



## **SIOR Meeting - Nashville, TN - October 2014**

**First:** Did anyone bring any land deals to discuss? Or is anyone working on any deals they would like to discuss?

**Second:** Does anyone want to talk about land deals in general in their markets. Is there a lot of spec construction going on? Are developers building spec, large distribution buildings. How about BTS? What type of product is being built in your markets - smaller buildings? Or is the focus Big Box

**Third:** Show MAPP Program

**Fourth:** Talk about Phoenix Convention for land development session. What would you like to hear or know about? Who's doing what, where? 3 or 4 Big Market brokers talking about market conditions and development projects? National developers discussing what they are seeing?

Thanks for attending,

Jim Klein, SIOR  
310-451-8121  
jimklein@kleincom.com



Go To Rail



<b>AIN Number</b>	<input type="text" value="6125002029"/>	<b>Zoning</b>	<input type="text" value="LCM2*"/>
<b>SA Address</b>	<input type="text" value="15913"/>	<b>MAIN ST</b>	<input type="text" value="902480000"/>
<b>GARDENA CA</b>			
<b>First Owner Assee Name</b>			
<input type="text" value="FUJIMOTO,STEVEN T AND"/>			
<b>MA House Number</b>			
<input type="text" value="5870"/>			
<b>MA Street Name</b>			
<input type="text" value="LOS ANGELES AVE"/>			
<b>MA City and State</b>			
<input type="text" value="SOMIS CA"/>			
<b>MA Zip Code</b>	<input type="text" value="930660000"/>	<b>Building SF</b>	<input type="text" value="0"/>
<b>Infill</b>	<input type="text" value="y"/>	<b>Land SF</b>	<input type="text" value="238001"/>
<b>Indus Opp</b>	<input type="text"/>	<b>Avail SF</b>	<input type="text"/>
<b>Rail Served</b>	<input type="text"/>	<b>Pick</b>	<input type="text" value="0"/>
<b>Build SF / Land SF</b>		<input type="text" value="0"/>	
<b>HTML Link</b>			
<input type="text"/>			
<b>Notes</b>			
<input type="text" value="gardena sforce"/>			
<input type="button" value="Update Info"/>			

AIN:   Latitude:  Longitude:

No file chosen

Property Searching Tool - Use a lot for land  
 Parcel Data based with GIS and database  
 Geo Tagging in the field  
 Upload Media directly to the map  
 Mobile  
 standard tools - measuring, searching, annotating



Go To Rail

**Base Layer**

- Bing AerialWithLabels
- Bing Road

**Overlays**

- Enterprise Zones
- San Bernadino Land Use 2012 fixed
- Towns
- US Rail Lines**
- River Side county Land Use 2012 fixed
- CRA
- Heavy Corridor**
- Rail Stops**
- Parcels**
- NYC Parcels
- Geocoded
- WFS
- Selection

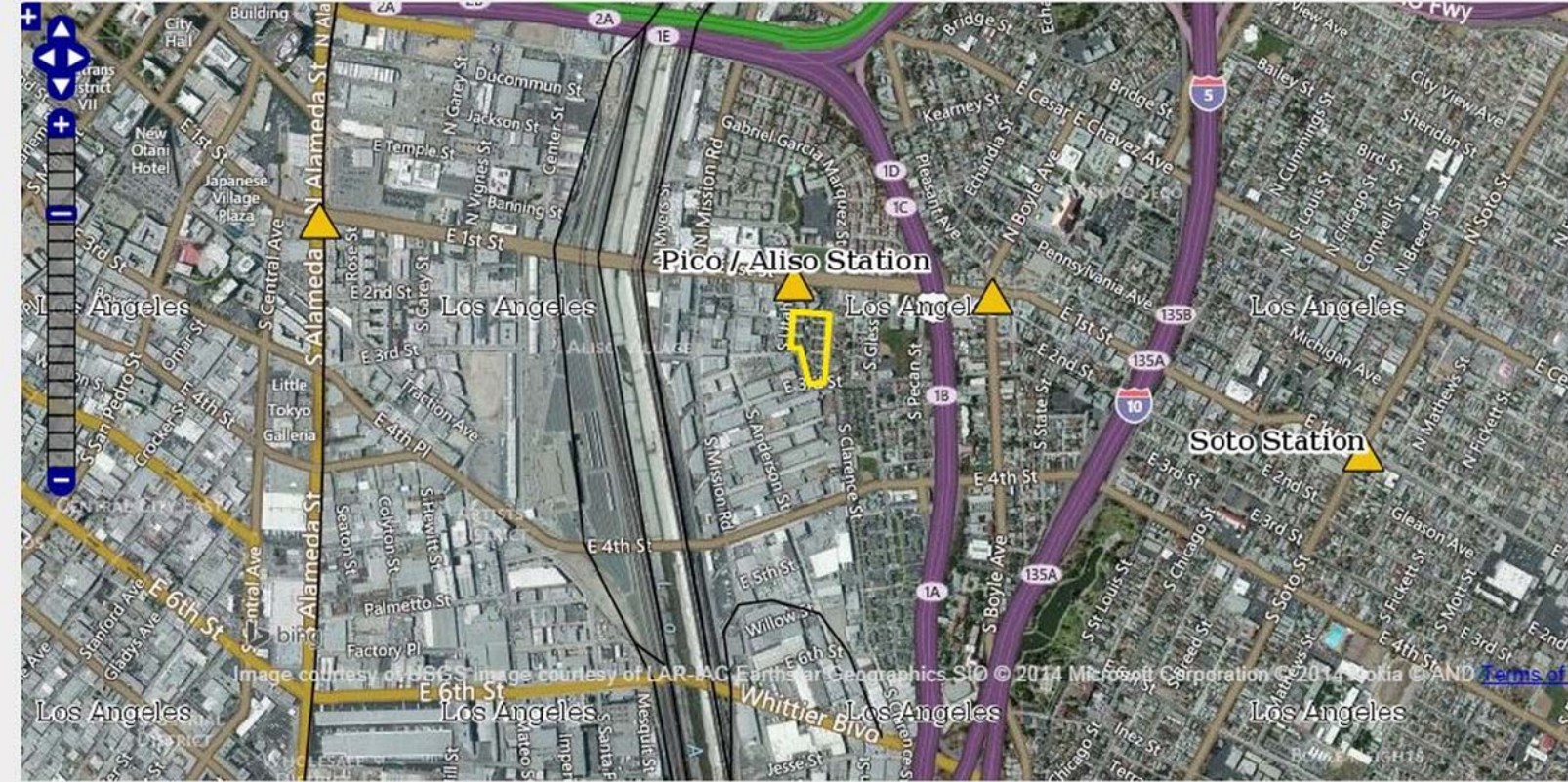
Image courtesy of USGS Image courtesy of LAR-IAC Earthstar Geographics SIO © 2014 Microsoft Corporation © 2014 Nokia © AND [Terms of Use](#)

