

Investit Academy Learning Management System

Curriculum and Instructors Guide

Neil Osborne M.B.A.
DL. (604) 988-9964
nosborne@investitsoftware.com
Investit Software Inc.
Toll free 877-878-1828
North Vancouver BC
Canada V7P 2R5
investit@investitsoftware.com
www.investitpro.com
www.investitacademy.com
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Table of Contents

| | |
|--|----|
| Overview and Objectives | 3 |
| Educational Philosophy..... | 3 |
| Devices..... | 4 |
| Raising Your Commercial IQ Video Series..... | 4 |
| HOME PAGE and NAVIGATION..... | 6 |
| COURSE OUTLINES AND LEARNING OBJECTIVES | 7 |
| 101. How to Analyze & Value Income Properties | 7 |
| 102. Real Estate Investment & Lease Analysis | 9 |
| 103. Development Analysis and Valuing Land | 10 |
| 201. Applied Real Estate Investment & Lease Analysis | 12 |
| 202. Creating & Profiting from Joint Ventures | 14 |
| 203. Office, Retail and Industrial Leasing..... | 15 |
| PRACTICE QUIZZES | 17 |
| MICRO VIDEOS | 17 |
| FLASH CARDS..... | 22 |
| MASTERY CHALLENGES..... | 25 |
| RESOURCES. Informative articles, helpful checklists and short videos | 26 |
| Viewing grades and competency test results | 27 |
| Adding additional content..... | 31 |
| Branding | 31 |

Overview and Objectives

The Investit Academy LMS enables organizations and educational institutions to offer comprehensive online courses in real estate investment, development, and leasing.

The objective of the “Curriculum and Instructors Guide” is to:

1. **Course planning.** To help instructors put together and plan online courses in real estate investment, development, and leasing by providing a detailed view of the content of the courses, videos, micro-videos, flashcards, quizzes and exams
2. To illustrate the depth and comprehensiveness of the Investit Academy Commercial Learning Management System
3. Provide instructions for reviewing student grades and reviewing their progress

Educational Philosophy

Educational Philosophy The Investit Academy approach to education is built on four core principles that have been proven to make learning more effective and convenient – and increase retention and interest.

1. **On Demand**
Investit Academy is the only fully online commercial real estate training and recruiting platform that allows teams to learn on demand. This on demand learning model makes training more convenient, flexible and effective. There are no classrooms, DVDs or downloads – everything is accessible anytime on any device.
2. **Learning Styles**
We recognize everyone learns differently and has their own individual learning styles. To cater to all learning styles and preferences, Investit Academy offers a variety of engaging educational activities, including flash cards, micro videos, mastery challenges, practical exercises and case studies. Students have the flexibility to select the style that works best for them.
3. **Personalized**
Investit Academy allows students to personalize their learning path based on their starting point and educational needs. If students are new to the industry, they can start with the basics and work their way up. For more experienced students, they can skip to more advanced activities to bypass what they already know.
4. **Collaborative**
Investit Academy employs a collaborative approach to learning that identifies training needs and measures progress in real-time via consistent, two-way feedback. Student feedback helps instructors identify gaps in their learning progress that need to be filled. And instructor feedback helps them optimize their teaching method for the best results.

These principles are applied via two learning formats:

1. Microlearning

Our microlearning approach delivers learning content in short, bite-sized learning nuggets that are easily digestible and enhance retention. Microlearning is ideal for adult learners because it is adaptive and well-suited to shorter attention spans and time constraints.

Microlearning is especially effective for teaching the basic terms, definitions, and calculations used in commercial real estate. Investit Academy utilizes microlearning in the form of micro videos, flash cards and short quizzes and mastery challenges to enhance retention and engagement.

2. Traditional Learning

For the more complex commercial real estate topics, Investit Academy uses traditional learning concepts. This traditional learning method includes videos, manuals for analysis frameworks and illustrative case studies

Traditional learning techniques are used to cover advanced commercial real estate topics in the depth they require, such as long-term real estate investment, lease and development analysis.

Devices

The Investit LMS can be viewed on all the popular devices such as a PC, Laptops, Android tablets, Macs, iPads, iPhone, and Android smartphones.

In the case of the iPhone, an app must be downloaded from a link on the Home Page.

