

## Business Seminars

Monrovia Business Seminar  
TBD

MADIA TECH LAUNCH  
TBD

Monrovia Kiwanis  
TBD

Duarte Kiwanis  
TBD

## Should You Buy, Sell, Or Hold Commercial Real Estate Right Now?

While we're right in the middle of dealing with everything that's going on right now, and people are trying to get their bearings on what now to expect, the question arises around whether or not we'll see good real estate investment opportunities coming our way. Well the answer is, "Yes, we will see good investment opportunities", but both the type of the opportunities and the magnitude of them will still depend on how everything will continue evolving within the coming months.



No one can predict with certainty where everything will be heading economically for us in the months ahead, but with so many people being out of work, and with restaurants and other companies shutting down, it's not likely that we're going to be pulling out of this situation quickly. But still, we need to believe in commercial

## Quotes for the Month

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."

— **John Quincy Adams**

"No matter what people tell you, WORDS and IDEAS can change the world."

— **Robin Williams**

"There are no secrets to success. It is the result of preparation, hard work, and learning from failure."

— **Colin Powell**

## Making Money Matter

Financial instability has become a common problem in recent times, but there are some important tips that can help people to rise above it.

One such tip is to remember the importance of cash over credit.

Anyone thinking of making a larger purchase should have the financial resources to either be able to buy it twice over with cash, or to use credit, but be able to immediately pay that bill off.



See Page 2 Money Matter



So in keeping this in mind, if you're considering selling a property right now, or considering selling it at sometime within the coming months or years, would it perhaps be best to sell it right now? Or do you think you'll be able to get an even better price for the property in 2-3 years down the road? Because if we believe that the economy is going to continue on in getting worse, today's price may be better than what the price will be 2-3 years from now. But at the same time, if you believe that the economy will be better in 2-3 years, and you have no specific reason to sell right now, then it will be better for you to wait and ride out the storm that we're currently facing.

Keeping all of this in mind, when it comes to buying, do you believe you can obtain your best pricing right now? Or do you believe that better investment opportunities will be coming your way in the months and years ahead? Because in reality, you just never know when you could be presented that one investment opportunity that is simply too good to pass on, and when that opportunity appears, you'll definitely want to pull the trigger on it right away.

So the decision to buy, sell, or hold your commercial real estate right now depends in many ways on both how you're doing financially, and on where you see the economy progressing to within the months and years ahead. Either way, you'll need to remain informed, up-to-date, and interpret all of the market information correctly, and whenever you believe that I can help you to accomplish this, please give me a call.

Big purchases such as cars, pets, new student loans, and mortgages should be put off until the economy has gotten back on track after the recent setbacks, as spending big amounts could result in a shortfall in the event of any unplanned financial emergencies later on.

Gaining new skills can also provide you with a financial advantage.

Although taking out student loans may be inadvisable, there are a number of free online classes that can be used to improve your skills, and thus your chances of finding new employment.



# **COVID – 19 HELP!!**

**Does the pandemic leave you to wonder about the future of your business or commercial property?**

**CIBA Real Estate is offering help in the following areas.**

**\*Matterport Virtual Tours\***

**Deferment Mediation between Landlord and Tenant(s)**

**Broker Price Valuations: For Sale or For Lease**

**Sale Lease Back Options**

**1031 Exchanges**

**Bank Refinancing Referral Options**

**All conversations will be confidential.**



# Remote Learning Tips

Remote learning has been on the rise for some time now and has only escalated in 2020 due to recent worldwide events. However, students who prefer face-to-face learning can sometimes find remote learning difficult, but there are some tips that can make the process easier.

One thing that remote learning students need to keep in mind is that large blocks of time are not necessary to achieve good productivity.

The important thing is to focus attention in shorter amounts of time within periods where work can be carried out without interruption.

Remote learning students should also determine how much work is actually required in order to divide bigger projects up into smaller ones.

This is a big help for learning, as there is only so much information that can be simultaneously recalled and then processed.

One of the best tips that remote learners should follow is to stick to routines. Sticking to the same routine for remote learning as for face-to-face learning will make the transition easier to adjust to, and ensure that all of the necessary work will be done.



## FOR SALE



## 10-Unit Industrial Condominiums

Corner of Chestnut and Magnolia, Monrovia

### Property Highlights

- **For Sale Industrial Condos**
- **Approx. 1,640 SF**
- **Price \$575,000**
- **Electrical: 200 AMPS, 3 Phase**
- **Approximately 250SF office**
- **Clear Height is 18-20 Feet**
- **Ground Level Roll Up Door**
- **Fully Fire Sprinklered**
- **Walking Distance to Old Town Monrovia**
- **Close Access to 210 and 605 Freeways**
- **Central HVAC for office (3 ton)**

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