CI103: User Decision Analysis for Commercial Investment Real Estate
Course Date: October 26-29

This course will teach you how to:

• Apply key occupancy decision-making skills such as comparative lease analysis, lease vs. purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decisions;
• Determine how the financial reporting requirements for real estate influence user decisions; and
• Integrate negotiation skills with financial analysis skills to maximize user outcomes.

Linking a company's enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant.

In CI 103, you'll learn advanced skills such as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion.

LOCATION:
Birmingham Association of Realtors
3501 Independence Driveo
Homewood, AL 35209

NEW DATES:
October 26-29. 2021

TIME:
8:00-4:30

INSTRUCTORS
Barbara Crane CCIM
John Dinkins, CCIM

TUITION:
Member Rate: $1,435
Non-Member Rate: $1,735

REGISTER BY PHONE:
(800) 621-7027, option 2

REGISTER ONLINE:
www.ccim.com/103