<b>AIN Number</b>	<b>Zoning</b>
6125002029	LCM2*
<b>SA Address</b>	
15913	MAIN ST
GARDENA CA	902480000
<b>First Owner Assee Name</b>	
FUJIMOTO,STEVEN T AND	
<b>MA House Number</b>	
5870	
<b>MA Street Name</b>	
LOS ANGELES AVE	
<b>MA City and State</b>	
SOMIS CA	
<b>MA Zip Code</b>	<b>Building SF</b>
930660000	0
<b>Infill</b>	<b>Land SF</b>
y	238001
<b>Indus Opp</b>	<b>Avail SF</b>
<b>Rail Served</b>	<b>Pick</b>
	0
<b>Build SF / Land SF</b>	
0	
<b>HTML Link</b>	
<b>Notes</b>	
gardena sforce	
<b>Update Info</b>	

AIN:   Latitude:  Longitude:

GIS Layers are publicly available  
 Helps narrow in on geographic features  
 For instance, proximity to rail, demos, rail stops for infill  
 California has substantial subsidies for development near transit.



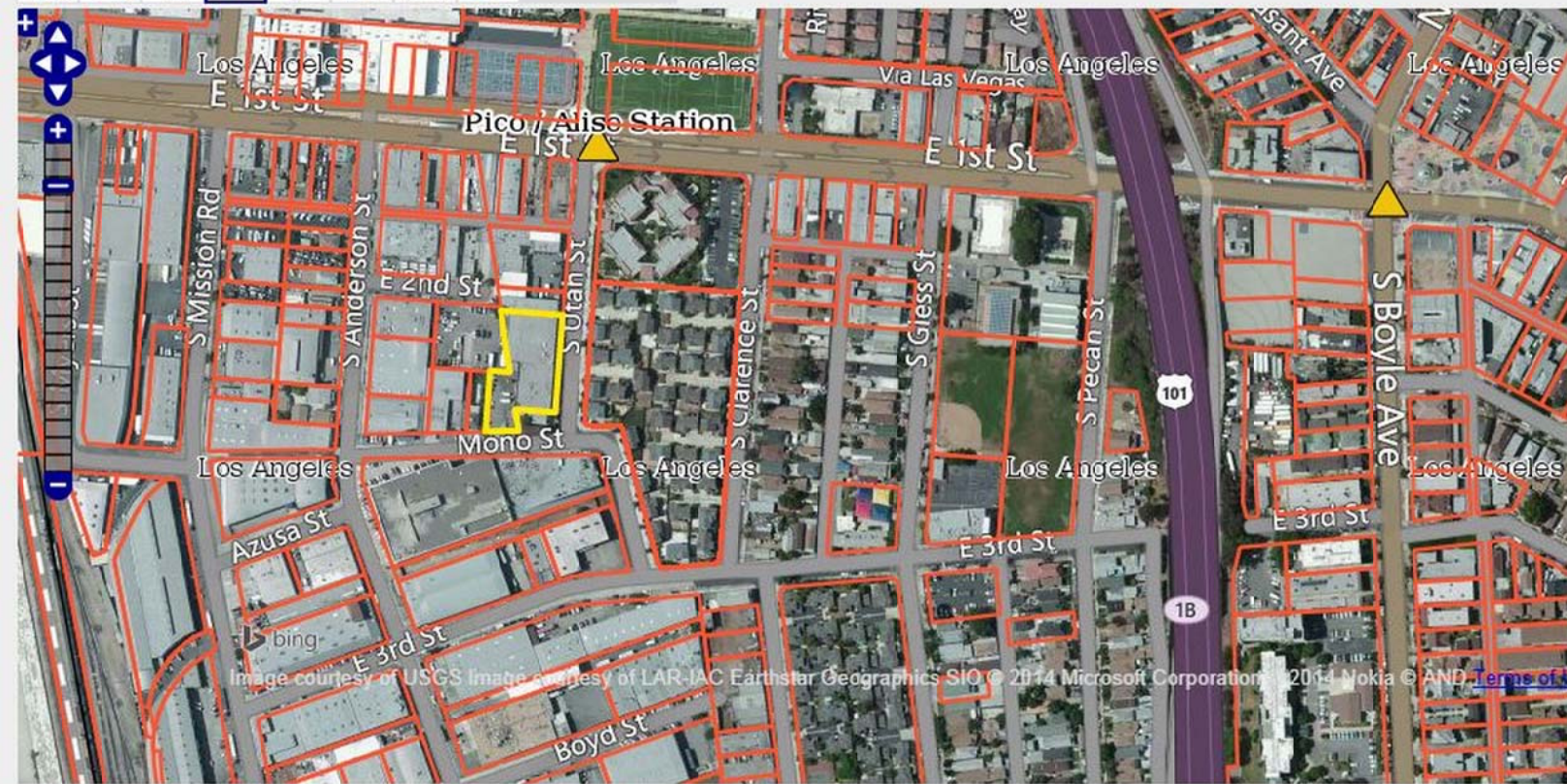


<b>AIN Number</b>	<b>Zoning</b>
5172007903	LAR3
<b>SA Address</b>	
130	UTAH ST
LOS ANGELES, CA	900330000
<b>First Owner Assee Name</b>	
L A CITY HOUSING AUTHORITY	
<b>MA House Number</b>	
0	
<b>MA Street Name</b>	
<b>MA City and State</b>	
<b>MA Zip Code</b>	<b>Building SF</b>