Raising Your Commercial IQ Video Series

The Investit Academy Commercial LMS consists of six introductory to advanced courses which are:

- 101. How to Analyze and Value Income Properties. (3-1/4 hours)
- 102. Real Estate Investment & Lease Analysis. (3-1/4 hours)
- 103. Development Analysis and Valuing Land. (4-3/4 hours)
- 201. Applied Real Estate Investment and Lease Analysis (4-1/2 hours)
- 202. Creating and Profiting from Joint Ventures (3-1/4 hours)
- 203. Office, Retail & Industrial Leasing (3 hours)

Everyone learns differently and at their own pace. Investit Academy offers refreshing learning flexibility. Videos and manuals, flash cards, micro videos, mastery challenges, practical exercises or case studies – how you learn is up to you.

HOME PAGE and NAVIGATION

The LMS is very easy to navigate and use.

There are two aspects to the Home page

1. Links to the various learning activities such as viewing a course video or flashcard set
2. Action menu for carrying out activities such as viewing a candidate's grade

Investit Academy™
Commercial Real Estate Education | 1-877-878-1828

You are logged in as Neil Osborne [Log out](#)

Home
Edit Profile

MANAGE

- Staff **Action Menu**
- Candidates & Exams
- Applicants & Tests
- Transfer Applicant to Candidate
- Issue Certificate

REVIEW PROGRESS

- Exam Results
- Evaluation Test Results
- Check Candidate Progress

GRADE BOOKS

- Candidates
- Applicants

RAISING YOUR COMMERCIAL IQ

There's a lot to learn

Links to learning activities

THERE'S LOTS OF WAYS TO LEARN

Videos, Manuals, Quizzes and Flash Cards

TEST YOUR COMMERCIAL IQ

Mastery Challenges

HELPFUL RESOURCES

Informative articles, check lists & Videos

IN-HOUSE TRAINING MADE EASY

Participants Package and Moderators Guide

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[Home](#)

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COURSE OUTLINES AND LEARNING OBJECTIVES

101. How to Analyze & Value Income Properties

Time: 3-1/4 hours

Learning objectives

This video introduces the fundamentals of real estate investment analysis and discusses the issues, complexities, and dangers involved in analyzing, purchasing, listing, and selling commercial properties.

Specific objectives are to:

1. provide a good understanding of the basic financial measures used to evaluate and determine the value of rental apartment buildings and commercial properties.
2. explore the advantages and disadvantages of the most used financial measures.
3. demonstrate how to analyze and adjust Income & Expenses Statements and what expenses need to be included when using Cap Rates to determine the property value.
4. provide an in-depth overview of the capitalization rate as it is used in commercial real estate, and to explain the factors that influence the Cap Rate
5. show how to analyze apartment and commercial buildings and how to re-do the financial statements so that they more realistically reflect the financial performance of the buildings.
6. provide an introduction to risk analysis and financial ratios for measuring risk
7. show how to read a lease and discuss important terms /clauses in the lease that can affect the value of a commercial building
8. provide an understanding of the weakness of using Cap Rates with a brief introduction to long term real estate investment analysis
9. show how to identify properties that may be hard to sell because of income tax consequences
10. show the importance of having a professional engineer assess the building on behalf of a buyer using real-world examples

Skills and benefits obtained from the video

1. How to analyze and restructure "Income & Expense Statements" so that they more realistically represent the financial performance of the property

2. How to use the various financial measures such as the Gross Income Multiplier, Cap Rate, etc., to value an income property and appreciate the limitations of these simplistic approaches
3. Understand how important it is for the buyer of income properties to obtain professional engineering, tax, and legal advice

The knowledge and skills developed during the video will improve your ability to analyze and value income properties.

102. Real Estate Investment & Lease Analysis

Time: 3-1/4 hours

Learning objectives.

The overall objective of the video is to provide an understanding of how to carry out in-depth real estate analysis investment and lease analysis, and how to apply investment analysis techniques to different types of properties or types of real estate decisions.

How to use investment analysis to create deals.

Topics

1. The significant weaknesses in using Cap Rates to make real estate investment decisions compared to the discounted cash flow approach. Examples illustrating the weakness of the Cap Rate approach to establishing the value
2. Time value of money concepts. The Internal Rate of Return (IRR) and Net Present Value financial measures
3. Steps involved in carrying out long term real estate investment analysis and discounted cash flow and risk analysis
4. Lease analysis and lease comparisons from a landlord and tenant perspective
5. Negotiating the financial aspects of a lease
6. Lease negotiations. Case study
7. Buy versus Lease analysis
8. How to use real estate analysis techniques to help purchase, list, sell or lease a property during these challenging times
9. A framework for exploring creative financing and case study
10. Hold versus Sell analysis
11. Valuing land leases

Skills and benefits obtained from the Video

How to:

1. carry out and apply in-depth real estate analysis to different types of income properties
2. determine the value of an income property using the discounted cash flow analysis approach

103. Development Analysis and Valuing Land

Time: 4-3/4 hours

Learning Objectives.

