

## Registration Application: Course 102: Income Approach to Valuation.



**Course Description:** 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.

This in-person offering is sponsored by the Alabama Chapter of IAAO. For more information contact Taylor Dobson, RES, [tdobson@madisoncountyal.gov](mailto:tdobson@madisoncountyal.gov).

**Alabama Certification Continuing Education:** 30 hours CE. (Student must submit certificate of completion to Auburn University's Government & Economic Development Institute at [gedi@auburn.edu](mailto:gedi@auburn.edu) to receive credit).

**Location:** Government Plaza. Mobile County: South Tower on the ground floor.

**Address:** 205 Government Plaza, Mobile, AL 36602

**Date:** June 12, 2023 – June 16, 2023

**Time:** 8 a.m. till 5 p.m.

**Cost:** \$750 per student – (RSVP by May 10, 2023)

County: \_\_\_\_\_

Name of Attendee: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Email: \_\_\_\_\_

### Checks Payable to – Alabama Chapter of IAAO

Mailing to – Alabama Chapter of IAAO

Attn: Ashley H. Robinson, Treasurer  
3925 Michael Blvd, Suite G  
Mobile, AL 36609

Hotel information: The Admiral Hotel Downtown Mobile is right next door to the classroom location.

Admiral Hotel Phone number 251-432-8000.

Admiral Hotel Website: [The Admiral Hotel | Hotels Downtown Mobile, AL | Official Site](http://The Admiral Hotel | Hotels Downtown Mobile, AL | Official Site)

*Course Fee Refund Policy: Any cancellations made prior to the RSVP date of May 10, 2023 will be issued a 100% refund. Cancellations after the RSVP date will be issued a 50% refund. Notice of Cancellation must be provided to Taylor Dobson, RES, [tdobson@madisoncountyal.gov](mailto:tdobson@madisoncountyal.gov).*