

CI103: USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

**MARCH 10-13, 2026
8:30AM-5:30PM**

12 STATE OF HAWAII CE CREDITS

WHAT YOU WILL LEARN

- Apply key occupancy decision-making skills such as comparative lease analysis, lease vs. purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decisions;
- Determine how the financial reporting requirements for real estate influence user decisions; and
- Integrate negotiation skills with financial analysis skills to maximize user outcomes.

PREREQUISITES

- SUCCESSFUL PASSING OF CI 101 AND NEGOTIATIONS

TUITION

- CHAPTER OR INSTITUTE MEMBER: \$1499
- REGISTER NATIONAL CANDIDATE: \$1499
- NON-MEMBER: \$2299
- LIFE AFTER THE PIN: \$390
- RETAKE: \$610

WHY TAKE THIS CLASS

Linking a company's enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant.

In CI 103, you'll learn advanced skills such as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs purchase decision to facilitate an expansion.



**INSTRUCTOR:
SOOZIE JONES-WALKER, CCIM**

MORE INFORMATION

-  **808-528-2246**
-  **INFO@CCIMHAWAII.ORG**
-  **WWW.CCIMHAWAII.ORG**
-  **733 BISHOP ST. GROUND FLOOR CONFERENCE ROOM**



**SCHOLARSHIPS ARE
AVAILABLE TO ALL
THE STUDENTS**

 **WWW.CCIMHAWAII.ORG**