



**The North San Diego County Association of Realtors®
Commercial Division Presents:**

**Intro to Commercial Real Estate, Investment and
Development Analysis for Residential and
Commercial Real Estate Agents**

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| <p><u>DATE:</u></p> <p>Thursday, June 26, 2008</p> <p><u>TIME:</u></p> <p>Registration: 8:45 AM Presentation, plus Q&A 9:00 AM—12:30</p> <p><u>VENUE:</u></p> <p>NSDCAR 906 Sycamore Avenue Vista, CA 92081 Contact Laura Briney 760-734-3971, X211</p> <p><u>COST</u> Commercial Members: \$55⁽¹⁴⁷⁷⁾ Non-Members: \$65⁽¹⁴⁷⁷⁾ Or \$125 for all 3 classes⁽¹⁴⁷⁸⁾</p> | <p>Presented by: Neil Osborne, MBA</p> <ul style="list-style-type: none"> • You will learn how to analyze and value income properties, determine whether the expenses are realistic or not, all about cap rates and other financial measures used to value income properties. How to analyze development sites, determine land values and profit potential and factors that influence land values, leases and leasing. • You will also learn long-term real estate investment and lease versus buy analysis. Pitfalls for the unwary...and much more! • Also, benefit by learning how to evaluate your own investment opportunities. <p>Save the date and sign up today!!</p> |
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Laura Briney (760) 734-3971, X211, or Fax (760) 734-3976
 Mail to: NSDCAR, 906 Sycamore Avenue, Suite 104, Vista, CA 92081
 Or, register on-line at www.nsdcar.com

Name: _____ Member#: _____
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Refund issued only if notification received 3 business days prior to class.