

CRE LAUNCH 2024

DEVELOPING THE NEXT GENERATION OF COMMERCIAL REAL ESTATE LEADERS

Generously underwritten by these sponsors and others



5TH ANNUAL

foresitecre.com/training-program/

CRE LAUNCH PROGRAM

CLASS OF 2024



"This program really prepared me for an interview at Dorado Development and now I am an assistant property manager."

Daniel Pacora Class of '22

OUR WHY

CRE TRAINING

In 2020, we decided to open our own training program to those outside our firm and have since trained over 90 professionals both in-person and virtually for dozens of organizations.

INVESTING IN OUR FUTURE

For generations, commercial real estate training has been offered one way, mentorship. We still believe that nothing replaces a good mentor but that has created some gaps in the technical skills not typically taught in our industry without on-the-job experience.

Meanwhile, the technical aspects of the industry continue to evolve and become more complicated. The increased burden on the mentors and trainers leaves them little time and less desire to develop new talent.

As a result, our industry is not attracting and retaining new and diverse talent. A labor shortage could create a severe issue for all of our organizations in the very near future.

The goal of this program is to change that, one emerging professional at a time.



"Foresite's CRE Launch Program was top-notch. As a professional economic developer, I had certain preconceived ideas of what this course would teach me. The program easily surpassed those expectations. I gained a deeper appreciation of the many facets of commercial real estate — from macro economics to micro economics, outstanding lectures from solid professionals and real world projects — I felt I came away with a lot more than I expected. I cannot speak more highly about this program. Thank you again for this remarkable opportunity."

Kate Silvas, CEEdC - Class of '22



ABOUT

THE PROGRAM

Bethany Babcock, MBA

Founder and CEO
Director of Leasing

Chad Knibbe, CCIM

President and Co-Owner
Director of Investment Sales

Alexandria Tatem

Head of Research and Operations
Associate Vice President of Investment Sales

Nicole Mendoza

Marketing Manager
Production Supervisor

“

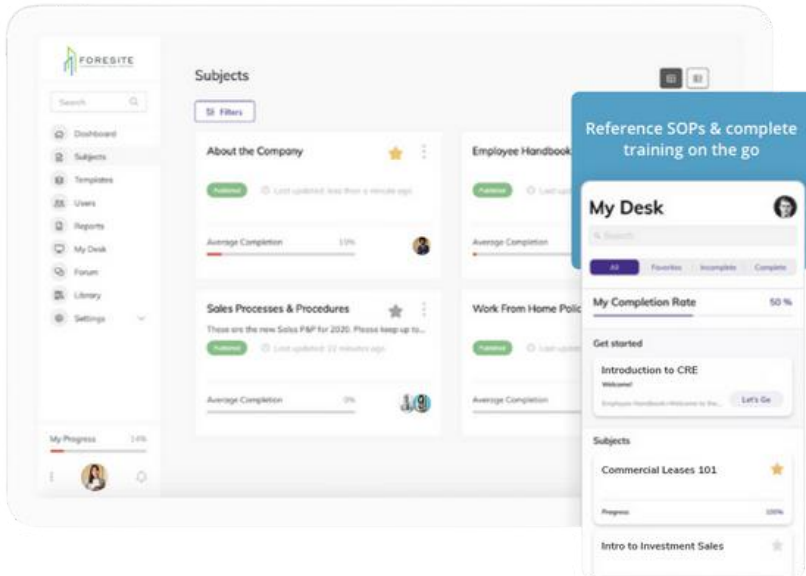
Having been part of Foresite's Commercial Real Estate Training Program, I can say that this is an incredible opportunity to be mentored by industry leaders and veterans from Foresite Commercial Real Estate. Bethany, Chad, Alexandria, and the whole Foresite team were amazing to work with and were always willing to meet virtually one-on-one and provide insightful information for our course work. I'm grateful to have been part of Foresite's 2020 Training Program, as I made so many connections and it led me to my current employment at NorthMarq!

