

INVESTOR SEASON LLC

Presents

**COMMERCIAL BASICS
BOOTCAMP**

With Coach Franchise

*Say yes to commercial
opportunities!*



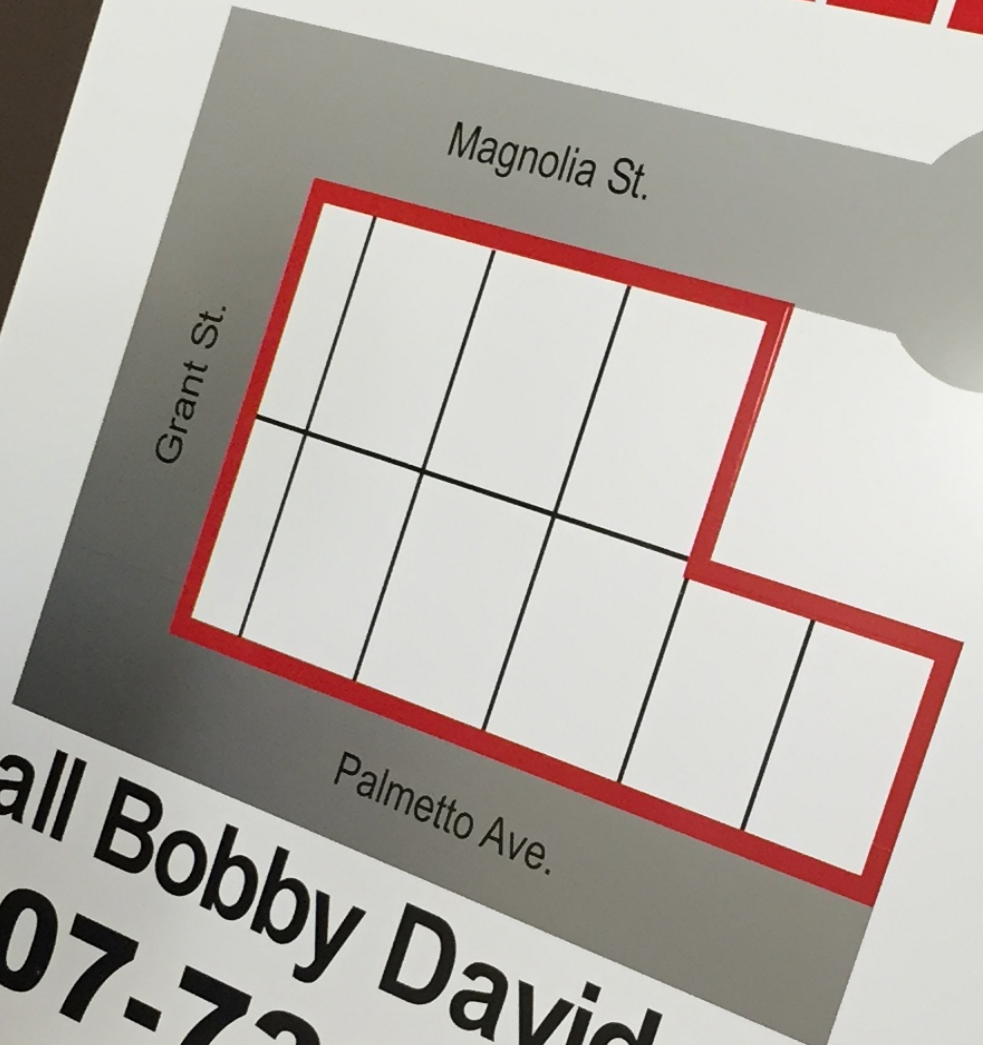
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Google

FOR SALE 1.1 Acres



Ready for
Development

8 Single Family

10 Townhomes

Call Bobby Davidowitz
407-739-5586





‘We’re in the first inning of the commercial real estate correction,’ billionaire real estate investor Jeff Greene says

BY **SYDNEY LAKE**

September 12, 2023 at 12:07 PM EDT



BUSINESS

US office real estate prices headed for 'severe crash,' investors say

By [Ariel Zilber](#)

Published Oct. 2, 2023, 12:28 p.m. ET

ResComm

Resi-mercial



Advantages Residential Agents have

- You hustle harder
- You Crush Content
- You're a Double Agent



How to write a Commercial Contract

Watch later

Share

HOW TO
WRITE

A COMMERCIAL
REAL ESTATE
SALES CONTRACT

Watch on YouTube

How to write a Commercial Contract



Coach Bobby Franchise

503 subscribers

Analytics

Edit video

282



Share

Clip



12K views 2 years ago #exprealty #realestate #commercialrealestate

COMMERCIAL BASICS BOOTCAMP



Coach Franchise

"Get the knowledge and confidence to start doing Commercial Real Estate today."





