



Commercial Brokers Association

Commercial Classes 2018

The Essentials:

1. CBA 01/02 Introduction to Commercial Real Estate
2. CBA 03 Commercial Real Estate Basics
3. CBA 04 Income Property Analysis
4. CBA 05 Income Property Analysis and Comparison

Beyond the Basics:

6. CBA 06 Introduction to Multi-Family Investments
7. CBA 07 Introduction to Multi-Family Listing and Selling
8. CBA 08 Introduction to Commercial Leasing Part A
9. CBA 09 Introduction to Commercial Leasing Part B
10. CBA 10 Advanced Income Property Analysis
11. CBA 11 Commercial Loans from Start to Finish
12. CBA 12 CRE Transaction Documents Review
13. CBA 13 Business Development and Prospecting

The Generalist:

14. CBA 14 Tenant Representation
15. CBA 15 Lease Negotiations
16. CBA 16 Lease or Purchase
17. CBA 17 Business Opportunities Sales
18. CBA 18 Hospitality Sales
19. CBA 19 Retail Sales/Lease
20. CBA 20 Industrial – Flex – R&D Sales/lease
21. CBA 21 Office Sales/Lease
22. CBA 22 Sale and Lease Back

Update 9/11/2018