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## **CCIM to hold Designation Course CI 102: Market Analysis for Commercial Investment Real Estate**

September 15, 2017 - Connecticut

Stanley Gniazdowski

East Hartford, CT CCIM will hold its designation course CI 102: Market Analysis for Commercial Investment Real Estate at Goodwin College. The instructor is Stanley Gniazdowski, CCIM, CRE. He has been in the real estate profession since 1973 as a broker, appraiser and consultant. He was vice president and a consultant at Cushman & Wakefield prior to forming his own firm. He has recently consulted and lectured internationally in Poland, Russia, Slovakia, Taiwan, Hungary and Ukraine.

Gniazdowski has provided real estate consulting, appraisal, asset management, litigation support and development consulting to national and international corporations, developers, investors, retailers, governmental agencies, lenders and law firms. He specializes in market and investment analysis, development market analysis and impact analysis, litigation support, specialized appraisal work and asset management. His experience includes single assets in excess \$1 billion.

You can't make intelligent real estate decisions without learning about the CCIM Strategic Analysis Model for investors, lenders, developers, brokers and other real estate professionals. Learn how financial analysis and market analysis are two separate, yet completely interrelated components of the strategic analysis process.

Work with four case studies covering each of the major property types: office, industrial, multifamily, and retail. Each case study will build around the CCIM Strategic Analysis Model, which contains four components: market and competitive analysis, political and legal analysis, location and site analysis, and financial analysis.

After completing this course, you will be able to:

- Apply the CCIM Strategic Model to make a “go” or “no-go” investment decision.
- Use geospatial technology for analyses.
- Examine real-world case studies of comprehensive analyses for each of the four major property types: office, industrial, residential, and retail.

Prerequisites:

CI 101 - Financial Analysis for Commercial Investment Real Estate.

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