The overall objective of the video is to provide an understanding of:

1. how to carry out development analysis to determine land values for unit projects such as land subdivisions and condominium projects, and income properties such as office buildings
2. the issues and difficulties associated with determining land value

Topics

1. Issues related to using simplistic approaches, such as \$ per Acre or Sq. Ft to value land
2. The backdoor or land residual approach to valuing land
3. Factors that affect land values. Examples are illustrated using photographs
Soil conditions
Architectural, design & zoning constraints
4. Development Analysis Case Study. Condominium development
5. Development Analysis Case Study. Retail center development
6. Sensitivity & Risk analysis. What numbers have the biggest impact on the development profit?
7. Analyzing a "Mixed" unit and income property development. Case study3
8. Income property development. Sell or hold analysis
9. Renovation analysis
10. Profitability analysis and ratios & assessing the development risks
11. Quick Proforma approach versus detailed monthly cash flow development analysis
12. Construction loan requirements
13. Offer to Purchase versus Options. Pros & cons.
14. Tips for creating an offer
15. Keeping the offer together

16. Land assembly and analyzing sites with assembly potential

Skills and benefits obtained from the video

1. How to analyze development sites and determine land values using the development analysis approach
2. Appreciate the difficulties and uncertainties in determining land value

The knowledge and skills developed during the video will improve your ability to value, purchase, list, and sell development sites or develop successful projects.

201. Applied Real Estate Investment & Lease Analysis

Time: 4-1/2 hours

Learning objectives.

The overall objective of the video is to provide an understanding of how to carry out in-depth real estate analysis investment and lease analysis, and how to apply investment analysis techniques to different types of properties or types of real estate decisions.

How to use investment analysis to create deals.

Topics

1. Investment analysis. Getting started. Questions to ask.
2. Applying the Internal Rate of Return (IRR), Net Present Value (NPV) and Modified Internal Rate of Return (MIRR) to real estate investment decisions
3. Issues and challenges related to calculating the Internal Rate of Return (IRR)
4. Exploring potential financing now and in the future
5. Risk analysis and management
6. Real estate analysis. Tips and tricks
7. Lease analysis and lease comparisons from a landlord and tenant perspective
8. Lease negotiations. Case study
9. A framework for exploring creative financing and case study
10. Buy versus Lease analysis. & Hold versus Sell case studies
11. Valuing land leases
12. Replacement reserve planning

Skills and benefits obtained from the Video

How to:

1. carry out and apply in-depth real estate analysis to different types of income properties
2. determine the value of an income property using the discounted cash flow analysis approach
3. analyze and manage risk

4. develop presentation packages and executive summaries
5. financially structure a real estate transaction using creative financing
6. perform lease comparison analysis from a landlord or tenant perspective
7. make Buy versus Lease and Hold versus Sell decisions
8. develop replacement reserve schedules

The knowledge and skills developed will improve your ability to value, list, sell or lease income properties and how to use investment analysis techniques to put deals together and make you money.

As an investor, how to determine the value based on your desired return and make wise investment decisions.

202. Creating & Profiting from Joint Ventures

Time: 3-1/4 hours

Learning objectives.

This Video assumes that those attending understand the basics of real estate investment analysis or have taken the Raising Your Commercial IQ Video “Real Estate Investment & Lease Analysis”.

The overall objective of the Video is to provide an understanding and a framework for analyzing and structuring joint ventures using case studies.

Topics

1. Provide an introduction to the nature and characteristics of joint ventures
2. Show how to use joint ventures to structure deals and earn commissions and/or profits
3. Provide a universal framework for thinking about, analyzing and structuring joint ventures
4. Demonstrate joint venture creation and analysis using case studies and solution guides
5. How to analyze complex investments such as syndications, equity participation deal, and waterfall distributions

Skills and benefits obtained from the Video

The knowledge and skills developed will improve your ability to analyze and structure joint ventures by providing a framework for analyzing joint ventures and give you lots of ideas for putting joint ventures together.

203. Office, Retail and Industrial Leasing

Time: 3 hours

Learning Objectives.

