

IAAO Course 312: Commercial/Industrial Modeling Concepts – AQB Certified

This course presents a detailed study of the mass appraisal process as applied to income-producing property. Topics include:

- Income property data
- Market analysis
- Gross and net income analysis
- Model specification and calibration
- Capitalization rate development
- Applications of the approaches to value
- Value review and maintenance

Text: *Mass Appraisal of Real Property* (grey book) - \$50
Recommended: STC Course 1, IAAO Course 101, IAAO Course 102, or IAAO Course 300 *AQB Approved: 28 CE*

Instructor: Michael Ireland, CAE
Dates: Monday, January 12 – Friday, January 16 (a.m.)
Location: Teton conference room – Boise Hotel & Conference Center
Hours: 32
Note: Bring a calculator and #2 pencil.