



Massachusetts Chapter of IAAO, Inc.  
IAAO Course 112 - Income Approach to Valuation II  
Course Dates- November 16th - 19th, 2020  
Exam Dates - November 20th-25th, 2020  
Instructor: David Cornell, MAI, CAE  
Virtual Course via Zoom

## IAAO Course 112- Income Approach to Value

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, Course 102  
Recommended textbook: Fundamentals of Mass Appraisal (FMA)  
Continuing Education: 33.50 CE with exam / 30 CE no exam.

### Who should attend this Course?

Assessing Personnel who want to expand their job knowledge, and who are looking for professional advancement

In addition, this course is a requirement for those seeking a Certified Assessment Evaluator (CAE) designation from the IAAO.

### Who is the Instructor?

David Cornell, MAI CAE

**REGISTRATION (by November 6, 2020):**    IAAO Member \$625.00    Non-member \$675.00

NAME: \_\_\_\_\_ IAAO Member No \_\_\_\_\_ / Yes \_\_\_\_\_ # \_\_\_\_\_

JURISDICTION/COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ City/Town: \_\_\_\_\_, State \_\_\_\_ ZIP \_\_\_\_\_

EMAIL: \_\_\_\_\_ Make Checks Payable to: Mass Chapter of IAAO

**Mail to:** Ellen Brideau, Chief Assessor, City Hall - Rm 109, 85 George P Hassett Dr., Medford, MA 02155

Questions & Reservations: [ebrideau@medford-ma.gov](mailto:ebrideau@medford-ma.gov) (Phone) 781-393-2430 (Fax) 781-391-2158

**Please fax or email Ellen Brideau a copy of your registration form to reserve your place in this class.**