Massachusetts Chapter of IAAO, Inc. Presents:

IAAO - ODF 909: The Appraisal of Commercial Properties in a Declining Market

Tuesday, February 10, 2026

Babson Executive Conference Center

One Snyder Drive, Babson Park (Wellesley), MA

The Appraisal of Commercial Properties in a Declining Market

Many Massachusetts communities are confronting declining commercial and industrial property values—often for the first time in recent history. This one-day forum is designed to help assessors navigate the unique valuation challenges that arise in a softening or declining market.

Participants will explore practical appraisal methodologies for properties experiencing market stress, with focused discussion on:

- Analyzing and applying capitalization rates in changing market conditions
- Evaluating vacancy and collection loss assumptions
- Interpreting and supporting market rent trends
- Addressing time adjustments within the sales comparison (market) approach
- Defending value conclusions when traditional appreciation trends no longer apply

Why is this Seminar helpful?

This forum will provide assessors with tools, analytical frameworks, and discussion points to support equitable valuations, withstand appeals, and clearly communicate market impacts to taxpayers and decision-

Who should attend this Seminar?

Assessors, appraisal staff, and professionals involved in the valuation, review, or defense of commercial and industrial assessments.

Who is the instructor?

The instructor will be Gary J. McCabe, CAE.

When and where is the Seminar being held?

- Tuesday, February 10, 2026, 8:30am-5:00pm (7.5 CE-hours MAAO)
- The seminar is being held at the Babson Executive Conference Center - One Snyder Drive, Babson Park (Wellesley), MA (free parking in the adjacent garage)
- On-site lunch, morning and afternoon coffee and snacks are included in the registration fee.

****MA CHAPTER IAAO ANNUAL MEETING IMMEDIATELY FOLLOWING SEMINAR AT 5:00 PM****

REGISTRATION (by January 30, 2026): IAAO (or MA Chapter) Member $250.00 Non-member $275.00

NAME: _____ IAAO Member No ___/ Yes ___# _____

JURISDICTION/COMPANY: _____Phone: _____

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

EMAIL: _____Make Checks Payable to: Mass Chapter of IAAO

Mail to: Ellen Brideau Chief Assessor, City of Lowell, 375 Merrimack St - Rm 36 Lowell, MA 01852

Questions & Reservations: ebrideau@lowellma.gov Include form with payment and email for reservations.

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