



a division of



AT KEARNY MESA SERVICE CENTER

HOW TO VALUE INCOME PROPERTIES

Commercial Real Estate Alliance of San Diego
Integrity, Networking, Cooperation, & Mutual Trust



*NOTE: It is recommended you
bring a financial calculator.
However, it is not required.*

Thinking of getting into or doing more commercial real estate? Oftentimes agents who are new to commercial real estate hear things about DSCR, CAP Rates, NOIs, and GRMs, etc., and feel overwhelmed by these acronyms. This course will help you understand what they mean and how to calculate these figures to help you analyze commercial transactions.

TOPICS COVERED

- Learn about NOI, DSCR, GRM and CAP
- Cover the basics of commercial lending
- Valuing commercial real estate
- Case studies to enhance understanding

PROFESSIONAL ADVANTAGE

- Receive a 30 day free trial to *REIWISE*, a real estate investment software to help you put together marketing packages & commercial proposals in minutes
- Learn how to analyze and value commercial and income-producing properties - a must for your success!

☐ **Yes, sign me up for How to Value Income Properties**

☐ **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: _____

LOCATION

KEARNY MESA SERVICE CENTER

Instructors: Curtis Gabhart and
David "Stan" Stankaitis, CCIM

Monday, April 29, 2013

Time: 11:30 a.m. – 1:30 p.m.

Check In: 15 minutes prior to start

Location:

SDAR's KEARNY MESA SERVICE CENTER
4845 Ronson Court, San Diego, CA 92111

Prices:

CRASD Members.....\$15
REALTOR®Plus Members\$17
SDAR REALTORS® \$20
All Others \$29

Lunch: Bring a bag lunch. SDAR
provides chips and drinks.

REGISTER ONLINE AT WWW.SDAR.COM



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.

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