

EXPLORING THE BUSINESS OF COMMERCIAL REAL ESTATE



**PLEASE BRING
HP 10BII CALCULATOR**

**Thursday & Friday,
February 21 & 22, 2013**

Instructors:

Chip Bonghi
David Weinstein



Time: 9:00 a.m. – 4:00 p.m.

Check In: 15 minutes prior to start

Location: SDAR's DEL MAR SERVICE CENTER
2690 Via De La Valle, # D130, Del Mar, CA 92014

Price:

EARLY-BIRD PRICE BY FEB. 11\$149

SDAR REALTOR® Members\$179

All Others\$219

Series 101 - Exploring the Business of Commercial Real Estate

- Career opportunities
- Starting your career
- Overview of property types, transactions and agreements
- Definitions, common forms and worksheets

Series 103 - The Techniques of Valuing Investment

- Understanding complex investment Analysis techniques
- Valuing property under Discounted Cash Flow
- Calculating Rate of Return (IRR) to compare Investment properties
- Answer the most frequently asked investor questions

Series 102 - The Mechanics of Valuing Commercial Real Estate

- Valuing Commercial and Investment Real Estate
- Calculating Operating Expenses
- Prepare the Annual Property Operating Data
- Worksheet (APOD)
- Difference between LTV and debt service coverage ratio

Series 104 - Tax Aspects of Investment Real Estate

- Calculating the annual tax benefits on an investment property
- Calculating the tax benefits and consequences at sale
- Calculating the after-tax return on an investment property
- Understand the unique tax advantage of owning investment real estate

☐ **Yes, sign me up for the Commercial Success Series**

Register online at SDAR.com

☐ **Yes, I have read the Cancellation Policy.** Initial _____

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.

