

Wednesday, July 24, 2019 | 9:00am—12:00pm

# OVERVIEW OF COMMERCIAL REAL ESTATE INVESTMENT ANALYSIS

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SOUTHLAND REGIONAL  
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## Class #6 of 10 in the 2019 CI Series



**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 are held at the Association Office  
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**July 24, 2019 - Overview of Commercial Real Estate ~ \$25**

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