



Richard Hanna's Cash Flow Forever Newsletter

February 2012

AlbuquerqueOfficeLeasing.com

\$5.00

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

A Note From Richard Trip To Indianapolis

Earlier this month I went to Indianapolis with Claire and my Dad to visit my mother in law. Our timing was unusual in that it was just before the Super Bowl and we ended up staying at the Marriott Downtown which also was where the NY Giants were staying. Downtown was really high energy.

Super Bowl Village was huge, encompassing most of the downtown and large enough to have over 45,000 people at one time Saturday night. My room overlooked Lucas Stadium and every night they had fireworks and things going on.

Watching the parking prices is a lesson in supply and demand. A week prior to the game the parking was \$10.00. By Wednesday when I left Indy, it was \$40.00 and they expected that it would be \$100 on game day! Location is everything. I've never been around an event like this before and it makes the Balloon Fiesta look like a fly spec.

There are an amazing number of people that came to Indianapolis for the game that did not have a ticket and did not plan to get one. They are just there for Super Bowl Village and to hang out at the bars. I thought this was rather interesting. At least I was there because of my mother-in-law.

My dad and I always check out real estate in a city we are visiting. We found an interesting niche in Indianapolis with the help of a broker there. They have many lower priced homes there that are really quite nice for the money that rent for amazingly high rents.

For instance, 3314 E 42nd St is on the market for \$49,000, a recently renovated home, and will rent for \$750 per month. It is really amazing. The rents vs. the value are nearly double what they are for Albuquerque. Talk about cash flow forever!



"Sometimes the heart sees what is invisible to the eye."

H. Jackson Brown Jr.



Price \$49,000 . . . rents for \$750 a month!



I went to see my mother-in-law. Others came for the Super Bowl!

My Investments



Chaparral's new showroom.

Las Cruces is coming along and down to the wire. We have to deliver the 44,000 sf warehouse by March 1st and it will be very close! Chaparral is starting to move things into the building now and we are racing to have the showroom complete so they can actually open for business by March 1. The building has under-

gone tremendous changes and is now a nice looking warehouse, a dramatic change from what we started with. Once they move in, I'll take more pictures and show you the before and after shots and it is really amazing! The total cost of the renovations will be close to \$1,200,000 so it should be looking pretty good.

Heart-Shaped Pizza!

Ingredients

- 3 cups bread flour
- 1 (.25 ounce) envelope active dry yeast
- 1 1/4 cups warm water
- 3 TBSP extra virgin olive oil, divided
- 3 TBSP chopped fresh rosemary
- 1 (14 ounce) can pizza sauce
- 3 cups shredded mozzarella cheese
- 2 ripe tomatoes, sliced
- 1 zucchini, sliced
- 15 slices vegetarian pepperoni
- 1 (2.25 ounce) can sliced black olives

Directions

Place bread flour, yeast, water, and 2 tablespoons olive oil into the bread machine pan. Select the

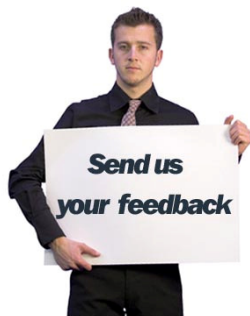
Dough setting. Press Start. When the dough is finished, knead rosemary into the dough. Preheat oven to 400 degrees F (200 degrees C). Divide the dough into three portions. Shape each piece into a heart shape about 1/2 inch thick.

Brush with remaining olive oil, and spread a thin layer of pizza sauce on each pizza. Sprinkle cheese over pizza sauce, and arrange tomatoes, zucchini, pepperoni, and sliced olives on top.

Bake for about 15 to 20 minutes, or until cheese has melted and crust is browned.



Just because Valentine's Day is over doesn't mean you can't make heart-shaped pizza!



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

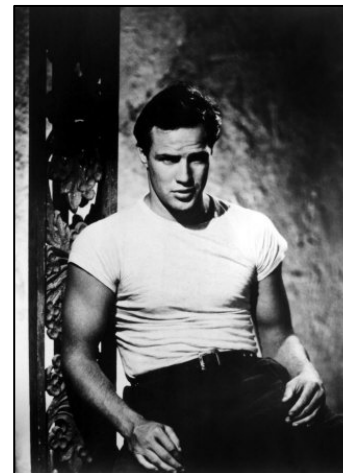
T-Shirt Fashion: From Brando to Elvis to Dean

It wasn't until World War II that T-shirts really began to take hold in the American culture. Each branch of the military issued millions of "skivvies" in its own color, and in the Pacific islands, it was so hot that they were virtually the only shirts that most soldiers wore. When the fighting boys returned home from war, they brought their taste for T-shirts with them.

"For a while," says J.D. Reed in *Smithsonian* magazine, "the T-shirt suggested the kind of crew-cut cleanliness and neatness indigenous to the new, postwar suburbs." Then in 1951, the movies struck again: Marlon Brando

electrified audiences by wearing a skin-tight T-shirt in Tennessee Williams' *A Streetcar Named Desire*. The actor's rippling muscles "gave the garment a sexual *je ne sais quoi* from which America has never recovered," writes on critic. "Elvis Presley cheered it on, sneering in a T-shirt and leather jacket. And James Dean perpetuated the Attitude-with-a-T look in *Rebel Without a Cause* in 1955."

By the end of the 1950s, the T-shirt was no longer just a piece of underwear—it was a fashion statement. Today the American T-shirt industry sells over a billion T-shirts a year. The average American owns 25.

