

APOD (Investment Analysis) and LOI (Commercial Letter of Intent)

June 30, 2017
8:00 a.m. to 12:00 noon

San Juan College
4601 College Blvd, Room 9008
Farmington, NM 87402

APOD (Investment Analysis)—Learn the tools and jargon used in doing a preliminary analysis (underwriting) of an investment property. By applying these tools, an individual will have a better understanding of the “numbers” that determine the value of a property and many variables that impact the process.

Instructor: Dave Hill CCIM

LOI (Letter of Intent)—Review the function and anatomy of the Letter of Intent and the process of arriving at a “meeting of the minds” with respect to leasing or purchasing real property.

Instructor: Scott Whitefield



4 CE Credits Approved
(Qualifies as Core Elective)

Refreshments provided by
Guardian Abstract & Title Co.

APOD—LOI June 30, 2017

CLASS FEE: \$60.00 (\$75.00 after June 27, 2017)

Refunds: Course Fee (less \$25 processing fee) will be issued only if CARNM receives written notice 48 hours prior to class date.

Name _____ Phone _____

Mailing Address w/Zip Code _____

Email _____ Real Estate License # _____

Method of Payment: Visa Mastercard Discover American Express Amount of Payment: \$ _____

Account # _____ CID Code _____ Expires _____

Billing Address w/Zip Code _____

Name on Card _____

Signature _____

Register [ONLINE](#) or submit this form to CARNM:

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