

**In “Kahr Notes” this month:**

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**1. Deal # 1**

A couple of months ago, we sent out an email that we were raising equity for a distressed debt deal in New Jersey and that it needed to close quickly. The response was exceptional; we received in excess of 200 expressions of investor interest and closed on the transaction in mid-September.



After lengthy negotiations with the special servicer and original owner, we agreed to purchase the note from the receiver. At the deal closing, we both purchased the note and obtained a deed in lieu of foreclosure from the original owner so as to avoid a lengthy and challenging foreclosure process.

Putting our own accomplishments aside for a moment, this kind of deal is a big deal for everyone. For over a year, everyone in the industry has been saying that the other shoe is going to eventually drop and the banks will start to sell their non-performing loans. Maybe it's not the volume that

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[www.kahrrealestate.com](http://www.kahrrealestate.com)

## 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**

December 12 & 13

- **Excel for Real Estate**

**Analysis**

- **Los Angeles**

October 17 & 18

people thought it would be, but in local markets, and in smaller sizes, product is starting to move. The ice may be finally thawing, and our deal in is just one more ice cube.

As we expand our investment arm in the years ahead, there will be many opportunities for new investors to invest alongside us at Kahr. If you would like to know more about our investment platform or receive information about future opportunities, please email Josh Kahr at [josh@kahrrealestate.com](mailto:josh@kahrrealestate.com).

## 2. Our Name In Lights

Among the other things that we're known for are market and feasibility studies. Most of them probably end up in a pile somewhere, are read once, and are forgotten. Some of them, however, get us a good mention in the New York Times.

At the request of a community group, we completed a study as to the feasibility of the development of the Atlantic Yards project in Brooklyn, New York. Our conclusion was relatively pedestrian; we found that the market had weakened and, as a result, we did not feel that Forest City could complete the development in the timeline that they had initially proposed.

That said, it's amazing how stating the obvious (i.e., the real estate market is weaker today than it was in 2006) will sometimes get your name in print. If you want to read the article (The New York Times, September 9, 2009, "Atlantic Yards Developer Releases New Arena Plan"), you may do so on our web site at:

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

## 3. More Free Stuff

While it's a work in progress, we've decided to set up a single web page to host all of our Excel tips and tricks.

**Excel for Real Estate****Analysis Continued...**• **Chicago**

October 24 &amp; 25

• **New York City**

November 21 &amp; 22

• **New York City**

January 9 &amp; 10, 2010

• **New York City**

February 21 &amp; 28

For this month, I've posted a little bit of Excel code that quickly and easily converts columns of monthly cash flows into quarterly cash flows, and quarterly cash flows into annual cash flows through the use of SUM(OFFSET(x)). It seems like I'm always using this trick.

The link is called "How to Convert Monthly Cash Flows to Quarterly, and Quarterly to Annual Cash Flows" and it may be found at:

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

We'll continue to build out this page with more Excel code and look forward to it becoming a useful resource for the industry.

#### **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](http://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](mailto: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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