

# REGIONAL TRAINING ANNOUNCEMENT:

## Team Consulting, LLC: Valuation of Small, Income-Producing Properties

### Date, Times, and Location

Tuesday, October 14, 2025  
(9:00 a.m. – 4:30 p.m.)

Latah County Fairgrounds  
1021 Harold St.  
Moscow ID 83843



### What You'll Learn

This workshop takes a look at guidance and suggestions on the valuation of small, income-producing properties. The methodology for valuing these properties differs from owner-occupied residential properties due to the investor's income orientation. This workshop will focus on valuation issues for residential properties that have one-to-four dwelling units.

There'll be discussion on *USPAP*, property valuation issues, investor perspective, and market trends. Both short-term (like Air-Bnb) and long-term rentals will be addressed. The majority of the focus will be placed on the income approach, with some discussion of reconciling the sales comparison and cost approach value indications.

### Instructor

Marion Johnson, MBA, CAE, FIAAO

*Marion has over 30 years of assessment experience as an appointed county property appraiser in Kansas. Marion is a former president of IAAO and served on its Board of Directors. Marion has over three decades of experience as a Senior National Instructor for IAAO, was the recipient of the 2010 IAAO Instructor of Excellence Award and is the recipient of 2023 IAAO Professional Development Lifetime Achievement Award.*

### Education Hours

7 credit hours.

### Registration

- [Register online](#) no later than Friday, October 10, 2025.
- Fee: \$200.00 per person. Fee includes course materials.
- Invoices and certificates will be sent following the course.
- Minimum registration of 15 students.

### Questions?

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