



**Lake Balboa, CA**  
**May 13-16, 2024**

# CI 101: Financial Analysis for Commercial Investment Real Estate

**REGISTER NOW!**

CI 101 is a bedrock class for real estate practitioners at a time when risk mitigation, pricing, and cycle assurance have become critical to investors. CI 101 introduces the CCIM Cash Flow Model, a tool for ensuring your investment decisions are based on wise finance fundamentals. During the course, you will learn how to use key financial concepts such as internal rate of return (IRR), net present value (NPV), cap rate, capital accumulation, and the annual growth rate of capital to compare different types of commercial real estate investments.

This course will teach you how to:

- Make informed investment decisions using the CCIM Cash Flow Model.
- Use real estate analysis tools to quantify investment return.
- Measure the impact of federal taxation and financial leverage on the cash flow from the acquisition, ownership, and disposition phases of real estate investment.

## **Class Information**

Session 1: Monday, May 13  
Session 2: Tuesday, May 14  
Session 3: Wednesday, May 15  
Session 4: Thursday, May 16

All sessions are from 8:30 a.m. - 5:30 p.m. PT

**Instructor:** Davide Pio, CCIM

## **Location:**

Southland Regional Association of REALTORS®  
7232 Balboa Boulevard  
Lake Balboa, CA 91406

## **Tuition:**

\$1,299 for CCIM Institute members  
\$1,599 for REALTORS®  
\$1,899 for non-members

To register, you will first need to log in or create an account. If you don't have a CCIM Institute account, select "Create Account" on the main menu before proceeding with your registration.

If this is your first time accessing your account since July 1, 2020, please visit  
<https://www.ccim.com/about/frequently-asked-questions#reset> for new login instructions

You may also register by phone at (800) 621-7027, option 2.



**CCIM Institute**  
Commercial Real Estate's Global Standard  
for Professional Achievement