”

Edith Gonzales - Class of '20
Investment Sales Analyst At Northmarq Capital

COMMERCIAL REAL ESTATE TRAINING

INVESTING IN OUR FUTURE & THE FUTURE OF OUR INDUSTRY



REMOTE + IN-PERSON 10 WEEK - PROGRAM

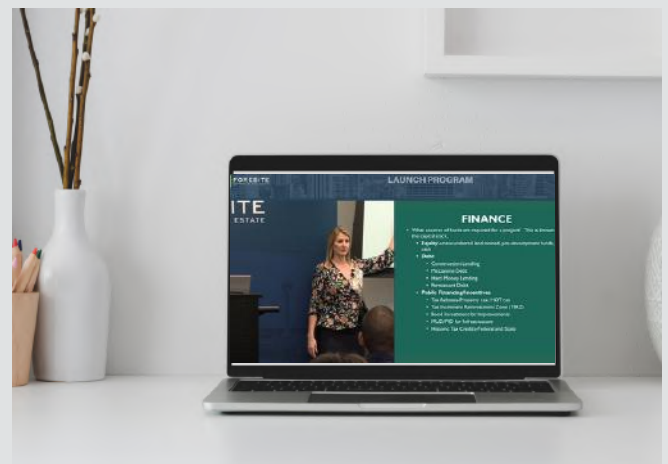
Up to 30 students from around the country can join live classes online and log in to the curriculum from anywhere. Participants can interact with instructors, students and collaborate from anywhere.

Local students have the option to physically attend classes at the Foresite office and meet the instructors during lunch (provided).

COURSES TAUGHT BY INDUSTRY EXPERTS

SUPPORTED WITH CURRICULUM,
TESTS, AND ASSIGNMENTS WRITTEN
BY OUR TEAM AT FORESITE.

Introduction to CRE	CRE Macro Economics
CRE Math 101	Tenant Improvements 101
Commercial Leases 101	Accounting for Non-Accountants
Landlord Representation	Ownership Structures and Syndication
Tenant Representation	Intro to Investment Sales
Property Management 101	Inv. Sales 101 -Pricing & Risk
Property Accounting	Inv. Sales 102 - Leverage
Landlord Representation	Inv. Sales 103 -Cashflow Model
Legal Terms and Situations	Intro to Multi-Family Development
Development Services	Intro to Office Properties
Commercial Title Insurance	Intro to Retail Properties
Entitlement Process	Intro to Industrial Properties



WHO WE SERVE

Each year we sort through a growing list of applicants and search for the brightest and most ambitious emerging professionals joining our industry.

This includes current working professionals, working parents, veterans, business owners and college students.



Stats from the Class of 2024

- Less than one year of experience: 52.78%
- 1-3 years of experience: 36.11%
- 4-7 years: 13.89%
- 7+years: 2.78%
- Working Full Time: 61.10%
- Brokerage Firms Represented: 16
- Females: 38.89%

Graduates of the program have gone on to enjoy careers at:



