



Central Texas Commercial Brokers

A Division of North Texas Commercial Association of Realtors

Central Texas Brokers

Third Quarter 2004

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<http://www.ctcb.org>



Presidents Corner

Bill Standberry

Standberry and Associates

Having been established for four years, it is time for us to belatedly begin a quarterly newsletter. Thanks to the initiative of Director Robert Hemphill and the encouragement of your entire Board of Directors, we will kick this first one off, with the thought of providing

pertinent information and news that our members will find useful. It will be particularly useful as a means to keep you up on training and programs and activities in which you may wish to participate. Our organization is dedicated to filling that niche for education, training, MCE topics, current/local news of interest and networking opportunities that are not afforded by other agencies in Central Texas. Our membership is made up of Realtor members of the local CCIM Chapter, of members of local residential boards who choose CTCB as a secondary membership, and primary mem-

(continued on page 2)

6th and Lamar nears completion



The Austin Commercial Real Estate Market continues its recover with new high profile properties coming on line.

CTCB Sponsors



Legislative Update



Tax on services

It is obvious that the state of Texas needs funding for education and that the burden on taxpayers must be lifted. The Legislature

must inevitably create a new revenue stream, but it is essential to create one that is fair to the consumer, lowers property taxes, and generates revenue for years to come—not a quick fix. With that said, there are few revenue generators that meet those standards: a franchise tax, increased sales tax, real estate-transfer tax, state income tax, tax on services, video-lottery-terminal tax, and a payroll tax. On either side of the issue you have legislators who are working toward the long-term, and who prefer to address

taxation and public-school finance in increments until there is some form of consensus. The question remains: How do you fund public schools, promote education reform, and maintain a “fair share” responsibility for all Texans?

The Texas Association of REALTORS® assures its members that the TAR lobby team is working hard to protect your interests and the interests of the property owner. While the association was successful in defeating a tax on services during the first special session on school finance, we will diligently continue to prevent any such tax that would have that affect on the REALTORS® or the private-property owner.

Contributed by
[Tom Stacy](#)



The Kucera Company breaks ground on their new medical condominium complex located on Balcones Drive in North Austin

Signs of the Real Estate recovery are popping up everywhere. The photo at left announces the new Target Super store that is under construction at 2222 and 620 in the Four Points multi use Development.



Upcoming Events

CTCB held a broker social gathering at the Tavern in June. The Tavern is a well known Austin icon and as the sign says is best know for its cold beverages and cold air-conditioning . In years past you might find a title agent buying the first round but this year with the current legislation it was the bankers and lenders doing the honors. Thanks to everyone who came out.



SAVE THIS DATE

Central Texas Commercial Brokers' Inaugural Commercial Real Estate Technology Expo

September 30th, 2004

1:00 pm-5:00 pm Expo

4:00 pm-6:00pm Social

at the

Austin Country Club Ballroom

4408 Long Champ Drive

For more information Vendors and Sponsors can contact
Gail O'Connor (512-457-8820, goconnor@cresapartners.com) or
Irene Good (512-873-8195, irene@hempsteadassociates.com).

Next Monthly Meeting

Thursday, October 7 Joint Membership Luncheon - will feature "Guest Speaker Ted Jones". Ted Jones is an accomplished speaker and economic forecaster. Please mark your calendar and plan to get there early for this one. Ted has a strong following

(Presidents Corner Cont.)

bers who do not have membership in other Realtor boards. Associate members are those who represent the various industry related supporting activities. CTCB is currently a sub-activity of North Texas Commercial Association of Realtors (NTCAR), the first overlay board established in 1992 by the National Association of Realtors (NAR). We have initiated the application process to be chartered by NAR as an independent overlay board reporting directly to the Texas Association of Realtors (TAR), and to be called Central Texas Commercial Association of Realtors (CTCAR). We anticipate approval by the end of this year. One of our primary goals is to work closely with the several sister organizations involved locally in commercial real estate. We benefit in many ways, economically, networking, and getting better, more sought after speakers and instructors, to occasionally combine our efforts and do joint programs with CREW, CLBA, the CCIM Chapter and sometimes others. One of the substantial, visible benefits of membership is the 20-25% discount on programs and activities. I would therefore encourage you to check the calendar of activities included in this newsletter and save the date and attend those that support and enable you to increase your professional skills and your production. And, if you are a member, please also be an ambassador and help us increase our membership. Let's exploit this opportunity to improve and expand this organization that will serve us well.

What is CTCB

CTCB is the only professional trade association in Central Texas designed exclusively for Commercial Real Estate Professionals. The Central Texas Commercial Brokers is a professional trade association which exists to enhance the business opportunities of its members through access to pertinent real estate information, education, ethics, recognition, legislative advocacy and networking.

