

# CI102: MARKET ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE | Los Angeles, CA

 July 22 - 25, 2024, Monday - Thursday

 Southland Regional Association of Realtors®



## After completing this course, you will be able to:

- Apply Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis to make fundamental investment decisions;
- perform state-of-the-art geospatial analyses; and
- forecast future demand and opportunities for investment.

Learn in a traditional classroom environment. Interact and network with other professionals in a collaborative, small-group setting.

One of CCIM's most innovative core courses, CI 102 shows you how to deploy "big data" and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. CI 102 students have learned BAO mapping and data analytics to help their clients select store locations; others used Tapestry Segmentation to determine demand for apartment properties. In CI 102 you'll work with four case studies covering each of the major property types: office, industrial, multifamily, and retail.

**Prerequisite:** None

**Course Length:** 4 days in class + online exam

**Required Equipment:** A laptop computer with Excel Program

CI 101 is not required as a prerequisite for the CI 102 course.

## Instructor:

### Todd Clarke, CCIM

Todd Clarke Household | CEO

Todd Clarke is a 2nd generation CCIM, a fourth generation New Mexican and commercial Realtor.

Prior to being Realtor of the year, Todd was co-founder of Commercial Association of Realtors in NM, and has been an award winning international instructor for the CCIM institute – opening up the eastern European and Chinese markets for commercial real estate education. In the last 27 years, he has taught over 5,000 students in over 200 courses, a half dozen of which he has authored.

Todd has received awards from his local Commercial Association (Realtor of the Year), his city wide residential Realtor Association (Good Neighbor award), the Statewide Apartment Association (Industry Champion) as well as the statewide Realtors Association (Leadership award). He has also received multiple marketing awards from two different CCIM Chapters. CCIM National has honored him with the instructor of the year award, and IREM with its Academy of Authors. Todd and his wife, Kahleeta run a two person boutique apartment investment brokerage firm that is one of the top 10 commercial real estate firms in NM based on transaction size/volume.

Todd authored the 320 page textbook on "Understanding NM's Property Tax System" and has been a consultant to the NM Real Estate Commission in their overhaul and replacement of the mandatory course with a CORE Course, including running three bootcamps to train three dozen new instructors.

## REGISTRATION:

CCIM Member Rate: \$1,499

Non-Member Rate: \$1,899

Click Button Down Below:

**REGISTER NOW**



## Location, Date and Time:

Southland Regional Association of Realtors

7232 Balboa Blvd. Los Angeles, CA 91406

Date: July 22 - 25, 2024, Monday - Thursday

Registration: 8:00 - 8:30 AM DAY 1

Time: 8:30 am - 5:30 pm PT

**Or Call:**

CCIM Registration: (800) 621-7027 press 2

**For concerns regarding registration:**

Contact: Lexi Moriarty

Telephone: (310) 889-8486