LAUNCH PROGRAM



Week	Curriculum (Modules)	Research Topics	Assignment	Lecture 1 (Monday)	Lecture 2 (Thursday)
Week 1 Kickoff May 27-31	Welcome to the Training Program! CRE Etiquette and Communications CRE Ethics	Types of Leases	Interview two real estate professionals outside of your current organization (that you don't know). 1) How did you get started? 2) What do you wish you would have known or done differently? 3) What piece of advice do you have for someone starting in this industry? 4) Make your own question 5) Make your own question	Tuesday, May 28 Syllabus Day (Online) How to use the software Overview of assignments	May 30 Welcome Introduction / Kickoff Mentor Pairing Speaker: Bethany Babcock Foresite CRE
Week 2 June 3-7	Intro to Commercial Real Estate CRE Math Commercial Leases 101	CAM Expense	Lease Abstracting In this real world example, please take the actual leases and prepare lease abstracts and build the rent roll in the template provided in commercialresources.com. You will use these lease abstracts for future portions of the training program.	June 3 Property Management Kraig McCoy Foresite CRE	June 6 Intro to Retail Tyler Alley Rose City Partners
Week 3 June 10-14	Property Management Accounting 101	CRE Financing Property Taxes in Non-Disclosure vs Disclosure States	Submarket Study In this real world example, please prepare an actual submarket report for the shopping center of your choosing. Prepare as if you will be presenting to a client to discuss the market surrounding their center that you represent.	June 10 Self Storage Development Andrew Schaper Storage King	June 13 Accounting 101 Lisa Jimenez Foresite CRE
Week 4 June 17-21	Intro to Brokerage - Investment Sales Title Insurance 101	Sale Leaseback Tenant Finish Out	Prepare Letter of Intent for sale and lease transaction using submarket report from prior week	June 17 Legal 101 Andrew Baumgardner	June 20 Title 101 Doug Becker Chicago Title
Week 5 June 24-28	Intro to Brokerage - Landlord Representation Tenant Improvements / Construction	Consumer Price Index Depreciation	Prepare Purchase Agreement In this real world example, you will fill out the promulgated form for a Purchase and Sale Agreement (PSA) for a sales transaction. Prepare as if you are the buyer's agent.	June 24 Development Process Melissa Chamrad Hemisfair	June 27 Entitlements Steve Lin CDS Muery
Week 6 July 1-5	Economics relating to CRE Midterm	Interest Rates Zoning in Texas	Retail Reconciliation Basic Reconciliation - In this assignment you will review the lease abstracts and operating expenses for a shopping center and determine the appropriate billing amount for each tenant's proportionate share.	July 1 Round Tables	July 4 Holiday
Week 7 July 8-12	Investment Sales Underwriting 101	CMBS Market in 2008 Savings and Loan Crisis	Loan Quotes In this real world example, you will need to contact several lenders and provide them with the details of a center you are preparing to market for sale. You will need to obtain loan quotes to use in your underwriting of a shopping center.	July 8 Ownership Structures / Syndications Michael Huseby	July 11 Intro to Multifamily Rick Holland Fulton Property Group
Week 8 July 15-19	Investment Sales 102	Due Diligence Documents	Underwriting Assignment In this real world assignment you will need to evaluate and use the list of rent comps, sales comps, lease documents, loan quotes, and profit and loss statements, and reconciliations to determine a value for the center using the template provided. Make corrections to the assignment you turned in last week.	July 15 Intro to Industrial Daniel Quezada Affinius	July 18 Investment Sales Underwriting Chad Knibbe, CCIM Foresite CRE
Week 9 July 22-26	Investment Sales Underwriting 103	Cap Rates	Prepare Investment Offering In this final project, you will need to defend your valuation from the previous week's underwriting project. Evaluate your assumptions and display the findings on an offering memorandum as if you are presenting the valuation to a client.	July 22 Investment Sales Underwriting Chad Knibbe, CCIM	July 25 Investment Sales Underwriting Chad Knibbe, CCIM
Week 10 July 29 - August 2	Final Exam	Construction Types SBA Loans	End of Course Survey	July 29 Economic Update Eli Randel Crexi	Aug 1 Final Project Recap / End of Program Social

FORESITE TRAINING PROGRAM
CONTACT LIST

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May 27, 2024

Welcome to Foresite! While it may just be for the next 10 weeks, we will be including you in several team meetings and huddles, and we want you to feel like a part of our team.

We are excited to have you join us in our training program. We hope you can benefit from our curriculum. Our team looks forward to helping you in any way we can.

The training will consist of five parts each week. A preliminary schedule is attached:

1. Curriculum. Daily training modules will include text, videos, and quizzes. These can be taken in accordance with your schedule, but please have them all completed by the end of the week so that we can discuss them together. You will receive an e-mail from commercialresources.com by June 1st, and each week the new modules will be released.

2. Weekly Research Topics. This will require you to look for the answers outside of our curriculum. Think of it as an open book quiz. You can look for the answers, but you must be able to articulate the answer in your own words. We will then discuss them as a group. The instructions for each topic will be in commercialresources.com.

3. Weekly Assignments. You will get to do real work with sample properties, leases, etc. This will require you to use what you have learned in the modules and your research to complete tasks such as sub-market reports and valuing shopping centers. The instructions for these will also arrive to you via commercialresources.com.

4. Class Time. We are reserving two slots on Monday and Thursday at noon to hear industry experts present on their respective topics.

