

## ONLINE TRAINING ANNOUNCEMENT:

# Team Consulting, LLC: Development of Capitalization Rates

### Date and Time

Tuesday, October 8, 2024 (9:00 a.m. – 5:00 p.m. Mountain)

### Who's This Workshop For?

This workshop is ideal for either new assessment personnel who are just beginning to learn and utilize the income approach to value or experienced assessment personnel wanting a review of the development of capitalization rates.

### Required Prerequisite

None. The workshop is open to everyone who's interested in learning how to develop capitalization rates as a part of the income approach to value.

### Workshop Overview and Agenda

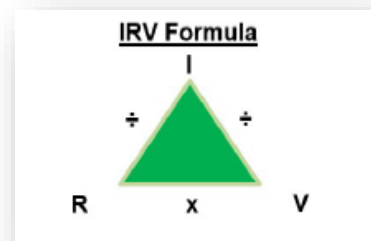
The development of a capitalization rate is an important part of the income approach to value, but it can be a challenge for assessors/appraisers. This workshop provides guidance and explanations of capitalization rates, as well as resources for developing a well-supported capitalization rate.

We'll discuss the differences between an overall capitalization rate, a land capitalization rate, and a building capitalization rate. We'll also address other issues such as an unloaded versus loaded capitalization rate.

There'll be discussion questions and the material will include examples of commercial loan data and sample surveys for the office.

Topics include:

- *USPAP* Review
- The Income Approach to Value
- What is a Capitalization Rate?
- The Ways to Develop a Capitalization Rate
- Land and Building Capitalization Rates
- Capitalization Rate Sources and Market Trends
- Yield Capitalization



### Expectations for Online Workshop

- You should have a reliable, high-speed Internet connection.
- You should have access to headphones/microphone. Use of a computer's built-in headphones/microphone is discouraged.
- Although the use of a webcam will not be required, students will be strongly encouraged to use one.
- This'll be an interactive online workshop, with the opportunity for students to directly engage with the instructor and ask questions. There'll be discussion questions at the end of each section.

## Instructor

Brad Eldridge, MAI, CAE, RES

*Brad Eldridge is a Managing Partner with Team Consulting, LLC, which provides consulting and educational opportunities to assessment jurisdictions. Brad has over two decades of commercial real estate appraisal experience, divided between single property appraisal and mass appraisal. Brad is the County Appraiser for Douglas County (KS). Brad is past chair of the IAAO Education Committee, and a Senior IAAO National Instructor since 2012.*

## Education Hours

7 credit hours.

## Registration

- [Register online](#) no later than Tuesday, September 24, 2024.
- Fee: \$130.00 per person.
- Registration fee includes a mailed course binder of the material, prior to the course.
- Minimum registration of 15 students.
- Invoices and certificates will be sent following the course.

## Questions?

[Jeff Middleton](#), Education Director, Idaho State Tax Commission, (208) 334-7733

