



Massachusetts Chapter of IAAO, Inc.
IAAO Course 112 – Advanced Income Approach
to Valuation II

Course Dates- April 29 - May 2, 2024

Instructor: Robert Reardon, CAE,

IAAO Course 112- Income Approach to Valuation II - Advanced

This course is an intermediate level course designed for the practicing appraiser and builds on IAAO Course 102 training. An understanding of the income approach to value and practical experience with income capitalization are essential prerequisites. Problem solving requires a calculator with a power key. This course makes extensive use of financial compounding and discounting techniques. Emphasis is on developing financial factors by way of electronic devices with slight references to pre-printed tables. Forecasting income patterns and property value changes are prominent variables used in estimating present values. Formula driven models are the primary appraisal tools. Market value estimates through yield capitalization are the principal focus of the course.

Recommended prerequisites: Course 101, 102;

Recommended textbook: Property Assessment Valuation (PAV) 3rd edition

- **AQB Approved: 33.5 QE and CE hours with Exam/ 30 hours CE No Exam**
- **Approved for CE credits by the Massachusetts Department of Professional Licensure for Residential and Non-Residential appraisers.**

Who should attend Course 112?

This is a comprehensive ADVANCED program of study for those who assess Commercial - Industrial properties for ad valorem tax purposes. Assessing Personnel who want to expand their job knowledge, and who are looking for professional advancement.

Instructor: Senior National IAAO Instructor, Robert P. Reardon, CAE

Location: 1 Adelaide St, Wilmington MA ~ Public Safety Building 1st floor

Time: 8:30am - 5:00pm – April 29 – May 2, 2024

REGISTRATION (by April 12, 2024): IAAO MEMBER \$575_____ Non-member \$625_____

NAME: _____ IAAO Member number _____

JURISDICTION/COMPANY: _____

ADDRESS: _____ City/Town: _____, State _____ ZIP _____

EMAIL: _____ Phone: _____

Make Checks Payable to: **Mass Chapter of IAAO**

Mail to: Melrose City Hall, Assessors Office, Attn Sarah MacLellan, 562 Main St., Melrose, MA 02176

Questions & Reservations: machapteriaao@gmail.com (Phone) 781-979-4103 **Please email a copy of your registration form to reserve your place in this class while processing payment.**

Mass Chapter of IAAO, Inc. FID# 04-3311850

<http://ma-iaao.org/> or <http://www.iaao.org/>