5. Team Meeting. If your schedule permits, join the Foresite team each Tuesday at 9 am central (via google hangouts) as we give updates on what we see happening in our markets and the economy. These meetings usually consist of deal updates, but considering the current climate, we are spending our time focusing on the economic forces impacting our business. During these meetings, you should take notes and ask questions about new terms you don't know during class time or via e-mail.

Again, we are thrilled to have you join our team for the next nine weeks. In order to receive your certificate of completion and be permitted to include this training program on your LinkedIn and resume, you must fulfill classroom expectations and complete all of the assignments satisfactorily.

Sincerely,

Alexandria Tatem
Program Coordinator



Alexandria Tatem

COMMERCIAL REAL ESTATE

Foresite Training Program - 2024

COURSE MODULES

Each week you will be assigned 3 to 5 online course modules. These are self paced online classes with video, text, and quizzes. You may complete them according to your own schedule but please finish them in the week they are assigned as the topics will be discussed during class time.

WEEKLY RESEARCH

This will require you to look for the answers outside of our curriculum. Think of it as an open book quiz. You can look for the answers but you must be able to articulate the answer in your own words. We will then discuss them as a group. You can find the details for each weeks topic in commercialresources.com.

REAL WORLD ASSIGNMENT

You will get to do real work with sample properties, leases, etc. This will require you to use what you have learned in the modules and your research to complete tasks such as submarket reports and valuing shopping centers. The instructions for these will also arrive to you via commercialresources.com.

DISCUSSIONS & LECTURES

Each week we will come together in-person and virtually via google hangouts to attend a guest lecture presented by an industry expert. This is also the time to meet your classmates and ask the instructor questions. You may use this time to discuss the assignments, course modules and research questions.

TUESDAY TEAM MEETINGS

One of the most valuable components of the firm. Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.



Syllabus Day

Online

Tuesday Class - 12:00pm CST

Alexandria Tatem

Foresite Commercial Real Estate

Alexandria Tatem is the Associate Vice President of Investment Sales as well as the Head of Research at Foresite. She has a talent for sourcing data and compiling information in challenging markets. Alex is a graduate of the University of Central Arkansas, where she double-majored in Finance and Spanish.

Alex is a member of the International Council of Shopping Centers, Urban Land Institute of San Antonio, and CREW San Antonio.

MODULES

Curriculum

1. Welcome to the program
2. CRE Etiquette and Communications
3. CRE Ethics

MONDAY

27

MAY

**No Class
Federal Holiday**

Happy Memorial Day!

(Optional)

Introduce yourself in the
Community Section of
commercialresources.com.

TUESDAY

28

MAY

**Class Time
12:00pm CST**

(Online Only)

Syllabus Day
Speaker: Alex Tatem

Kickoff Event

Frost Tower

Thursday - 11:00 CST

Bethany Babcock, MBA

Foresite Commercial Real Estate

Bethany Babcock has worked in property management, leasing and investment sales for 20 years. She founded Foresite Real Estate in 2014. The unique culture at Foresite has lured industry veterans as well as developed exceptional talent internally and in 2022 Foresite was named #1 Best Place to Work for Small Businesses by the San Antonio Business Journal. Bethany is a member of the International Council of Shopping Centers, a board member for Adult and Teen Challenge of Texas and is a mother of three.



RESEARCH

Topics

Details in "Weekly Research"

1. Types of Leases

THURSDAY

30

MAY

Kickoff Event
11:00am CST

Welcome
& Mentor Pairing
Speaker: Bethany Babcock

ASSIGNMENT

Real World Assignment

Interview two real estate professionals outside of your current organization (that you don't know).

Ask them the following:

- 1) How did you get started?
- 2) What do you wish you would have known or done differently?
- 3) What piece of advice do you have for someone starting in this industry?
- 4) Make your own question
- 5) Make your own question

Submit your answers on
commercialresources.com



Property Management

Online & Foresite Office

Monday Class - 12:00pm CST

Kraig McCoy

Foresite Commercial Real Estate

Kraig McCoy has over twenty years of experience in commercial property management having worked for Reata, CBRE and now Foresite. His work experiences include management of office, retail, medical and industrial properties across San Antonio.

