



Raising Your Commercial IQ Webinar Series

Increase your knowledge and ability to analyze, list and sell commercial real estate by participating in the Commercial IQ Webinar series. Presented by Neil Osborne.

Neil was selected by the National Association of Realtors commercial division to present at the 2008 annual convention and was selected again to present in San Diego in 2009.

Module 1: How to Value Income Properties

Learn how to analyze and value income properties using cap rates and other financial measures used to value income properties.

Develop an in-depth understanding of the basic financial measures, such as the Cap Rate, used to evaluate and determine the value of rental apartment buildings and commercial properties.

How to carry out in-depth analysis of Income Expense Statements and re-do the financial statements so that they more realistically reflect the financial performance of the building.

Part 1. Nov 7, 2011 11:00 AM PST 1 hour & 15 minutes

Part 2. Nov 8, 2011 11:00 AM PST 1 hour & 15 minutes

Module 2: Real Estate Investment & Lease Analysis

How to value, list and sell an income property during these challenging times using long term real estate investment analysis techniques including buy versus lease analysis and creative financing.

How to analyze structure and compare leases from a landlord and tenant perspective

Part 1. Nov 14, 2011 11:00 AM PST 1 hour & 15 minutes

Part 2. Nov 15, 2011 11:00 AM PST 1 hour & 15 minutes

Module 3: Development Analysis and Valuing Land

How to analyze development sites, determine land values and profit potential, and factors that influence land values. Site assembly and negotiating strategies.

What numbers really count when analyzing real estate? ...and what are the implications for helping you list, evaluate and sell investment properties and development sites.

Part 1. Nov 16, 2011 11:00 AM PST 1 hour & 15 minutes

Part 2. Nov 17, 2011 11:00 AM PST 1 hour & 15 minutes

Module 4: Office, Retail and Industrial leasing

Introduction to the key terms used in leasing, exploration of the various types of lease and how to measure space. Important terms to look for when reading a lease.

Lease and lease comparison analysis from a landlord and tenant perspective. Buy versus lease analysis

Part 1. Nov 18, 2011 11:00 AM PST 1 hour & 15 minutes

Part 2. Nov 21, 2011 11:00 AM PST 1 hour & 15 minutes

Part 3. Nov 22, 2011 11:00 AM PST 1 hour & 15 minutes

Module 5 Creating & Profiting from Joint Ventures

A profitable activity for Realtors and investors is the creation and structuring of joint ventures where a variety of fees can be generated. A framework for creating and analyzing a joint venture will be provided and applied to several case studies.

Part 1. Nov 28, 2011 11:00 AM PST 1 hour & 15 minutes

Part 2. Nov 29, 2011 11:00 AM PST 1 hour & 15 minutes

Price:

One Webinar: \$39

Modules 1 to 3: \$99

All five Modules: \$159

Includes comprehensive workshop manuals.

Registration & Payment Call 604-878-1828 or e-mail contact information to commercial@investitsoftware.com

Course Outlines: http://www.investitpro.com/files/boards/Webinar_Learn_More.pdf