DISCOVERING COMMERCIAL

INTRO TO COMMERCIAL REAL ESTATE



JULY 19 | 9 AM - 12 PM
IN THE FAAR CLASSROOM

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.



Instructed By

Ben Keddie

Vice President and Managing Broker for Coldwell Banker Elite Commercial

CLASS TOPICS INCLUDE

- The duties of professionals who assist in commercial transactions
- The key differences between commercial & residential real estate
- Commercial contracts
- Types of commercial real estate (Office, Retail, Industrial and Land)
- Types of commercial transactions
- Resources from NAR's Commercial Department

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CREDITS *3 HOURS CE REAL ESTATE RELATED OR*
2 HOURS PL CURRENT INDUSTRY ISSUES & TRENDS

+5 PHR Education

Registration required | Members $35 | Non Members $49

REGISTER ONLINE AT FAARMEMBERS.COM/CALENDAR

or email the below information to education@faarmembers.com

Name_____Company_____

Phone_____Email_____Total ($)_____

Credit Card #_____CVC_____EXP. Date_____

Authorized Signature_____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

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