0	0
<b>Infill</b>	<b>Land SF</b>
	135349
<b>Indus Opp</b>	<b>Avail SF</b>
<b>Rail Served</b>	<b>Pick</b>
	0
<b>Build SF / Land SF</b>	
0	
<b>HTML Link</b>	

Rail Stop Layer - Turned On



Go To Rail Select any rail stop



<b>AIN Number</b>	5172009031	<b>Zoning</b>	LAMR2
<b>SA Address</b>	1319	<b>MONO ST</b>	
	LOS ANGELES CA	<b>900330000</b>	
<b>First Owner Assee Name</b>	LOS ANGELES MONO STREET LLC		
<b>MA House Number</b>	23975		
<b>MA Street Name</b>	PARK SORRENTO		
<b>MA City and State</b>	CALABASAS CA		
<b>MA Zip Code</b>	913020000	<b>Building SF</b>	0
<b>Infill</b>		<b>Land SF</b>	27731
<b>Indus Opp</b>		<b>Avail SF</b>	
<b>Rail Served</b>		<b>Pick</b>	0
<b>Build SF / Land SF</b>	0		
<b>HTML Link</b>			

AIN:  Zoom To Latitude:  Longitude:  Recenter Map

Kimball Ave and Euclid Ave, chino, ca  Upload File to Current lat/Lon Choose File majestic Chino.pdf

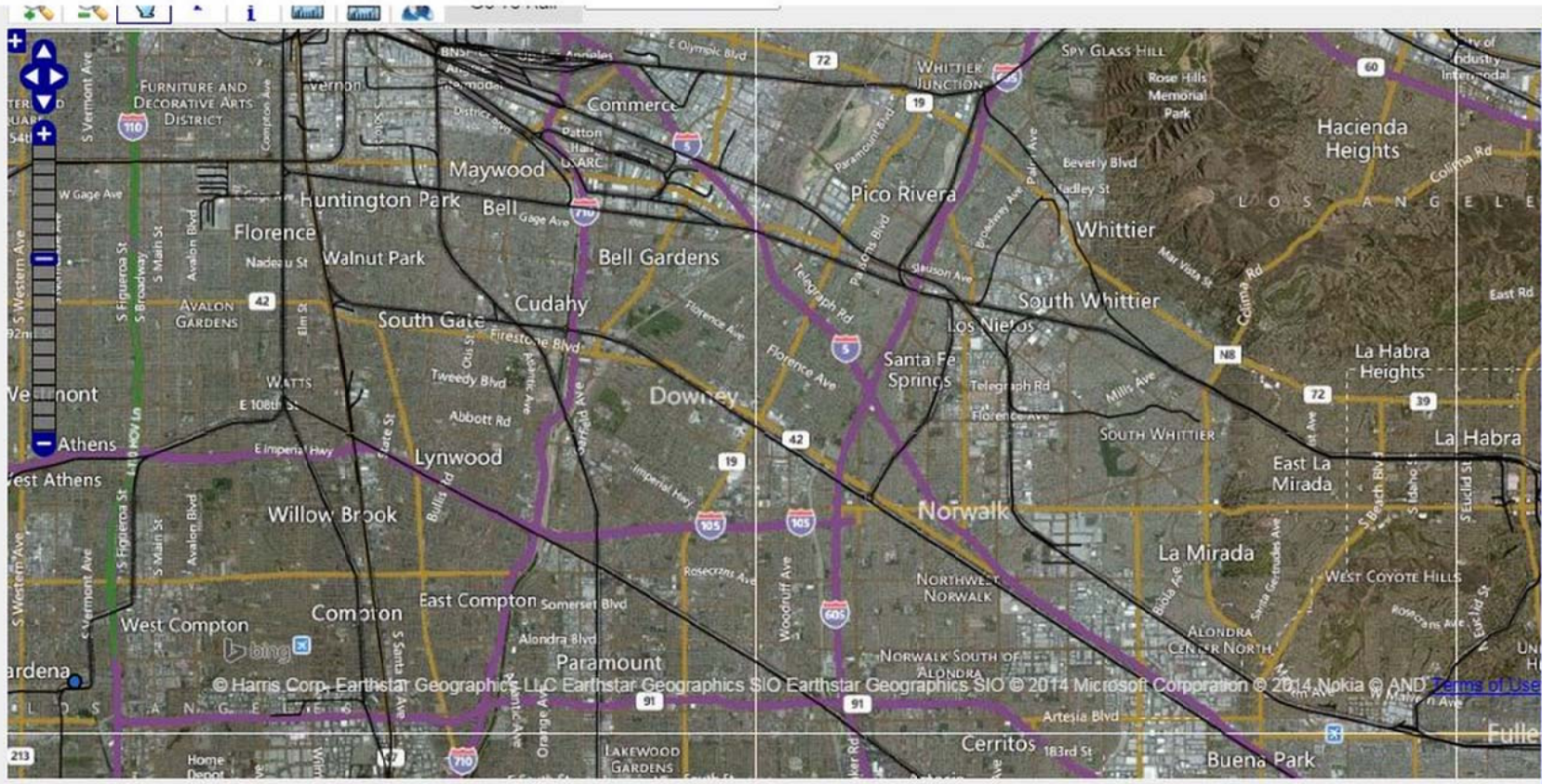
Can search parcel by parcel with defined features.  
 Can also write query - All parcels greater than XXXX SF within 2500' of rail stop.

