

Buying & Investing in Multi-Family

Make informed decisions when you or your clients are considering investing in multi-family properties!

Topics

Income Analysis

- How to run proper analysis and determine income vs. performance

Expense Details

- Typical rates for management, REAL property taxes and assessments
- How to determine fact from fiction in Profit & Loss Statements

Financial Necessities

- How apartment and commercial loans work
- Different loan terms
- Formulas Cap Rates, Cash on Cash, GRM

Identifying & Assisting Clients

- How to find clients
- What clients may look for as an owner user vs. investor
- What important questions to ask
- What systems to list, sell, and do research
- Which forms are used for which property type

Market Matters

- Overall market conditions, trends, what to research, and how to read the information

Date: Thursday, July 26, 2018

Time: 1:00 pm - 5:00 pm

LOCATION:

Santa Clara County AOR
1651 N. 1st Street
San Jose, CA 95112

Cost:

\$25 Members

\$35 Prospective Members

SCCAOR Course Cancellation Policy

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to education@sccaor.com and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

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Register: www.sccaor.com/class/multifamily

INSTRUCTORS



Steve Peterson, Broker Owner, Infinity Investments
CCIM Treasurer and Sponsor Co-Chair

Steve Peterson's focus is apartments and 1031 Exchanges. Peterson is also knowledgeable in office, retail, sale leasebacks, creative financing, and raising equity capital. He obtained his degree in finance as SJSU.

Davide F. Pio, Broker Associate, BCRE

CCIM President, Communications Chair and Program Chair, CRS, CCIM & Lead AP

Davide Pio's focus is asset reallocation and positioning, multifamily and industrial investments, development and development consulting. Pio is also familiar with other asset planning strategies and complex investment structures and syndication.



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