



Notes from  
**HIWIRE Meeting**

January 18, 2012

Gail Slawson & Michelle "Chelli" Eich  
OceanHead Investment Group  
*Opportunities in Multifamily Investing*  
[www.OceanHead.com](http://www.OceanHead.com)



## HI WIRE Speaker: Dao Tran

- Dao Tran is a successful commercial real estate investor and coach in Sacramento, California. Her investment focus is on multifamily and self storage.
  - *www.DaoTran.com* Urban Girl Properties
- How to identify a real estate **Emerging Market**
  - Job Growth 
  - New Construction 
  - Population Growth 
  - Real Estate Vacancies 



# Commercial Real Estate Resources

- **Marcus & Millichap** – Real Estate Investment Services
  - [MarcusMillichap.com](http://MarcusMillichap.com)
  - One of the largest commercial brokers
  - Download the free National Apartment Research Report
- **Loopnet.com**
  - The MLS of commercial real estate
- **CBRE.com**
  - Another of the largest commercial brokers
- **CCIM.com**
  - Certified Commercial Investment Member
  - THE place for commercial investment education & networking
- **CCIMHawaii.com**
  - Hawaii Chapter of CCIM
- **ARAusa.com**
  - Commercial Real Estate Services
- **CityFeet.com**
  - Sister site to Loopnet.com
- **CoStar.com**
  - Commercial Real Estate Information
- **SBA.gov**
  - Small Business Administration - Loans for Self Storage
- **GlobeSt.com**
  - Commercial Real Estate Investment Info & Resources



# Residential Real Estate Resources

- **HomePath.com**
  - Fannie Mae
  - Bank owned properties (REOs)
  - Lending resources
- **HomeStep.com**
  - Freddy Mac
  - Bank owned properties (REOs)
  - Lending resources
- **Auction.com**
  - Real estate auction site
- **ePPraisal.com**
  - Home valuation site
- **Trulia.com**
  - Properties for sale, rent
  - Local market trends
  - Heat maps



# Business Credit

- Ellen Kim informed us that she is getting business credit for her real estate investing activities.
- The person Ellen worked with:

**Cynthia Lohmeier**

*Lead Processor*

**Macro Business Capital**

3800 American Blvd. W, Suite 1500

Bloomington, Minnesota 55431

Main: 888-219-5188

Direct: 612-326-6834

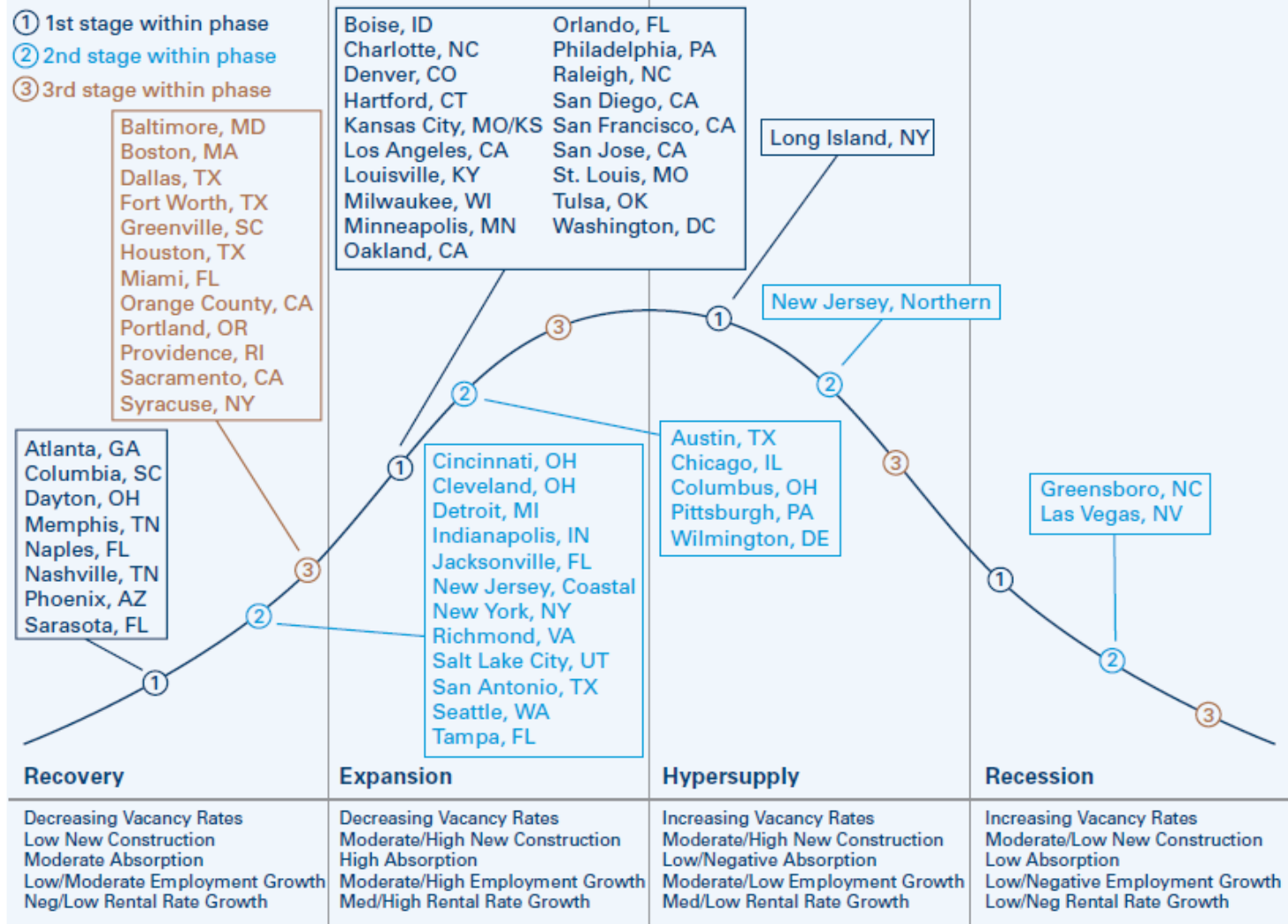
[www.macrobusinesscapital.com](http://www.macrobusinesscapital.com)



# Apartment Outlook 2012

## Integra Realty Resources

Apartment Market Cycle (Fig. 27)



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