

Commercial EducationRochester, NY

“Selling Investment and Commercial Properties... Issues, Money and Laws”

*Sponsored by the NYS Commercial Assoc. of REALTORS®
in cooperation with the Rochester Area Chapter of
NYSCAR*



Lunch sponsored by Benderson Development

Date: October 27, 2011 **Time:** 8:30 am – 5:30 pm

Location: HSBC Center, One HSBC Plaza, Concourse Level, 100 Chestnut Street,
Rochester, NY 14604

Parking: Parking is available in the parking garage - special rate of \$3.00 for
education/and or lunch attendees.

Registration Fee: NYSCAR Members*: \$105.00 Non-Members: \$125.00

***NYSCAR members receive a \$20.00 discount – pay only \$85.00 IF payment is made by Oct. 13**



Instructor: *Edward S. Smith, Jr., ITI*

7.5 hours of NYS continuing education credit. **This course also satisfies the NYS requirement for 3 hours of Fair Housing and /or Discrimination training for license renewals.**

Selling Investment and Commercial Properties...Issues, Money and Laws

This course explores important considerations in brokering real estate including:

- Building issues such as environmental concerns, fair housing and ADA laws and compliance
- Methods of determining property values
- Financing – mortgages, loan-to-value, debt service ratio
- Cash flows and the impact of taxes
- Sale of property – capital gains taxes, 1031 Exchanges
- Discrimination laws, types of bias, inadvertent discrimination

NYSCAR REGISTRATION FORM – October 27, 2011
Selling Investment and Commercial Properties: Issues, Money and Laws
Rochester, New York

Registration Fees: NYSCAR Members*: \$ 105.00 Non Members: \$ 125.00
***NYSCAR Members-receive \$20.00 discount –**
pay \$85.00 IF payment is made BY October 13

*****Registration includes course, continental breakfast lunch and coffee *****

Name: _____ Firm: _____
Address: _____ City: _____
State: _____ Zip: _____ Phone: _____
Fax: _____ EMail: _____
NYS Real Estate License#: _____

Payment:

Enclosed is my check made payable to "NYSCAR" for \$ _____ or please charge my credit
card for \$ _____: _____ MasterCard _____ Visa _____ AMEX

Card # _____ Exp. _____ CVV: _____

Signature _____

Do you have any disabilities that require special accommodations, including the provision of auxiliary
aids and services? If so, Please identify your special needs:

Please register A.S.A.P. but **NO later than October 13, 2011 so that appropriate
arrangements can be made for the session.**

Please send your registration to:

**NYSCAR, 130 Washington Ave.,
Albany, NY 12210
Fax: 518-462-5474**

sherry@nycap.rr.com

**Registration for class includes the
monthly luncheon,
therefore, please **do NOT respond to**
the luncheon Evite**

Questions: Please email Sherry at