

# HOW COMPLEX IS A TRANSACTION DEALING WITH A DEVELOPMENT?



April 21, 2026 | 8:00AM – 9:40AM



**BOB KHALSA, CCIM**  
United America Realty Services

Bob Khalsa, CCIM, has done many development transactions over the years. Are they easy to do? Are you dealing with sophisticated Buyers and Sellers or not? What steps are there that are different than a standard transaction? What time frames could they be? Do you as an agent get involved with the due diligence?

What is your involvement with City agencies? Who are the experts you need to bring in as part of the transaction. Is it worth doing a transaction like or should you stay with the bread-and-butter transactions? Is the transaction worthwhile for you to do as an agent? What are the rewards? What is the downside? This and more will be discussed in this niche transaction.

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## COMMERCIAL & INVESTMENT NETWORKING MEETING

Financial Opportunities  
in Commercial & Investment  
Transactions

### MEETING SCHEDULE

- 8:00 am Networking and breakfast
- 8:30 am Introductions
- 8:45 am Speaker
- 9:15 am Haves and wants
- 9:40 am Meeting adjourns

**FREE** To Attend  
**Breakfast  
Parking**  
Every 3rd Tuesday of the Month



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