OBJECTID	FID_merge	AIN	FID_FUL	STOP_I	STOP_NAME	STOP_LAT	STOP_LON	Shape_Area
67295	1925410	2149007902	160	0	Winnetka/Victory	34.18699100000	-118.57097600000	5911756
64079	1849531	2466011902	88	0	ML BURBANK AIRPORT	0.00000000000	0.00000000000	5495828
67294	1925410	2149007902	159	0	De Soto/Victory	34.18846500000	-118.58840000000	5221236
50112	1185985	4129028900	174	0	Aviation/Century	33.94564600000	-118.37846500000	4993268
65665	1886589	2251001901	163	0	Victory/Balboa	34.18628100000	-118.50093800000	4637688
65666	1886589	2251001901	164	0	Victory/Woodley	34.18626400000	-118.48364400000	4587746
65648	1883218	2230023900	163	0	Victory/Balboa	34.18628100000	-118.50093800000	4586789
71822	1952684	2230011901	163	0	Victory/Balboa	34.18628100000	-118.50093800000	4059605
80662	1168738	4012031929	173	0	Florence/West	33.97449900000	-118.33517600000	4055750
80663	1168901	4012031027	173	0	Florence/West	33.97449900000	-118.33517600000	4055750
29057	545000	4138014047	50	#####	El Segundo Station	33.91637500000	-118.38674000000	3930833
65745	1911187	2251002903	164	0	Victory/Woodley	34.18626400000	-118.48364400000	3930629
230847	1384607	8533009023	151	0	Irwindale	34.12884900000	-117.93254600000	3713548
161310	1668623	5303025900	57	#####	Southwest Museum Station	34.09906700000	-118.20557100000	3645088
50111	1185985	4129028900	48	#####	Aviation Station (LAX Shuttle Cc	33.92992000000	-118.37758900000	3481179
129816	934515	5223034908	97	0	ML CAL STATE LA	0.00000000000	0.00000000000	3441655
229154	1341991	8314001006	91	0	ML CLAREMONT	0.00000000000	0.00000000000	3085464
247812	1491628	8533004901	150	0	Duarte	34.13249900000	-117.96677100000	2958519
81666	1722084	2341025903	168	0	Valley College	34.17236400000	-118.42173800000	2914586
81667	1722084	2341025903	169	0	Laurel Canyon	34.17236400000	-118.42173800000	2914586
84136	1844557	2412001064	88	0	ML BURBANK AIRPORT	0.00000000000	0.00000000000	2845421
84137	1844613	2412001940	88	0	ML BURBANK AIRPORT	0.00000000000	0.00000000000	2845421
65669	1886598	2251007900	165	0	Sepulveda	34.18102700000	-118.46870900000	2761066
247813	1491629	8533003910	150	0	Duarte	34.13249900000	-117.96677100000	2518996

Sample Query of rsil stops match to Property ID  
Lists station name, long/lat, size of parcel  
Much faster than hunt and peck  
Can create very sophisticated logarithms  
Closed a 2.5 acre deal near USC with this formula.

State of California has large subsidies for affordable housing near transit as a result of its cap and trade legislation.