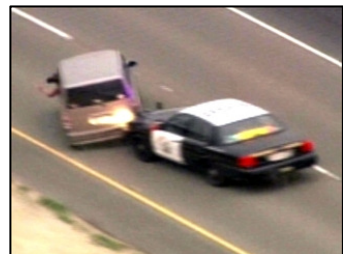


Marlon Brando changed the image of the T-shirt forever.

Strange Stuff

A Butte, Montana man who told officers he instigated a police chase because he always wanted to try it, found out it'll cost him a \$1,000 fine to go with his tire damage. The chase began in the pre-dawn hours Thursday when officers reported a man followed a patrol car for seven blocks before pulling his SUV around

and taking off at speeds of up to 70 mph. Officers say Hughes was traveling faster than 100 mph on the interstate before officers laid out a spike strip to flatten his tires. When asked why he started the chase, Hughes said, "I just always wanted to do that," according to the police report.

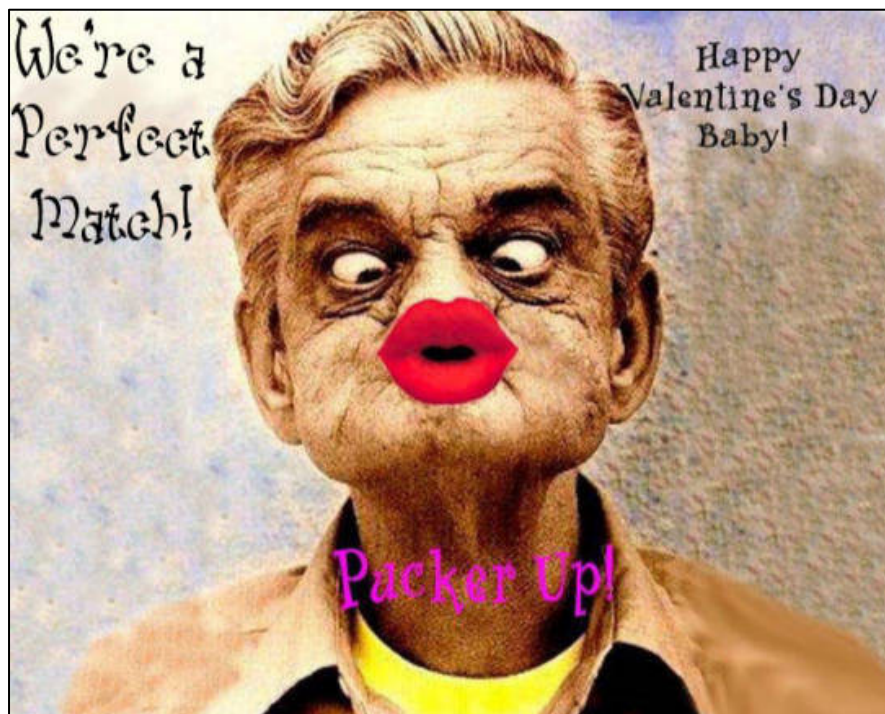


"Chase me, please!"

Valentine's Day Humor

A young woman was taking an afternoon nap. After she woke up, she told her husband, "I just dreamed that you gave me a pearl necklace for Valentine's Day. What do you think it means?"

"You'll know tonight," he said. That evening, the man came home with a small package and gave it to his wife. Delighted, she opened it—only to find a book entitled "The Meaning of Dreams."



*Richard Hanna's
Cash Flow Forever Newsletter*

Hanna Commercial LLC
10701 Lomas NE #201
Albuquerque, NM 87112
505-332-0522
www.AlbuquerqueOfficeLeasing.com
Rhanna@RichardHanna.com



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

What do Marlon Brando, James Dean and Elvis have in common? (See Page 3)

INSIDE THIS ISSUE

A Note From Richard.....1
So Says H. Jackson Brown Jr.....1
My Investments.....2
Heart Shaped Pizza.....2
T-Shirt Fashion.....3
Strange Stuff.....3
Humor.....3
'Toon Time.....3
FREE Book!.....4
Featured Property.....4

Featured Property

*For Sale
New Office/Warehouse Condos*

1558 Stephanie



Features Include:

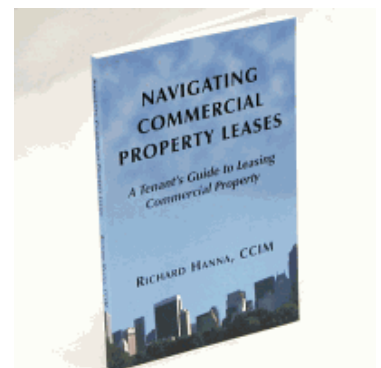
- 4 Suites Available Ranging from 2432 SF to 4864 SF
- Bank Owned
- Owner Financing Available
- Office + Warehouse
- Cold Shell to Finished Office with Improvements
- 18 FT Interior Clear Height
- Parking and Commercial Truck Access
- 12 FT Drive-In Doors
- Located in South Rio Rancho
- 2 Blocks from Intel

\$218,880 - \$583,660

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

**Want Instant
Answers To Your
Leasing Questions?**

Richard Hanna literally wrote the book on Commercial Leasing. *Navigating Commercial Property Leases: A Tenant's Guide to Leasing Commercial Property* is jam-packed with 119 pages of everything you need to know! Call 505-332-0522 RIGHT NOW and say, "I want my FREE book!"



Richard Hanna's FREE book *Navigating Commercial Property Leases* is available in hard-copy form or as a 4-week e-course.