



# CI 103: User Decision Analysis for Commercial Investment Real Estate

## This course will teach you how to:

- Apply key occupancy decision-making skills such as comparative lease analysis, lease vs. purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decisions;
- Determine how the financial reporting requirements for real estate influence user decisions; and
- Integrate negotiation skills with financial analysis skills to maximize user outcomes.

Linking a company's enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant. In CI 103, you'll learn advanced skills such as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion.

**LOCATION:**

**DATES:**

**TIME:**

**INSTRUCTOR:**

**TUITION:**

Member Rate: \$1,435  
Non-Member Rate: \$1,735

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