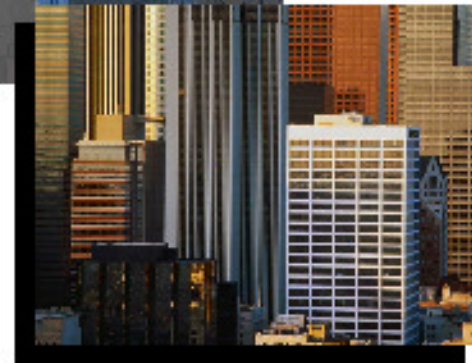
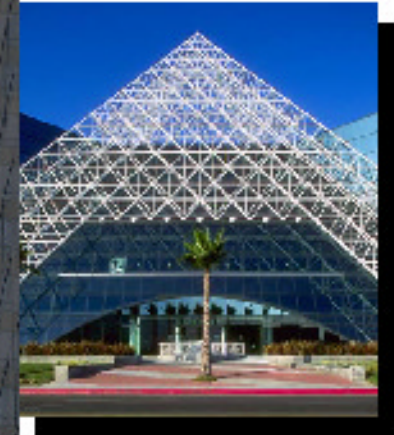
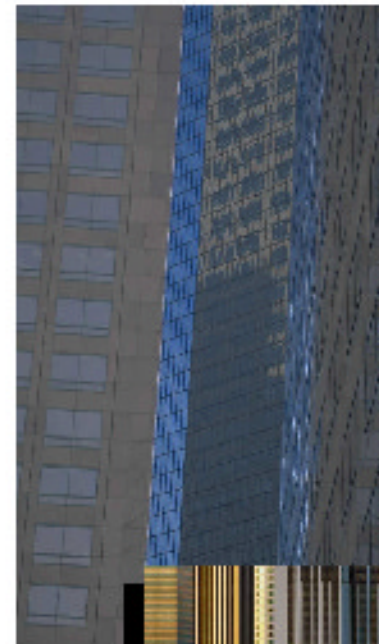
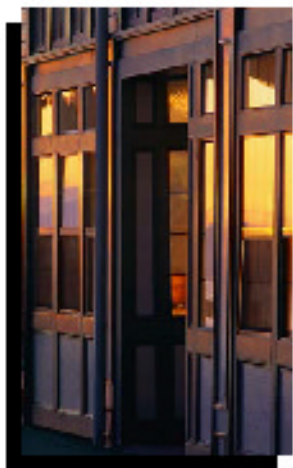




This course is designed for the experienced residential appraiser that is considering expanding their practice to involve appraising commercial real estate. This is an introductory course that provides a look at what's needed in order to move from appraising residential properties to commercial properties. The course presents what education is needed, what experience is needed, and what resources are needed. An complete overview of commercial real estate is discussed along with a review of the appraisal process and how it relates to commercial real estate appraising. This course is highly recommended to be taken

prior to taking any beginning income appraisal courses. Participants will leave with a solid understanding of what it takes to appraise income producing properties and what to expect from future courses dealing with income properties..



INTRODUCTION TO:

# Commercial Real Estate Appraising



WAREHOUSE BUILDINGS

**Learning Objectives:**

THIS COURSE INTRODUCES THE RESIDENTIAL APPRAISER TO COMMERCIAL PROPERTY APPRAISING. THIS COURSE SHOULD BE TAKEN BEFORE TAKING ANY INCOME CAPITALIZATION COURSES. PARTICIPANTS ARE PRESENTED WITH AN OVERVIEW OF APPRAISING COMMERCIAL REAL ESTATE, HOW TO BECOME QUALIFIED, AND HOW TO OBTAIN DATA. ALL TYPES OF COMMERCIAL PROPERTIES ARE DISCUSSED DURING THE COURSE, INCLUDING RETAIL, OFFICE, INDUSTRIAL, NET LEASED INVESTMENTS, AND OTHER INCOME PRODUCING PROPERTIES. ALL THREE APPROACHES TO VALUE ARE REVIEWED AND HOW THEY RELATE TO COMMERCIAL REAL ESTATE, WITH AN EMPHASIS ON THE INCOME APPROACH.



INDUSTRIAL BUILDINGS

ADDITIONALLY, PARTICIPANTS ARE INTRODUCED TO REAL PROPERTY INTERESTS SUCH AS, LEASED FEE AND LEASEHOLD INTERESTS, AS WELL AS RATES AND RATIOS USED IN APPRAISING COMMERCIAL REAL ESTATE.

BECAUSE THE INCOME APPROACH IS THE MAJOR

**INCOME APPROACH**

SHOPPING CENTERS



VALUE DRIVER FOR INCOME PRODUCING PROPERTIES, THE PARTICIPANTS ARE INTRODUCED TO ALL THE VARIOUS ASPECTS AND NUANCES INHERENT IN THE INCOME APPROACH, SUCH AS INCOME & EXPENSE ANALYSIS, DIRECT CAPITALIZATION, YIELD CAPITALIZATION, AND DISCOUNTING CASH FLOWS.

THE COMMERCIAL REAL ESTATE MARKET IS PRESENTED AS IT RELATES TO THE MONEY MARKET AND CAPITAL MARKETS. PARTICIPANTS WILL GAIN AN UNDERSTANDING OF INSTITUTIONAL INFLUENCES, DEMOGRAPHICAL INFLUENCES, AS WELL AS GEOGRAPHICAL INFLUENCES. A CLEAR PRESENTATION OF RETURN OF AND RETURN ON INVESTMENTS IS EXPLAINED



Retail Buildings



OFFICE BUILDINGS