Saying hello doesn't have an ROI. It's
about building relationships.

— Gary Vaynerchuk —





1000 Sq. Ft. Office Lease

You're as strong as the questions you ask.

- What type of business do you have?
- Does your business have any special requirements?
- What location do you want to focus on and why?
- How much parking do you need?
- What is your budget? (If purchase cash vs financing)
- How much square footage do you need?

Common Lease types

- **Gross Lease**
- **Modified Gross Lease**
- **Net Lease**

Gross Lease (Full Service)

- In a gross lease, the tenant pays a fixed rental amount, and the landlord covers operating expenses such as property taxes, insurance, and maintenance costs. This type of lease simplifies cost management for tenants.

Modified Gross Lease

- This lease type is a middle ground between gross and net leases. Typically, the tenant pays a base rent, and some of the operating expenses are shared between the landlord and the tenant.

Net Leases

- Net leases shift some or all of the operational costs from the landlord to the tenant. There are three main types:
- **Single Net Lease (N Lease):** Tenant pays rent and property taxes.
- **Double Net Lease (NN Lease):** Tenant pays rent, property taxes, and insurance.
- **Triple Net Lease (NNN Lease):** Tenant pays rent, property taxes, insurance, and maintenance costs.

CAM (Common Area Maintenance)

- **Common Area Maintenance charges are fees that landlords pass on to tenants to cover the costs of maintaining common areas shared by all tenants in a commercial property. These areas may include lobbies, hallways, elevators, parking lots, landscaping, and other shared facilities.**

T.I. (Tenant Improvements)

- Refers to the alterations, modifications, or enhancements made to a commercial space to meet the specific needs and requirements of a tenant. These improvements are typically negotiated between the landlord and the tenant as part of the lease agreement.



Living room accents offer a welcoming vibe in lounge reception areas.

HIGHLIGHTS

- Located Directly At The Very Center Of The Central Business District!

ALL AVAILABLE SPACES (2)

Display Rental Rate as $\$/\text{SF}/\text{YR}$

SPACE	SIZE	TERM	RATE	SPACE USE	CONDITION	AVAILABLE
3rd Floor	3,500 SF	5 Yrs	\$23.00 /SF/YR	Office	Full Build-Out	Now



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$$\text{\$23} + \text{\$3} \times 3500 \text{ sq. ft.} / 12 \text{ (months)} =$$

\\$7,583.33 per month

How do you get paid?

$$\text{\$26} \times 3500 \text{ sq ft} \times 5\text{yrs} =$$

$$\text{\$455,000}$$

$$\text{\$455,000} \times 3\% = \text{\$13,650}$$



Letter of Intent to Lease Property

August 1, 2017

Dear Mr. Davidowitz

We are pleased to submit this non-binding proposal (the “Letter”) of basic terms for consideration with respect to the potential lease at 1011 West Central Boulevard also known as West Arts District (the “Shopping Center”).

1. **Premises:** 1011 West Central Blvd Orlando, FL 32805 (the “Leased Premises”)
2. **Square Footage:** Approximately 25,000 square feet (square footage to be accurately determined by Landlord prior to lease execution).
3. **Tenant:** Flax and Sons
4. **Landlord:** Prosperity Partners Club
5. **DBA:** To Be Determined
6. **Notice Address:**
7. **Use:** Art Supply Store including but not limited to gallery space, educational/classroom space, and community events to be determined by Tenant.
8. **Lease Term:** Twenty (20) years, with two (2) consecutive ten (10) year options.
9. **Gross Rent:** Tenant shall pay Landlord \$5.00 per rentable square foot with two percent (2%) increases every year (beginning the year after the Rent Commencement Date).
10. **Lease Commencement:** The earlier of (i) one hundred eighty (180) days from delivery of possession or (ii) thirty (30) days after Tenant opens for business.
11. **Rent Commencement:** Tenant will commence paying rent ninety six (96) months from the Lease Commencement Date.
12. **Security Deposit:** Equal to one (1) month’s gross rent to be paid in advance upon lease execution.
13. **Landlord’s Work:** Landlord will deliver the Leased Premises in “as-is” condition.

