

Wednesday, October 21, 2020 | 9:00am—12:00pm

# OVERVIEW OF COMMERCIAL REAL ESTATE INVESTMENT ANALYSIS



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.



Register online at: [SRAR.com/CIclassOctober2020](https://SRAR.com/CIclassOctober2020)

## Class #10 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 via Zoom.  
These classes do not contribute to continuing education credits.  
For More Information on The 2020 CI Series Visit: [Commercial.SRAR.com](https://Commercial.SRAR.com)