

CI 102: Market Analysis for Commercial Investment Real Estate



September 21-24, 2026
8:30 AM to 5:30 PM



Arcadia Association of Realtors®
601 S. First Ave., Arcadia, CA 91006

EARLY BIRD INCENTIVE*

\$300
BACK

Register by August 21, 2026!

*The reimbursement applies to Institute Rate registrations only.

This course will teach you how to:

- Apply Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis to make fundamental investment decisions;
- Perform state-of-the-art geospatial analyses; and
- Forecast future demand and opportunities for investment.

Through hands-on case studies across office, industrial, multifamily, and retail properties, students learn **practical applications of BAO mapping, data analytics, and Tapestry Segmentation** to support smarter site selection and investment decisions.

Prerequisite

None

Course Length

4 days in class + Online exam

**CI101 is not required as a prerequisite for CI102.*

Required Equipment

A laptop computer with the Excel Program

Tuition

Institute Rates (Eligible for \$300 Early Bird Incentive)

Member: **\$1,529**

Non-Member: **\$2,329**

Other Rates

Course Retake Rate: **\$610**

Life After the Pin Rate: **\$390**

(for CCIM designees)



Instructor

Gary Martinez
CCIM, SIOR

Senior Vice President
Ashwill Associates

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