

Investit Academy Learning Management System

Curriculum and Instructors Guide

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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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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
		Condominium Development. Case study	35 Min
Factors that effect land values		Condominium Development. Sensitivity analysis	7 Min
Impact of soil conditions on land value	28 Min	Development risks. A story	11 Min
Examples of factors that effect land value	5 Min	Determining the sales price. The challenges	1 Min
Zoning regulations. Impact on land values	3 Min	Realtors becoming developers. Beware	3 Min
Building envelopes and light angles	6 Min	Retail development. Case study	15 Min
Be wary of long narrow sites	10 Min	Sensitivity analysis. Case study	13 Min
Parking Parking require requirement	10 Min	Buy and Sell or Keep	15 Min
Under ground versus surface parking	6 Min	How to analyze a "Mixed use" development	3 Min
Example of highest & most stupid use	4 Min	Two approaches to development analysis	8 Min
Market and design considerations	6 Min	Lender requirements	3 Min
How to select an architect	3 Min	Renovation analysis	1 Min
Creating Offers			
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

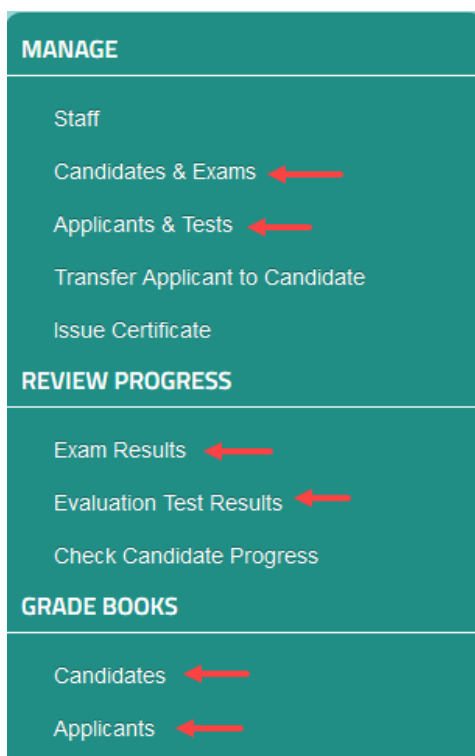
Viewing grades and competency test results

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 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	<input type="button" value="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	<input type="button" value="Show Attempts"/>
Exam: 101. How to Analyze and Value Income Properties	1	<input type="button" value="Show Attempts"/>
Exam: 102. Real Estate Investment Analysis	2	<input type="button" value="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	Attempts	
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	Attempts	
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 notification indicates 'You are logged in as Neil Osborne' with a 'Log out' button. Below the logos, a banner ad placeholder is shown with dimensions 'Banner ad. 228 wide x x 90 high'. The main content area features a central banner ad with dimensions 'Banner ad. 300 high x 250 wide' and the text 'RAISING YOUR COMMERCIAL IQ There's a lot to learn'. To the right, another banner ad placeholder is shown with dimensions 'Banner ad. 300 wide x 600 high'. The left sidebar contains navigation links: Home, Edit Profile, 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). The bottom of the page shows 'You are logged in as Neil Osborne Home' with a 'Log out' button and a footer: '©Investit Academy LMS 2020 | Powered by Investit Academy LMS'.