



HOUSTON/GULF COAST CHAPTER



January / February 2007

THE INVESTOR

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Upcoming Events

Thursday, February 22, 2007

CCIM Forecast Competition

JW Marriott Hotel

7:30 a.m. to 12:00 noon

Rodeo BBQ Cookoff

February 22-24, 2007

see page 4 for more details

Thursday, March 8, 2007

Chapter Luncheon

Maggiano's Little Italy

11:30 a.m. to 1:00 p.m.

Thursday, April 12, 2007

Chapter Luncheon

11:30 a.m. to 1:00 p.m.

CCIM Commercial Real Estate Forecast Competition

Thursday, February 22, 2007

JW Marriott Hotel (5150 Westheimer)

7:30 A.M. Registration

Program 8:00 A.M. -12:00 P.M.

Cost: \$60 Members / \$70 Non Members

\$75 at the door

4 Hours of MCE Credit

Featuring Keynote Speaker: Mark Dotzour, Ph.D.,
Chief Economist, Real Estate Center at
Texas A & M University

OFFICE MARKET

Charles Gordon, CBRE

Tim Relyea, Cushman & Wakefield

RETAIL MARKET

Dean Lane, NewQuest Properties

Brad Sondock, Retail Properties Group

APARTMENT MARKET

Mike Morgan, The Morgan Group

Fernando Nasmyth, The Hanover Co.

INDUSTRIAL MARKET

Michael Wyatt, CORE Real Estate

Brian Gammill, Transwestern

LAND MARKET

Karl Willmann, Betz Companies

Ed Taravella, CCIM, TARACORP

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To Register for this event please email ginger@amchouston.com
or fax the inserted form to 713.839.1453.



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Houston / Gulf Coast Chapter

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Henry Hagendorf, CCIM

Jim Kirkpatrick, CCIM, MAI

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Suzanne Page-Pryde, CCIM

Beth Young, CCIM

Robert Watson, CCIM



Corey Ferguson, CCIM

Happy New Year! We are off to a fantastic start in 2007, with many great speakers and events forthcoming. I would like to send a sincere thank you to members of our local CCIM Board of Directors for their outstanding commitment to improve our organization every year. Let me summarize the exciting schedule of events we have planned for you as we begin a new year.

At this past Thursday's luncheon you learned from a few real estate development experts "How to Profit from Building 'Green.'" The government is granting significant tax breaks to developers who build environmentally friendly structures that conserve resources and decrease property operating costs. I expect that in the future, building "green" will become the new construction standard. For more information concerning this, take a look at the United States Building Council website, which identifies "LEED" standards: <http://www.usgbc.org/>.

On February 22nd, the CCIM Forecast Competition will be held at the J.W. Marriot on Westheimer at Sage at 7:30 a.m. TREC will once again count attendance at the event as 4 hours of MCE Credit. We have an incredible line-up of competitors, and we are honored to have the renowned economist Mark Dotzour, Ph.D., moderate the event. We had 500 attendees last year, and we expect to have even more this year.

Get ready to lay on the sauce (bbq sauce, that is) for our chapter's BBQ Cook-off on February 23rd & 24th! Come enjoy a handsome portion of ribs or brisket while you network amongst your real estate friends in the "More Or Less Cookers" tent at the Houston Livestock and Rodeo Kick-Off Weekend. We need volunteers for this event, so please contact Ginger if you can assist.

As you can see, there is A LOT happening in the CCIM Houston/Gulf Coast Chapter. Let's continue our commitment to raising the bar here in Houston and have some fun doing it!

Sincerely,

Houston/Gulf Coast Chapter

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2006 FORECAST

Below is a sample of last year's predictions for 2006.
The 2006 winners will be announced at the 2007 CCIM Forecast Competition,
February 22, 2007 at the JW Marriott, 7:30 a.m. to 12:00 noon.

Retail	Kenneth Katz	Nick Hernandez
Net Absorption (SF)	3,017,000	2,350,000
Average Sales Price/SF	\$123.25	\$112.62
Rental Rate (20K+ Anchored)	\$25.32	\$25.08
Occupancy Rate	86.07%	87.63%

Apartments	Michael Stevens	Matt Rotan
Net Absorption (Units)	1,250	4,600
Average Rents/SF Class B	\$8.64	\$8.76
Average Sales Price/Unit	\$47,500	\$48,000
Occupancy Rate	88.6 %	91%

Land	Jeff Lokey	Keith Grothaus
Average Lot Price (65' Lots)	\$38,750	\$44,800
Avg Price per SF-Midtown	\$35.00	\$33.50
Sgl Family Residential Starts	47,000	48,250
Avg \$/ Acre/100-250 acres/Suburb	\$34,000	\$29,250

