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1. Cash Flow on the Road

Isn't it a little strange that for an industry whose professionals are constantly on the road, that the industry's financial analysis tools tie us to our desks? Ever wanted to pull up a rent roll or check the NOI in the field?

There may finally be a solution. Best of all, it is free from licensing restrictions (or even needing installation), server requirements, and “authorization keys”. Instead, it runs entirely online. The tool is Core Plus and the web site is:

www.coreplussoftware.com

Be warned- as the software is just out of beta, the current version is a little bare bones. We at Kahr are testing it on an assignment for one of our clients. So far, so good. My understanding is that Core Plus also has a number of new features waiting in the wings (such as equity waterfalls and distressed debt analysis), and will certainly warrant a look over the coming months.

Currently, the web site allows for sample projects, and building relatively complex cash flows for office, retail, or industrial property analysis, with all the expected market assumptions, expense reimbursements, and financing assumptions. This functionality is available free of charge in demo mode.

Speaking of which, the price is very reasonable: only \$50 per month, and there is no initial fee. By comparison, Argus runs \$4,075 plus annual maintenance fees of roughly \$600 per year, Portfolio Maximizer by Resolve month-to-month plans start at \$500 per user with 5 user minimum (\$2,500), and the other packages such as Yardi are no less expensive. Core Plus is, from what we can tell, the only low cost solution for the commercial real estate industry.

Of course, the modest price is the whole point of “software as a service” and why companies like salesforce.com have made such inroads against the traditional software companies. It is less expensive to deliver software to users over the internet, deploying new features is painless, and universal access is very attractive. I spend over half of my time on the road or in the field, so the accessibility is an enormous benefit. The idea that I can pull up cash flow

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Class Schedule

We continue to offer Argus
and Excel for Real

Estate Analysis classes in:

New York City

Boston

Chicago

Washington DC

Dallas

Miami

Los Angeles

All classes are offered on
the weekend.

Argus

- **New York City:**

May 30 & 31

- **New York City**

August 1 & 2

- **New York City**

September 12 & 13

- **Excel for Real Estate**

Analysis

- **Washington D.C.**

June 13 & 14

models anywhere I can get wi-fi is, frankly, very cool.

2. Negotiation

I delivered a two day negotiations seminar for the Urban Land Institute on February 16th and 17th. All in all, it went well. The attendees seemed to enjoy it and I enjoyed delivering it.

It is said that instructors, when instructing, often learn as much –if not more– than the instructed. This was the first time I delivered the class with my new negotiations slides, and the aforementioned maxim held true.

Specifically, I confirmed that while many real estate professionals are good negotiators, most have mammoth blind spots. Acquisitions people view deals as a zero-sum game. Brokers have great emotional intelligence, but often struggle to understand there is a world of difference between agreement and commitment. Landlords are so accustomed to adversarial relationships that they are often horrible managers; they simply do not know how to negotiate human resource issues or build consensus.

The point is that blind spots vary by experience. In other words, people get good at what they practice. If participating in adversarial relationships day after day, so your world becomes.

Personally, the negotiation class served as something of a “reset” button. By instructing and interacting with attendees, I am forced to recognize a competitive or cooperative situation, and use different skill sets in each. Not coincidentally, this works better than simply coming out swinging every time.

We will announce dates through the newsletter as they are set. We can also deliver the course on-site for your company or organization. If interested, contact josh@kahrrealestate.com and we can discuss the class... and negotiate.

Excel for Real Estate**Analysis Continued...**• **New York City**

June 27 & 28

• **New York City**

August 15 & 16

• **New York City**

October 3 & 4

3. Kahr Real Estate Investment

Kahr Real Estate Services has launched a real estate investment platform, Kahr Real Estate Investment (KREI), to take advantage of current market conditions and Kahr's deep relationships throughout the real estate industry. Relying on core competencies of sourcing and underwriting assets, KREI will identify both value-add and core-plus acquisition opportunities in the northeastern U.S. region. KREI intends to purchase assets that yield stable annual returns to investors, and that have solid fundamentals with long-term potential.

For more information on Kahr Real Estate Investments, please contact:

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4. Kahr Group Information: Consulting and Training**Financial Modeling**

Regardless of deal size or type, our key objective is always to build highly functional and optimal models for our client. We can also review and analyze a client's existing financial models for inefficiencies.

Capital Advisory

By delivering presentations to capital sources or making introductions, we support clients in their capital raising efforts with lenders and equity providers. We also lend our extensive knowledge of capital markets, deal structuring, and real estate finance to help negotiate better terms on equity and debt.

Offering Memoranda

We design and write graphically appealing institutional-quality offering memoranda and RFP responses for our clients. When raising capital, a high quality document will get the project in front of the right capital sources.

To register, please visit
our website:
www.kahrrealestate.com

Real Estate**Negotiations**

Call or email for
availability.

Group Classes

For custom training
solutions, or for group
enrollment, please
contact us directly.

Market Analysis and Feasibility

Our reports take a multi-layered “hands on” approach that goes beyond identifying current market conditions; we seek to enhance the overall profitability and market acceptance of the project by identifying hidden opportunities

Excel for Real Estate, Negotiations, and Argus

Our **Excel for Real Estate Analysis** class draws students from across the country. It provides what many attendees say they never learned in business school: learning how to model complex real estate transactions and use Excel to its fullest. All attendees will develop an understanding of how to use the power of Excel to analyze cash flow, leverage, partnerships and joint ventures, and construction projects.

The **Argus** course consists of lecture, case studies, and classroom discussion in a collaborative environment. By the end of the class, attendees will have a firm understanding of how to use the software and will be well prepared to analyze real estate in a high volume production environment.

The **Real Estate Negotiation** course provides a broad introduction to skills and techniques of negotiation. Some of the categories covered include: preparation tactics, identification of goals and means, evaluation of the other party’s position and goals, and possible points of dispute. Furthermore, we encourage creative solutions that maximize value by considering factors beyond simple price or cost.

Contact Kahr Notes

Direct feedback to info@kahrrealestate.com

About the Publisher:

Kahr Real Estate Services LLC is a consulting company that provides financial training, market and feasibility studies, financial modeling, and capital advisory services for the real estate industry. “Kahr Notes” is the company’s newsletter.

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