- **Property Description:** Details about the specific property, including the address and a brief description of the leased space.
- **Lease Term:** Proposed lease term, specifying the start and end dates of the lease.
- **Rent and Expenses:** Base rent amount, rent escalation clauses, and a breakdown of how common area maintenance (CAM) expenses and other operating costs will be handled.
- **Tenant Improvements:** If applicable, a description of any tenant improvements to be made, who will be responsible for the costs, and whether there is a tenant improvement allowance.
- **Renewal Options:** Any options for lease renewal or extension and the terms associated with them.
- **Use of Space:** Stipulations on how the tenant can use the leased space and any restrictions or limitations.
- **Condition of Premises:** The condition in which the premises will be delivered to the tenant, including any required modifications or improvements.

MY FIRST DEAL



Palmetto Av



186 ft

201 ft

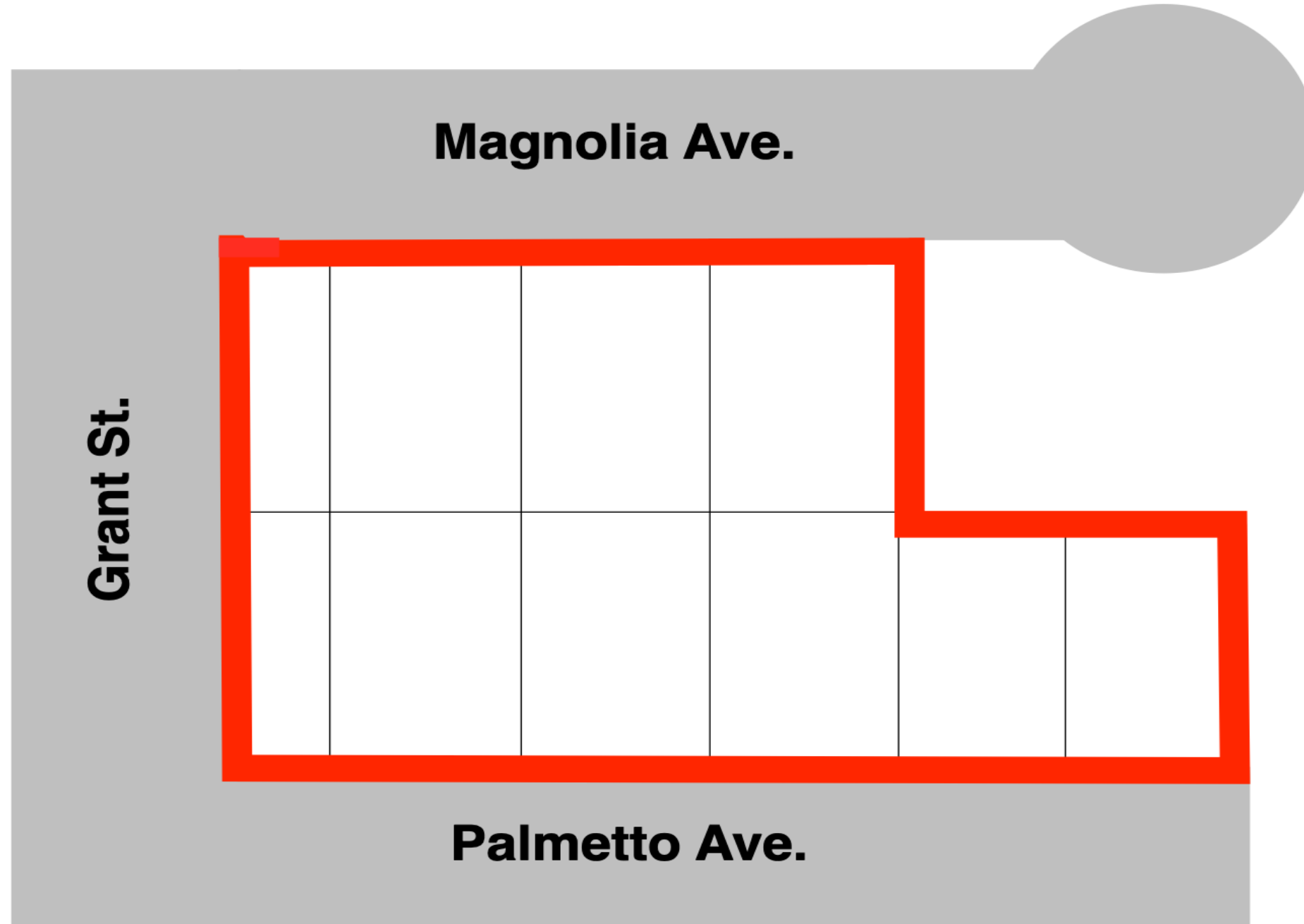
37338 sqft

201 ft

186 ft

E Palmetto

FOR SALE 1.1 Acres



Ready for
Development

8 Single Family

10 Townhomes

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407-739-5586



Value of Land

- The Value of the land is dependent on what can be done on the land.
- Call/email the City of County.
 - Ask about zoning and what can be done on the property
 - Ask about density (how many units per acre)
 - Ask about future land use
 - Often they will direct you to other tools
- After you gather all the info you can. You want to value the land based on what you believe is the highest and best use of that land.

SEWER AND UTILITIES





HWY 17-92

HWY 434

Text

Text

tive

Lake Irene Dr

Pitner Rinn Ln





**New Development
Single Family Homes**

