



*North San Diego County Association of Realtors®*

**Selling Income Property Analysis  
(SIPA)**

**(8 Hours Consumer Protection Credit)**

**WHAT IS THE INVESTMENT & COMMERCIAL REAL ESTATE MARKET  
LIKE TODAY & WHERE IS IT GOING TOMORROW? DO YOU WANT  
TO STRENGTHEN YOUR COMMERCIAL  
REAL ESTATE KNOWLEDGE?**

Why did prices skyrocket & what can be expected? What is the cap rate required to obtain a specific cash-on-cash return? How much can a builder afford for apartment/commercial land? What is the value of an investment property with extra land to develop on? How do leases effect the value of commercial properties? In-depth concepts on financing, leasing, & land valuation, focusing on commercial & industrial properties. **CLOSE MORE DEALS NOW!**

**Date: May 20, 2008**  
**Time: 8:15 AM – 4:30 PM**  
**Location: NSDCAR, 906 Sycamore**

**Cost: \$149.00**  
**Cost at Door: \$169**

Instructor, Rich Lombardi, a veteran of the Investment/Commercial real estate market for 25 years who has been involved in all phases of the market, i.e., sales, leasing, property management, syndication, financing, 1031 exchanges, etc. His primary focus is in educating real estate professionals helping them succeed in investment/commercial R.E.

Laura Briney (760) 734-3971, or Fax (760) 731-3976  
 Mail to: NSDCAR, 906 Sycamore Ave., Ste. 104, Vista, CA 92081  
 Or register online at [www.nsdcar.com](http://www.nsdcar.com)

Name: \_\_\_\_\_ DRE# \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Fee due: \$ \_\_\_\_\_  Check payable to NSDCAR  Credit Card (Visa, M/C, AMEX, Discover)

# \_\_\_\_\_ Exp.: \_\_\_\_\_

Signature: \_\_\_\_\_ Email: \_\_\_\_\_

Refund issued only if notification received 3 business days prior to class.