He currently is the property manager for a group of Class A retail centers including Lincoln Heights shopping center in San Antonio.

MODULES

Curriculum

1. Intro to Commercial Real Estate
2. Commercial Leases 101
3. CRE Math

MONDAY

3

JUNE

Class Time
12:00pm CST

Property Management
Speaker: Kraig McCoy

TUESDAY

4

JUNE

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Intro to Retail

Online & Foresite Office
Thursday Class - 12:00 CST

Tyler Alley

Rose City Partners

Tyler Alley is the President and CEO of Rose City Partners, a family business creating generational impact through community-driven development.



RESEARCH

Topics

Details in "Weekly Research"

1. CAM Expense

THURSDAY

6

JUNE

Class Time
12:00pm CST

Intro to Retail
Speaker: Tyler Alley

ASSIGNMENT

Real World Assignment

In this real world example, please take the actual leases and prepare lease abstracts and build the rent roll in the template provided in commercialresources.com.

You will use these lease abstracts for future portions of the training program.

Upload your assignment to commercialresources.com



Self Storage Development

Online & Foresite Office

Monday Class - 12:00pm CST

Andrew Schaper

Storage King

Andrew is a professional engineer and commercial real estate developer on the Texas Gulf Coast. He manages a family of small businesses, including an engineering services firm, a commercial real estate development company, and oil and gas investment partnerships. Andrew has three ventures pursuing opportunistic land and commercial real estate investments. His primary focus is ground-up development of storage & light industrial facilities in exurban markets.

MODULES

Curriculum

1. Property Management
2. Accounting 101

MONDAY

10
JUNE

Class Time
12:00pm CST

Self Storage Development
Speaker: Andrew Schaper

TUESDAY

11
JUNE

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Accounting 101

Online & Foresite Office
Thursday Class - 12:00 CST

Lisa Jimenez

Foresite Commercial Real Estate

Lisa Jimenez has been in the commercial property management industry for 20 years. Prior to joining Foresite, Lisa worked for Reata Property Management as a Senior Property Accountant where she was responsible for over 2,000,000 square feet. She has extensive knowledge in accounting for office buildings and retail properties.

Lisa has a BBA in Accounting and graduated Magna Cum Laude from UT-Pan American in Edinburg, TX.



RESEARCH

Topics

Details in "Weekly Research"

1. CRE Financing
2. Property Taxes in Non-Disclosure vs Disclosure States

THURSDAY

13 JUNE

Class Time
12:00pm CST

Accounting 101
Speaker: Lisa Jimenez

ASSIGNMENT

Real World Assignment

In this real world example, please prepare an actual submarket report for a shopping center. Prepare as if you will be presenting to a client to discuss the market surrounding their center that you represent.



Legal 101

Online & Foresite Office
Monday Class - 12:00pm CST

Andrew Baumgardner Commercial Real Estate Attorney

Andrew Baumgardner focuses on commercial real estate and related corporate matters. He has represented clients in a variety of acquisition, development, and leasing projects, both locally and around the country. Andrew also serves as outside general counsel and consults clients on corporate and litigation matters related to commercial real estate issues. He is a graduate of the San Antonio Real Estate Council Leadership Development Program, a prior recipient of San Antonio Business Journal's 40 Under 40 Award, and an alumni member of Leadership San Antonio.

MODULES

Curriculum

1. Intro to Brokerage
2. Title Insurance 101

MONDAY

17
JUNE

Class Time
12:00pm CST

Legal 101
Speaker: Andrew
Baumgardner

TUESDAY

18
JUNE

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Title 101

Online & Foresite Office
Thursday Class - 12:00 CST

Doug Becker

Chicago Title

Doug joined Chicago Title in 2003 after a 27-year career as one of the leading real estate transaction lawyers in San Antonio, Texas. Among other accolades that Doug has received include being a Fellow in the American College of Real Estate Lawyers, being Board Certified in Commercial and Residential Real Estate Law by the Texas Board of Legal Specialization, and being a Licensed Instructor by the Texas Real Estate Commission. He was honored to serve as the 2005 Chair of the 9,000 member Real Estate, Probate and Trust Law Section of the State Bar of Texas.



