Connecticut Chapter of the International Association of Assessing Officers

Course 102 – Income Approach to Valuation

The Income Approach to Valuation is designed to provide the students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of vacant or improved properties by the income approach. The material covers real estate finance and investment, capitalization methods and techniques, analysis of income and expenses to estimate operating income, selection of capitalization rates, and application of the approach. The Income Approach to Valuation utilizes lectures, classroom discussion, and homework problems to emphasize the main concepts and procedures taught in the course.

Recommended: Course 101, Property Assessment Valuation (PAV) textbook (3rd edition) AQB Approved: 33.50 QE, 33.50 hours CE with exam / 30 hours CE no exam

When: September 10th to 14th, 2018

Where: Rocky Hill Fire Headquarters
3050 Main Street
Rocky Hill CT

Time: 8:00am to 5:00pm

Cost: $495.00 CT Chapter Members

$550.00 Non-Members

Course fees include the cost of materials.

Any required books or periodicals can be purchased at IAAO.org

(Lunch on your own)

RSVP By Friday August 17, 2018

For questions or to make your reservation contact Sarah Scacco 203-563-0123 or email to Sarah.Scacco@wiltonct.org

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Municipality/Company: _____

Name of Attendee: _____

Phone _____ Email _____

Amount Enclosed _____

Checks Payable to the: **CT. Chapter of IAAO**
C/O Sarah Scacco
Town of Wilton
238 Danbury Rd
Wilton, CT 06897