



REALTORS® COMMERCIAL ALLIANCE (RCA) — The commercial division of NAR



Discovering Commercial Real Estate

formerly Fundamentals of Commercial Real Estate

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Discovering Commercial Real Estate is a 3-hour online course designed to be a basic introduction to commercial real estate. This course will help the student answer the following questions: "Should I add a commercial component to my business?", "What are the basics?", and "How do I get started"? **Discovering Commercial Real Estate** provides basic commercial real estate terminology, basic resources needed for a commercial real estate transaction, basic steps involved in a transaction and resources available through NAR, the REALTORS® Commercial Alliance and NAR's five commercial affiliates that will assist the student in deepening his/her commercial knowledge. This course has been newly created after an extensive review and revision of the former Fundamentals of Commercial Real Estate course. **Discovering Commercial Real Estate** is available on [REALTOR® University](#) for \$99.

Ideal Participants:

- Entry level commercial real estate professionals
- Any real estate professional who would like to discover if a career in commercial real estate is right for them
- Residential real estate professionals who want to know the difference between residential and commercial real estate
- Entry level commercial real estate professionals who want to learn about different commercial specialties such as office and industrial

General Course Objectives:

- Learn the basic cultural differences between residential and commercial real estate.
- Understand the basics involved in a commercial real estate transaction including: due diligence, purchase transactions, lease transactions, and valuation methods.
- Review the different facets of commercial real estate, including office, retail, industrial, land and property management.
- Practice basic commercial real estate calculations.
- Discover different transaction scenarios.
- Understand the various commercial resources available through NAR and its commercial affiliates.

For more information contact the RCA at 800-874-6500 or email us at RCA@realtors.org.

CONNECTIONS COUNT



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®