

Income Approach in the Assessor's Office

The first day of this course will present the following topics:

- Rent/Income estimations
 - Market v. Contract rent or is it just Fee Simple v. Leased Fee
 - Considerations in the selection of rent
 - Analysis of your rental estimate
- Exercises: Rent Estimates
- Reconstructing *actual* Income/Expense sheets for appraisal purposes
 - Basic formula-making it work in the office
 - Advanced operating expense analysis
 - Different categories of tenant/landlord reimbursement agreements
 - How to handle deferred maintenance
- Exercises: Income/Expense statements

The second day of this course will cover these topics:

- High vacancy markets/properties
- When the market rate of vacancy doesn't reflect your subject
- Why the subjects vacancy may be higher than the surrounding market
- Can deferred maintenance affect more than expenses?
- Major/largest tenant's lease is up soon, does it put a dark cloud on the property?
- Case Study

Instructor: Ken Joyner, RES, AAS
Dates: Monday, January 9 – Tuesday, January 10
Location: Ponderosa conference room – Boise Hotel & Conference Center
Hours: 14
Note: Bring a calculator and #2 pencil.