

IAAO Course 102: Income Approach to Valuation

This course provides the student 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 course 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.

This course includes an optional exam. The exam is required for Idaho students using the course to meet state certification requirements.

Successful completion of this course meets one of Idaho’s three requirements for becoming a “Certified Property Tax Appraiser” for ad valorem appraisal.

Recommended Text: *Property Assessment Valuation 3rd Edition* - \$50

Required Prerequisite: Tax Commission Appraisal Course 1 *or*
IAAO Course 101: Fundamentals of Real Property Appraisal

Instructor: Marion Johnson, MBA, CAE, FIAAO

Dates: Monday, Monday July 24 – Friday, July 28 (a.m.)

Location: Clearwater Conference Room (The Riverside Hotel)

Idaho Continuing

Education Hours: 32 hours (upon attendance requirements and successful completion of exam)
28 hours (upon attendance requirements and no attempted exam or unsuccessful completion of the exam)

Appraisal Foundation -
Appraiser Qualifications
Board (AQB) approved:

33.5 hours (upon attendance requirement and successful completion of exam)
30 hours (upon attendance requirements and no attempted exam or unsuccessful completion of the exam)

Notes: **Bring a calculator (other than your cell phone) and a #2 pencil.**
This course will require a minimum of 10 students.