

# 2023 Commercial Educational Class

*Commercial & Investment Division*



NATIONAL ASSOCIATION of REALTORS®



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

April 26 | July 19 | November 15  
9:00AM - 12:00PM

**\$25**

In-Person  
SRAR Auditorium



SCAN ME

**CLICK HERE TO REGISTER**

## INTRO & OVERVIEW OF COMMERCIAL RE ANALYSIS

### Key Class Takeaways

- 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!



**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.