

Raising your Commercial IQ. Webinar Series

Instructor

Neil is a retired professional engineer and has an MBA from the University of BC and lives in North Vancouver, Canada

For a number of years Neil was a managing partner of the real estate and development division of integrated real estate firm involved in architectural and engineering design, commercial real estate sales and leasing, property management, construction management and development.

Neil has put together a number of joint ventures and has been involved in all aspects of the commercial real estate industry.

Neil has developed and taught courses on commercial real estate, investment, development and lease analysis for over 20 years to residential and commercial associations and CCIM Chapters in Canada and the USA. He was recently selected by NAR to present at the 2008 national conference. The presentation was so successful that NAR asked Neil to present again at the 2009 convention in San Diego.

He has developed a very popular real estate investment analysis program called Investit Pro, which he uses as a teaching tool to teach real estate investment, development, buy versus lease and lease analysis.

How to Value Income Properties

Webinar Format: Two sessions of 1 hour & 15 minutes each.

Learning objectives

This Webinar introduces the fundamentals of real estate investment analysis and discusses the issues, complexities and dangers involved in listing and selling commercial properties.

Specific objectives are;

1. To provide a good understanding of the basic financial measures use to evaluate and determine the value of rental apartment buildings and commercial properties. To explore the advantages and disadvantages of the financial measures.
2. How to analyze and adjust Income & Expenses Statements and what expense to be include when using Cap Rates to determine the property value.
3. To provide an in-depth overview of the capitalization rate and explain the factors that influence the cap rate
4. Show how to analyze apartment and commercial buildings and how to re-do the financial statements so that they more realistically reflect the financial performance of the building.
5. Provide an introduction to risk analysis and financial ratios for measuring risk
6. Show how to read a lease and discuss important term in the lease that can affect the value of a commercial building

7. Provide an understanding of the weakness of using Cap Rates with a brief introduction to long term real estate investment analysis
8. How to identify properties that may be hard to sell because of income tax consequences
9. Using examples, show the importance of having a professional engineer carryout an assessment of the building on behalf of a buyer

Skills and benefits obtained from the Webinar

1. How to analyze and restructure "Income & Expense Statements" so that they more realistically represent the financial performance of the property
2. How use the various financial measures such as the Gross Income Multiplier, Cap Rate etc., to value an income property and appreciate the limitations of these simplistic approaches
3. Understand how important it is for the buyer of income properties to obtain professional engineering, tax and legal advice

The knowledge and skills developed during the seminar will improve the realtor's ability to value, list and sell income properties.

Real Estate Investment & Lease Analysis

Webinar Format: Two sessions of 1 hour & 15 minutes each.

Learning objectives.

This Webinar assumes that those attending understand the basics of commercial real estate or have participated in the Webinar "How to Value Income Properties"

The overall objective of the seminar is to provide an understanding of how to carry out in-depth real estate analysis investment and lease analysis and how to apply investment analysis techniques to different types or real estate decisions.

Topics

1. The significant weaknesses in using Cap Rates to make real estate investment decisions compared to the discounted cash flow approach. Examples illustrating the weakness of the Cap Rate approach to establishing value
2. Time value of money concepts. The Internal Rate of Return (IRR) and Net Present Value financial measures
3. Steps involved in carrying out long term real estate investment analysis and discounted cash flow analysis
4. Lease analysis and lease comparison from a landlord and tenant perspective
5. Buy versus Lease analysis

6. How to use real estate analysis techniques to help list, sell or lease a property during these challenging times
7. Exploring creative financing

Skills and benefits obtained from the Webinar

How to;

1. carry out and apply in-depth real estate analysis to different types of income properties
2. determine the value of an income property using the discounted cash flow analysis approach
3. assess risk
4. develop presentation packages and executive summaries
5. how to financially structure a real estate transaction using creative financing
6. carry out lease comparison analysis from a landlord or tenant perspective
7. evaluate Buy versus Lease opportunities

The knowledge and skills developed during the seminar will improve the realtor's ability to value, list, sell or lease income properties using financial analysis.

Development Analysis and Valuing Land

Webinar Format: Two sessions of 1 hour & 15 minutes each.

Objectives.

The overall objective of the seminar is to provide an understanding of;

1. how to carry out development analysis to determine land values for unit projects such as land subdivisions and condominium projects and income properties such as office buildings.
2. the issues and difficulties associated with determining land value

Topics

1. Issues related to using simplistic approaches, such as \$ per Acre of Sq. Ft, to value land
2. The backdoor or land residual approach to valuing land
3. Factors that affect land values. Examples are illustrated using photographs
 - Soil conditions
 - Architectural, design & zoning constraints
4. Development Analysis Case Studies. Condominium project and an office building
5. Sensitivity analysis. What numbers have the biggest impact on the development profit?
6. Land assembly. Case study

What skills and benefits will they obtain from the Webinar?

1. How to analyze development sites and determine land values using the development analysis approach
2. Appreciate the difficulties and uncertainties in determining land value

The knowledge and skills developed during the seminar will improve the realtor's ability to value, list and sell development sites and work more effectively with developers.

Unsolicited Testimonials. Raising Your Commercial IQ Webinar Series

From NAR RCA staff member. *First of all, since you received raved reviews during your session last year in Orlando at the 2008 REALTORS® Conference and Expo, we wanted to make sure you have the opportunity to be showcased at our annual conference this November in San Diego! Have you submitted your speaking proposal to our conventions division as of yet? If you need assistance with this process, I'm happy to help.*

Thank you very much for the wonderful Webinar presentations. You definitely raise the bar for excellence in our industry. Dr. Kathleen Kagawa President and CEO The Hawaii 5-0 Group Past commissioner. Hawaii Association of Realtors

What a fabulous Webinar. Jo-Ann McLellan Royal LePage BC

Neil, I would like to thank you for the wonderful presentation you provide at the Webinar on "Raising your commercial IQ". I found the sessions very informative and especially the examples that you provided made the concept easier to follow. I also found the concept of Webinar worked very well. I was in fact in Whistler throughout most of the sessions and it was great to be able to participate and take advantage of your vast knowledge and experiences without having to physically attend. I will definitely look forward to more of these sessions on any topics you can address and will encourage all the agents to participate as well.
Regards, Nika Rohani RE/Max Commercial Advantage

Hi Neil, I enjoy very much your presentations and I am learning a lot. You are such a great instructor and we need many more professors like you. Thank you so much, Jorge Fajardo

Both sessions have been great. W. Michael Lewis, CCIM, SIOR President
The Lewis Group/CORFAC International

Excellent presentation! I'll sign in again tomorrow.
Paul Ferri Sales Representative, I.R.E.S. **RE/MAX** Unique Inc., Toronto

Great stuff Neil. Am enjoying the course immensely

Neil, thank you for a great course. You obviously are a genius when it comes to financial analysis of commercial real estate...! I found the course most informative and it made me want to learn a lot more. I am a big fan of this type of learning as it's very convenient and because of that it allows for more material to be covered and at a lower cost. It also has interactive capabilities which could be used to great advantage in future courses. Positive regards, Neil Hamilton Senior Investment Advisor Re/Max Commercial Advisor

Hi Neil, I enjoyed your session tremendously and look forward to the next five Karen Croll Ancor Enterprises Inc.

A great way to start the New Year! Excellent! Thank you Neil! Carolyn Montagu White Owl Realty

I just wanted to let you know how much I enjoyed the Webinar and I really appreciate the examples you provided. They will be helpful. Alex Byrne Vision Corporation. Investment & development Developer

Very informative. Looking forward to your future Webinars - keep me posted. Mike McKibben