



REALTY INVESTMENT ASSOCIATION OF CALIFORNIA

Success Through
Cooperation
SINCE 1968

GOLD SHEET

Visit our web site: riaoc.com

2014 PRESIDENT – MANNY HERNANDEZ

THE INFORMATION CONTAINED HEREIN IS FOR THE USE OF LICENSED REAL ESTATE AGENTS ONLY AND IS NOT INTENDED FOR DISTRIBUTION TO THE GENERAL PUBLIC. THE REALTY INVESTMENT ASSOCIATION OF CALIFORNIA ACCEPTS NO RESPONSIBILITY AS TO THE CONTENTS OF THIS PUBLICATION. THE LICENSEE SUBMITTING THE PROPERTY FOR SALE, TRADE OR LEASE IN THE GOLD SHEET ACCEPTS TOTAL AND SOLE RESPONSIBILITY FOR ALL INFORMATION CONTAINED HEREIN AND HAS AGREED TO HOLD RIAOC AND ALL ASSOCIATIONS OF REALTORS® THAT DISTRIBUTE THE GOLD SHEET HARMLESS FROM AND INDEMNIFY IT/THEM AGAINST ANY LIABILITY WHICH MAY BE ASSERTED AGAINST RIAOC OR ANY ASSOCIATIONS OF REALTORS® RELATED IN ANY WAY TO SUCH INFORMATION.

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Distribution: RIAOC ~ Southern Calif. Real Estate Offices ~ Associations ~ Marketing Meetings ~ The Internet

HAVES ↓ MULTIPLE DWELLING UNITS ↓ HAVES

HAVES ↓ COM'L. OR IND'L. BLDGS., MOTELS, MOBILE HOME PARK ↓ HAVES

ORG LAHABRA	OFC 4 SALE	Free-standing 2000sf corner office 6Ksf lot, rooftop sign	Jones, Matthew	562 697-3333	01/15
ORG LAHABRA	RTL 4 LEASE	Several properties office, retail and pads for ground lease	Jones, Greg	562 697-3333	01/15
RIV RIVERSIDE	REHAB/CARE	Mixd-use ofc coml. 3bldgs, 2sty sfr, 3ste ofc, 13rms lodging \$565k	Alejandro, Nolan	714 290-6468	01/15

HAVES ↓ LOTS, LAND OR ACREAGE ↓ HAVES

SCAL SCAL	3 TRACTS	3 approved subdivisions in So. Cal. Call 4 info packages	DeJong, Mike	714 693-7006	01/15
SCAL SCAL	6 CORNERS	6 commercial corners thru-out So. Cal. Call for info packages	Wagstaff, Mel	714 921-1398	01/15

HAVES ↓ BUSINESS OPPORTUNITIES ↓ HAVES

HAVES ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ HAVES

ORG STANTON	OFFICE	Prof ofc space 927-4100sf .79 sf/mg 12235 Beach Blvd.	Sharples, Pat	714 293-2792	01/15
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WANTS ↓ MULTIPLE DWELLING UNITS ↓ WANTS

WANTS ↓ COM'L. OR IND'L. BLDGS., MOTELS, MOBILE HOME PARK ↓ WANTS

ORG ANAHEIM	NEED IND.	Looking 4 an industrial bldg 25k-30k sf in Anaheim	Elliott, Lew	714 639-3212	01/15
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WANTS ↓ LOTS, LAND OR ACREAGE ↓ WANTS

SCAL ANY	NEED DIRT	Vacant land over 40 acres up to 2000 acres, Calif only cash	Chun, John	949 254-3179	09/09
CA ANY	LAND	Offering for inv/dvlpmnt farms, ranching, grape growing, etc.	Hernandez, Manny	562 665-4394	01/15

WANTS ↓ BUSINESS OPPORTUNITIES ↓ WANTS

WANTS ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ WANTS

ANY CALIF	TAX CREDITS	Fed or State tax credits to buy! Call repo4sale@yahoo.com	Chun, John	949 254-3179	01/15
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OFFERING ↓ REAL ESTATE RELATED SERVICES ↓ OFFERING

ALL ANY	1031 EXCH.	Call Safe Harbor Exchange –Fast quality 1031 Accommodating	Wyland, Mark	866 331-1031	12/16
LA/O OC/LB	PROP. MGR	Offering personalized comm prop. mgmt svcs (also benchmarking)	Elliott, Lew	714 639-3212	01/15



For the latest news in commercial real estate, the latest activities at RIAOC and more detailed information, please visit our website www.riaoc.com. Click on the **MEMBERSHIP** tab for an application to join RIAOC. The current Gold Sheet is also available on our website including recent prior issues.