To provide a comprehensive understanding of:

1. The leasing process and terms used in leasing
2. How to read a lease and what to look for in a lease
3. The differences between the different kinds of leasing markets
4. How tenants go about choosing a location and space

5. What question to ask the landlord and tenant
6. Some of the complex issues involved leases and lease negotiations
7. Why leases are often complex, lengthy documents
8. How to carry out lease comparison analysis from a landlord & tenant perspective

Topics

Following is a summary of topics that will be covered.

1. Overview of landlord and tenant leasing objectives
2. Tenant compatibility considerations and issues
3. Leasing characteristics by different types of properties
4. The leasing process and documents
5. Types of Leases

Gross & Modified Gross Leases, Indexed lease, Triple Net Lease, Expense Caps and Stops and Rent Caps

6. Types of Rent
 - Base Rent & Additional Rent or Recoverable Expenses
 - Free Rent
 - Percentage Rent

7. Areas and Area Measurement
 - Rentable and Usable Areas and Load Factor
 - Space Measurements and the BOMA Standards
 - How to measure different types of properties
 - Issues related to measuring space
 - Leasing new space. Tenant Improvements and build-outs.

8. Assignment & Subletting
9. Operating Expenses, Recoverable Expenses, and related issues and considerations
10. Renovating and subdividing space including structural considerations

11. Lease Comparison Analysis and the Net Effective Rent from landlord & tenant perspective
12. Case Study. Comparing three different lease arrangements
13. Valuing ground leases.
14. Blending and extending a lease
15. Impact of leases on the property value and marketability
16. Tips for reading leases
17. Leasing as a career

Skills and benefits obtained from the video

1. Increased knowledge of lease terms and the leasing process
2. The differences involved in the leasing of office, industrial and retail space
3. A deeper understanding of the complex issues related to leasing
4. How to compare leases from a landlord or tenant perspective

The knowledge and skills developed during the video will improve your ability to negotiate and analyze leases from a tenant or landlord perspective.

PRACTICE QUIZZES

Practice exercises for each of the six courses allow the students to test their knowledge and measure their progress and prepare for the course exam. The quiz grade is recorded and can be viewed by the student but not by the instructor.

MICRO VIDEOS

Our unique micro-video program makes learning fast, convenient and effective. Learn exactly what you need to know in just minutes for each lesson, then measure your progress as you go. It's a proven way to learn more effectively.

101. How to Analyze and Value Income Properties. Micro videos

| | | | |
|---|-------|--|--------|
| Gross Income Multipliers & Cap Rates | | Rental Apartment Buildings | |
| Gross Income Multipliers | 5 Min | How to analyze an apartment building | 6 Min |
| Cap Rates | 4 Min | Quick tips for analyzing income & expenses | 1 Min |
| Calculating Cap Rates | 2 Min | Case Study. Apartment | 15 Min |
| Calculating NOI | 1 Min | | |
| Finding Cap Rates | 6 Min | Building Inspections | |
| Cap Rates. Fundamental Assumptions | 2 Min | Importance of engineering inspections | 9 Min |
| Don't trust the Cap Rate | 5 Min | | |
| Understanding Cap Rates | 4 Min | Commercial Properties | |
| Apparent versus True Cap rate | 2 Min | Valuing commercial properties | 3 Min |
| Cap Rates and Risk | 1 Min | Types of leases and rent | 3 Min |
| Cap Rates & Vacancy Risk | 2 Min | Free rent | 1 Min |
| Cap Rate & Capital Appreciation | 1 Min | Percentage rents | 1 Min |
| Cap Rates & Equity Requirements | 1 Min | Screening an investment. Case study | 3 Min |
| Cap Rates & House Prices | 1 Min | Rentable area | 2 Min |
| Cap Rates. Examples | 1 Min | Quoting rents as a rate. Issues | 1 Min |
| Locations with low Cap Rates | 3 Min | Measuring space | 1 Min |
| Cap Rates & Property Types | 6 Min | Reading a lease. Trips and traps | 7 Min |
| Cap Rates are Influenced by... | 8 Min | | |
| Sensitivity Analysis | 6 Min | Introduction to long term investment analysis | |
| | | Discounted cash flow analysis | 16 Min |
| | | Impact of rent on value | 4 Min |
| Financial Ratios | | Valuing existing buildings with development potential | |
| Return On Equity or Cash on Cash | 6 Min | Valuing obsolete buildings | 12 Min |
| Financing Ratios used to determine loan amounts | 3 Min | | |
| Default Ratio (Breakeven Point) | 2 Min | | |
| Other Financial Measures | 1 Min | | |
| Which financial measures should you use? | 3 Min | | |

