



nerej

10-10-2012 - CT CCIM Chapter Course

September 20, 2012 - Connecticut

CI Intro

Introduction to Commercial Investment Real Estate

October 10 - 8:30 a.m. - 5 p.m. &

Oct 11 - 9:30 a.m. - 5 p.m.

CCIM's introductory course teaches you the fundamentals of the commercial investment real estate industry and demonstrates how to apply these skills using real-world case studies. You will have the self-confidence to answer your clients' questions, anticipate their concerns and plan for their needs when you have a solid commercial foundation from which to start.

After completing this course, you will be able to:

- * Solve investment problems using a financial calculator.
- * Perform basic mortgage calculations using compounding and discounting techniques.
- * Understand basic real estate investment analysis tools, estimate net operating income and estimate cash flows before tax.
- * Calculate the internal rate of return.
- * Evaluate similar properties, project vacancy rates and estimate absorption figures

Format: Classroom

Facility:

TPC River Highlands

1 Golf Club Road

Cromwell, CT 06416

To register visit www.ccim.com

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540