

# First Time Offered in Micronesia!

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## Appraisal Institute® Course

# Basic Income Capitalization (39 hours)

[http://www.appraisalinstitute.org/education/course\\_descrb/default.asp?prgrm\\_nbr=310](http://www.appraisalinstitute.org/education/course_descrb/default.asp?prgrm_nbr=310)

This course provides participants with an understanding of the mathematical procedures used to analyze data and derive value opinions for income-producing properties. It focuses on the skills needed to solve appraisal problems - e.g., perceiving the significance of the data available, deriving necessary information from data, and interpreting and testing the reasonableness of mathematical conclusions. The theory and applicability of the income capitalization approach are reviewed along with the reasoning and concepts behind yield capitalization formulas. At the end of the course, you will be able to

- Understand direct capitalization, including how to develop overall rates from net income ratios and gross income multipliers
- Describe the principles of yield capitalization and its basis in the market
- Understand the relationship between cash equivalency and yield capitalization
- Recognize when models for specific income and value patterns can be applied
- Calculate and apply overall rates to derive an indication of market value

**Dates/Locations**                    15 to 20 January 2007 – Saipan, CNMI (venue to be announced)  
   22 to 27 January 2007 – Guam (Westpac Institute of Management)  
   Class hours: 8:00AM to 4:30PM Mon – Fri; 8:00AM to 11:00AM Sat. (exam)

**Course Fee**                            \$ 525   Appraisal Institute Members  
   \$ 575   Non-Appraisal Institute Members

**Credits**                                Qualifying Education: Guam, CNMI  
   Continuing Education: Guam, CNMI  
   Appraisal Institute

**Instructors**                         Harry Holzhauer, MAI, SRA  
   Mark Gruber, MAI, SRA

**Registration Deadline**            15 January 2007.

**Other**                                    *A financial calculator is mandatory; HP12c or HP17BII is highly recommended.*  
   Students are responsible for providing their own transportation, meals and lodging.  
   Fees include course materials and light refreshments.

**Sponsor**                                Appraisal Institute®

**Organizer**                             Micronesian Appraisal Associates, Inc.

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*Fax to 671 646 0233 or 670 233 8606*

Name \_\_\_\_\_ Organization \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

Enrolling For    \_\_\_\_\_ Guam  
   \_\_\_\_\_ Saipan

*Payment due by 15 January 2007. Seating limited; registration subject to availability.*