



ALABAMA BANKERS ASSOCIATION

## **Performing Commercial Evaluations: Understanding Leases and Cap Rates**

**March 18, 2025**

**Registrations begins 8:15am**

Member Fee: \$395

**Business Session 8:30am-3:00pm**

Non-Member Fee: \$595

**Lunch on your own 11:30am-12:30pm**

Location: DoubleTree Hilton at Birmingham Perimeter Park  
8 Perimeter Park South, Birmingham, AL 35243

### **Program Description for Performing Commercial Evaluations Developer and Instructor: Cheryl B. Bella, MAI, AI-GRS**

Learn or improve your ability to perform Commercial Evaluations by attending this workshop tailored specifically for internal bank members responsible for reviewing or conducting commercial evaluations, this course provides a robust framework for mastering the intricacies of property evaluation.

#### **What You'll Learn:**

1. **Identifying the Subject Property:** Gain the skills to accurately identify and characterize the subject property, ensuring precise and relevant evaluations.
2. **Lease Analysis:** Dive deep into the world of leases, exploring key terminologies and various lease types. Understand the nuances that impact property value and financial performance.
3. **Office Building Case Study:** Apply your knowledge in a practical, real-world scenario with an in-depth case study of an office building. This hands-on exercise reinforces learning and boosts confidence in conducting evaluations.

#### **Who Should Attend:**

- Internal bank members involved in performing internal evaluations
- Internal bank members involved in commercial property reviews (evaluations and/or appraisals)
- Bank staff looking to enhance their evaluation skills

By the end of this course, you will have a thorough understanding of the data required and the steps involved in performing accurate and reliable internal Evaluations on commercial properties. Enhance your professional skills and ensure your Evaluations meet the regulatory standards with Performing Commercial Evaluations.

For more information, contact Elizabeth Bailey, vice president of professional development at (251) 510-3593 or email [ebailey@alabama.bank](mailto:ebailey@alabama.bank)  
For information on important policies please visit our website at <https://www.alabama.bank/policies>