102. Real Estate Investment Analysis. Micro videos

| | | | |
|---|--------|---|--------|
| Real estate investment and discounted cash flow analysis | | Case Studies | |
| Apparent versus True Cap Rate | 2 Min | Sale leaseback | 31 Min |
| Factors that effect Cap Rate | 5 Min | Exploring creative financing | 20 Min |
| Introduction to DCF Analysis | 7 Min | Lease analysis | 20 Min |
| The Internal Rate of Return (IRR) | 5 Min | Lease negotiations. The trade offs | 16 Min |
| Financial calculators | 2 Min | | |
| The Net Present Value (NPV) | 6 Min | Mutually Exclusive investment analysis | |
| The MIRR | 2 Min | Analyzing mutually exclusive investments | 2 Min |
| Building Blocks of Investment Analysis | 5 | Buy versus renting a home. Case study | 8 Min |
| Investment Analysis. Case study | 47 Min | Buy versus lease. Commercial case study | 9 Min |
| Creative Financing. Case Study | 12 Min | Differential cash flow analysis | 16 Min |
| Review. Building blocks of investment analysis | 2 Min | Hold versus Sell. Case study | 7 Min |
| Timing and Sign Convention | 10 Min | | |
| Cap Rate versus the IRR | 19 Min | | |
| What does "Return" mean? | 3 Min | | |
| Real estate analysis. Tips and tricks | 28 Min | | |
| Replacement reserve planning | 21 Min | | |
| Selling a property | | | |
| Real estate taxation | 21 Min | | |
| Properties that are hard sell because of taxes | 4 Min | | |
| Seller financing. Tax issues | 1 Min | | |
| Sale. Impact of mortgage restrictions | 4 Min | | |

103. Development Analysis and Valuation of Land. Micro videos

| | | | |
|--|--------|---|--------|
| Introduction to valuing land | | Land assemblies | |
| Introduction to valuing land | 3 Min | Land assembly case study | 9 Min |
| Check for a demolition clause | 2 Min | Analyzing a potential land assembly | 5 Min |
| Two approaches to valuing land | 4 Min | | |
| Land residual | 11 Min | Development Analysis and Case Studies | |
| The "Total Development Cost" | 2 Min | Intro to development analysis | 9 Min |
| Factors that effect land values | | Condominium Development. Case study | 35 Min |
| Impact of soil conditions on land value | 28 Min | Condominium Development. Sensitivity analysis | 7 Min |
| Examples of factors that effect land value | 5 Min | Development risks. A story | 11 Min |
| Zoning regulations. Impact on land values | 3 Min | Determining the sales price. The challenges | 1 Min |
| Building envelopes and light angles | 6 Min | Realtors becoming developers. Beware | 3 Min |
| Be wary of long narrow sites | 10 Min | Retail development. Case study | 15 Min |
| Parking Parking require requirement | 10 Min | Sensitivity analysis. Case study | 13 Min |
| Under ground versus surface parking | 6 Min | Buy and Sell or Keep | 15 Min |
| Example of highest & most stupid use | 4 Min | How to analyze a "Mixed use" development | 3 Min |
| Market and design considerations | 6 Min | Two approaches to development analysis | 8 Min |
| How to select an architect | 3 Min | Lender requirements | 3 Min |
| Creating Offers | | Renovation analysis | 1 Min |
| Tips for making an offer | 4 Min | | |
| Using development time lines | 8 Min | | |
| Purchase versus an option | 6 Min | | |
| Deposits and payments | 1 Min | | |
| Potential subject clauses | 1 Min | | |
| Built-in extensions | 1 Min | | |
| Waiving "Subject to" clauses | 1 Min | | |
| Offers on land assemblies | 1 Min | | |
| Tips for creating offers | 4 Min | | |
| Keeping an offer together | 6 Min | | |

