

Wednesday, November 16, 2022 | 9:00am—12:00pm

OVERVIEW OF COMMERCIAL REAL ESTATE INVESTMENT ANALYSIS



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Register online at: SRAR.com/CiclassNovember2022

Class #10 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**