

2023 Commercial Educational Series



NATIONAL ASSOCIATION of REALTORS®



Commercial & Investment Division

\$25

Classes listed below are held on Wednesdays 9am to 12pm* in person at SRAR, 7232 Balboa Blvd.

Take 5 or more & receive a certificate of completion

SCAN THE QR CODE

OR

CLICK HERE TO REGISTER



FREE CLASS

ABC'S OF COMMERCIAL REAL ESTATE

An introduction to the practical applications of commercial real estate and its differences from residential real estate.

Jan. 18 | 9-10:30AM*

*Brian Hatkoff
CCIM*

FREE CLASS

INTRO TO COMMERCIAL LEASING

An introduction to leasing commercial properties, including retail, office, and industrial.

Jan. 25 | 9-10:30AM*

*Gina Uzunyan | Bob Khalsa | John Shamoun
CCIM | CCIM | GAA*

EFFECTIVE COMMERCIAL PURCHASE AGREEMENTS

Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

Feb. 15

*Bruce Hatkoff
Attorney-at-law*

LENDING

Key Class Takeaways

- Commercial and residential lending differences
- Types of commercial loans
- How to prequalify for a commercial loan

Mar. 22

*Arnie Garfinkel
All Star Group*

INTRO & OVERVIEW OF COMMERCIAL RE ANALYSIS

Key Class Takeaways

- Transaction legal and tax consequences
- Rent control and its impact on property
- Calculating expense and income analysis

Apr. 26 | July 19 | Nov. 15

*Brian Hatkoff
CCIM*

EFFECTIVE COMMERCIAL LEASE AGREEMENTS

Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

May 24

*Bruce Hatkoff
Attorney-at-law*

TAX & LEGAL IMPACT ON COMMERCIAL REAL ESTATE

Key Class Takeaways

- Benefits of tax law for investors
- Do's and don'ts of titling investment property
- Good, bad, and different types of depreciation

June 21

*Tony Watson
Robert Hall & Associates*

DEFERRING CAPITAL GAINS THROUGH 1031 EXCHANGE

Key Class Takeaways

- Calculating a 1031 exchange
- Considering depreciation in an exchange
- Exchanging personal property

Aug. 23

*Dino Champagne
API Exchange Company*

PROPERTY MANAGEMENT FOR INVESTMENT REAL ESTATE

Key Class Takeaways

- Leasing requirements for property management
- Processing city inspections and reporting requirements
- Managing rent control issues and evictions

Sept. 27

*Bill Waldman
Realtor*

DUE DILIGENCE IN COMMERCIAL REAL ESTATE TRANSACTIONS

Key Class Takeaways

- Agent requirements to complete a transaction
- Identifying liabilities during the transaction
- Common (and uncommon) transaction pitfalls

Oct. 25

*Brian Hennesey
Broker*

THE BASICS OF SMALL BUSINESS BROKERAGE

Key Class Takeaways

- Business brokerage basics 101
- Public and private business types
- Different business brokerage forms

Dec. 6

*John Shamoun
GAA*

The Commercial & Investment (C&I) division provides networking and educational meetings for professionals working in commercial real estate and those wishing to enter the industry. C&I provides resources for new programs or services to improve commercial members' experience.

Get reminders on C&I classes, text COM to (818) 338-1414
Classes do not provide continuing education credits.