

FINANCIAL POISE WEBINAR SERIES REAL ESTATE DUMBED DOWN 2016

SERIES OVERVIEW

If you are going to enter into (or represent someone in) a commercial real estate transaction you need to understand the legal and business aspects of the deal and you need to understand the local market. This Financial Poise webinar series provides attendees with a solid overview of the issues one needs to consider when doing real estate deals.

As with all Financial Poise webinars, each episode in the series is designed to be viewed independently of the other episodes, and listeners will enhance their knowledge of this area whether they attend one, some, or all of the programs.

EPISODE SUMMARIES

EPISODE #1

Representing the Commercial Landlord

January 19, 2016, 2pm CST

While it is the commercial landlord's goal to maintain a good relationship with its tenants, there can be an underlying tension – while trying to promote a positive rapport, the landlord and its property manager also need to ensure that the tenant fully complies with its lease obligations. When a tenant fails to do so, the landlord must react promptly and in the manner most likely to protect its financial interests, whether that means working with the tenant to get “back on track” or recovering possession in order to re-lease the premises. Numerous issues factor into the analysis of how best to proceed in the face of a tenant default, including rental market conditions, the tenant's financial status, the tenant's prior defaults and payment history, the nature of the tenant's default and whether it can be cured, the length of the remaining lease term and, of course, the landlord's tolerance for litigation. This webinar will details representing the commercial landlord.

EPISODE #2

Representing the Commercial Tenant

February 26, 2016, 2pm CST

A commercial tenant, whether big or small, needs the ability to operate freely. This can be hindered greatly if it runs into disputes with its landlord. There are a wide variety of issues that can arise such as a dispute regarding the lease terms or receiving notice of eviction. It is imperative that the commercial tenant's business operations be understood and that special attention be paid to the different sections of the lease that can critically impact its business. These include permitted use, expansion, parking, maintenance, etc. Good negotiations prior to the signing of the lease may greatly reduce the likelihood of issues arising or escalating to eviction. This webinar will cover what representing the commercial tenant entails.

EPISODE #3

Basics of Real Estate Syndication

March 18, 2016, 2pm CST

Real estate syndication is an effective way for investors to pool their financial and intellectual resources to invest in properties and projects much bigger than they can or want to execute on their own. Indeed, it permits totally passive investors to allocate a portion of their investment portfolio into real estate. Real estate syndication has existed for a long time but the advent of crowdfunding is causing it to explode in just the past few years, resulting in many investors entering the space for the first time. This webinar provides a look at the fundamentals of real estate syndication- from both the developer's and the investor's perspectives.

EPISODE #4

Due Diligence in Real Estate Deals

April 29, 2016, 2pm CST

In every real estate deal, whether it involves the purchase of a single family home, a shopping mall, an industrial park, a skyscraper, or raw land, due diligence is key. The type of diligence (that is, what the potential buyer actually focuses on) will vary somewhat depending on what type of real estate is being purchased and what the buyer's intended use for the real estate it. A building inspection, in the case of vacant

land or land that has a building that will be knocked down, for example, will not require a building inspection. On the other hand, certain issues need to be looked into in any deal- making sure clean title can be conveyed, for example. If the goal is to rent the property, diligence into current renters, their leases, and rental market conditions will be important. This Financial Poise webinar lays out the basics about due diligence in real estate transactions.

EPISODE #5

Real Estate Valuation Basics 101

May 27, 2016, 2pm CST

Accurate real estate valuation is important to everyone involved in a real estate deal: mortgage lenders, investors, insurers, and, of course, buyers and sellers. The principal economic bases of property valuation include the cost for which a substitute property can be obtained; estimating future income of the property; how change (nearby development and other trends) affects value; how competition will affect profits; whether contemplated improvements will make a net contribution to value; whether the property's use is in conformity with other activities in the area; supply and demand; and what the highest and best use of the land might be. This webinar also specifically dives into the three primary means of appraising commercial real estate: the cost approach, sales comparison approach, and the income capitalization approach.