



Commercial/Industrial Modeling Concepts IAAO Course 312

The Mass Chapter of the International Association of Assessing Officers is sponsoring Course 312, Commercial/Industrial Modeling Concepts. Course 312 presents a detailed study of the mass appraisal process as applied to income-producing property. Topics include income property data, market analysis, sales comparison approach, cost approach, gross and net income analysis, capitalization rate development, model specification calibration, and value review and maintenance. Recommended Course 300, MARP. (30 credits)

Instructor: Gary McCabe, CAE, Senior National Instructor
Wellesley, Massachusetts

When: March 19, 2007 – March 23, 2007

Time: 8:00 am - 5:00 pm

Place: Framingham Town Hall, Memorial Building – Public Meeting Room
150 Concord Street, Framingham, MA
Directions www.framinghamma.gov

Cost: \$385 IAAO members
\$475 Nonmembers (non members can join the IAAO at \$87.50 - half off the annul fee.
Contact Donna McCabe to take advantage of this offer. dmccabe@wellesleyma.gov)

Course Fee includes the cost of materials. As a supplement to the course, the IAAO *Mass Appraisal of Real Property* publication can be separately purchased thru the IAAO web site www.iaao.org. (Lunches, beverages etc. are not included)

Questions or to Reserve your Seat please contact: Karen Rassias, MAA, (978) 363-1100 ext.116
(krassias@town.west-newbury.ma.us)

Municipality / Company: _____

Name of Attendee: _____

Contact Info (email): _____

IAAO member _____ x \$385.00 = \$ _____

Non-IAAO member _____ x \$475.00 = \$ _____

Check is included: _____ Check will be mailed by town: _____

MASS Chapter of IAAO, Inc. FID # 04-3311850

Make checks payable to: Mass Chapter of IAAO, Inc.
Mail to: C/o Karen Rassias, Co-Education Coordinator
Town Hall, Assessors Office
381 Main Street
West Newbury, MA 01985



Massachusetts Chapter of the International Association of Assessing Officers
C/O Donna McCabe, AAS; PO Box 812379, Wellesley, MA 02482; (781) 431-1019 x2270
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