

REGISTRATION APPLICATION

Course 311: Real Property Modeling Concepts



Course Description: The Real Property Modeling Concepts course presents a detailed study of the mass appraisal process as applied to residential and income-producing properties. Topics covered include a comparison of single-property appraisal and mass appraisal, the major steps in the mass appraisal process, data requirements, market analysis, use of sales ratio studies, cost approach, sales comparison approach, gross and net income analysis, capitalization rate development, model specification and calibration, valuation review techniques and maintenance. Please note: former 311 (Residential Modeling Concepts) and 312 (Commercial/Industrial Modeling Concepts) have been redesigned into this one 5-day course.

Recommended prerequisites: Course 300

AQB approved: 30 hours CE w/exam

This offering of Course 311 is sponsored by the Alabama Chapter of IAAO. For more information, contact [Aaron Thomley](mailto:aaron.thomley@baldwincountyal.gov).

Location: 280 County Services Bldg., 19220 Hwy 280 E., Birmingham, AL 35242

Instructor: Patrick Alesandrini, MAI, CAE, RES, SRA, FIAAO

Date: October 5th – October 9th, 2026

Time: 8:00AM – 5:00PM

Cost: \$700 for Alabama Chapter Members – \$775 for Non-Alabama Chapter Members

*****Submit your registrations to aaron.thomley@baldwincountyal.gov by **9/4/2026*******

Name of Attendee: _____

Jurisdiction/County/State: _____

Mailing Address: _____

City/State/Zip Code: _____

Phone Number: _____

Email: _____

Do you require an invoice for this course? Yes No

Please make checks payable to:

[Alabama Chapter of IAAO](#)

Mail to: Alabama Chapter of IAAO
C/O Crystal Williams, Treasurer
3925 Michael BLVD, STE G
Mobile, AL 36609

Course Cancellation & Refund Policy - If an enrollee is unable to attend a course after paying for the course, a refund of the registration fee may be available subject to the following: cancellations received prior to the RSVP will be eligible for a 100% refund. Cancellations received after the RSVP date but no later than 3 days prior to the course start date will be eligible for a 50% refund. Notice of Cancellation must be provided to Aaron Thomley at aaron.thomley@baldwincountyal.gov. Cancellations received less than 3 days from the course start date will not be eligible for a refund. However, a registration is transferable as long as notice of the substitution is provided along with a registration form for the new individual.