



CELEBRATING  
55 YEARS

# nerej

## **"Where the rubber meets the road - market conditions" - Realtors Land Institute web seminar series: June 3rd at 1 p.m.**

May 13, 2009 - Front Section

Realtors Land Institute (RLI) 2009 web seminar series:

"Where the Rubber Meets the Road: Capitalizing on the Current Market Conditions" will be held June 3rd at 1 p.m.

Facilitator: Andre van Rensburg, ALC, CIPS, CCIM president, Prudential Network Realty Commercial.

RLI Members: \$79

Non-Members: \$109

This is a don't miss opportunity to learn about strategies and tactics to make money in land and commercial real estate in today's market. During this 90-minute web seminar, attendees will gain an understanding of the following:

- \*How the barriers stemming from the collapse of the housing market may impact the various aspects of real estate.
- \*How the financial markets and banking industries are impacting land and commercial real estate.
- \*"Where the rubber meets the road" for investors, sellers, and financiers.
- \*New criteria of the land and commercial real estate investor.

This session will include an overview of the real estate markets and will reference research tools and reports. The current market situation with a focus on the last quarter's trends in the various sectors and where the new administration is headed will be covered. Practical experiences relating to how investors, sellers, and financiers are reacting to the current market situations to make money will be shared. A live Q & A opportunity will take place during the last part of the session.

About the Presenter: Van Rensburg is the developer and facilitator of this professional development event. He has a law degree and moved into real estate in 1985. Van Rensburg became the CEO of Steer Commercial Realty Ltd., a Cape-Town based company formed in 1897, one of the oldest privately owned real estate company in South Africa. Van Rensburg is currently the president of Prudential Network Realtyâ€™Commercial based in Jacksonville, Fla.

Van Rensburg specializes in commercial real estate throughout the U.S., the United Kingdom, and South Africa. He teaches commercial real estate practices to aspiring commercial real estate practitioners and has been a court-appointed appraiser in South Africa. He is the president elect for the Commercial Board of Realtors of Saint Augustine and Saint John's County Board of Realtors in Fla., the chair for the education committee for Florida Commercial Alliance, the vice chair of the CCIM North Florida District, an instructor of RLI and CCIM, and a past member of the RLI Education Task Force.