Industrial	Ross Matthews	Michael Taetz
Net Absorption (SF)	4,500,000	10,000,000
Svc.Ctr.Space/Asking Rent Rate	\$7.44	\$8.05
Avg Sales Price/SF/Manuf-Metal	\$24.00	\$28.00
Occupancy -Dock High	93.3%	94.5%

Office	Dan Bellow	John Silverman
Net Absorption (SF)	2,300,000	3,600,00
CBD Occupancy Levels	82%	80.9%
CBD Class A Gross Rent Rate	\$21.50	\$19.95
Suburban Class B Gross Rates	\$16.50	\$16.00



Members and guests networking at the CCIM holiday party, December 14, 2006 at Sullivan's Steakhouse.



Bud Friedman, CCIM, Beth Young, CCIM and Henry Hagendorf, CCIM, CPM.



Bud Friedman, CCIM receiving his outgoing President's gift from Bob Watson, CCIM.



More networking at the holiday party, December 14th.

Rodeo BBQ Cookoff

February 22-24, 2007

The Houston/Gulf Coast Chapter will again co-host a Houston Livestock Show and Rodeo booth with the "More or Less Cookers," a group of several real estate organizations working to help underwrite the many great programs of Houston's Rodeo. Your friends at CCIM will be there all weekend serving traditional Texas favorites. Reserve the date and plan to volunteer. Volunteer positions include door ticket takers and food servers. All volunteers receive complimentary passes into the HLSR cookoff and free food at our booth.



10th Consecutive Win for Houston CCIM Chapter



A huge congratulations to Houston Chapter 2005 President Gary Martin who beat out 60 other chapter presidents internationally to win the President's Cup Award for the Houston Chapter for the 10th year in a row!!!



Earn Your CCIM Designation in San Antonio this Year!

This year the CCIM Comprehensive Exam will be offered in San Antonio, Texas, October 18, 2007. Portfolios may be submitted at any time during the year and at any point after completion of CI 101-Financial Analysis. Those who have completed all their education requirements and whose portfolios have been approved by the Exam Registration Deadline will be eligible for that exam. Below is the schedule of due dates.

2007 Candidate Guidance Schedule

Portfolio Submission Deadline July 31, 2007
Exam Registration Deadline September 17, 2007
Course Concepts Review (CCR) October 16-17, 2007
Comprehensive Examination October 18, 2007

Resume Writing Seminar

The Houston Chapter will be sponsoring a Resume Writing Seminar this spring. Please be watching your email and future newsletters for more information.

CI-102 - Market Analysis For Commercial Investment Real Estate

March 12-16, 2007

First day check-in: 7:30 - 8:30 a.m.

Class: 8:30 a.m. - 5:30 p.m.

Course Location

University of Phoenix
7900 N. Sam Houston Pkwy.
Houston, TX

In this dynamic course, you will analyze historical trends and existing data to assess both current and future market conditions that impact real estate decisions. Economic Base Analysis, an important starting point for forecasting the future of a market area, will be introduced and applied throughout the course. You will learn how supply and demand factors impact a market forecast, as well as gain insight into site feasibility, market dynamics and market pricing. An extensive case study is used throughout the course based on an actual site zoned for multiple uses.

Cost:

CCIM Candidate Rate - \$1,015

Non-Candidate Rate - \$1,250

To Register:

https://www.ccim.com/education/ccim_education/coursereg.jsp

CCIM Houston Chapter 2007 Education Schedule

Location: The University of Phoenix
(7900 North Sam Houston Pkwy.)

March 8-9, 2007 Introduction to Commercial Investment Real Estate
March 12-16, 2007 CI 102 Market Analysis for Commercial Investment Real Estate
June 11-15, 2007 CI 103 User Decision Analysis for Commercial Investment Real Estate
August 13-17, 2007 CI 104 Investment Analysis for Commercial Investment Real Estate
Oct. 4-5, 2007 Introduction to Commercial Investment Real Estate
Dec. 3-7, 2007 CI 101 Financial Analysis for Commercial Investment Real Estate



George N. Polydoros, CCIM, represented 1425 W. Gray, Ltd. in the sale of a retail building at 1425 W. Gray with a Domino's tenant, to Linh Nguyen. Michelle Dang of Sherri Short Properties represented the Buyer.

Beth Young, CCIM, represented Seasoft, Inc. in the lease of 2,800 SF at 9494 Southwest Freeway.

Paul Gardaphe, CCIM of iCap Realty Advisors, recently arranged \$3,860,000 permanent mortgage loan for Cypresswood Apartments in Spring, Texas.