**Zellwood Station
Neighborhood**

Ponkan Road

THE MAMA B'S DEAL

COLONIAL AND ORANGE AVE.



INVESTOR VS. OWNER USER



In residential what is the difference between a primary residence vs. an investor in terms of how they buy?



Residence Inn
Marriott

Mama B's
Giant Subs

Mama B's
Giant Subs



Investor Scenario

- The property is vacant.
- Potential rent assuming a NNN least let's say is \$30 per sq. ft. per year.
- The building is 1800 sq. ft.
- What I'm looking for is the N.O.I. (NET OPERATING INCOME).
- $1800 \text{ sq. ft.} \times \$30 \text{ per sq} = \$54,000$ (Gross income)
- Make an adjustment for expense. Ball 15-40% of Gross Income.
- In this case we will subtract 20% from Gross Income. We end up with an NOI of **\$43,200.**

CAP RATE=NOI/PURCHASE PRICE

NOI

CAP RATE X PURCHASE PRICE

$$\text{N.O.I.} = \$43,200$$

$$\text{PURCHASE PRICE} = \$750,000$$

THE FORMULA:

$$\text{CAP RATE} = \text{NOI} / \text{PURCHASE PRICE}$$

$$\text{CAP RATE} = 5.76\%$$

$$\text{N.O.I.} = \$43,200$$

$$\text{DESIRED CAP RATE} = 7\%$$

THE FORMULA

$$\frac{\text{NOI}}{\text{CAP RATE}} \times \text{PURCHASE PRICE}$$

$$\text{PURCHASE PRICE} = \$617,142.85$$

\$750,000

MAGIC PET

- premium pet food
- supplies
- spa and daycare

magicpetflorida.com

Magic Pet

Residence Inn
Marriott

PANDA
LAWN
CARE

WELCOME TO
DTC



MAMA B'S SECOND LOCATION





Mama B's
GIANT
Subs

1101



D.D. (DUE DILIGENCE PERIOD)

- **This is your inspection period. Length will depend what is being done on the property and seller's discretion.**
- **Reports (Phase 1 and Phase 2 Environmental Reports)**
- **Buyer's intention**

Mobil



Google Street View

May 2022



\$725,000

MILLS 50 APARTMENTS



- 8 UNITS BRINGING IN 1K PER MONTH
- WE'RE ASSUMING 40% IN EXPENSES
- WE WANT TO SELL PROPERTY FOR 1.1M

THE FORMULA:

