

Land Investment Analysis

Instructor: Randy Hertz, ALC

October 18-20, 2017

Hertz Real Estate Office
415 S. 11th St.
Nevada, IA 50201



Understanding land investment principles is valuable to any broker/agent as it can assist real estate professionals to take on more clients and close more deals. Be prepared to take on the toughest land investment transactions. After taking this course, attendees will have the:

- Expertise to calculate various aspects of a properties present value including the internal rate of return, net present value, mortgage payment and more.
- Confidence to identify the highest and best use of a property as well as acquisition, operation, and disposition costs and equity.
- Competence needed to help clients through the land investment analysis process.
- Knowledge to effectively analyze and evaluate data, including highest performance indicators, multipliers and ratios, rate of return, and more.

COST

ALC \$450  RLI Member \$500  Standard \$600

Reserve your spot by completing the information below along with a check made payable to RLI Iowa. Forms should be mailed to RLI Iowa Chapter, PO Box 785, Ankeny IA 50021. Contact Traci Schermerhorn with questions, traci@rlifarmandranch.com or 515.633.7993.

Name: _____

Company: _____

Mailing Address: _____

Email Address: _____ Phone: _____

NAR ID #: _____ License # and State: _____

Registration deadline is Monday, October 2, 2017. Cancellations: \$50 if done 30-days prior to class; \$100 if less than 48 hours; No refund or credits will be given to registrants who do not cancel and do not show up for the course.