201. Applied Real Estate Investment and Lease Analysis. Micro videos

| | | | |
|---|--------|--|--------|
| Investment Analysis | | Lease analysis | |
| Getting started. Questions to ask | 3 Min | Analyzing leases. Net Effective Rent | 3 Min |
| Using the Internal Rate of Return (IRR) | 2 Min | Leasing cash flow. Landlord view | 3 Min |
| Issues with the Internal Rate of Return (IRR) | 14 Min | Leasing cash flow. Tenant view | 3 Min |
| Internal Rate of Return vs Cap Rate | 12 Min | Lease negotiations. Tradeoffs | 4 Min |
| Using the Net Present Value (NPV) | 3 Min | Landlord goals | 6 Min |
| Using the Modified Internal Rate of Return (MIRR) | 2 Min | | |
| Analysis. Helpful "Tips and tricks" | 30 Min | Case Studies | |
| Mutually exclusive investment analysis | 2 Min | Sale leaseback | 31 Min |
| | | Creative financing | 16 Min |
| Financing and Financial Leverage | | Analysis of a lease proposal. Landlord perspective | 12 Min |
| Financing potential and leverage | 5 Min | Analysis of a lease proposal. Tenant perspective | 4 Min |
| Exploring creative financing | 3 Min | Analyzing multi-lease proposal | 1 Min |
| | | Buy versus renting a home | 8 Min |
| Risk | | Buy versus leasing an office building | 9 Min |
| Analyzing and managing risk | 35 Min | Hold versus Sell analysis | 22 Min |
| | | Replacement reserve planning | 21 Min |

202. Creating and Profiting from Joint Ventures. Micro Videos

| | | | |
|---|--------|--|--------|
| Introduction to JV | | Case studies | |
| Characteristics of joint ventures | 2 Min | Home purchase with a JV partner | 16 Min |
| Examples of joint ventures | 5 Min | JV Commercial Building. Tenant/Investor & Inve | 22 Min |
| Example of a unique joint venture | 5 Min | JV Development. Tenant/Investor & Investor | 16 Min |
| Mutually exclusive decision analysis | 2 Min | | |
| Joint Ventures | | Analyzing complex investment | |
| Legal considerations | 2 Min | How to analyze complex investments | 14 Min |
| Promoting joint joint ventures | 3 Min | Waterfall distributions | 29 Min |
| Roles fees and earning your fees | 5 Min | | |
| Analyzing and structuring Joint Ventures | | | |
| A framework for strutting joint venture | 5 Min | | |
| Approaches to structuring the join venture | 5 Min | | |
| Co-venturing with a builder. Challenges | 9 Min | | |
| Buy sell arrangements | 20 Min | | |

203. Office, Industrial and Retail Leasing. Micro videos

| | | | |
|--|--------|--|-------|
| Landlord & Tenants | | Leasing. Special cases | |
| Types of landlords and tenants | 13 Min | Valuing ground leases | 2 Min |
| Leases and Leasing | | Blending and extending a lease | 2 Min |
| Leases & Property Types | 14 Min | Lease. Impact on value and marketability | 4 Min |
| The leasing process | 7 Min | Buy versus lease analysis | 4 Min |
| Types of leases | 16 Min | Buy versus renting a home | 8 Min |
| Assignment and subletting | 2 Min | By versus lease office space. Case study | 9 Min |
| The term of the lease | 7 Min | Analyzing a multi-lease proposal | 2 Min |
| Leasing. Challenges | | Reading a lease | |
| Measuring space | 8 Min | Tips for reading a lease | 6 Min |
| Leasing new space | 4 Min | Demolition clauses | 3 Min |
| Tenant improvements | 13 Min | Leasing as a career | |
| Operating and recoverable expenses | 16 Min | Developing a leasing business | 5 Min |
| Renovations. Structural considerations | 8 Min | | |
| Lease Analysis | | | |
| Analyzing leases | 1 Min | | |
| Net Effective Rent (NER) | 2 Min | | |
| Comparing leases. Case study | 5 Min | | |
| Lease negotiations. The trade offs | 4 Min | | |
| Lease negotiations. Case study | 13 Min | | |

FLASH CARDS

Flash cards are a great way to learn the basic terms and calculations used in commercial real estate.

101 How to Analyze and Value Income Properties

| Flash Cards | |
|--|---|
| 1. Gross Income Multiplier Calculations. | 12. Types of Rent. |
| 2. Cap Rate Calculations. | 13. How to Define & Measure Space. |
| 3. Understanding Cap Rates. | 14. Tips on Reading Leases. |
| 4. Return On Equity and Cash on Cash. | 15. Long term real estate investment analysis. |
| 5. Financing Ratios Calculations | 16. Discounted cash flow analysis. |
| 6. How to examine operating expenses. | 17. Developing the Net Cash Flow & Internal Rate of Return (IRR). Example |
| 7. Using the Default Ratio (Breakeven Point). | 18. Using Cap Rates Issues & Problems. |
| 8. Tips for analyzing Income & Expense Statements | 19. The Impact of Financial Leverage. |
| 9. Impact of future capital expenditures on value. | 20. Valuing Properties with Development Potential. |
| 10. Why professional engineering inspections are very important. | 21. 101. Quiz No. 1 Questions and Answers |
| 11. Type of Leases. | |