CAP RATE=NOI/PURCHASE PRICE

CAP RATE = 5.23%

$$\text{N.O.I.} = \$57,600$$

$$\text{DESIRED CAP RATE} = 7\%$$

THE FORMULA

$$\frac{\text{NOI}}{\text{CAP RATE}} \times \text{PURCHASE PRICE}$$

$$\text{PURCHASE PRICE} = \$822,857.14$$

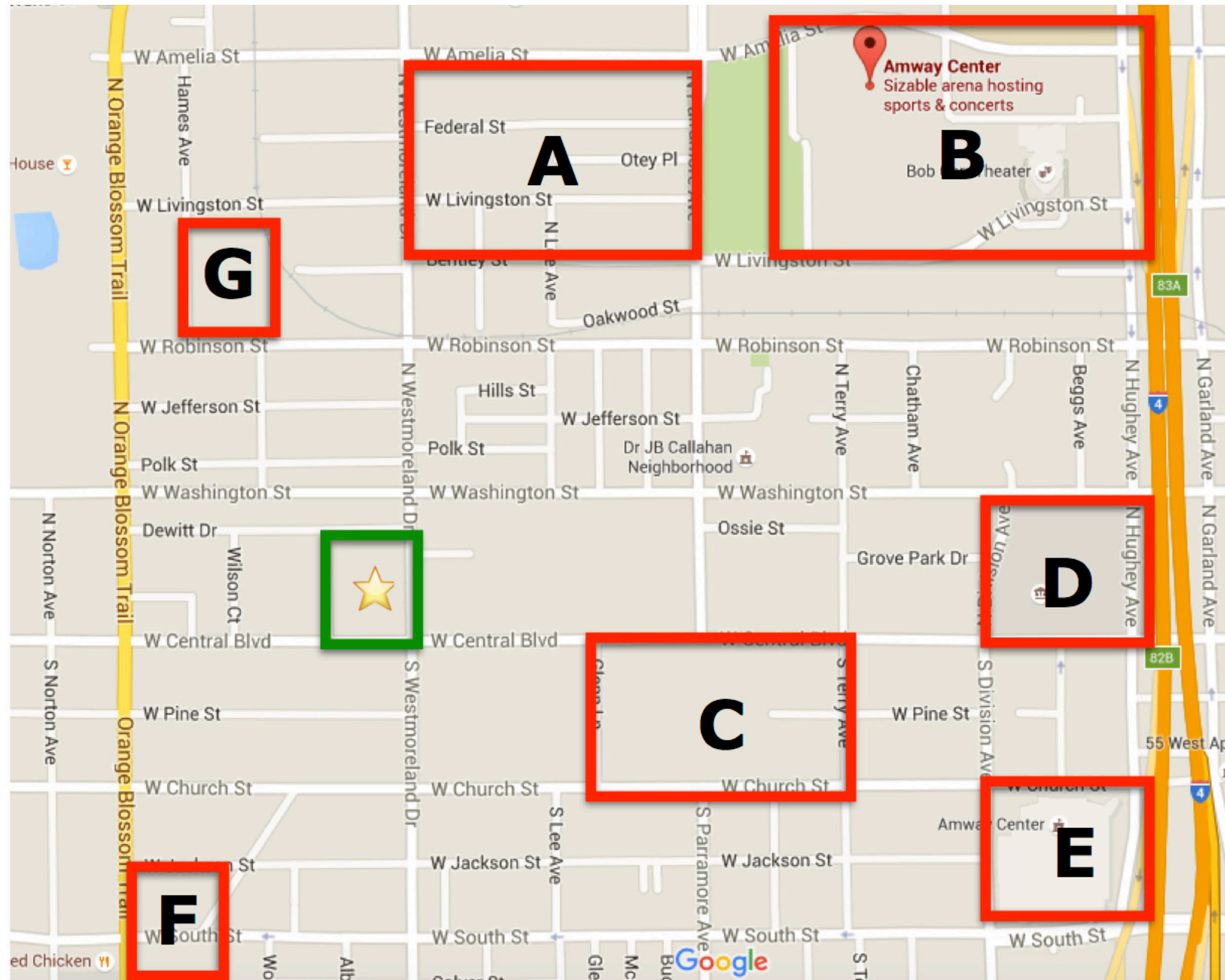
THE WESTART STORY

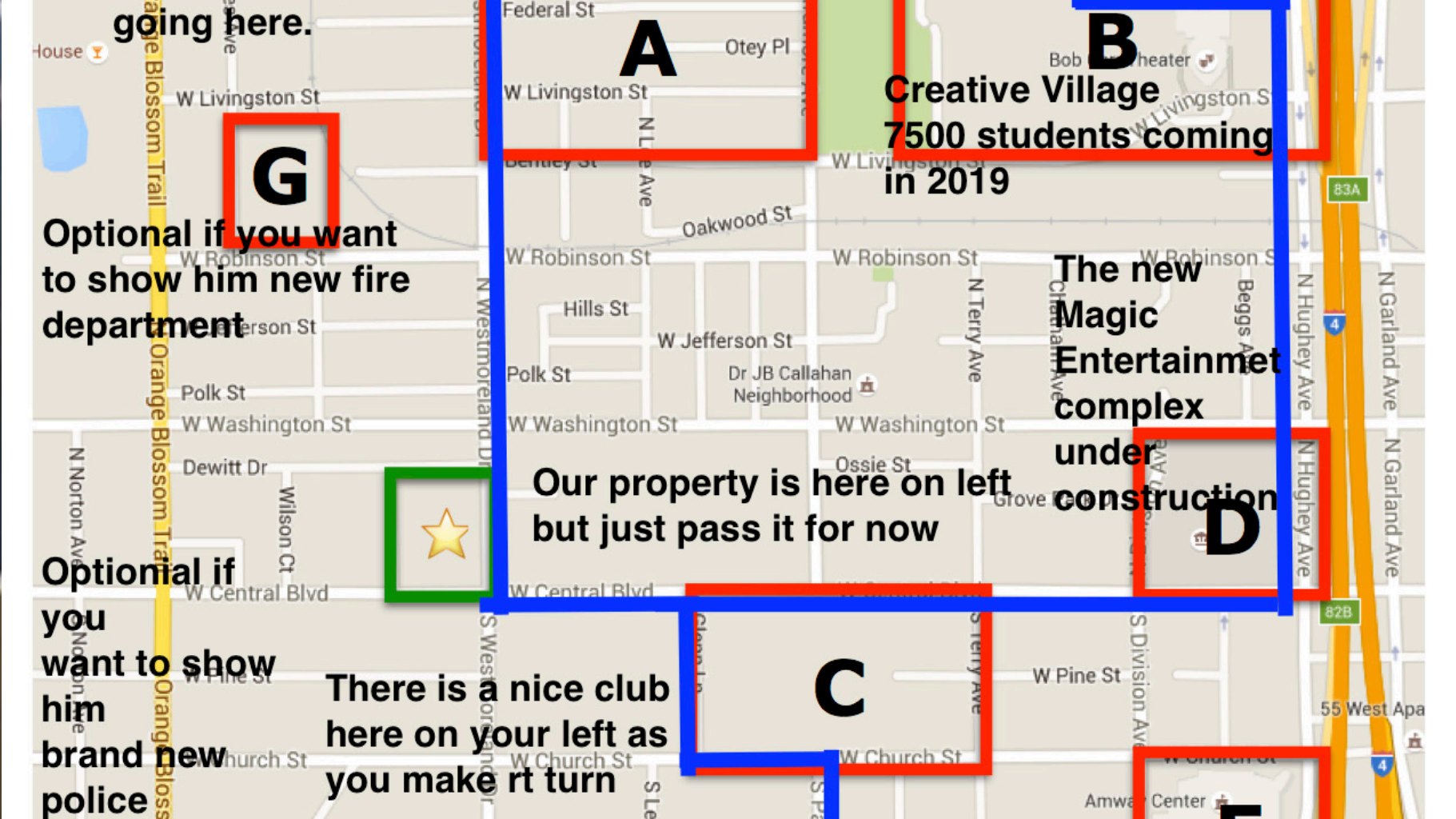


THE WESTART STORY



THE WESTART STORY







Welcome to
Parramore
ORLANDO

SKYART



Mz Virtue Reloaded®



MzVirtue Reloaded®



© Everett Spruill Photography



© Everett Spruill Photography

THE BLESSINGS





QUANTUM LEAP WINERY



Questions

“You don’t have to be great to get
started...
but you have to get started to be great.”

–LES BROWN

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