



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# 2017 Commercial Real Estate Education Series

## Overview of Commercial Real Estate Investment Analysis

Wednesday, December 6, 2017  
9:00 am - 12:00 pm



Brian Hatkoff, CCIM  
Hatkoff Investments

- ◆ *Gross Rent Multiplier, Cash on Cash*
- ◆ *Cap Rates, Internal Rate of Return*
- ◆ *Rent Control and Its Impact on Commercial Property*
- ◆ *Expense and Income Analysis, How to Calculate the Numbers*
- ◆ *Know the Different Property Types and Different Buyer Types*
- ◆ *Basic Commercial Lending and Loan Types*
- ◆ *Where to Find Comps*
- ◆ *Legal and Tax Consequences of Commercial Transactions*
- ◆ *Establish Yourself as An Expert!*

*All Classes Taught by Professional Practitioners  
and held at the Association Office located at:  
7232 Balboa Blvd, Van Nuys, CA 91406*

*Class #10 of 10 in the 2017 CI Series  
For More Information on  
The 2017 CI Series Visit:  
[commercial.srar.com](http://commercial.srar.com)*



NATIONAL  
ASSOCIATION of  
REALTORS®



December 6, 2017 ~ Overview of Commercial Real Estate ~ \$25.00

Make Checks Payable to SRAR & Return With This Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406 (Att'n Educ. Dept)

Complete Below If Paying By Credit Card & Fax to the Education Department 818-786-4541 or email to [vincec@srar.com](mailto:vincec@srar.com)

\*Certificate of Completion does not provide continuing education credits

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Telephone # \_\_\_\_\_

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