AIN Number	Zoning
<input type="text"/>	<input type="text"/>
SA Address	<input type="text"/>
<input type="text"/>	<input type="text"/>
First Owner Assee Name	<input type="text"/>
MA House Number	<input type="text"/>
MA Street Name	<input type="text"/>
MA City and State	<input type="text"/>
MA Zip Code	Building SF
<input type="text"/>	<input type="text"/>
Infill	Land SF
<input type="text"/>	<input type="text"/>
Indus Opp	Avail SF
<input type="text"/>	<input type="text"/>
Rail Served	Pick
<input type="text"/>	<input type="text"/>
Build SF / Land SF	<input type="text"/>
HTML Link	<input type="text"/>
Notes	<input type="text"/>
<input type="button" value="Update Info"/>	

AIN :  Zoom To Latitude :  Longitude :  Recenter Map

Another Layer is US Heavy Rail  
 A Layer you can download for the entire country  
 Helps locate rail served property  
 Can help locate intermodal sites  
 May be particularly helpful with the new fracking/petrochemical renaissance underway.



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Quantumcloud Cust... KleinCom Access A... klein commercial re... Gmail - Inbox (54) - j... Google Voice - Inbo... WordPress ADMIN MAPP salesforce Other bookmarks

Go To Rail Select any rail stop

AIN Number 7315031827 Zoning CAMH\*

SA Address 0

First Owner Assee Name SOU PAC TRANS CO

MA House Number 0

MA Street Name

MA City and State

MA Zip Code 0 Building SF 0

Infill Land SF 43548

Indus Opp Avail SF

Rail Served Pick 0

Build SF / Land SF 0

HTML Link

Notes

Update Info

AIN: Zoom To Latitude: Longitude: Recenter Map

Can do a similar query for large parcels near heavy rail to find rail-served parcels.



1st Owner Assee Name	AIN	TRA	min Region	Common Area	Sold to State	Recording Date
A T AND T COMMS OF CALIF	204002580	00016	24	0	0	19840101
A T AND T COMMS OF CALIF	216301980	00037	24	0	0	19670145
SOU PAC CO	220500180	00016	24	0	0	19670145
SOU PAC TRANS CO	220500380	00016	24	0	0	19670145
SOU PAC TRANS CO	220600180	00016	24	0	0	19670145
SOU PAC TRANS CO	220600180	00016	24	0	0	19670145
SOU PAC TRANS CO	220600480	00016	24	0	0	19670145
SOU PAC TRANS CO	220600580	00016	24	0	0	19670145
SOU PAC TRANS CO	220903180	00016	24	0	0	19700000
SOU PAC TRANS CO	221002480	00016	24	0	0	19670145
SOU PAC TRANS CO	221002480	00013	24	0	0	19670145
SOU PAC TRANS CO	221200180	00013	24	0	0	19670145
SOU PAC TRANS CO	221200180	00013	24	0	0	20010102
SOU PAC TRANS CO	221402480	00013	24	0	0	19670145
SOU PAC TRANS CO	221402480	00013	24	0	0	20010102
SOU PAC TRANS CO	222200180	00016	24	0	0	19670145
SOU PAC TRANS CO	222200180	00016	24	0	0	19700000
A T AND T COMMS OF CALIF	227600382	08849	24	0	0	19840103
A T AND T COMMS OF CALIF	227600382	08849	24	0	0	19840103
A T AND T COMMS OF CALIF	227600382	08849	24	0	0	19840103
A T AND T COMMS OF CALIF	227600382	08849	24	0	0	19840103
A T AND T COMMS OF CALIF	227600382	08849	24	0	0	19840103

I couldn't locate the Heavy Rail Served Parcels.

This is a list of rail right-of-ways. runs into the thousands

It's pretty simple to run a query of all large parcels adjacent to RW's

Queries and logarithms can be simple or complex as long as you have the data

For instance, tenant locations, rail in major ports, institutional grade buildings, sewer and air credits.

Use your imagination.

Go To Rail Select any rail stop

AIN :  Zoom To Latitude :  Longitude :  Recenter Map

Upload File to Current lat/Lon Choose File majestic Chino.pdf

AIN Number	Zoning
38UNPACIFICRR0	<input type="text"/>
<b>SA Address</b>	
9999 <input type="text"/>	NO NAME ST <input type="text"/>
<input type="text"/>	0 <input type="text"/>
<b>First Owner Assee Name</b>	
UNION PACIFIC RR CO <input type="text"/>	
<b>MA House Number</b>	
1400 <input type="text"/>	
<b>MA Street Name</b>	
DOUGLAS ST STOP 1640 <input type="text"/>	
<b>MA City and State</b>	
OMAHA NEBRASKA <input type="text"/>	
<b>MA Zip Code</b>	<b>Building SF</b>
681791001 <input type="text"/>	0 <input type="text"/>
<b>Infill</b>	<b>Land SF</b>
<input type="text"/>	0 <input type="text"/>
<b>Indus Opp</b>	<b>Avail SF</b>
<input type="text"/>	<input type="text"/>
<b>Rail Served</b>	<b>Pick</b>
<input type="text"/>	0 <input type="text"/>
<b>Build SF / Land SF</b>	
Undefined <input type="text"/>	
<b>HTML Link</b>	

I can run these queries wherever I have the data.  
 This is an example in Dallas.  
 GIS and databases are powerful tools for out business.



