



A Step Ahead

OCAR Sponsored Education

Keeping You a Step Ahead

The Mechanics of Valuing Commercial Real Estate Commercial Success Series - 102 Wednesday, April 14th Registration 8:30 A.M. Class: 9:00 A.M. - Noon

The Instructor, **David Weinstein** is the Broker of Charter Land Company in Irvine, California. He holds a CCIM designation and has over 30 years experience in commercial and investment real estate. During his career he has worked with both private and institutional clients that include some of the country's leading real estate firms. His instructional techniques take complex material and turn it into easily understandable concepts that can be put to immediate use to earn more money.

Course Content:

- ◆ How to determine values of Commercial and Investment property
- ◆ How to prepare an Annual Property Operating Data (APOD) worksheet
- ◆ What income and expense information you need and how to collect it
- ◆ How to calculate and use Capitalization Rates to find Value
- ◆ How to calculate Debt Service Coverage, Gross Rent Multiplier and Cash on Cash return
- ◆ How savvy investors use these techniques and knowledge to create wealth

Registration Fees:

All REALTOR® Members are **FREE** / (Regular price is \$49.00)
\$49.00 non members

Dates & Locations: April 14, 2010

**Orange County Association of REALTORS®
25552 LaPaz Rd. Laguna Hills, CA. 92653**

949-586-6800

Class is free to all OCAR Members

OCAR's \$10 No-Show Fee Policy Applies.

Register via OCAR's Internet Member Services: <https://ims.ocar.org>

Once logged-in, click on "Education and Seminars Calendar" to find the class.

Non-members may register by contacting OCAR's Education and Programs Director, Cassie Cardenas, at: cassie@ocar.org