

Learn More  
to Earn More!

# Estimating Market Value of Commercial Property

Thursday  
September 11<sup>th</sup>, 2014  
8:30 a.m. to 4:30 p.m.

REALTOR® Association of  
Greater Fort Myers and the Beach, Inc.  
2840 Winkler Ave  
Fort Myers, FL 33916

## Special Price Offer!

Regularly priced at \$149...

Now \$99  
for Members

\$125 for non-members

## Includes:

- 70-page Training & Resource Guide
- CASE STUDIES Booklet
- Professional PowerPoint Slide Show
- High Audience Interaction
- Experienced & Entertaining Instructor

Limited seating ...

... RSVP required

Register online at  
[www.GreaterFort-MyersRealtors.com](http://www.GreaterFort-MyersRealtors.com)  
or email

Andrea Crites at  
[andrea@swflrealtors.com](mailto:andrea@swflrealtors.com)

or call  
239-936-3537,  
ext. 234

## TAKE THIS COURSE TO EARN MORE!

### WHO SHOULD ATTEND?

- Transitioning Residential Agents
- New Commercial Agents
- Current Agents wanting a refresher course

### YOU WILL LEARN:

- Basics of Market Value Estimation
- Three Approaches to Estimating Value
- How to Estimate the Value of Multifamily Property
- How to Estimate the Value of Office & Retail Property
- How to Estimate the Value of Hotels / Motels
- How to Estimate the Value of Industrial Property & Vacant Developable Land
- How to Use Gross Rent Multipliers



### About the Instructor



Dan L. Andrews, GRI, RAM, ACP, President of Commercial Real Estate Advisors, LLC, developed the *Accredited Commercial Professional™ (ACP)* Commercial Training Program. The ACP Program is taught in the United States and Canada through Boards of REALTORS® and is licensed by Denver-based RE/MAX, LLC to train its 90,000 global agents. Andrews' two publications, *How to Successfully List and Sell Commercial Real Estate* and *Guide to Leasing Commercial Property* are sold through RE/MAX, LLC and Boards of REALTORS®. He was awarded a Bachelor of Science degree from Virginia Tech and is a former adjunct faculty member and past director of the University of Michigan Extension Service Real Estate Education Program. With over 25 years of diversified real estate and management experience, Andrews has leased, listed and sold millions of dollars in real estate.

Andrews is an approved National Association of REALTORS® (NAR) Signature Series Speaker.