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Kahr Notes

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"Kahr Notes" is an electronic newsletter for the commercial real estate industry.

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In "Kahr Notes" this month:

1. Killing ARGUS
2. In the meantime, I'm still doing ARGUS and Excel classes

1. Killing ARGUS

Did you ever wish that there was an option to the frustrating, confusing, and downright cryptic interface for ARGUS? The good news is that there is a new tool that you should consider; I haven't worked with it extensively, but I can say that it's viable and definitely worth looking at if you're in development. The software is called CircleDeveloper.

The software company, Circle Software, is giving a presentation at Columbia University on Thursday - November 10th - 5pm to 7pm in Room 113 at Avery Hall. I'll be giving the opening remarks (I'm an Adjunct Assoc. Prof. in the MS program at the school).

The topics that will be covered are:

- Development Pro Forma Objectives: What are the industry standards and benchmarks used?
- Time & Rate Sensitivity Analysis: Include time as a factor e.g., What is the cost of a one month delay in construction? Find out how to analyze phased projects.
- Measuring Investment Returns: Analyzing leveraged or unleveraged returns and measuring performance.
- Deal Structuring including Waterfall Distributions: What to include in investment packages and complex deal structuring made easy.

Light food and beverage provided by Tom's Kitchen.

For further information or to RSVP, please e-mail Linda Findley at lindaf@circlesoftware.com. Limited space is available. You can also call her to register at 888.472.1005 or 604.472.7254.

2. In the meantime, I'm still teaching ARGUS and Excel classes

If you're looking to work in the industry, or advance in your current position, and need ARGUS or Excel training, you should consider one of my classes.

The ARGUS class is a start-to-finish class in how to use the software, and the Excel class is a crash course in how to use Excel for real estate analysis - everything from building a cash flow statement to partnership analysis. They tend to sell out, so sign up early.

The dates for all classes are:

Argus, New York: 10/29 and 10/30

Excel, New York: 11/19 (one day only)

Argus, Boston: 12/3 and 12/4

Argus, New York: 12/10 and 12/11

All classes run all day from 9:00 am to 5:00 pm. The Argus classes run on Saturday and Sunday, and the Excel classes run on Saturday only.

To sign up for any of the Argus classes or read more, go to:

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

To sign up for the Excel class or read more, go to:

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

The fee is \$575 for the Argus class and \$295 for the Excel class. If 3 or more people from your organization sign up, discounts apply. Contact us for more information.

We also are still running our "refer a friend" program.

For every colleague you refer to either class, you'll receive a 20% commission (\$115 for Argus and \$59 for Excel) - just make sure that your colleagues remember to mention you as a reference. There is no cap to this promotion; refer 5 people and you can effectively take one of the courses for free.