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Go To Rail Select any rail stop

AIN Number	Zoning
317270015	
SA Address	
	0
Riverside	92570
First Owner Assee Name	
MC SHANE CORP	
MA House Number	
0	
MA Street Name	
9550 W HIGGINS RD STE 200	
MA City and State	
ROSEMONT IL	
MA Zip Code	Building SF
0	0
Infill	Land SF
	202777
Indus Opp	Avail SF
Rail Served	Pick
Build SF / Land SF	
0	
HTML Link	

AIN :  Zoom To Latitude :  Longitude :  Recenter Map

Upload File to Current lat/Lon Choose File majestic Chino.pdf

Example of geotagging.

Not sure exactly how this is useful but the program is set up for this.

Can take a picture in the field and can upload image directly to the map.

Useful on a long day of looking at property. Better than taking notes.

Serves as a photo reminder. Camera automatically records Lat/Long for upload.



Choose a file to upload:  No file chosen

WE created a simple mobile app  
Take the photo. Automatically logs the geo information - lat/long  
Goes to this web site  
Uploads the photo in the correct location on the map.



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Go To Rail Select any rail stop

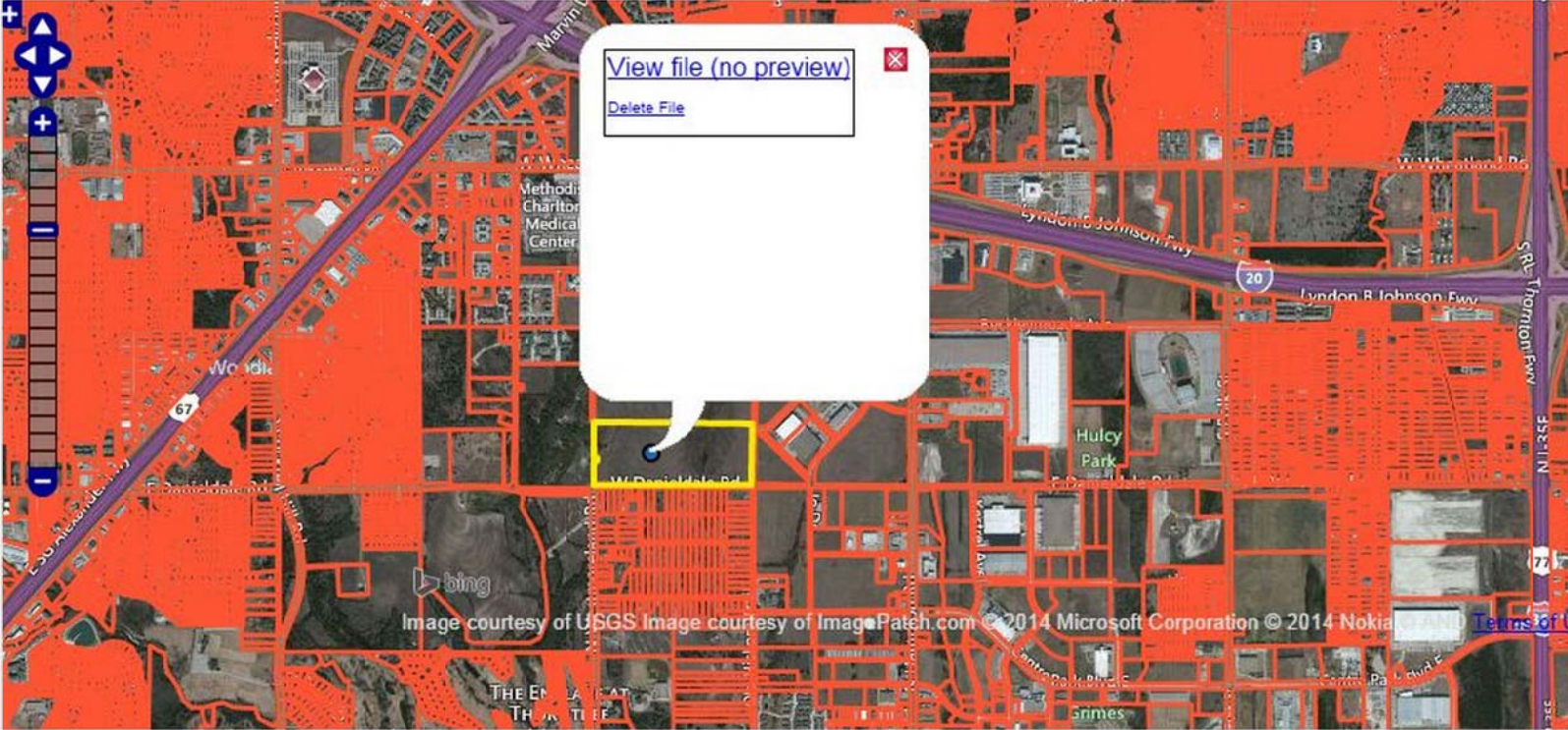
AIN Number		Zoning	
295310011	<input type="text"/>	<input type="text"/>	<input type="text"/>
SA Address			
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Riverside	<input type="text"/>	92570	<input type="text"/>
First Owner Assee Name			
KNOX LOGISTICS		<input type="text"/>	<input type="text"/>
MA House Number			
<input type="text"/>			
MA Street Name			
4 PARK PLZ STE 700			
MA City and State			
IRVINE CA			
MA Zip Code		Building SF	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	Land SF	
<input type="text"/>	<input type="text"/>	883317	
Indus Opp		Avail SF	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
Rail Served		Pick	
<input type="text"/>	<input type="text"/>	0	
Build SF / Land SF			
<input type="text"/>			
HTML Link			
<input type="text"/>			

AIN :  Zoom To Latitude : 33.97143 Longitude : -117.65713 Recenter Map

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This example shows the difference between the aerial and what is actually in the field. When I get back to the office I can remember this property is actually developed. Geotagging is more of a utility. Helpful, but not a killer app like a powerful logarithm.





