

This course offers a broad overview of the basics of commercial real estate and how it differs from residential real estate.

Students will be able to distinguish and understand the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education.

While it will not equip an agent with the needed tools to practice commercial real estate, it will explain the business and introduce many of the resources needed to pursue a commercial transaction or a career in commercial real estate.

This is an ideal introductory course for those who are newly licensed and/or residential agents who want to learn more about commercial real estate.

3 Hours CE Real Estate Related or
2 Hours PL Current Industry Issues & Trends

DISCOVERING COMMERCIAL

February 27

9AM-12PM

with Instructor

Ben Keddie, CCIM



Ben Keddie is the Vice President and Managing Broker for Coldwell Banker Commercial Elite, specializing in Office Sales/Leasing, Land Sales, Tenant Representation, and Commercial Investments. Since 2011, he has closed nearly \$75 Million in Commercial Transactions representing and working with some of the premier investors, owners and tenants in the region.

Learn in this course :

- The duties of professionals who assist in commercial transactions
- The key differences between commercial and residential real estate

- Types of commercial real estate (Office, Retail, Industrial and Land)
- Types of commercial transactions
- Commercial contracts
- Resources that NAR's Commercial Department and its affiliates provide

Advance Registration required | Members \$35 | Non Members \$49**

****New for 2019: All same-day registrations subject to \$5 walk-in fee**

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