RESEARCH

Topics

Details in "Weekly Research"

1. Sale Leaseback
2. Tenant Finish Out

THURSDAY

20 JUNE

Class Time

Title 101
Speaker: Doug Becker

ASSIGNMENT

Real World Assignment

In this real world example, you will fill out a Letter of Intent (LOI) for a sale and lease transaction. Prepare as if you are the buyer's or tenant's agent.

Use the submarket report from the previous week to submit a competitive offer.



Development Process

Online & Foresite Office

Monday Class - 12:00pm CST

Melissa Chamrad

Hemisfair

Melissa is the Director of Real Estate and Finance for Hemisfair Park Area Redevelopment Corporation. She has over 25 years of experience in the construction and real estate development industry with focused experience in finance and development. Melissa has been involved in master planning and strategic visioning for real estate projects and has executed projects from concept to build out. Melissa has served as a CFO in real estate development and construction and formerly owned her own development services company advising owners and investors in developing office, retail, restaurant, mixed-use, and multifamily projects.

MODULES

Curriculum

1. Intro to Brokerage - Landlord Representation
2. Tenant Improvements / Construction

MONDAY

24
JUNE

Class Time
12:00pm CST

Development Process
Speaker: Melissa Chamrad

TUESDAY

25
JUNE

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Entitlement Process

Online & Foresite Office

Thursday Class - 12:00 CST

Steve Lin

CDS Muery

Steve is a Registered Professional Engineer (PE) in the State of Texas and is currently a Senior Project Manager at CDS Muery. His portfolio includes In-N-Out Burgers, the Rivera Luxury Apartments, CVS Pharmacies, CST Brands Cornerstores, among others.



RESEARCH

Topics

Details in "Weekly Research"

1. Consumer Price Index
2. Depreciation

THURSDAY

27 JUNE

Class Time
12:00pm CST

Entitlements
Speaker: Steve Lin

ASSIGNMENT

Real World Assignment

In this real world example, you will fill out a Purchase and Sale Agreement (PSA) for a sales transaction.

Prepare as if you are the buyer's agent.

Round Table Discussions

Online &
Foresite Office

Monday Class
12:00 CST

10 Minute
Sessions with
Each Speaker



Matt Proffitt
Security Service Title Company
Topic: Title

Brandey Wimberley-Orsag
Jefferson Bank
Topic: Banking

MODULES

Curriculum

1. Economics relating to CRE
2. Midterm

MONDAY

1
JULY

Class Time
12:00pm CST

Round Table Speakers:
Matt Proffitt
Brandey Wimberley-Orsag
Kim Williams
Moses Siller

TUESDAY

2
JULY

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant
in our weekly market calls
where the team discusses
deals and market conditions.



Barrett Myers
GW Mitchell
Topic: Construction



Moses Siller
Northmarq
Topic: Brokerage



Shauna Weaver
Pape-Dawson Engineers
Topic: Civil Engineering

RESEARCH

Topics

Details in "Weekly Research"

1. Interest Rates
2. Zoning in Texas

THURSDAY

4 JULY

No Class
Federal Holiday

Happy 4th of July!

ASSIGNMENT

Real World Assignment

Basic Retail Reconciliation - In this assignment you will review the lease abstracts and operating expenses for a shopping center and determine the appropriate billing amount for each tenant's proportionate share.



Ownership Structures

Online

Monday Class - 12:00pm CST

Michael Huseby

The Investment Lawyers

Michael Huseby is a Managing Member of The Investment Lawyers, PLLC in Seattle, Washington. He is a trusted fund formation attorney with extensive experience representing both investment managers (GPs) and passive investors (LPs). While he currently focuses exclusively on investment vehicles and securities laws, he has a broad background in M&A, capital markets, public company representation, corporate matters, and fund formation.

