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PRESS RELEASE

For Immediate Release

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LOCAL REALTOR® COMPLETES CI 101: FINANCIAL ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE COURSE

WARRENTON, VA, July 28, 2006 – Commercial Investors who need financial analysis advice about purchasing commercial investment properties and land can turn to **Keith M. Elliott Jr.**, a REALTOR® with Coldwell Banker Residential Brokerage Commercial Services Division in Warrenton. Elliott has recently completed the second of several CCIM Institute courses. In this popular five-day course, students gain a thorough understanding of financial analysis tools, concepts and calculations to help make sound decisions involving commercial real estate. The course begins with a review of financial investment fundamentals, then advances to topics that may impact commercial real estate investments, including: the real estate cash flow model, calculating the time value of money, financing real estate investments, appraisal methods, measuring investment value and performance, and taxation issues.

Elliott's office at Coldwell Banker Residential Brokerage Commercial Services Division is located at 5306 Lee Highway, just 7 miles south of Gainesville on US Route 29S, can be reached by calling (540) 272-9012, or visiting www.MyRealtorKeith.com.

The Chicago-based CCIM Institute is an affiliate of the National Association of Realtors.