



Richard Hanna's Cash Flow Forever Newsletter

August 2012

AlbuquerqueOfficeLeasing.com

\$5.00

Our mission is to profitably support our customer's vision for an effective location at which to do business.

Family Corner

Wedded Bliss: Is It 14 Years . . . Or 13?

My anniversary was on August 22, with Claire and I celebrating our 14th year together and we are still very happy with each other. We decided to take the day off as our own personal holiday and spend it together. Claire thinks we have been married 13 years so I am not sure if that is a good thing or a bad thing. I will tell you that we have a great partnership over the years and I see many more years ahead. We have had good times and bad times but our bond had always been strong. I think she is a wonderful woman and love her very much.

Claire and I decided that it is time for our dogs to go back to school and start training them better. We hired a lady named Joy and she makes it fun and Twinkie and Cody, aka Cupcake, seem to really enjoy the attention. Our house was beginning to get ruled by the two of them and we decided it was time to regain control. We are making progress on this. Twinkie (the blond) still has too much to say so we have some more work to do. They are much better behaved and walks are much easier. It really helps to take the time to do a little training so we can get greater enjoyment from them.



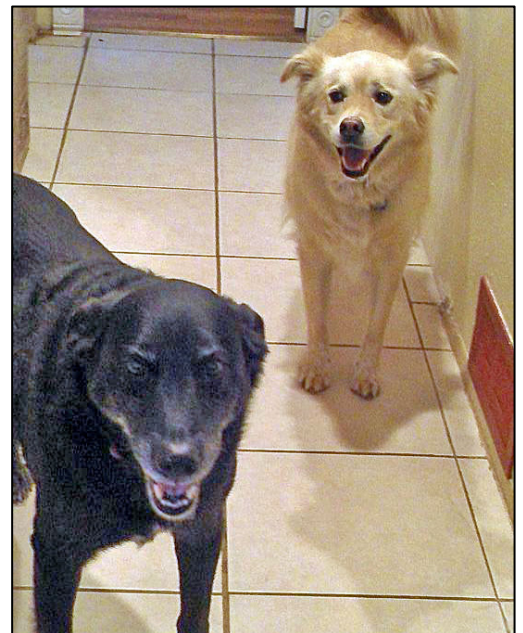
Quotable

"I have a simple philosophy. Fill what's empty. Empty what's full. Scratch where it itches."

~ Alice
Roosevelt
Longworth



I'm looking forward to many more wedding anniversaries with Claire.



Twinkie and Cupcake's reign over our house is about to come to an end.

A Quick Note From Richard

The housing market in Albuquerque continues to look better. The number of sales over the same time last year is still higher and there are fewer listings.

As the supply shrinks (down 21% from last year) it will force the values up, once people see this, it will give them greater confidence to buy, and the trend upward in price will have a solid foundation.

Why do we care about this in commercial real estate? Two reasons, first is that we always follow residential in our recoveries and development. Second, if the demand is strong in residential, then more products and services are needed for the homes.

That greater demand for products and services creates the need for commercial. This is looking like we have turned the corner on housing so over the next year commercial can turn the corner.

Retail seems to be doing ok this year and apartments have certainly turned the corner with multiple bids happening on apartments that are for sale. We are seeing greater activity in the office market in the smaller spaces but it is not uncommon for companies to continue to downsize.

Our lease terms are getting longer again for office leases because of greater confidence of the business owner and a desire to take advantage of the lowest rates in 10 years.

The new lower rates have really taken a toll on the Class C buildings (the older least expensive buildings like The Atrium) because the businesses that were in those buildings are taking the opportunity to move up and not enough new companies are forming to absorb the vacancies. This is why on a downturn, the lower end of the market has greater vacancies and even lower rates.



A rebound in the residential market is usually followed by the same in commercial.



The goat might not be the prettiest animal around, but its milk makes great cheese!

August Is National Goat Cheese Month!

SMOKED SALMON & GOAT CHEESE

- 6 eggs ● 1/4 cup light cream
- 1/4 tsp. salt ● 1/8 tsp. pepper
- 1 tbsp. grated Parmesan cheese
- 1 cup cooked fettuccini
- 1/2 cup cooked broccoli florets
- 1 tbsp. unsalted butter
- 2 oz smoked salmon, chopped
- 1 scallion, chopped
- 1/2 cup crumbled goat cheese

In medium bowl, beat eggs with cream, Parmesan cheese, salt and pepper. Stir in noodles, broccoli, goat cheese, salmon, and

scallion. Heat butter in a large skillet over medium heat. Pour in egg mix. After 2 min, lift up cooked egg around edge, and allow some uncooked egg mix to seep underneath. Cook 2 more minutes. Make a hole in center of cooked egg to let some cooked egg seep underneath. Reduce heat to medium-low, cover with rounded lid.

Cook for 10 minutes or until egg mix is completely set. Let stand for 5 minutes. Flip out onto serving platter, let fall onto platter browned side up.

Serve hot, cut into wedges.