MODULES

Curriculum

1. Investment Sales Underwriting 101

MONDAY

8

JULY

Class Time
12:00pm CST

Ownership
Structures/Syndications
Speaker: Michael Huseby

TUESDAY

9

JULY

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Multifamily Development

Online & Foresite Office
Thursday Class - 12:00 CST

Rick Holland

Fulton Property Group

Rick is the Vice President of Investments for Fulton Development Group, a multifamily development company headquartered in San Antonio.



RESEARCH

Topics

Details in "Weekly Research"

1. CMBS Market in 2008
2. Savings and Loan Crisis

THURSDAY

11 JULY

Class Time
12:00pm CST

Multifamily Development
Speaker: Rick Holland

ASSIGNMENT

Real World Assignment

In this real world example, you will need to contact several lenders and provide them with the details of a center you are preparing to market for sale. You will need to obtain loan quotes to use in your underwriting of a shopping center.



Intro to Industrial

Online & Foresite Office

Monday Class - 12:00pm CST

Daniel Quezada

Affinius Capital

Daniel Quezada is a Senior Associate on the Industrial/Logistics Development team for USAA Real Estate. Daniel assists with the deployment of capital for both speculative and build-to-suit industrial/logistics projects throughout the U.S. and Mexico. His specific responsibilities include sourcing and underwriting opportunities, managing the transaction process, and managing tenant/development partner relationships. Daniel has been directly involved with approximately 24.1 million square feet for a total project cost of \$3.6 billion in new ground up developments and land acquisition since joining the team in 2018.

MODULES

Curriculum

1. Investment Sales Underwriting 102

MONDAY

15
JULY

Class Time
12:00pm CST

Intro to Industrial
Speaker: Daniel Quezada

TUESDAY

16
JULY

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

Investment Sales Underwriting 101

Online & Foresite Office

Chad Knibbe, CCIM

Foresite Commercial Real Estate

With nearly twenty years of experience in commercial real estate, Chad Knibbe was a key player in the launching of Foresite in 2014 and later founded the investment sales division of Foresite Commercial Real Estate in 2018. Prior to Foresite, Chad was a Senior Vice President at Marcus & Millichap where he ranked as the #1 retail agent for the central Texas region. Chad has also been recognized as a CoStar Power Broker and a San Antonio Business Journal, Heavy Hitter. He is a graduate of Baylor University and lives in Spring Branch with his wife and four children.



RESEARCH

Topics

Details in "Weekly Research"

1. Due Diligence Documents

THURSDAY

18 JULY

Class Time
12:00pm CST

Investment Sales
Underwriting 101
Speaker:
Chad Knibbe, CCIM

ASSIGNMENT

Real World Assignment

In this real world assignment you will need to evaluate and use the list of rent comps, sales comps, lease documents, loan quotes, and profit and loss statements, and reconciliations to determine a value for the center using the template provided.

Make corrections to the assignment you turned in last week.



Investment Sales Underwriting 102 & 103

Online & Foresite Office

Chad Knibbe, CCIM

Foresite Commercial Real Estate

With nearly twenty years of experience in commercial real estate, Chad Knibbe was a key player in the launching of Foresite in 2014 and later founded the investment sales division of Foresite Commercial Real Estate in 2018. Prior to Foresite, Chad was a Senior Vice President at Marcus & Millichap where he ranked as the #1 retail agent for the central Texas region. Chad has also been recognized as a CoStar Power Broker and a San Antonio Business Journal, Heavy Hitter. He is a graduate of Baylor University and lives in Spring Branch with his wife and four children.

MODULES

Curriculum

1. Investment Sales Underwriting 103

MONDAY

22

JULY

Class Time
12:00pm CST

Investment Sales
Underwriting 102
Speaker:
Chad Knibbe, CCIM

TUESDAY

23

JULY

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.



YOUR PARTNER IN INVESTMENT SALES

FORESITE OVERVIEW

The Investment Sales division at Foresite was founded by Chad Knibbe in 2018. By 2022, Foresite reached the **#1 market share position** for Investment Sales in San Antonio.

RESEARCH

Topics

Details in "Weekly Research"

1. Cap Rates

THURSDAY

25 JULY

Class Time
12:00pm CST

Investment Sales
Underwriting 103
Speaker:
Chad Knibbe, CCIM

ASSIGNMENT

Real World Assignment

In this final project, you will need to defend your valuation from the previous week's underwriting project. Evaluate your assumptions and display the findings on an offering memorandum as if you are presenting the valuation to a client.