102 Real Estate Investment Analysis

Flash Cards

1. Cap Rates. Issues

2. Intro. Investment Analysis

3. IRR, NPV & MIRR Intro

4. Cash Flow & Investment Analysis

5. Financial Leverage

6. Risk Analysis

103. Development Analysis & Valuation of Land

Flash Cards

Sensitivity Analysis

203 Office, Industrial and Retail Leasing

| Flash Cards | |
|---|--|
| 1. Landlords and Tenants | 12. Assignment and Subleasing |
| 2. The Leasing Process | 13. Operating and Recoverable Expenses |
| 3. Types of Leases | 14. Renovating & Subdividing Space |
| 4. Expense Caps and Stops | 15. Lease Comparison Analysis |
| 5. Types of Rent | 16. Lease Negotiations. Landlord & Tenant Trade Offs |
| 6. Percentage Rents | 17. Valuing Land Leases |
| 7. How to Define & Measure Space | 18. Blending & Extending a Lease |
| 8. Renting Space from plans | 19. Tips for Reading Leases |
| 9. Tenant Improvements (TI's) | 20. Buy versus Lease Analysis |
| 10. Missing the Occupancy Date | 21. Demolition Clauses |
| 11. Lease Term, Option to Renew Bumps and Steps | |

MASTERY CHALLENGES

Allows students to test their understanding of commercial real estate basics and evaluate their progress using real-time feedback.

Their grade is recorded and available for later reference. The instructor cannot view the mastery challenge grades.

Commercial Mastery Challenge

Income Properties

Cap Rates & Income Multipliers

Financing

Risk Analysis

Internal Rate of Return (IRR) & Net Present Value (NPV)

Investment Analysis. The Basics

Real Estate Investment Analysis

Leasing

Tax

Developments

Valuing land. Intro

Factors influencing land values

Impact of design & zoning regulations on land values

Offers & Options

Development analysis

RESOURCES. Informative articles, helpful checklists and short videos

Informative Articles

- Commercial real estate formulas with sample calculations and practice exercises
- How to value income properties
- All about Cap Rate
- Commercial Leasing. Terms and Definitions
- 5 points an investor should consider when buying a property

Helpful Checklists

- Apartment buildings
- Industrial leasing
- Development checklist

Short Videos

- Buy Versus Lease
- Hold versus Sell
- Lease Analysis from a Landlord and Tenant perspective
- Development Analysis
- Replacement reserve planning
- Importance of financial leverage

Viewing grades and competency test results

As a manager or instructor, you can view candidates (students) results and measure their progress. Students can view their grades and progress using the Action Menu on the home page.

Competency Test.

The Competency test allows you to test the applicant or student's understanding of commercial real estate basic terms and calculations.

There are several ways to view grades. For illustration purposes, we will use "REVIEW PROGRESS" on the Home Page Action Menu.



REVIEW PROGRESS

- Exam Results
- Evaluation Test Results
- Check Candidate Progress

GRADE BOOKS

Exam Results

The first step are 1) Select the course 2) Select the student 3) Show report

Exam Results

Test : Exam: 101. How to Analyze and Value Income Properties

Report : Summary Grade Report

Show Report

| Select All | First Name | Last Name | User Name | Office | Email |
|--------------------------|------------|-----------|----------------|-------------------------|-------------------------|
| <input type="checkbox"/> | Donald | Duck | 130testcanuser | Royal LePage Commercial | 130testcanuser@test.com |

Show Report

101. How to analyze and value income properties. Exam report example.

Exam: 101. How to Analyze and Value Income Properties

Download table data as Excel spreadsheet Download

| Candidate | Summary Grade Report | | |
|-----------------|----------------------|-----------------------------------|---------------------|
| Donald Duck | 82% | Date Attempted: December 16, 2017 | Time Taken: 30 mins |
| Analysis (11) | 83% | Cap Rates (15) | 84% |
| Finance (6) | 87% | Investment Analysis (8) | 100% |
| Leasing (9) | 65% | Real estate development (4) | 83% |
| Engineering (6) | 91% | | |

Evaluation Test Results (Competency Test)

Evaluation Test. Commercial Basics

Download table data as [Download](#)

| Applicant | Summary Grade Report | | |
|-------------------------|----------------------|-----------------------------------|---------------------|
| Donald Duck | 74% | Date Attempted: December 15, 2017 | Time Taken: 30 mins |
| Analysis. Basic (5) | 78% | Cap Rates (14) | 94% |
| Finance (10) | 90% | Income Multipliers (5) | 40% |
| Investment Analysis (8) | 64% | Leasing (6) | 57% |
| Operating Expenses (4) | 78% | Risk Analysis (8) | 78% |
| TVM, IRR & NPV (6) | 17% | Taxes (6) | 82% |

Check student progress

Allows you to view the student's grades and check their progress.

