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Kahr Notes

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Three items this issue:

1. ARGUS in Sin City
 2. Book Number Two
 3. Jobs that Need Argus Skills
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1. ARGUS in Sin City

Boston's class is almost full. There is exactly one spot left and then I'm closing the class. If you want to learn ARGUS right now, the window is closing.

I have another announcement. after thinking about it, talking about it, and thinking about it some more, I've decided to take my ARGUS show on the road. It's official - I'm going to hold my next two day ARGUS training session in Las Vegas. It will be held over the weekend late in September; it's a perfect time for travel and the weather will be nice.

I'm looking forward to running my course in Las Vegas. Computer software training can be trying, but if it's in Las Vegas, at least we can numb the pain with alcohol, gambling, and other assorted activities.

To sign up for my ARGUS class in Boston, New York, or Las Vegas (whoo!), go to:

<http://www.kahrrealestate.com/argustraining.shtml>

Current Dates for Public Classes:

New York City, 7/19, 7/26, 8/2, and 8/9 (Tuesday evening) from 6:00 - 9:00 PM

Boston, 6/25 and 6/26 (Saturday and Sunday), 9:00 AM - 5:00 PM

Boston, 9/10 and 9/11 (Saturday and Sunday), 9:00 AM - 5:00 PM

Las Vegas, 9/24 and 9/25 (Saturday and Sunday), 9:00 AM - 5:00 PM

If you've never used Argus and you're interested in real estate acquisitions, lending, investment sales, or development, you should learn the ARGUS software program. ARGUS is the leading financial analysis tool for real estate; if you know it, you will greatly boost your chances of getting a job in the industry or doing your current one more effectively.

You can e-mail me with any questions about the course or the software at info@kahrrealestate.com. I am also available for corporate trainings. E-mail me to find out more or visit my web page for corporate and university trainings at:

<http://www.kahrrealestate.com/argusoverview.shtml>

2. Book Number Two

Life rolls along at Kahr Real Estate. My textbook is slowly inching its way towards bookshelves. It's remarkable how many loose ends must be tied up in order to produce a book.

Now that the first one is almost complete, I have the time to play with an idea for a second book. A firm grasp on Excel is one of the key skills that every real estate professional needs. What do you think of a guide to MS Excel for real estate professionals? The book would be a mix of advanced tools for analysis (i.e., solver, tables, and other tools) and guides on how to build spreadsheets for real estate including partnership modeling. The book would also ship with a CD.

What do you think? Let me know; your comments are always appreciated.

3. This issue I have a few more jobs that are Argus related. They are below.

Job #1:

Job ID JK0602

Company Information

Executive recruitment firm specializing in Real Estate seeks an Asset/ Development Manager for our client, a prominent midtown New York real estate company.

Primary Responsibilities

- Assist in preparation or review of selected aspects of business plan such as construction cost estimates, unusual site conditions and cap-ex budgets.
- Full understanding of underlying organization, financing, budget and underwriting documentation.
- Primary liaison with project architect, engineers and construction manager.
- Maintain knowledge and control of construction critical path thought completion.
- Review all development related contracts and submit to Management for approval.
- Ensure strict adherence to budgets and business plans with any changes effectively communicated to Management for approval.
- Update of business plan and IRR calculations based on approved changes.
- Interact with Leasing Team and oversee delivery of tenant spaces in accordance with leases. Selective involvement in lease negotiations.
- Review and approval of all requisitions and invoices for acquisitions and development projects from inception through stabilization.
- Travel required (> 30%).
- Key contact person between acquisition/development project team > financial department > legal department > and Management.

Job Qualifications

- Minimum of 10 years of real estate experience.
- Project management experience of ground up construction (residential and retail).
- Solid understanding of real estate fundamentals.
- Experience with a wide variety of property types.
- Experience with updating financial models with strong knowledge of Excel (ARGUS and Powerpoint a plus).
- Good communicator and strong analytical skills.
- Leasing experience.
- Self-starter; ability to work both with a team and independently, with minimal guidance.

- Organized; good and independent work ethic; good administrative skills; attention to detail.

For Additional Information
Please send resumes directly to:
michael@dawntaylor.com

Job #2

JK601

Multi-family Asset Manager

Executive recruitment firm specializing in Real Estate seeks a Multi- family Asset Manager with strong skills for our client, a leading New York Real Estate Company.

Requirements:

- 2+years of management experience within the real estate industry
- with experience primarily in the multi-family sector.
- Strong knowledge of capital projects.
- Experience in garden style apartment management in multiple national markets a plus.
- Self starter with strong analytical and communication skills.
- Argus experience desired
- Position entails working with the acquisition and disposition departments.
- Position requires 25% travel.
- Excellent benefits and growth opportunity.
- Please submit resumes directly to:
- michael@dawntaylor.com

Job #3

The Schonbraun McCann Group, LLC

Job Title: Staff Associate

Reports To: Senior Manager

Department: Real Estate Financial Services

Required Skills:

- Undergraduate Degree
- Some work experience relative to real estate finance
- Argus knowledge a plus
- Strong financial underwriting and analytical skills
- Strong communication skills both oral and written
- Knowledge of Excel, Word Processing
- Some travel required

Certifications/Licenses:

None

Description:

- IRR and discount cash flow analysis
- Assisting with financial due diligence for acquisitions for real estate for various institutional players
- Interact directly with clients and respective acquisition's group
- Create Executive Summary Reports relating to financial findings
- Analyzing summary reports and its impact on the acquisition

Send resumes to josh@kahrrealestate.com and I'll forward them to the contact person.

Job #4

Development Analyst/Development Intern

Growing real estate development company seeks a Real Estate Development Intern to work in their Hoboken office and help with a fully approved 1.2 million square foot mixed-use project in Hoboken, New Jersey.

Major Tasks/Responsibilities

1. Assist in marketing existing and to-be-constructed retail, residential, office, parking, and storage space to potential users,
2. Assist in the preparation of offering memorandum and financing memorandum,
3. Provide administrative support when needed,
4. Assist in preparing condominium sales and retail leasing material,
5. Provide analytical support to senior management including the creation of financial models,
6. Perform due diligence, site valuation, market research for new acquisitions,
7. Exposure on an "as appropriate" basis with other development and construction aspects of the various projects, and
8. Various ad hoc assignments

Qualifications

1. Graduate Degree in Real Estate (current students welcome to apply),
2. Money Center Bank Credit Training Experience
3. Excellent presentation skills,
4. Ability to interact with potential retail and residential tenants,
5. Proven problem solver/creative thinker,
6. Demonstrated organizational and leadership skills,
7. Must be a team player,
8. Real estate lending experience.
9. Commercial leasing or residential sales experience preferred but not necessary, and
10. NJ Salesperson license preferred but not necessary.