Daniel H. Tran, CCIM Candidate of PR Associates Commercial represented Lucky Village Inc in the sale of 2.76 acres land on Wilcest to Realty Associates.

Beth Young, CCIM, represented Hawes Hill Calderon in the lease of 4,380 SF at 2500 Tanglewilde.

Robert C. Watson, CCIM represented The Salvation Army in leasing 21,000 SF at 8145 Hwy 6 S. for a retail outlet. Eric Drymalla with Tartantio Properties represented the Landlord.

Camille Chehayeb, CPM, CCIM represented his company "CHC Investments, LLC" in the acquisition of a 1.71 acre corner tract in Summerwood from Newland Communities for the development of a 14,850 NRSF retail center.

Corey Ferguson, CCIM of Pacific Financial, Inc., represented Canal Cartage in the 135,000 SF lease at 9770 New Century Drive in Bayport North Industrial Park.

Henry Hagendorf, CCIM and Brian Hines, Senior Investment Advisors with Sperry Van Ness represented an Australian Investor in the purchase of the 81,000 SF office building located at 100 N. Freeway, Conroe, TX.

Jesse Cantu, CCIM Candidate of Realty Associates, represented Fran Katy LLP in the purchase of a nine (9) acre parcel on Franz Road for future development.

Paul Gardaphe, CCIM of iCap Realty Advisors, recently arranged \$8,625,000 permanent mortgage loan for Cypresswood Crossing Apartments in Spring, Texas.

Jim Kirkpatrick, CCIM of Live Oak Capital, arranged the financing for HHA Partners, Ltd, "Heritage at Hooper Hill" at 901 Wilson Road in Conroe, Texas on a class "A" 200-unit garden style apartment community. The loan amount was \$13,200,000 with a fixed interest rate of 5.86% for a term of 10 years (2 years interest only) and amortized over 30.

Daniel H. Tran, CCIM Candidate of PR Associates Commercial represented QT General Construction in the sale of Atlantic Ocean Center, 15,000 SF, Retail Center \$1,400,000

Dan Zoch, CCIM, of Boyd Commercial, represented Pelec Central City, Ltd, in the acquisition of Central City Industrial Park located at 5301 Polk Street on Houston's near east side. The park encompasses over 1,100,000 SF in 26 buildings, and is approximately 85% leased.

Paul Gardaphe, CCIM of iCap Realty Advisors, recently arranged \$1,134,390 permanent mortgage loan for Beauchamp Apartments in Houston, Texas.

Dan Zoch, CCIM, and David Boyd, CCIM, SIOR, represented McMet Colony Crossing, L.P. (a joint venture between McShane Corp. and Met Life), in a 55,277 s.f. lease to LS Motorsports at Colony Crossing Business Center.

Marshall V. Davidson, Jr., CCIM, David L. Cook, SIOR, CRE, Jeff G. Peden, SIOR and **Graham Horton, CCIM Candidate**, of Cushman & Wakefield of Texas, Inc. represented the seller, Vintage Park, LLC, in the sale of 0.8532 acres in Vintage Park @ Louetta and Highway 249. The buyer, Amegy Bank, was represented by **Keith Grothaus, CCIM** of Caldwell Watson Real Estate Group.

2007 Chapter dues are due soon!

If you have not paid your CCIM Chapter dues, please email Ginger Coleman at ginger@amchouston.com or call the chapter office at 713.783.0297. All dues must be paid by February 15, 2007 to be included in the CCIM Chapter directory.

CCIM Chapter Partnership Opportunity

2007 CCIM chapter partnership spots are almost gone! If you are interested in becoming a CCIM Partner for 2007 or if you would like more information on this valuable program please call the chapter office at 713.783.0297 and speak with Ginger or Lori.

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Houston / Gulf Coast Chapter
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Name of event

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Guests Name: _____

Company: _____

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Please email your reservation to ginger@amchouston.com or fax to CCIM at 713.839.1453.

The CCIM Investor

is a monthly publication produced by
The Houston/Gulf Coast CCIM Chapter

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Articles and submissions to our newsletter are always welcomed! For more than 30 years, the CCIM program has been providing members with the highest quality education available in the commercial real estate area. There are currently over 8,000 commercial real estate professionals that hold the CCIM designation and another 8,000 actively pursuing it. The process of obtaining the designation ensures that you are proficient in theory as well as in practice. Each course is designed to equip professionals with practical information and real world examples needed to meet the demands of the commercial marketplace. By earning the CCIM designation, you are confirming your commitment to your career and professional development.