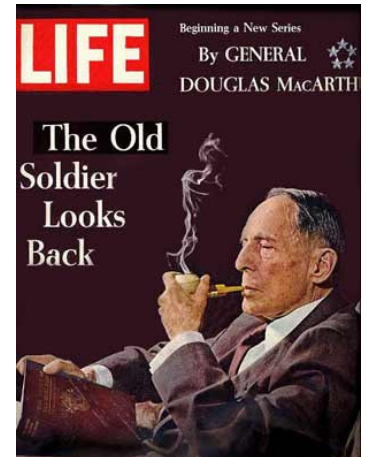


Feedback? Send your questions, comments, suggestions and submissions to RHanna@RichardHanna.com or call **505-332-0522**

The Old Soldier Looks Back

“Youth is not a time of life – it is a state of mind. It is not a matter of ripe cheeks, red lips, and supple knees; it is a temper of the will, a quality of the imagination, a vigor of the emotions; it is a freshness of the deep springs of life. Nobody grows old by simply accumulating a number of years. They grow old by deserting their ideals. Years wrinkle the skin, but to give up enthusiasm wrinkles the soul. Worry, doubt, self-distrust and fear – these are the long years that bow the head and turn the growing spirit back to dust, whether fifty or twenty, there is in every being's heart the love of wonder, the sweet amazement at the stars and star-like things and thoughts, the undaunted challenge of events, the unfailing childlike

appetite for what's next, and the joy in the game of life. You are as young as your faith, as old as your doubts; as young as your self confidence, as old as your fears; as young as your hope, as old as your despair. In the central place of your heart there is a wireless station. So long as it receives messages of beauty, hope, cheer, courage, grandeur ... Power from the earth, from men and from the Infinite you are young. But when the wires are all down, and the central place of your heart is covered with the snow of pessimism and the ice of cynicism, then you have grown old indeed, and may God have mercy on your soul.”
 ~ General Douglas MacArthur on his 75th birthday



General MacArthur had some great advice about how to stay young in mind in spirit even as the body gets old.

Strange People Doing Strange Stuff

Working in a stout former bank building with windows closed and air conditioners humming, Orleans County sheriff's deputies in Vermont didn't know what was happening in their parking lot until a neighbor called 911 yesterday. A man on a big farm tractor, angry about his recent arrest for resisting arrest and marijuana possession, was rolling across their vehicles—five marked cruisers, one unmarked car, and a transport van, more than half the fleet of sheriff's cruisers in the

rural county. By the time deputies ran outside, the tractor was down the driveway and out onto the road. With their vehicles crushed, "We had nothing to pursue him with," says the chief deputy. Finally, city police in Newport caught up with Roger Pion, 34, a short distance away. He will face numerous charges including felony unlawful mischief and aggravated assault on a law enforcement officer. Damage amounted to as much as \$300,000. But, says the sheriff, "Nobody was hurt. That's the thing everybody's got to cherish."



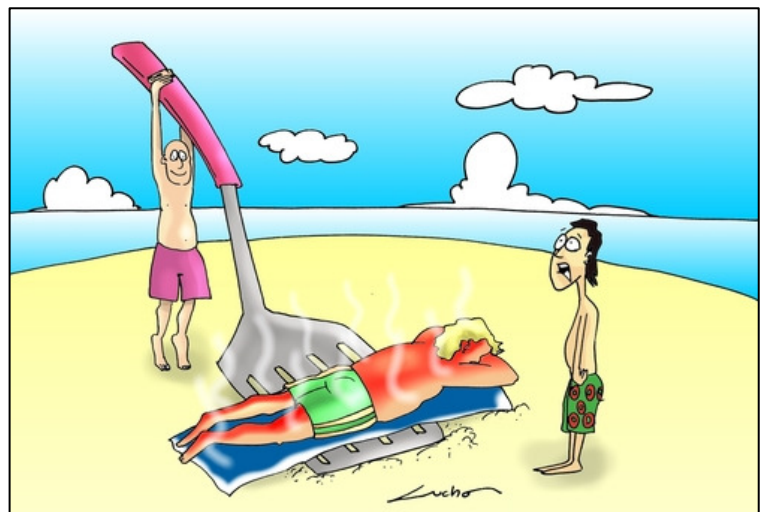
By the time someone called the cops, all their squad cars got crushed by a tractor!

Funnies

Summer vacation was over and the teacher asked Little Myrddin about his family trip. "We visited my grandmother in Minneapolis, Minnesota."

The teacher asked, "Good, can you tell the class how you spell that?"

Little Myrddin thought for a few seconds and said, "Actually, we went to Ohio."



*Richard Hanna's
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How To Keep Your Youth . . . Forever!

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Featured Property

*The Atrium
10701 Lomas NE*

*Affordable
Office Space
Available*



Features Include:

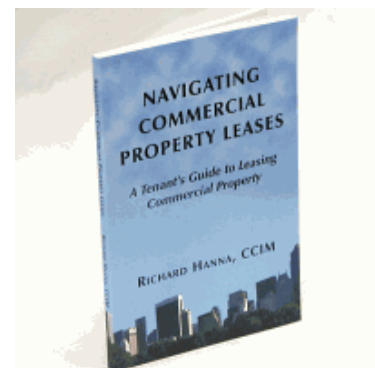
- Suites Starting at \$400.00 Per Month, Full Service
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\$11 per SF

For More Information: Contact Richard Hanna, CCIM Owner/Broker
505-332-0522, rhanna@richardhanna.com

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