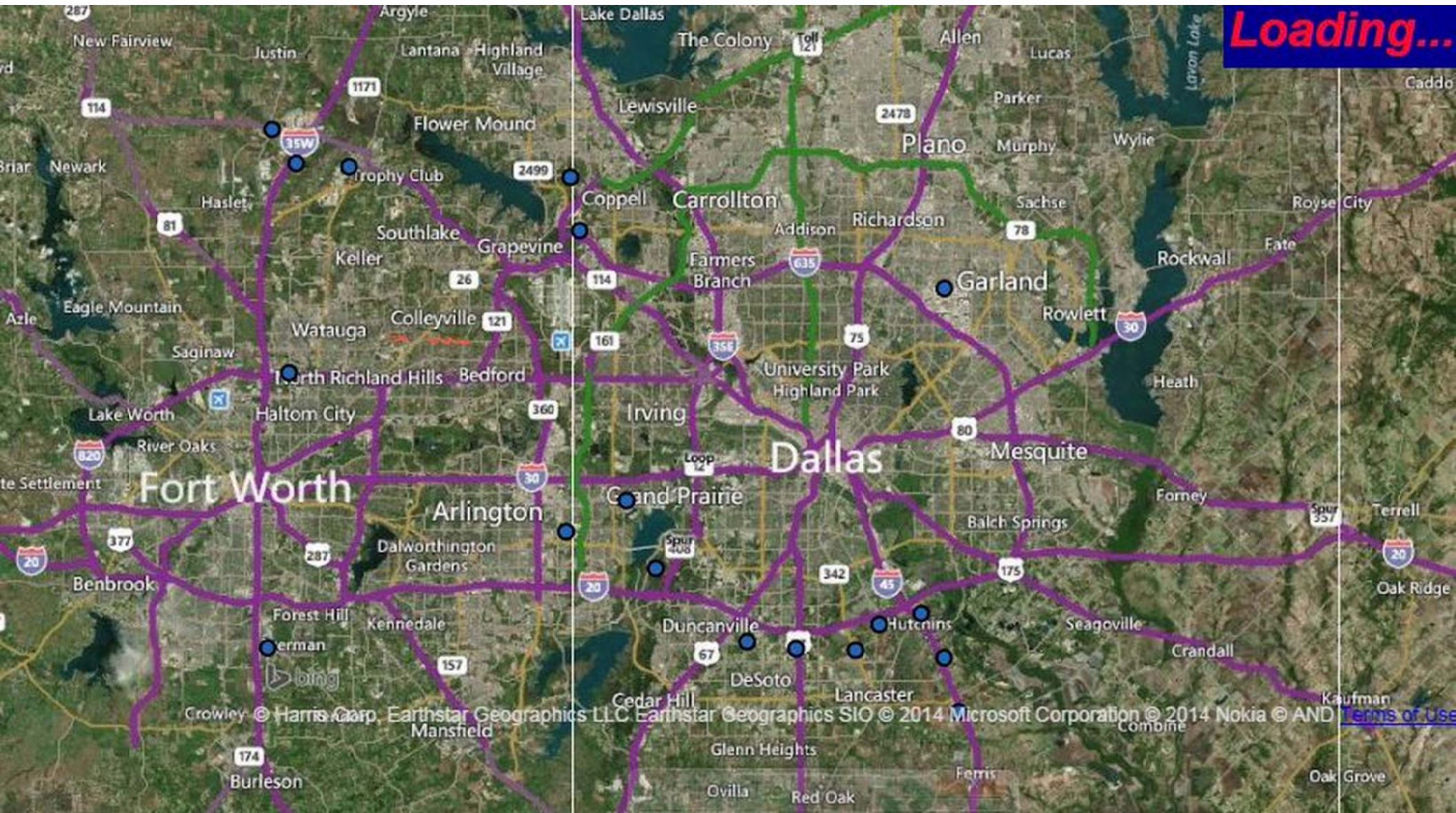
<b>AIN Number</b>	<b>Zoning</b>
651545235100200	
<b>SA Address</b>	
501	DANIELDALE RD
	0
<b>First Owner Assee Name</b>	
US REAL ESTATE LP	
<b>MA House Number</b>	
9830	
<b>MA Street Name</b>	
COLONNADE BLVD STE 600	
<b>MA City and State</b>	
SAN ANTONIO TEXAS	
<b>MA Zip Code</b>	<b>Building SF</b>
782302209	0
<b>Infill</b>	<b>Land SF</b>
	0
<b>Indus Opp</b>	<b>Avail SF</b>
<b>Rail Served</b>	<b>Pick</b>
	0
<b>Build SF / Land SF</b>	
Undefined	
<b>HTML Link</b>	

AIN :  Zoom To Latitude : 33.97143 Longitude : -117.65713 Recenter Map

desoto, texas  Upload File to Current lat/Lon Choose File majestic Chino.pdf

This function is more useful.  
It allows me to upload any file to the map  
Pdf's, photos, word docs, videos.  
Great for tours, in the field, or on web calls.  
Can go point to point and open up flyers.





