



The Fundamentals of Listing and Selling Commercial Real Estate

By Loren K. Keim

Paperback. Book Condition: New. Paperback. 230 pages. The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating. The Fundamentals section includes a comprehensive study of commercial property types, analysis of each type, investment analysis methods, the fundamentals of commercial leases, commercial mortgages, zoning issues, and techniques for market analysis, including step by step instructions in the use of Microsoft Excel and financial calculators. The Practice section integrates the foundation learned in the first section with training in the sales process and specific techniques used by successful commercial Realtors. This section includes prospecting methods, creation of successful buyer and seller presentations, negotiation techniques, client servicing, property inspections, due dili This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



READ ONLINE
[5.86 MB]

Reviews

Very beneficial to all of class of people. I am quite late in start reading this one, but better then never. You may like just how the writer create this publication.

-- Audra Klocko PhD

Thorough information! Its this type of great go through. It is amongst the most incredible publication i actually have read through. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- Germaine Welch

Related eBooks



[The Gosh Awful Gold Rush Mystery Real Kids, Real Places](#)

Gallopade International. Paperback. Book Condition: New. Paperback. 146 pages. Dimensions: 7.4in. x 5.3in. x 0.6in. When you purchase the Library Bound mystery you will receive FREE online eBook access! Carole Marsh Mystery Online eBooks are an easy, effective, and immediate way to read...



[Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large](#)

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who can teach you a lot. Everyone who...



[The Birds Christmas Carol](#)

Digireads.com. Paperback. Book Condition: New. Paperback. 34 pages. Dimensions: 7.8in. x 4.8in. x 0.3in. Kate Douglas Wiggin (1856-1923) was an important reformer of childrens education at the turn of the century. During a period when childrens place in society was little other than...



[Scholastic Discover More Penguins](#)

Scholastic Reference. Paperback. Book Condition: New. Paperback. 80 pages. Dimensions: 10.0in. x 8.0in. x 0.4in. Scholastic Discover More is a revolutionary new nonfiction line pairing stunning print books with corresponding interactive digital books that extend the learning online. PENGUINS unlocks a free 48-page...



[DK Readers Invaders From Outer Space Level 3 Reading Alone](#)

DK CHILDREN. Paperback. Book Condition: New. Paperback. 48 pages. Dimensions: 8.9in. x 5.9in. x 0.1in. Are aliens from other planets visiting Earth Read these amazing stories of alien encounters -- and make up your own mind! The 48-page Level 3 books, designed for...



[Harts Desire Book 2.5 La Fleur de Love](#)

Cajunflair Publishing. Paperback. Book Condition: New. Paperback. 112 pages. Dimensions: 8.0in. x 5.0in. x 0.3in. Its late 1974, and high school student, Melinda Dawson is in serious trouble. Within two hours of revealing her suspected pregnancy to her parents, shes whisked off against...