

CONTINUING EDUCATION PROGRAMMING*

When

Wednesday, November 13, 2019
12:45 – 5:00 pm

*Pending approval, Real Estate Continuing Education Credit will be available in the following states: Alabama, Florida, Georgia, New York, North Carolina, South Carolina and Tennessee.

Tools to Understand Your Market

12:45 – 2:45 pm

Understanding people, income and jobs is the key to being able to articulate demand for real estate and the secret to making more money in the commercial real estate business. This session will explain how to identify the demographic and economic factors associated with your local market and understand the relationship to demand that will make you more effective in your practice of commercial real estate.

INSTRUCTOR

Gary Ralston, CCIM, SIOR, CPM, CRE, CLS, CDP, CRX, CRRP, FRICS

Managing Director, Owner

SVN | Saunders Ralston Dantzler Real Estate

Key Measurements to Determine Lease vs. Own

3:00 – 5:00 pm

Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant.

This session will focus on the key concepts needed to determine if it's best to lease or buy. Following a brief overview of Retail as an asset type, the content will address market rents and vacancies, Cap Rates, tenant quality, Net Present Value (NPV), Cash on Cash, and other key measurements needed to analyze occupancy cost, and ultimately decide if it's best to lease or buy.

INSTRUCTOR

Cynthia Shelton, CCIM, CRE

Senior Managing Director of Investments/Capital Markets

LandQwest Commercial

Fee

\$30 (non-refundable)

Deadline

The deadline to register for this event is **November 12, 2019**.

ICSC Contact

Catherine O'Hare

+1 646 728 3504

cohare@icsc.com

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.com/event-terms-and-conditions, which are hereby incorporated by reference

Name _____		Title _____
Company _____		
Address _____		
City _____	State/Province _____	Zip/Postal Code _____
Telephone _____	Fax _____	
Email _____	Your Membership I.D. # _____	(2019SE)
REQUIRED FOR NON-U.S. APPLICANTS: _____		
Date of Birth _____		Country of Citizenship _____

☐ Please check here if any of the above information has recently changed.

Method of Payment

☐ Check made payable to ICSC enclosed for \$ _____

☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover \$ _____

Name (as it appears on credit card) _____

Signature _____

Credit Card Number (include all digits) _____

Expiration Date (month/year) _____