



## Residential Modeling Concepts

### IAAO Course 311

Course 311 presents a detailed study of the mass appraisal process as applied to residential property. Topics covered include a comparison of single-property appraisal and mass appraisal, the major steps in the mass appraisal process, data requirements, market analysis, application of the approaches to value, use of sales ratio studies, and valuation review techniques.

*Recommended: Course 300, Mass Appraisal of Real Property textbook (MARP)*

Instructor: Robert P. Reardon, CAE, Director of Assessing, City of Cambridge, MA

When: **April 5, 2010 – April 9, 2010**

Time: 8:00 am – 5:00 pm

Place: Chelmsford Police Station – Public Meeting Room  
2 Olde North Road, Chelmsford, MA

Cost: \$395 IAAO members  
\$455 Non-members (non members can join the IAAO at \$87.50 – half off the annual fee. Contact Donna McCabe to take advantage of this offer. [dmccabe@wellesleyma.gov](mailto:dmccabe@wellesleyma.gov).)

Course Fee includes the cost of materials. As a supplement to the course, the IAAO *Mass Appraisal of Real Property textbook (MARP)* textbook can be separately purchased thru the IAAO website or by calling the IAAO. [www.iaao.org](http://www.iaao.org) (Lunches are not included in the course cost)

**Questions or to Reserve your Seat** please contact: Karen Rassias, MAA ([krassias@wnewbury.org](mailto:krassias@wnewbury.org)) or at 978-363-1100 x116, Fax 978-363-1117

---

#### Registration for Course 311

Municipality/Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Contact Info (email & phone): \_\_\_\_\_

IAAO member \_\_\_\_\_ x \$395.00 = \$ \_\_\_\_\_

Non-IAAO member \_\_\_\_\_ x \$455.00 = \$ \_\_\_\_\_

Check is included: \_\_\_\_\_ Check will be mailed by town: \_\_\_\_\_

**MASS Chapter of IAAO, Inc. FID # 04-3311850**

**Make checks payable to: Mass Chapter of IAAO, Inc.**  
**Mail to: C/o Karen Rassias, Education Coordinator**  
**Town Hall, Assessor's Office 381 Main Street**

**West Newbury, MA 01985**



**Massachusetts Chapter of the International Association of Assessing Officers**  
**c/o Donna McCabe, AAS; PO Box 812379, Wellesley, MA 02482; (781) 431-1019 x2270**  
**CAE • RES • CMS • PPS • AAS IAAO Professional Designations**

**CHELMSFORD POLICE DEPARTMENT  
2 OLDE NORTH ROAD  
CHELMSFORD, MA 01824**

**DIRECTIONS**

**Directions from Route 3 North:**

Take Exit #32 (Drum Hill Rotary). Proceed straight through 1<sup>st</sup> set of lights off exit ramp. At 2<sup>nd</sup> set of lights, bear left following signs for Route 4 South toward Chelmsford Center. At the 3<sup>rd</sup> set of lights, turn left and then bear right onto Route 4 South (North Road). Police Department is the 1<sup>st</sup> driveway on the right just before the McCarthy Middle School, after you get onto Route 4 (North Road).

**Directions from Route 495 North:**

Take Exit #33 (Route 4 / North Road). Turn left at end of exit ramp onto Route 4 (North Road). Follow Route 4 approximately 1.5 miles. Police Department will be on your left after the McCarthy Middle School, just before the Drum Hill Rotary.

**Directions from 495 South:**

Take Exit for Route 3 Northbound from 495 South. Follow directions from Route 3 above.

**PLEASE NOTE:**

**DO NOT PARK IN THE REAR LOT. DO NOT PARK IN THE DRIVEWAY ENTRANCE TO THE POLICE STATION, NOR IN THE “15 MINUTE ONLY” PARKING SPACES. FREE PARKING IS ALLOWED ON OLD NORTH ROAD (ON-STREET PARKING).**