



NATIONAL
ASSOCIATION of
REALTORS®



2024 COMMERCIAL EDUCATIONAL CLASS

Commercial & Investment Division

Rev up your revenue... opportunities with commercial transactions



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

ABC'S OF COMMERCIAL REAL ESTATE

Challenged by the Residential Market? Check out Commercial for Free.



Brian Hatkoff
CCIM

Key Class Takeaways

- What is the difference between residential and commercial real estate?
- Who are the players 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.

FREE

January 17 | 9:00 AM -10:30 AM

In-Person - SRAR Auditorium

7232 Balboa Blvd. Lake Balboa CA, 91406

Contact Carrie Crest:
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TO REGISTER
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