



IAAO Course 102 Income Approach to Valuation

Sponsored by
Illinois Chapter of the IAAO

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 operating income, selection of capitalization rates, and application of the approach. For more information [course_102_info.pdf \(iaao.org\)](#)

For Illinois Assessors, this course provides 30 hours of continuing education as approved by the Illinois Department of Revenue and the Illinois Property Assessment Institute. The IDOR & IPAI will allow the course to be taken as either an exam or seminar provided the student declares their intention prior to taking the course.

If you have any interest in possibly obtaining one of the IAAO's highly prestigious designations you must take this class as an exam.

When: Monday July 20th through Friday July 24th 2026
Class: Monday through Thursday 8:30 am to 4:30 pm
Exam: Friday 8:00 am to 11:30am

Where: Will County Government Office (**New Location**)
302 N. Chicago Street, Committee Room 2nd Floor
Joliet, Illinois 60432

Instructor: Pat Alesandrini, CAE, RES, FIAAO, MAI, SRA, CRE
Cost: \$600 for Illinois Chapter of the IAAO Members
\$630 for non-members

Twenty (20) attendees are necessary in order to conduct the course. Registration must be received by June 19th. In the event of a Disaster Declaration, the Chapter reserves the right to determine whether an in-person offering is not practical and switch all participants to virtual.

The IL Chapter does not endorse any facility but the following motels are available in the area:

- Holiday Inn Hotel and Suites, 1471 Rock Creek Boulevard, Joliet, Illinois 60431, (779) 206-2915
- Candlewood Suites Joliet, 1461 Rock Creek Blvd, Joliet, IL 60431, (779) 201-8078
- Clarion Hotel and Convention Center, 411 S. Larkin Avenue, Joliet, IL 60436, (815) 768-1354

If you have any question, please feel free to contact the Course Coordinator Dale Butalla at (708) 691-0370 or butalla@hotmail.com.

Registration Options

Online by Credit Card at www.illinoisiaao.org

For payment by check please send full registration below and amount payable to **Illinois Chapter of the IAAO LLC**. Registration must be received by June 19, 2026, when paying by check.

Illinois Chapter of the IAAO
Attn: Treasurer
PO Box 941
Normal, Illinois 61761

IAAO Course 102 Application

Please Print

Name: _____

Jurisdiction: _____

Address: _____

City, State, Zip: _____

Cell Phone: _____ Office Phone: _____

Email: _____

IAAO Membership Number: _____

Attendance Option (please check one): In-Person Virtual

Course Option (please check one): Exam Seminar

If no option is checked the In-Person and Exam options will be assumed

Enclosed is my check for registration fee (please check one)

\$600 Illinois Chapter of the IAAO Member

\$630 Non-Illinois Chapter of the IAAO member