This is Dallas - large industrial sites for big box.  
Each dot has a pdf associated with it.

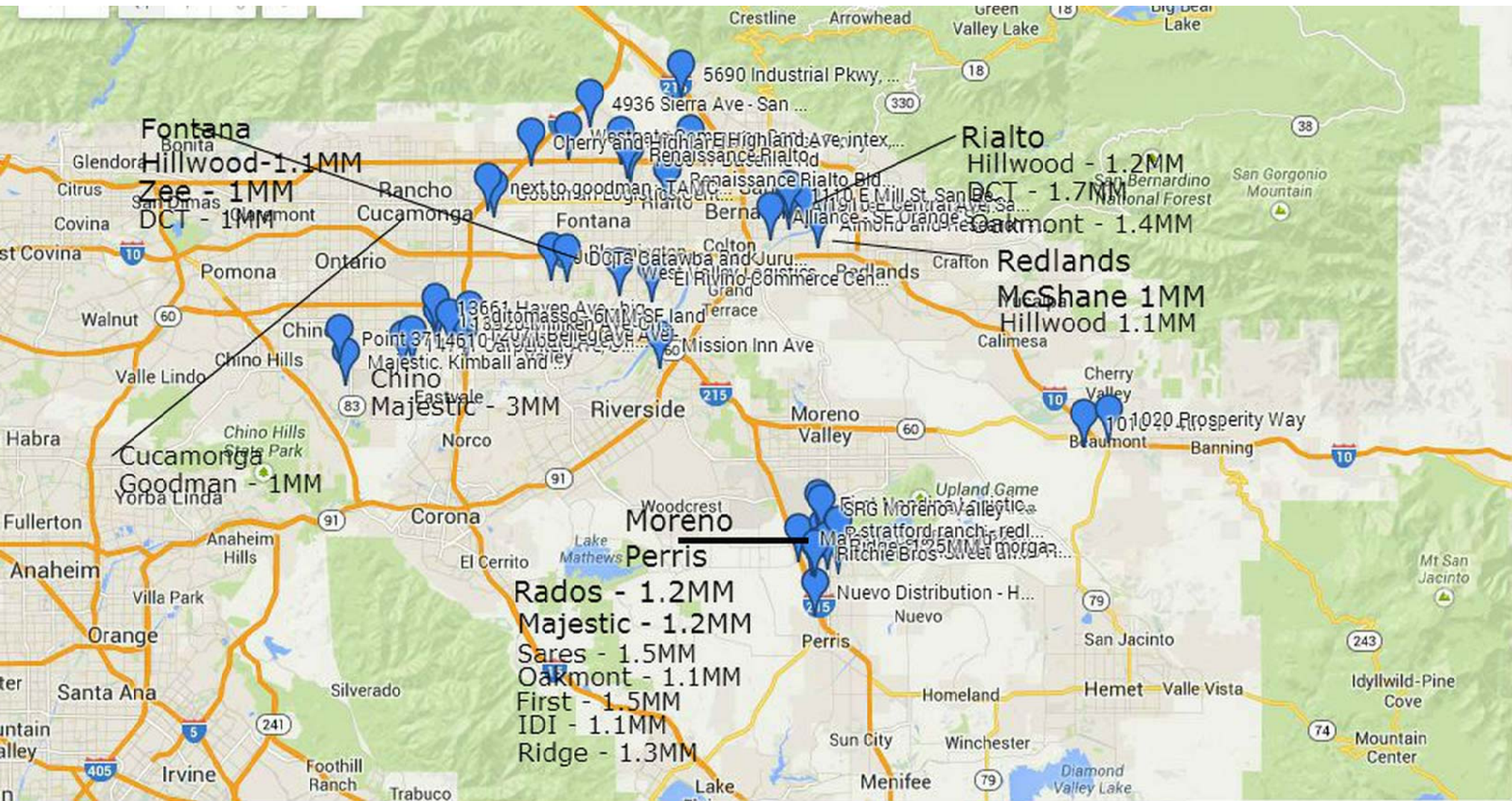
Roughly 750K building site and greater.

I count about 26 locations that are on the market.

Then bigger question is, how long will it take to build out all these sites?

And what does it mean for purchasing large industrial land?





Same thing goes for Inland Empire.

I count almost 40 sites where you can build 750K or larger.

Not counting sites in pre-development.

If a tenant does not need a building immediately, they have a lot of choices.





## SIOR Meeting - Nashville, TN - October 2014 - Wrap Up

- Please send me your ideas for a Land Development Program for the Spring Meeting in Phoenix, 2015.
- Technology and (good tenants) will give you a decided edge in the future of Real Estate.
- Get to know your programmers. It's not that hard to develop or modify your own programs to improve the way you work.
- I would love to collaborate with you. Please give me a call.
- Here's my partial reading list for those who want to learn more about technology and business applications:
  - Peter Thiel, [Zero to One](#)
  - David Bell : [Location is Still Everything](#)
  - Brynjolfson/McAfee: [The Second Machine Age](#)
  - Tyler Cowen: [Average Is Over](#)
  - Jaron Lanier: [Who Owns the Future](#)
- **Let's make some deals.**

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