

Wednesday, March 4, 2020 | 9:00am—12:00pm

OVERVIEW OF COMMERCIAL REAL ESTATE INVESTMENT ANALYSIS



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



Register online at: SRAR.com/CIclassMarch2020

Class #3 of 11 in the 2020 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
Located At: SRAR Auditorium - 7232 Balboa Blvd, Van Nuys, CA, 91406

For More Information on The 2019 CI Series Visit: Commercial.SRAR.com

March 4, 2020 - Overview of Commercial Real Estate ~ \$25

Make Checks Payable to SRAR & Return With This Bottom 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

Full Name _____ Telephone # _____

VISA/MC/AMEX/DISC# _____ Exp. Date ____/____/____ CVV _____

\$ Amount _____ Signature _____

Email Address _____ (please print legibly)