market. There is nothing really visible on the horizon right now indicating the possibility of a substantial economic downturn, and the increased availability of financing that's been mentioned should help to support both the value of properties, and their appreciation.

However, any substantial reversal and increase in energy prices could get in the way of this, not just because of the increased out-of-pocket expenses to everyone, but because psychologically this could get people thinking that economic problems are now on the way.

One thing is for certain, though, and that is that people are now thrilled to be paying so much less now to fill up their cars at the pump, and this is definitely putting more spring into everyone's step.

So in summary, 2015 is looking like it will be a continued positive year in commercial real estate. As long as energy prices continue to remain at current levels, and financing continues to become more readily available, both owners and investors will likely be very happy with what they'll be experiencing during the year.

Health Tips For Computer Workers

Working at a computer all day long can lead to bad habits that can cause poor health. With this in mind, here are some helpful tips to make sure your computer does not become a drain on your health.

It is important to make sure that your computer display is slightly raised. Your eyes should be level with the very top of the computer screen so that your eyes look down by around ten degrees. If the screen is any higher or lower, users tend to move their head in order to adapt to the positioning, and this can result in dry eye syndrome. Computer users all tend to lean forward and crane their necks during an average work day, causing strain to the spine and neck. With this in mind, chin retractions or making sure that you're sitting-up straight can be effective ways to make sure your spine and neck are correctly lined up.

Unexpected Truths

The world is full of scientific facts that are as surprising as they are true. With this in mind, here are a few of them. Human beings have spent more total hours as a species indulging in their enjoyment of the computer game "World of Warcraft", than they spent evolving from chimpanzees.

Before the 1960s, there was only one reliable test of finding out if a woman was pregnant or not. The urine of the female had to be injected inside of a female clawed frog from Africa. The frog would then ovulate within twelve hours if the woman was pregnant.

A fingernail receives around sixty-five billion neutrinos passing through it each and every second. Shaking hands transfers more germs from person to person than kissing. Eleven million bits of info are taken in by the human brain every second. However, we are only actually aware of around forty bits. It takes just twenty seconds for red blood cells to make a full circuit of the entire human body.

Things To Know About Learning a Language

When you have decided to learn a new language, one of the most important things you can do is to ask yourself precisely what it is you are hoping to achieve, and at what point you would like to have achieved it.

SE HABLA
ESPAÑOL



Learning a language works best when it is boiled down to manageable goals that can be achieved in a reasonable, but set timeframe.

Rather than hoping to be entirely fluent in a new language within a couple of months, it might be more realistic to set a target of being able to read a single newspaper article in that language by a specific date.

Reading for pleasure is also a very good idea. It not only makes you more likely to make greater progress in your language learning, but it also exposes you to a lot of vocabulary and complicated grammatical structures that you are otherwise unlikely to find in your daily life.

It is always better to learn vocabulary within context rather than attempting the often dull challenge of just memorizing lists of foreign words.

Family Business Advice

Family businesses can be a blessing but also a challenge, as even the closest of families can feel the strain of having people from different generations, and possessing different personalities, opinions, and priorities all working together.



There are a few things that those involved in family businesses can keep in mind to ensure the continued success of both the business, and the family.

Communication is vital for all concerned. Family meetings should be scheduled on a regular basis so that issues such as responsibilities and business performance can be discussed. All family members should be included, regardless of their place in the business, to avoid any feelings of exclusion.

Roles and responsibilities need to be clearly assigned, with job definitions helping to ensure that the business runs smoothly, and preventing well-meaning family members from intruding on other members' areas.

Maintaining good financial records is absolutely essential.

Smaller businesses might be able to leave the financial side to one family member, but in most cases it is always advisable to bring in a qualified accountant.

Smooth Traveling

The best time to book a flight in order to get the best possible rates, and to get your holiday off to a flying start, is usually about five weeks in advance.

Should you have the time it can be a good idea to keep a close eye on your options, and learn when the cheaper seats become available.

A big difference in cost can be created by varying the time of day, and the day of departure. If you are intending to fly at a traditionally busy time, such as on a holiday, booking very early is the smart thing to do.

All classes of fare will probably still be open, and you will be able to get a much cheaper price than at a nearer time, as well as probably be more likely to score your preferred seat.

Traveling light is always useful, and the best way to go about this is to have a personal packing list that does not exceed just one single carry-on bag.

Do not be afraid of doing laundry during your travels; it is easy to do and it will massively cut down the amount of clothes you need to drag around with you on your trip.



Throwing Sleepovers

If you have children, sooner or later they are likely to want to have a sleepover with a few of their friends. Sleepovers help kids and young teens to create lifelong bonds and memories together.

The first thing you'll want to know is when your child is actually ready to have a sleepover, then you will need to work out how to plan a successful event.

Parental planning is essential to making slumber parties and sleepovers work exactly as they should. Ten is generally the age where children are thought to be old enough to have friends stay over or to be away from home, although this can vary depending on the child.

Strong rules should generally be avoided, so long as the children behave and are nice to each other, as the whole point of a sleepover is for everyone to have fun together. It is a good idea to keep them within earshot, however, as some supervision is still recommended while you're ensuring that they have enough of their own space.

The hosting parents might want to have some activities planned to avoid boredom, too, such as a movie screening...or ordering and eating pizza.



How To Make Your Finances Healthier



The first thing you need to do to improve your finances is to start doing something about them immediately. Get in touch with a financial adviser in order to talk about your current circumstances, including any credit cards, mortgages, or other outstanding debts you may have.

You should also discuss your existing and predicted future income, as well as any assets you may have, and work out your expenses.

The next thing to do is to think about the desired balance you want to achieve between your current lifestyle, and the possibilities offered to you by investments.

The more money you choose to invest, the less money you will have to play with now, so it is important to make sure that your assessment is an honest and realistic one.

It is also important to set goals--both short term, and long term.

Think about saving up a small deposit with the intention of using it on an investment property, while also thinking ahead to your retirement. In addition, work out what you need to do now to improve your chances of success down the road in your future.