



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2018 Commercial Real Estate Education Series

Overview of Commercial Real Estate Investment Analysis

Wednesday, December 5, 2018
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*



NATIONAL
ASSOCIATION of
REALTORS®



December 5, 2018 ~ 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

*Certificate of Completion does not provide continuing education credits

First Name _____ Last Name _____ Telephone # _____

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\$ Amount _____ Signature _____ Email _____