



The Fundamentals of Listing and Selling Commercial Real Estate

By Loren K. Keim

Paperback. Book Condition: New. Paperback. 230 pages. The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating. The Fundamentals section includes a comprehensive study of commercial property types, analysis of each type, investment analysis methods, the fundamentals of commercial leases, commercial mortgages, zoning issues, and techniques for market analysis, including step by step instructions in the use of Microsoft Excel and financial calculators. The Practice section integrates the foundation learned in the first section with training in the sales process and specific techniques used by successful commercial Realtors. This section includes prospecting methods, creation of successful buyer and seller presentations, negotiation techniques, client servicing, property inspections, due dili This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



READ ONLINE
[2.1 MB]

Reviews

A top quality publication along with the font used was intriguing to read. I really could comprehend everything using this written e ebook. Its been designed in an remarkably straightforward way and it is only after i finished reading through this publication by which basically altered me, modify the way i believe.

-- **Cathrine Larkin Sr.**

Very useful to all of group of people. I actually have read through and so i am certain that i will planning to study yet again once again down the road. I am just very easily can get a satisfaction of looking at a created book.

-- **Mark Bernier**