1. Select the student

Track User Progress

[Search Candidate](#)
[Show All Candidates](#)

Search by Username First Name Last Name Phone Number E-Mail

| First Name | Last Name | User Name | Telephone | Email | |
|------------|-----------|----------------|------------|-------------------------|-------------------------------|
| Donald | Duck | 130testcanuser | 9999888800 | 130testcanuser@test.com | Show Attempts |

2. To review the course grades click on "Show Attempts"

Donald Duck Exam Attempts

Select exam to view progress

| Exam | Attempts | |
|---|----------|-------------------------------|
| Evaluation Test. Commercial Basics | 1 | Show Attempts |
| Exam: 101. How to Analyze and Value Income Properties | 1 | Show Attempts |
| Exam: 102. Real Estate Investment Analysis | 2 | Show Attempts |

3. The course grade for each attempt is displayed allowing you to view the student progress

Donald Duck Exam Attempts

Select exam to view progress

| Exam | Attempts | |
|------------------------------------|----------|-------------------------------|
| Evaluation Test. Commercial Basics | 1 | Show Attempts |

| Attempt | Marks Secured | Grade | Attempt Date |
|---------|---------------|-------|--------------|
| 1 | 70/95 | 74% | 21-12-2017 |

[Close](#)

| | | |
|---|---|-------------------------------|
| Exam: 101. How to Analyze and Value Income Properties | 1 | Show Attempts |
|---|---|-------------------------------|

| Attempt | Marks Secured | Grade | Attempt Date | Status |
|---------|---------------|-------|--------------|--------|
| 1 | 80/97 | 82% | 21-12-2017 | Passed |

[Close](#)

| | | |
|--|---|-------------------------------|
| Exam: 102. Real Estate Investment Analysis | 2 | Show Attempts |
|--|---|-------------------------------|

| Attempt | Marks Secured | Grade | Attempt Date | Status |
|---------|---------------|-------|--------------|--------|
| 1 | 56.83/91 | 62% | 21-12-2017 | Failed |
| 2 | 80.37/91 | 88% | 21-12-2017 | Passed |

[Close](#)

Adding additional content

Additional content such as videos, quizzes, articles, etc., that are unique to your teaching needs can be added to enhance the learning experience. To create additional content requires asking Investit to set up the “Additional Content” feature.

Branding

Adding logos and banners

When an organization is set up with the LMS we ask them for their logo. Two logos can be inserted in the header as shown below.

Also, the organization can add three banner ads or use the banner ad space to make announcements.

The screenshot displays the Investit Academy LMS interface. At the top, there are logos for Investit Academy (Commercial Real Estate Education | 1-877-878-1828), RE/MAX COMMERCIAL, and RE/MAX LITTLE OAK. A user is logged in as Neil Osborne, with a 'Log out' button. The main content area features a central banner ad titled 'RAISING YOUR COMMERCIAL IQ' with the subtitle 'There's a lot to learn'. This banner is divided into three sections: 'THERE'S LOTS OF WAYS TO LEARN' (Videos, Manuals, Quizzes and Flash Cards), 'TEST YOUR COMMERCIAL IQ' (Mastery Challenges), and 'HELPFUL RESOURCES' (Informative articles, check lists & Videos). Below these is a section for 'IN-HOUSE TRAINING MADE EASY' (Participants Package and Moderators Guide). To the left of the main content is a sidebar menu with sections: 'MANAGE' (Staff, Candidates & Exams, Applicants & Tests, Transfer Applicant to Candidate, Issue Certificate), 'REVIEW PROGRESS' (Exam Results, Evaluation Test Results, Check Candidate Progress), and 'GRADE BOOKS' (Candidates, Applicants). A 'Home' button and an 'Edit Profile' button are also visible. Three banner ad spaces are highlighted with labels: 'Banner ad. 228 wide x x 90 high' at the top, 'Banner ad. 300 high x 250 wide' pointing to the main content banner, and 'Banner ad. 300 wide x 600 high' on the right side. The footer shows the user is logged in as Neil Osborne Home and the copyright information: ©Investit Academy LMS 2020 | Powered by Investit Academy LMS.