PROGRAMS

The views expressed by the speakers are their own and do not reflect the views or positions of RIAOC or its management. Any discussion of legal or tax rules by the speakers or included in course materials offered to attendees is for the purpose of discussion only and is not intended to be relied upon by any attendee as constituting specific legal or tax advice.

August 19 – Steven Spierer, Attorney
“How to Practice Real Estate Without Getting Sued”

August 26 – Stephen Gregg, TheSalesCoachingPro.com

September 2 – No meeting

September 9 – Real Estate RoundTables

September 16 – Koz Tsukamoto, Wealth Manager
AcceleratedCG.com
“The Great American Retirement Crisis”

September 23 – Robert Binkle, MyEPT.com & Cleo Katz
“Defer Capital Gains Tax When You Sell Your Business
Through the Deferred Sales Trust”

September 30 – Program by Lew Elliott
“Have You Benchmarked Your Building?”

October 7 – Bill Ukropina, Coldwell Banker

RIAOC Meeting Format

RIAOC meets Tuesday mornings at
Zion Lutheran Church – Zion Room
222 N. East St., Anaheim 92805.

RIAOC will not meet Jan. 21, Feb. 18, May 27, Sept. 2,
Oct. 14, Nov. 11, Dec. 23 & 30, 2014.

- 7:30 a.m. Networking and Early-Bird sign-ups
- 8:00 Deadline for package distribution. Bring 100 copies of your package for the marketing tables. Marketing forms for RIAOC use can be found at www.riaoc.com under “Marketing.”
- 8:30 sharp, General Meeting is convened
 - Early-Bird presenters
 - Announcements, Legislative & Legal Updates
 - Real Estate Financial Update
- 9:00 Guest Speaker presentation (schedule printed in Gold Sheet & web site weekly)
Gold Sheet ad deadline for next week’s issue
- 9:30 General Meeting concludes
- 9:30 Monthly Workshop (on 1st, 3rd and 4th Tuesdays)

MONTHLY WORKSHOPS (Held regularly on 1st, 3rd or 4th Tuesdays with the exception of dark meeting dates)

1st Tuesday: Listing Corner Workshop, 9:30 AM (Get help with listing real estate, preparing a marketing package, and the “ins and outs” of the Investment Real Estate area of the real estate business.)

3rd Tuesday: Communication Workshop, 9:30 to 10:30 AM (Learn to effectively communicate in today’s market!)

4th Tuesday: “Think Dirt” Land & Marketplace Workshop, 9:30 AM (Subject: Your Haves & Wants, with emphasis on LAND. Also, questions and answers on any land subject with an emphasis on EDUCATION.)

REGARDING MARKETING PACKAGES

Marketing Form Requirements: It is the policy of RIAOC to promote professionalism in the marketing of investment real estate; therefore RIAOC provides and encourages the use of its standardized marketing forms. However, in an effort to increase property inventory at RIAOC meetings, any form providing information on an investment property listing will be acceptable for distribution with the inclusion of the following information: (1) Property address (except Bus Ops), (2) Price and terms, (3) Type of listing, (4) Commission, (5) Contact information for listing agent.

Those Who May Distribute Fliers at RIAOC: Effective March 8, 2010, Non-RIAOC members may distribute fliers promoting information on an investment property listing or a transactional-related affiliate service for a \$10 “table fee” per meeting.

Gold Sheet Advertising

“Haves and Wants” for the Gold Sheet are submitted between 8:00 and 9:30 a.m. at the RIAOC meetings for Multiple Dwelling Units, Commercial, Industrial, Motels, Hotels, Mobile Home Parks, Land, Lots, Acreage, Ranch, Business Opportunities, Leases, Financial Notes, Trust Deeds, or a Real Estate Related Service. There is a nominal charge of \$3 per ad per week or \$20 for 7 weeks.

DON’T BE LEFT OUT! Make sure you are still on the e-mail list for important reminders from RIAOC. Submit your current email address during the meeting **at the membership desk.**

For information regarding RIAOC membership and the Gold Sheet visit www.riaoc.com.
Real estate licensees and industry related affiliates are welcome to attend the regular Tuesday meeting at 7:30 a.m.
Meeting location: Zion Lutheran Church “Zion Room,” 222 N. East St., Anaheim. (Just north of Lincoln Av.)