

# INTERMEDIATE COMMERCIAL REAL ESTATE CLASS SERIES FOR COMMERCIAL SALES & LEASE TRANSACTIONS



Presented By:  
**BOB KHALSA**

CCIM, AHWD, C2EX, SFR  
2024 SRAR BOD President,  
20 years SRAR committee  
and BOD involvement, 22  
years owner broker, 24  
years experience as a  
licensed real estate agent.  
Bob has also been a C.A.R.  
Director as well as a N.A.R.  
Director throughout the  
years.



## Lake Balboa Office:

7232 Balboa Blvd, Lake Balboa, California 91406

Individual classes: **\$25 - members | \$50 - non-members**  
\$150 - SRAR member special for the series

SRAR members will receive a certificate of completion for completing all 10 classes.  
**Classes do not provide any CE credits**

**Click on any of the following classes to register**

### FINANCIAL TERMINOLOGY & DEFINITIONS

*Thursday, May 30th | 9:00am – 4:30pm*

There are a number of financial terms that will be discussed in detail in order to establish a baseline for all attendees. This will also include basic financial calculations in real life scenarios.

### INVESTMENT FUNDAMENTALS

*Tuesday, June 11th | 9:00am – 4:30pm*

- Investment types
- Investment characteristics
- Risk Management

### CASH FLOW ANALYSIS

*Tuesday, June 25th | 9:00am – 4:30pm*

- Components of Cash Flow Model
- Components of NOI
- NOI and Lease Analysis

### TIME VALUE OF MONEY

*Tuesday, July 2nd | 9:00am – 4:30pm*

- Compounding
- Discounting
- Components

### FINANCIAL CALCULATOR HP-10BII

*Friday, July 26th from 9:00am – 4:30pm*

- General Calculator Functions
- Advanced Functions
- Calculations

### READING FINANCIAL STATEMENTS

*Tuesday, August 6th | 9:00am – 4:30pm*

- P & L Statements
- Balance Sheets
- Net Worth Calculations

### FINANCING COMMERCIAL REAL ESTATE

*Tuesday, September 3rd | 9:00am – 4:30pm*

- Leveraging
- Loan Structure and Components
- Calculating Loan Components

### VALUING REAL ESTATE

*Thursday, October 3rd | 9:00am – 4:30pm*

- Price/Cost/Value
- Types of Value – USPAP
- HABU (Highest and Best Use)

### INVESTMENT VALUE/PERFORMANCE

*Thursday, October 31st | 9:00am – 4:30pm*

- GRM
- Direct CAP
- Cash-on-Cash

### TAXATION

*Tuesday, November 12th | 9:00am-4:30pm*

- Impact of taxation
- Tax Classifications
- Taxable income and cash flow

Throughout the program, sales and leasing transactions will be discussed, especially in case studies. Attendees must be in possession of an HP 10bII+ calculator for all financial calculations. Check Amazon.

**To purchase the entire series (\$150 for all 10 classes) call Carrie Crest (818)-947-2299**