CTCB Members

CTCB's members represent a cross section of the commercial real estate industry, including brokers, agents, appraisers, property managers, developers, principals, consultants and other affiliated commercial real estate professionals, such as mortgage bankers, title companies, law firms, engineering companies and environmental consultants. CTCB will provide services throughout the central part of Texas from Austin.

CTCB Resources

- Internet Quick Link to Tax Rolls for Bexar, Travis, and Williamson Counties.
- Internet Quick Link to TAR and NAR Web Sites.
- Access to Commercial Leases, Contracts, and Forms (TAR/NAR Membership).
- Access to Auto, Disability, E & O, Dental, Health, and Life Insurance Programs (TAR/NAR Membership).
- Legal Assistance (TAR/NAR Membership).
- Arbitration and Mediation (TAR/NAR Membership).
- Legislative Activities
- Periodic Updates on Local, State, and National Legislative Activities.
- Provide Input to Local and State Legislative Activities thru TREPAC (TAR/NAR)

CTCB Newsletter

The newsletter is published quarterly Send all inquires or news items care of the Editor, Robert R. Hemphill, CCIM at roberthemphill@austin.rr.com or to the CTCB Association manger Chuck Hempstead at chuck@hempsteadassociates.com

Commercial MCE

CENTRAL TEXAS COMMERCIAL BROKERS (CTCB) Commercial Leasing Brokers Association & Crescent Realty

present

INCOME PROPERTY ANALYSIS FOR THE COMMERCIAL MARKET

15 HOURS OF MCE CREDIT (6 HOURS LEGAL)

Instructor: F.W. "Chip" Meyers III (Meyers School of Real Estate)

TOPICS

1. The 16 "Contributing Elements" to Value and Yield

2. Define, discuss, and learn to compute the following

- Price/SF or Unit
- Gross Rent Multiplier
- Capitalization Rate
- Cash on Cash Return
- Equity Rate of Return
- Financial Management
- Rate of Return
- Internal Rate of Return

3. How the Following Parts Relate:

- Cost Recovery
- Passive Loss Restrictions
- Capital Gain Calculation
- Compounding/Discounting
- Risk/Market Cycles
- Discounted Cash Flow Analysis

WHEN:

(Attendance required on both days for credit)

Thursday, September 23, 2004; 8:30am to 5:15pm

Friday, September 24, 2004; 8:30am to 5:15pm

WHERE:

(Free parking for students in 301 Congress Garage)

301 Congress, 3rd and Congress, Austin, TX

3rd floor meeting room

COST:

CTCB MEMBERS: \$160: \$175 (after September 2, 2004)

OTHERS: \$185: \$200 (after September 2, 2004)

CTCB Office Bus Tour

A Great Success

Todd Chessher was working hard to give away golf shirts, frozen margaritas and a Lexus coupe at the Pathenon bus tour stop during the May CTCB Office bus tour.



Veteran Broker Ty Cunningham takes a close look at the Lexus. The only question on his mind is “How much square footage will I need to lease to get a shot at this primo ride Todd?”

The photo to the right shows the Lexus sports car that Pathenon Realty was giving away to the broker that does the most leases. At this writing, Kim McGregor at Granite Properties was the leading Austin broker point wise in the nationwide contest. Kim can you show space in a Lexus Convertible Coupe?



How To Join CTCB

2004 Annual Membership Fees

REALTOR Member - (printable .pdf application) - Individuals who hold a valid Texas real estate license or are a Texas Certified or Licensed Appraiser. Includes membership in CTCB, Texas Association of REALTORS and National Association of REALTORS.

CTCB	TAR	NAR	TOTAL
125.00	92.00	84.00	\$301.00

SECONDARY REALTOR Member - (printable .pdf application) - Individuals who hold a valid Texas real estate license or are a Licensed Appraiser and are currently a member of another primary Association of REALTORS.

CTCB	TOTAL
125.00	\$125.00

INSTITUTE Affiliate Member - (printable .pdf application) - A member of a recognized Institute Society or Council of NAR who chooses to join as an Institute Affiliate rather than REALTOR member. Includes membership in CTCB (NTCAR) only and requires additional payment direct to recognized Institute, Society or Council of NAR.

CTCB	TOTAL
125.00	\$125.00

PROFESSIONAL Member - (printable .pdf application) - Individuals who hold a valid Texas real estate license or are Texas Certified or Licensed Appraiser and wish to utilize local programs only.

CTCB	TOTAL
125.00	\$125.00

AFFILIATE Member - (printable .pdf application) - Companies interested in marketing opportunities and membership benefits.

Principal Affiliate -	\$335.00
Additional Affiliates -	\$200.00

Effective January 1, 2004 all memberships will require a One-Time Application Fee of \$35.00

* **Realtor:** Your 2004 dues include a \$20 mandatory assessment by the National Association of Realtors to fund a nationwide public awareness campaign that includes television ads highlighting the value a Realtor brings to a transaction and stressing the importance of using a Realtor. The campaign and assessment will run two or more years.