

# CCIM: Residential Real Estate Investment Analysis

## Looking to complete your Certified Commercial Investment Member Designation?

**Residential Real Estate Investment Analysis** is a CCIM approved Elective Course and is right for you!

This course is specially designed for Residential Agents interested in the commercial arena, new commercial agents looking to enhance their basic financial analysis skills, and private investors who want to learn more basic financial analysis skills to apply to their investment portfolio.

Upon successful completion of the course, attendees will be able to:

- Explain the impact of leverage on an investment
- Learn how to calculate time value of money
- Calculate investment performance using gross rent multiplier; capitalization rate; before tax cash-on-cash; internal rate of return; and net present value
- Explain the impact of loan to value on equity yield
- Understand how the measures of investment performance are used to analyze investment properties



### Upcoming Class Date

**Wednesday, June 20, 2012**

8:30 a.m. – 5:30 p.m.

(Check-in begins at 8:00 a.m.)

Orlando Regional REALTOR® Association

### Instructor



**Cynthia Shelton, CCIM, CRE, CIPS**

Cynthia is the Director of Investment Sales at Colliers International Central Florida and has over 36 years of experience in the real estate industry. Her primary focus is selling investment properties; which include single tenant net leased (NNN) properties, retail strip centers, grocery anchored and power

shopping centers. She now uses that experience to help sellers in analyzing, marketing and selling their properties.



**Robert L. Ward, CCIM**

Robert has been active in the real estate industry for over 40 years. Bob began his career in residential sales and moved into commercial/investment brokerage. He currently owns his own company, Ward

Consulting Services LLC in Oviedo, FL, which specializes in income property brokerage, where he is involved in brokerage and consulting.

### Registration

ORRA Members: \$149 | Non-ORRA Members: \$149

On-Site: Registration Fee + \$15

*Business casual attire requested for education courses.*

*Registration options and policies on reverse*

### 8 CE Credits

1 elective credit towards CCIM Designation  
Course provided by Florida REALTORS®

# Register today!

1. Visit **www.orrealtor.com**, log into "Members Only" and click on "Register for Classes"
2. **Phone** 407.513.7268
3. **Fax** 407.513.9120
4. **E-mail** education@orrealtor.com
5. **Mail** ORRA Education  
P.O. Box 609400  
Orlando, FL 32860-9400

## ORRA Course Registration Policies

**Location:** **ORLANDO REGIONAL REALTOR® ASSOCIATION**, 1330 Lee Road, Orlando, FL 32810 (unless otherwise noted on the front of this form)

**Cancellations/No-Shows:** \$25 or forfeiture of registration fee if canceled within 3 days of course date or for no shows.

**Refunds/Cancellation Notice Requests:** Please contact us via one of the following methods:  
Fax: 407.513.9120 Phone: 407.513.7268 E-mail: education@orrealtor.com

**Attendance:** To receive CE credits for any Continuing Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and laptop except during designated break times.

## Registration Form

**Register me for the [Residential Real Estate Financial Analysis Course on Wednesday, June 20, 2012.](#)**

Attendee Name

Member Number  Phone (  )  -

E-mail

Course Fee:  ORRA Member – \$149  
(ORRA REALTOR® and Affiliate members only)  Non-ORRA Member - \$149  
(REALTOR® and Affiliate members of other REALTOR® associations and licensed salespersons of ORRA Broker members)

ORRA Member On-Site – \$164  Non-ORRA Member On-Site – \$164

Payment Method:

Check #  (Payable to ORRA)  Broker Account (ORRA members only. Broker approval required.)

VISA  MasterCard  American Express  Discover

Credit card #  Expiration  /

Credit card charge signature OR broker signature for broker approved account charge \_\_\_\_\_

Initial \_\_\_\_\_  I agree to the terms of the cancellation and attendance policy referenced above.

Special disabilities accommodated with advance notice. Courses not open to the public unless otherwise noted.