Virginia Association of Housing and Community Development Officials (VAHCDO)
in Partnership With

IREM Institute of Real Estate Management
Presents:

FIN402 – Investment Real Estate: Financial Tools
IREM Hampton Roads Virginia Chapter No. 39
638 Independence Parkway (Virginia Beach Room), Chesapeake, VA 23320
October 31 – November 1, 2011
8:30 a.m. – 5:00 p.m.

Hotel Information: The Hyatt Place Chesapeake/Greenbriar
709 Eden Way North, Chesapeake, VA 23320
1-888-492-8847
$89.00 plus taxes (code: OMG Corporate Rate)

Schedule:

8:00 a.m.	Registration
8:30 a.m.	Class begins
10:00 a.m.	Morning break
Noon	Lunch (1 hour), on your own
2:30 p.m.	Afternoon break
5:00 p.m.	Class ends

This course addresses the core issues that impact fiscal planning, giving you the ability to calculate important financial components and take control of your property's financial outlook.

What you'll learn:

- Budgeting and analysis. Owner's goals and objectives, budgets and forecasts, variances
- Cash flow analysis. Pro forma statements, cash flow trends, calculating rates of return
- Capitalization and valuation. Property valuation, income capitalization, equity capitalization
- Taxation and financing. Property taxes overview, cost recovery deductions, types of financing, equity residual model payments, principal and interest calculations, yield maintenance and defeasance
- Loan analysis. Loan-to-value (LTV), debt coverage, margin of safety, leverage applications

How you'll benefit:

- Gain the fiduciary trust needed to work effectively with owners and investors
- Maximize the financial potential of the properties you manage
- Establish yourself as a strategic partner to your clients

HP10BII Financial Calculator Required. Course materials illustrate keystrokes for this calculator only. Students are encouraged to use the owner's manual and review it prior to taking this course.

Registration Fee: $680.00
$590.00 (CPM® Candidates)

Please make checks payable to: VAHCDO, Attn: Valerie Hill Neal, Post Office Box 797, Newport News, VA 23607. *Please submit registration forms and payment no later than* ***September 30, 2011.***

CONTACT: Valerie Hill Neal or Carl V. Williamson
Telephone: 757-928-2620 Fax: 757-247-6535
SPECIAL NOTE: Please, no taping or video recording.

SEMINAR REGISTRATION FORM
FIN402 – Investment Real Estate: Financial Tools
October 31 – November 1, 2011
Chesapeake, VA

Please complete this form and return along with payment by **September 30, 2011** to VAHCDO, Attention: Valerie Hill Neal, Post Office Box 797, Newport News, VA 23607.

Please complete a separate form for each participant:

Name_____Title_____
Organization_____
Street Address (no P.O. boxes)_____
City_____State_____Zip Code_____
Phone_____Fax_____E-mail address_____

If you need a reasonable accommodation or require the features of a reasonable accommodation, please contact Valerie Hill Neal at 757-928-2620.

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