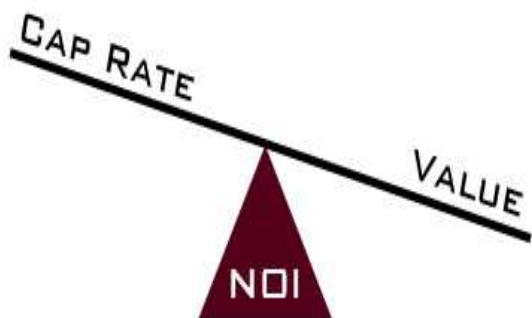


DEVELOPING CAPITALIZATION RATES

The Institute of Assessing Officers affiliated with the New York State Assessors' Association
Presents a One Day Seminar At:

**Hampton Inn
Middletown, New York**

June 25, 2018



This One Day seminar will explore a number of facets of where the elusive Capitalization Rate comes from. There are a few different theories and a number of different ways Capitalization Rates can be derived. All are suppose to reflect risk. We will explore how rates are derived and which methodologies are given most weight currently. Examples of how a Capitalization Rate needs to be supported in court ready appraisals. The method known as the "Assessor Method" will also be discussed. **Class participants are expected to bring a calculator to the session.**

Instructor - Thomas Frey, FIAO



Continuing Education Hours / Re-Certification Credits

The Institute of Assessing Officers will award (6) six re-certification credits to all Institute Members who attend this seminar. Eligible Assessors and County Directors who attend will receive continuing education credit and reimbursement from ORPS, pursuant to their rules.

General Information

Registration: 8:30 AM
Seminar: 9:00 AM to 4:00 PM
Location: **Hampton Inn
20 Crystal Run Crossing
Middletown, NY 10941
(845) 344-3400**

Reservations Must Be Made By
June 18, 2018

Tuition:
\$100.00 - IAO Members
\$110.00 - NYSAA Members
\$150.00 - All Others

Please CIRCLE Membership Status

Tuition Includes:
Course Materials, Coffee, Pastry,
Lunch, Breaks

DOS CREDITS PENDING

Enrollment is limited to the first 40 applications received. No refunds after **June 18, 2018**. Consider your reservation confirmed unless otherwise notified, Call - Dennis Ketcham, IAO for additional information at (845) 457-2650 or Email: dketcham@townofmontgomery.com

Enclose a check or your Municipality's completed voucher for the amount you qualify for. Make checks payable to: **New York State Assessors' Association**

**C/O Dennis R. Ketcham, IAO
Government Center
110 Bracken Rd
Montgomery, NY 12549**

Name: _____ Telephone: _____

Town: _____ Fax: _____

Title: _____ Email: _____

Address: _____

City / State / Zip _____

Please Indicate IAO - Yes _____ No _____

Or register and pay online at www.nyassessor.org