



# The Hawaii CCIM Chapter Presents...

# CI 102

## MARKET ANALY\$S FOR COMMERCIAL INVE\$TMENT REAL E\$TATE Featuring Senior National Instructor Tennyson Williams, CCIM

**OVERVIEW:** You can't make intelligent real estate decisions without learning about the CCIM Strategic Analysis Model for investors, lenders, developers, brokers and other real estate professionals. Learn how financial analysis and market analysis are two separate, yet completely interrelated components of the strategic analysis process.

Work with four case studies covering each of the major property types: office, industrial, multi-family, and retail. Each case study will build around the CCIM Strategic Analysis Model, which contains four components: Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis.

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After completing this course, you will be able to:

- Apply the CCIM Strategic Model to make a "go" or "no-go" investment decision.
- Use state-of-the-art geospatial technology for analyses
- Examine real-world case studies of comprehensive analyses for each of the four major property types: office, industrial, residential, and retail.

### Course Recommendations (101 is a prerequisite)

- Hewlett-Packard Financial calculator. (HP-10BII is highly recommend)
- Laptop computer w/CD-ROM drive & Excel® 2000 or higher.
- Powerpoint (any version) and Internet Explorer 6.0 or higher

### Course Details

- **3 CCIM Core Course Credits**
- **34 CE hrs—Real Estate Appraisers- Hawaii**
- **12 CE Credit hrs Broker/Sales-Hawaii-Bring ID & current realtor's pocket license to receive SOH CE Credit**

# OCT 2

Dates: October 2-5, 2017

Location: 1585 Kapiolani Blvd. #1518, Honolulu, HI 96814

Class Time: Check In: 8:00-8:30am Class Time: 8:30 am—5:30 pm

Payment in full or a deposit of \$150 is required to guarantee reserved seats

**Cancellation/ Refund Penalty 14 days or more prior to start date - \$75. Less than 14 days prior to start date—\$150. No refunds or transfers will be given once the course begins.**

Name _____		Company _____		
Phone _____	Fax _____	Email <i>(required)</i> _____		
Mailing Address _____		City _____	State _____	Zip _____
Select One:	<input type="checkbox"/> <b>Member, Hawaii CCIM Chapter - \$1365</b> <input type="checkbox"/> <b>Registered CCIM National Candidate - \$1365</b> <input type="checkbox"/> <b>Non-Member - \$1650</b>			
Check:	<input type="checkbox"/> <i>(payable to Hawaii CCIM fax form and mail check to Hawaii CCIM)</i>			
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