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## **CCIM CT Chapter to host CI 102 course Sept. 24 - 27**

August 17, 2018 - Connecticut

Hartford, CT The CCIM Connecticut Chapter will host an educational course at Goodwin College on September 24 - 27.

The course, entitled CI 102: Market Analysis for Commercial Investment Real Estate is a four-day, case study-driven course.

One of CCIM's most innovative core courses, CI 102 shows you how to deploy "big data" and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. CI 102 students have learned BAO mapping and data analytics to help their clients select store locations; others used Tapestry Segmentation to determine demand for apartment properties. In CI 102 you'll work with four case studies covering each of the major property types: office, industrial, multifamily, and retail.

After completing this highly interactive course, you will be able to:

- Apply Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis to make fundamental investment decisions;
- Perform state-of-the-art geospatial analyses; and
- Forecast future demand and opportunities for investment.

The member rate is \$1,365 and non-member is \$1,650.

The course instructors are:

- Stan Gniazdowski, CCIM, CRE - Gniazdowski is president of Realty Concepts, Inc. , which he founded in 1984. 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. 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 investment analysis and structuring, development market analysis and impact analysis, litigation support, specialized appraisal work and asset management. His experience includes single assets in excess \$100,000,000.

- Carl Russell, CCIM, SIOR - Russel is a specialist in investment analysis and offers his clients more than forty-two years of experience in the field of real estate. He received a B.S. in Business Administration from Boston University and an M.B.A. in International Trade and Finance from Lehigh University. Carl is a senior instructor for the National Association of Realtors' Commercial Investment Real Estate Institute C.C.I.M. program. They named him the "Instructor of the Year" in 1996, and he received the prestigious Victor L. Lyon Award in 1997 for his contributions to the C.C.I.M. program. In addition to teaching for C.C.I.M., Carl has been an Assistant Adjunct Professor of Real Estate at New York University. He is a past president of the CT Chapter of the Society of Industrial and Office Realtors (S.I.O.R), the CT C.C.I.M. Chapter, Connecticut C.I.D. chapter, and Greater New Haven Association of Realtors, and has been named "Realtor of the Year" by the Greater New Haven Board of Realtors.

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