



411 on Commercial Real Estate: What you Need to Know

I.	Introduction	(0-2:00 minutes)
II.	What is Commercial Real Estate	
	a. Types and Characteristics of Commercial Real Estate	(2:00 – 29:50 minutes)
	i. Office	
	ii. Retail	
	iii. Industrial	
	iv. Multi-Family	
	v. Special Use	
	vi. Land	
	b. Commercial Real Estate Terms	(29:51 – 63:50 minutes)
	i. Broken lien	
	ii. Capitalization rate	
	iii. Common area maintenance	
	iv. Debt service coverage rate	
	v. Full service lease	
	vi. Net operating income (NOI)	
	vii. Triple net lease	
III.	Commercial Brokerage	(63:51- 125:08 minutes)
	a. Types of Commercial Brokerage	
	b. Commercial Brokerage Agreements	
	c. Commercial v. Residential (The Differences)	
	d. Agency Issues in Commercial Brokerage	
	e. Agricultural Brokerage Program w/ Norm	(102:41 – 121:09 minutes)
IV.	Commercial Transactions	
	a. Types of Commercial Transactions	(125:10 – 149:50 minutes)
	i. Purchase/Sell	
	ii. Lease	
	iii. Developments	
	iv. Land	
V.	Other Commercial Issues	
	a. Finance	(149:51 – 159:15 minutes)
	b. Due Diligence	
VI.	Commercial Transaction Issues	(159:16 – 163:59 minutes)
	i. Zoning	
	ii. Building Codes	
	iii. Local Ordinances	
	1. Point of Sale Property Inspections	
	2. Sprinkler Requirements	
	3. Regulation of “For Sale” and “For Lease” signs	
	iv. Environmental	
	1. Stormwater Regulations	
	a. Math	(164:00-173:35 minutes)
VII.	Conclusion	(173:40 – 176:21 minutes)