



Lakeland REALTORS® Commercial Investment Division
Friday, November 16 | 8:00 -10:00 AM
619 East Orange Street Lakeland, FL 33801 | Classroom 2nd Floor

AGENDA

- 8:00 - 8:30 AM - Coffee, Breakfast and Networking
8:30 - 9:30 AM - Educational Program: *"Tools to Understand the Local Economy"*
9:30 - 10:00 AM - Marketing Session

SPEAKER



Gary M. Ralston,
CCIM, SIOR, CPM, CRE,
CLS, CDP, CRX, FRICS
Managing Partner, Commercial Real Estate Broker, Coldwell Banker Commercial Saunders Ralston Dantzler Realty

"Tools to Understand the Local Economy" and what it means for commercial real estate

- Demographics - population, households and income
- Economy - jobs economic base analysis and shift share
- Interest Rates and Cap Rates - impact on property value

Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, CLS, CDP, CRX, FRICS is a managing partner of CBC Saunders Ralston Dantzler Realty, LLC, the premier commercial services provider in Central Florida.

He is a recognized subject matter expert on retail and commercial properties and the second most accredited commercial real estate professional in the Nation. Gary is a successful real estate developer, investor, and group investment sponsor. He is also a Florida licensed real estate broker and certified building contractor.

Gary values education, holding a Masters in Real Estate and Construction Management. Gary is a senior instructor for the CCIM Institute and a member of the board of directors of the CCIM Institute and the Education Committee and a faculty member at Florida Southern College and the University of Florida.

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