

The Hawaii CCIM Chapter Presents...

INVESTMENT ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

CI 104

Featuring Senior National Instructor Gene Trowbridge, JD, CCIM



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Fidelity National Title & ESCROW OF HAWAII, INC.

- Revisit financial analysis
- Learn investment as a process
- Analyze the impact of financing and risk
- Examine various disposition decisions

OVERVIEW

Similar to CI 103, this new and expanded course is case-study driven. Within each case study, you will encounter a key investor decision: Should a non-taxable investor acquire an investment with or without debt financing? What if the investor is taxable? During the holding period of an investment, should an investor make a discretionary capital expenditure or not? How does an investor evaluate disposition alternatives? Gain knowledge, tools, and resources needed to make these decisions. Begin to develop the practice of integrating the CCIM Communications/Negotiations Model into all real estate decisions with a focus on using this Model in presentations. With today's challenging real estate market, we will also take a comprehensive look into approaching risk analysis by exploring the types of risk associated with real estate investment, and the ways to mitigate and manage those risks.

Course Recommendations (101 is a prerequisite)

- Hewlett-Packard Financial calculator. (HP-10BII is highly recommended)
- Laptop computer w/CD-ROM drive & Excel® 2000 or higher.
- Powerpoint (any version) and Internet Explorer 6.0 or higher

COURSE DETAILS

- 3 CCIM Core Course Credits
- 12 CE Credit hrs Broker/Sales-Hawaii
- 34 CE hrs—Real Estate Appraisers- Hawaii
- Bring ID & current realtor's pocket license to receive SOH CE Credit

Sept 8

Dates: Sept 8, 9, 12-14, 2011 Time: 8:30 am—5:30 pm

Location: Univ of Phoenix • Tapa Tower • Rms: 101/102 • 745 Fort St. Mall, Honolulu

Check In: 8:00-8:30am

Payment in full or a deposit of \$150 is required to guarantee reserved seats

Cancellation/ Refund Penalty 14 days or more prior to start date - \$75. Less than 14 days prior to start date—\$150. No refunds or transfers will be given once the course begins.

Name _____		Company _____	
Phone _____	Fax _____	Email <i>(required)</i> _____	
Mailing Address _____		City _____	State _____ Zip _____
Select One: ___ Member, Hawaii CCIM Chapter · \$1140			
___ Registered CCIM National Candidate · \$1140			
___ Non-Member · \$1395			
Check: ___ <i>(payable to Hawaii CCIM fax form and mail check to Hawaii CCIM)</i>			
Charge: ___ Visa ___ Mastercard ___ American Express			
Number _____		Exp _____	\$ _____ Amount
Signature _____			

REGISTER TODAY

Mail/fax/email form to:

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