

AGENDA TIME TABLE

The moderator follows the following agenda which involve switching between the video segments, the 101 Flash cards and the teaching exercises.

SESSION No 1. THREE HOURS			
	Time Minutes		Cumulative
Welcome	10		10
Overview Investit LMS	15		25
Start the Course 101 Video			
Objectives	8		33
Resources	2		35
Financial Measures	1		36
Gross Income Multiplier	6		42
Play Flash Cards. Gross Income Multipliers. Questions & Answers	10		0.87
Continue playing the video			
Cap Rates	4		0.93
Play Flash Cards. Calculating Cap Rates. Questions & Answers	10		1.10
Continue playing the video			
Net Operating Income	2		1.13
Operating Costs	1		1.15
COFFEE BREAK	15		1.40
Finding Cap Rates	6		1.50
Capitalization assumptions	2		1.53
Don't trust the Cap Rate	2		1.57
Teaching Exercise No. 1	15		1.40
Continue playing the video			
Income & Expense Statements exclude...	3		1.62
Review	1		1.63
Understanding Cap Rates	4		1.70
Cap Rates & Risk	1		1.72
Cap Rates & Capital Appreciation	1		1.73
Cap Rates & Equity requirements	1		1.75
House Prices & Cap Rates	1		1.77
Cap Rates. Examples	1		1.78
Cap Rates & Vacancy risk	2		1.82
Locations with low Cap Rates	8		1.95
Influences on Cap Rates	2		1.98
Cap Rates. Large versus small cities	3		2.03
Cap Rates & the Economy	2		2.07
Play Flash Cards. Understanding Cap Rates	10		2.23
Teaching Exercise No. 2	15		2.48
Continue playing the Video			
Sensitivity analysis	6		2.58
Return on Equity or Cash on Cash	6		2.68
Cap Rates. Review	1		2.70
Return on Equity or Cash on Cash	6		2.80
PART ONE. REVIEW	2		
END of Session No. 1			

SESSION No 2. THREE HOURS			
	Time Minutes		Cumulative
Start the Course 101 Video			
Play Flash Card.			
Return on Equity & Cash on Cash	7		7
Continue playing the video			
PART TWO Analysis and case studies	2		9
Financing Ratios. DSCR & LTV	2		11
Play Flash Card.			
Financing Ratios Calculations	15		26
Continue playing the video			
Operating Expense Ratio & Op. Costs.	8		34
Play Flash Card. How to examine			
Operating Expenses	10		44
Continue playing the video			
Default Ratio (Breakeven Point)	2		46
Play Flash Card.			
Default Ratio. Calculating & using the	12		58.00
Default Ratio			
Continue playing the video			
Other Financial Measures	2		58.05
Which measure should you use?	3		58.1
Play Flash Card.			
How to examine operating expenses	10		58.27
Teaching Exercise No. 3	15		58.52
Continue playing the video			
How to analyze an Apartment Building	5		58.60
Tips for analyzing income and expenses	1		58.62
COFFEE BREAK	15		1.23
Play Flash Card. Tips for analyzing Income			
& Expense Statements. Rental	5		1.31
Apartment buildings			
Continue playing the video			
Analyzing an Apartment Building.	15		1.56
Adjusting the value for major repairs	1		1.58
Impact of future capital expenditures	2		1.61
Professional engineering inspections	1		1.63
Concrete rot & cancer	2		1.66
Failure of post tensioned floor slabs	3		1.71
Failure of thin wall copper pipe	1		1.73
Play Flash Card. Impact of Future capital	15		1.98
expenditures on Value			
Play Flash Card. Why professional	10		2.14
engineering inspections are so important			
Teaching Exercise No. 4	15		2.39
Continue playing the video			
Commercial real estate	3		2.44
Types of Leases	1		2.46
Triple Net Lease (NNN)	1		2.48
Types of Rent. Base rent	1		2.49
Additional Rent	2		2.53
Free Rent	1		2.54
Percent Rent	1		2.56
Rentable Areas	1		2.58
Rentable & Usable area. Office buildings	2		2.61
Quoting rent as a rate. Issues	1		2.63
Measuring space	1		2.64
Tips for reading a lease	3		2.69
Lease term, rent bumps & renewals	4		2.76
Play Flash Card. Types of Leases	7		2.88
Questions & Answers			
End of Session No. 2			

SESSION No 3. THREE HOURS			
	Time Minutes		Cumulative
Play Flash Card. Types of Rent Questions & Answers	7		7.0
Play Flash Card. How to define and measure space	7		14.0
Play Flash Card. Tips on reading leases	7		21.0
Continue playing the video			21.0
Screening investments. Case Study	3		24
Long term investment analysis	1		25
Long term analysis versus Cap Rate	1		26
Discounted cash flow analysis	1		27
Internal Rate of Return (IRR) & NPV	1		28
Net Cash Flow Report	3		31
DCF. Applications	1		32
Apparent versus the True Cap Rate	2		34
Factors that distort the Cap Rate	1		35
Lease renewals. Impact on value	4		0.65
Teaching Exercise No. 4	12		0.85
Continue playing the video			
Cash Flow Analysis	5		0.93
Building Blocks of Investment Analysis	4		1.00
COFFEE BREAK	15		1.25
Play Flash Card. Long term real estate investment analysis	7		1.37
Play Flash Card. Discounted cash flow analysis	7		1.48
Play Flash Card. Using Cap Rates. Issues	7		1.60
Continue playing the video			
Case Study. Impact of financial leverage	7		1.72
Play Flash Card. The impact of financial leverage	7		1.83
Play Flash Card. Discounted cash flow analysis	7		1.95
Continue playing the video			
Land Residual or Back Door Approach	1		1.97
Identifying assembly potential	3		2.00
Play Flash Card. Analyzing income properties with development potential	6		2.07
Continue playing the video to the end			
Appendices & Resources	3		2.40
Administer Quiz	20		2.73
Play Flash Card. 101 Quiz No. 1 Provides the answers to the Quiz No. 1	6		2.83
Wrap up and questions. Next steps	5		2.92