



IREM Institute of Real Estate Management

Minnesota Chapter 45

Monday, April 19 - Friday, April 23, 2010
8 a.m. to 5 p.m. | Golden Valley

Asset Analysis Track

The Asset Analysis track is comprised of skill-based courses that, when taken in sequence, progressively build your knowledge of financing and valuation of real estate assets. You'll work hands-on with fellow participants to explore various models of financial analysis in three applications-based courses designed to help you capitalize on your real estate assets. Students will find the tools they learn here indispensable to the properties and the portfolios they manage. The HP10BII Financial Calculator is required for this track, and a laptop computer is strongly recommended.

Please check the Asset Analysis Courses you would like to register for:

Investment Real Estate Financing and Valuation - Part One (ASM603)

April 19-20

Premier Member Rate - \$570

Classic Member Rate - \$660

Non-Member Rate - \$715

What you'll learn:

Economics of real estate investment: Owner's goals and objectives, business and real estate cycles, macroeconomic effects on real estate

Sources of financing: Various sources of real estate financing, lenders' evaluation methods, loan package components

Loan calculation: Different types of loans, debt service calculation, interest rates

Loan analysis: Loan-to-value, debt coverage ratio, leverage applications

Property valuation and capitalization rates: Appraisal methods, capitalization rate calculations, mortgage equity analysis, equity residual model

Investment Real Estate Financing and Valuation - Part Two (ASM604)

April 21-22

Premier Member Rate - \$570

Classic Member Rate - \$660

Non-Member Rate - \$715

What you'll learn:

The time value of money: Owner's goals and objectives, time value of money (TVM) components, TVM applications

Discounted cash flow, valuation and investment return: Discounted cash flow (DCF) analysis vs. capitalization, market value calculation, investment value calculation, different measures of investment return

Mid-stream analysis: Reasons for conducting a mid-stream analysis, mid-stream analysis calculations

Discounted cash flow and leases: Financial impact of lease concessions, lease proposal comparisons using DCF analysis

Investment Real Estate Financing and Valuation - Part Three (ASM605)

April 23

Premier Member Rate - \$310

Classic Member Rate - \$360

Non-Member Rate - \$390

What you'll learn:

Taxation: Overview of taxation and its impact on real estate investing

Practical applications and analysis of case studies: Owner's goals and objectives, highest and best use for a property, property performance measurements based on cash flow analysis, evaluation of property alternatives

REGISTRATION INFORMATION

Membership Type:

- Premier (CPM, CPM Candidate, ARM, Accredited Commercial Manager, AMO Firm Employee)
 Classic (Associate Member, Student Member, Academic Member)
 Non-Member

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

PAYMENT METHOD:

- Check enclosed (*payable to IREM Chapter 45*)
 Credit Card (*please specify type*) Visa Master Card

Cardholder Name _____

Card Number _____ Expiration Date _____

Cardholder Signature _____

THIS REGISTRATION FORM IS DUE BY MARCH 31, 2010 AND PRE-REGISTRATION IS REQUIRED.

A confirmation letter with time and location details will be emailed to you.

RETURN THIS REGISTRATION FORM TO:

Sara Jensen • IREM Chapter 45 • 4248 Park Glen Rd. • Minneapolis, MN 55416
p: (952) 928-4664 • f: (952) 929-1318 • sara@iremmn.org • www.iremmn.org

CANCELLATION POLICY:

To cancel your registration for this course, you must notify IREM Chapter 45 in writing. If you cancel 10 or more business days prior to the start of the course, you will receive a full refund of your registration fee. If you cancel less than 10 business days but a minimum of 3 business days prior to the start of the course, you may either receive a full refund (less a \$75 administrative fee) or you may transfer to another course and/or delivery method. There is no administrative fee for students transferring to another course but the transfer is only valid for up to 12 months from the date of cancellation. If you cancel within 3 business days of the start of the course or you do not attend, a refund of your registration fee or a transfer to another course will not be possible. If IREM cancels a course, your registration will be fully refunded. However, IREM assumes no liability for any expenses incurred other than the registration fee.