

2023 Commercial Educational Class

Commercial & Investment Division



NATIONAL ASSOCIATION of REALTORS®



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

January 18, 2023
9:00AM - 10:30AM

Free class | In-Person
SRAR Auditorium



SCAN ME

CLICK HERE TO REGISTER

ABC'S OF COMMERCIAL REAL ESTATE

Key Class Takeaways

- What is the difference between residential and commercial real estate?
- Who the players are in the industry?
- Who are the buyers and sellers of investment real estate and what are their needs?
- Analyze the financials of properties
- What financing is available?
- What are the different property types?
- Who do you need to have on your team?
- How do you get started?
- And more.



Brian Hatkoff
CCIM

Take 5 or more & receive a certificate of completion

To get reminders on C&I classes, text COM to 818-338-1414.

Classes do NOT provide continuing education credits.