

Wednesday, April 27, 2022 | 9:00am—12:00pm

# OVERVIEW OF COMMERCIAL REAL ESTATE INVESTMENT ANALYSIS



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

Register online at: [SRAR.com/CiclassApril2022](https://SRAR.com/CiclassApril2022)

## Class #3 of 10 in the 2022 C&I 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 .**

**\*Certificate of Completion does not provide continuing education credits**