

**WEBINAR SERIES • 2020**

**CONDUCTING APPROPRIATE SALES INVESTIGATION**

**Date: Tuesday, November 24, 2020**

**Time: 11:30 am -12:30 pm (EST)**



Completion of this program entitles Appraisal Institute of Canada's designated members (AACI and CRA) to 1.0 CPD credit towards their Continuing Professional Development requirements—[www.aicanada.ca](http://www.aicanada.ca)



The Institute of Municipal Assessors will grant 1.0 CPD Learning credit toward the Continuing Professional Development program upon completion of this Webinar—[www.theima.ca](http://www.theima.ca)

**FEE: \$50.00 for IMA/IPTI members**

**\$65.00 for non-members**

**PREAMBLE:**

What sold? Was it an open market transaction? Are there existing leases or management contracts and what effect did they have on the sale price? These are only the beginning of the enquiries to determine the validity of a sale. Discussion will be on the preparation required before the interviews with the buyer and seller. Learn how to “fit” the questions to the specific property type.

**WEBINAR LEADERS:**

**John Watling, MRICS, M.I.M.A., Valuation Manager, MPAC**

John has over 30 years experience in the property assessment profession providing strategic valuation and assessment expertise for a variety of property types. He has co-authored numerous presentations and webinars on valuation methodologies, mass appraisal and complex valuation matters. More recently he has led a team focused on providing strategic valuation and assessment expertise to support the delivery of transparent and traceable property assessments.



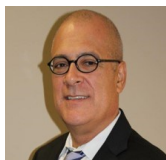
**John Glen, MA AACI FRICS M.I.M.A., Director, Research & Valuation Equitable Value Inc.**

John is a well known international lecturer who has specialized in valuation and property tax consulting relative to retail, office, shopping centres, hospitality properties, multi-residential, recreation and industrial facilities. John has worked in the Public Sector for Municipal & Provincial governments to assist in the development of and implement mass appraisal procedures for Ontario, Alberta, New Brunswick, Winnipeg and New York City. John has also worked as a private sector commercial appraiser specializing in real estate portfolio asset valuations for Private Real Estate Corporations, Insurance Companies, Pension Funds and REITs.



**Carlos Resendes, M.I.M.A., International Property Tax Institute**

Carlos has thirty-five years of property valuation, tax administration and senior management experience. Prior to joining IPTI, Carlos was VP Business and Innovation Services for the Property Valuation Services Corporation in Nova Scotia. He held several senior positions with MPAC including Senior Manager of commercial, industrial and multi-residential properties for the City of Toronto and Assessment Commissioner for the City of North York. He also served as Manager for the Revenue Department at the City of London Ontario.



**NOTE: ACCESS DETAILS WILL BE PROVIDED AFTER RECEIPT OF PAYMENT**