Economic Update

Online & Foresite Office

Monday Class - 12:00pm CST

Eli Randel

Crexi

Eli leads Crexi's strategy, drawing on his previous 15+ year career in CRE and CRE finance. Eli joined in 2016, following a tenure as Director of Dispositions for Invitation Homes (NYSE: INVH), where he led portfolio dispositions in preparation for the IPO. Prior, Eli was Director of Capital Markets at Cohen Financial, raising LP equity and construction financing for commercial real estate developers. Eli also helped launch Auction.com (now Ten-X), the online auction platform. Eli began his career at CBRE, where he spent three years as a senior financial analyst before obtaining a full academic scholarship to earn his MBA at the University of Florida.

MODULES

Curriculum

1. Final Exam

MONDAY

29

JULY

Class Time
12:00pm CST

Economic Update
Speaker: Eli Randel

TUESDAY

30

JULY

Tuesday Deal Meeting
9:00am CST
(Optional)

Join our team as a participant in our weekly market calls where the team discusses deals and market conditions.

End of Program Social

Online & Foresite Office

Thursday Class - 12:00pm CST



RESEARCH

Topics

Details in "Weekly Research"

1. Construction Types
2. SBA Loans

THURSDAY

1

AUGUST

End of Program Social
12:00pm CST

Certificate Presentation
Top Students Announced

ASSIGNMENT

End of Course Survey

Congratulations on successfully completing the CRE Launch program. We encourage you to stay connected and keep us informed about your progress in the industry. We love hearing from our alumni and greatly value hearing about your achievements and endeavors.

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-Joe Fisher, Hallmark University



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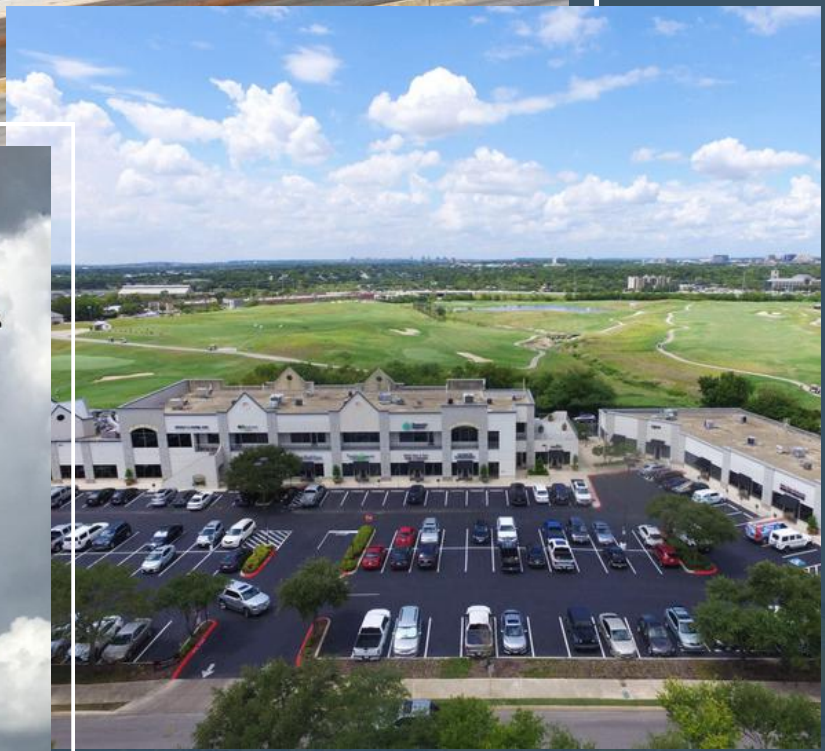
ROGER HILL III

Executive Vice President, JLL

Thank you to Roger Hill III, a 2024 CRE Launch Gold Sponsor.

At JLL San Antonio, he is currently responsible for acquisitions, dispositions and land sales, as well as, leasing and marketing industrial buildings in the South Texas area.





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