



NATIONAL ASSOCIATION of REALTORS®



# 2024 COMMERCIAL EDUCATIONAL CLASS

**Commercial & Investment Division**

**Rev up your revenue... opportunities with commercial transactions**



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

## INTRO & OVERVIEW OF COMMERCIAL REAL ESTATE ANALYSIS

*Expand Your Client Base with Commercial Transactions*



**Brian Hatkoff**  
CCIM

### Key Class Takeaways

- Gross Rent Multiplier, Cash on Cash
- Cap Rates, Internal Rate of Return
- Rent Control and Its Impact on Commercial Property
- Expense and Income Analysis, How to Calculate the Numbers
- Know the Different Property Types and Different Buyer Types
- Basic Commercial Lending and Loan Types
- Where to Find Comps
- Legal and Tax Consequences of Commercial Transactions
- Establish Yourself as An Expert!

**\$25**

**April 30 | 9:00 AM -12:00 PM**  
**In-Person - SRAR Auditorium**

7232 Balboa Blvd. Lake Balboa CA, 91406

*Take 5 or more & receive a certificate of completion*  
*Take 5 classes and receive one free*

Contact Carrie Crest:  
carriec@srar.com (818) 947-2299

**CLICK HERE TO REGISTER OR SCAN THE CODE**



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Southland Regional Association of REALTORS®



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Get reminders and updates about C&I classes by texting **COM** to (818) 338-1414.