



MUNICIPAL  
PROPERTY  
ASSESSMENT  
CORPORATION

# MPAC training for REALTORS®

Join one of our webinars focused on educating REALTORS® on MPAC's role, how we assess properties, and how our data can help you attract new clients and support property sales transactions.

Visit [propertyline.ca](http://propertyline.ca) to learn more

## August 2021 Schedule

### **MPAC Assessment 101 for REALTORS®**

MPAC Assessment 101 webinar has been customized for Ontario REALTORS®. Training provides an overview of how MPAC collects data, measures properties, and instructions on calculating property taxes. We show REALTORS® how to access Assessment, Site, Structural, and Sales Data, within GeoWarehouse, and provide an overview of our Automated Valuation Model (AVM) products customized for REALTORS®.

### **MPAC Assessment 101 and Working with Public Records Webinar (TRREB members only)**

This webinar has been customized for TRREB members and provides an overview of how MPAC collects data, measures properties, and instructions on calculating property taxes. Via a live demo, we show REALTORS® how to get the most out of Public Records, search for comparables, save money on reports, and how to access Assessment, Site, Structural, and Sales Data to enhance your business. We also provide a brief overview of our Automated Valuation Model (AVM) products customized for REALTORS®.

### **Upcoming Assessment 101 webinars**

Wednesday, August 4, 2021  
1 p.m. to 2:30 p.m. EST  
[Register now](#)

Tuesday, August 17, 2021  
10 a.m. to 11:30 a.m. EST  
[Register now](#)

Tuesday, August 31, 2021  
10 a.m. to 11:30 a.m. EST  
[Register now](#)

### **Upcoming Assessment 101 and Working with Public Records webinars**

Wednesday, August 11, 2021  
1 p.m. to 2:30 p.m. EST  
[Register now](#)

Tuesday, August 24, 2021  
1 p.m. to 2:30 p.m. EST  
[Register now](#)

### **Factors Affecting Real Property Value**

This webinar is a continuation of our MPAC Assessment 101 webinar series. We take a more detailed look at the top 5 factors affecting real property value when using mass appraisal techniques.

Participants will also learn about other property features that can significantly affect property value.

These include elements of primary and secondary structures, site details and locational influences. Join us for a more thorough look at MPAC's valuation process.

### **MPAC Automated Valuation Models (AVM) for REALTORS®**

This webinar provides an overview of our real-time market value estimates, used for listing presentations, setting the listing price, supporting an offer, or simply as a second unbiased opinion of value.

### **Commercial Property Webinar**

This webinar provides an overview of our methods for valuing commercial and industrial properties. We will also take a detailed view at the data offered in sample reports. Participants will learn about assessment basics as well. Join us for a more thorough look at MPACs Commercial and Industrial data products.

### **Upcoming Factors Affecting Real Property Value webinars**

Tuesday, August 10, 2021  
10 a.m. to 11:30 a.m. EST  
[Register now](#)

Thursday, August 26, 2021  
1 p.m. to 2:30 p.m. EST  
[Register now](#)

### **Upcoming MPAC Automated Valuation Models (AVMs) for REALTORS® webinars**

Tuesday, August 3, 2021  
1 p.m. to 2 p.m. EST  
[Register now](#)

Thursday, August 12, 2021  
10 a.m. to 11 a.m. EST  
[Register now](#)

Wednesday, August 18, 2021  
1 p.m. to 2 p.m. EST  
[Register now](#)

Wednesday, August 25, 2021  
10 a.m. to 11 a.m. EST  
[Register now](#)

Monday, August 30, 2021  
1 p.m. to 2 p.m. EST  
[Register now](#)

### **Upcoming Commercial Property webinars**

Thursday, August 5, 2021  
10 a.m. to 11 a.m. EST  
[Register now](#)

Monday, August 16, 2021  
1 p.m. to 2 p.m. EST  
[Register now](#)

Wednesday, September 1, 2021  
10 a.m. to 11 a.m. EST  
[Register now](#)

## Meet the Trainers



**Max Ma**  
**Client Experience Specialist**  
[max.ma@mpac.ca](mailto:max.ma@mpac.ca)

Max joined MPAC in 2015 as a Property Valuation Analyst. Prior to joining MPAC, Max was a Real Estate Appraiser and is currently working towards completing his A.A.C.I. designation with the Appraisal Institute of Canada. Through his experience in the Appraisal and Assessment industries, Max has worked with a wide variety of Real Estate professionals including REALTORS®, Appraisers and Mortgage Brokers. In 2018, he transitioned into the Business Development team, with a primary focus on providing training and enhanced services to Real Estate professionals in Ontario.



**Marc Laurin M.I.M.A.**  
**Sales Account Executive**  
[marc.laurin@mpac.ca](mailto:marc.laurin@mpac.ca)

Marc joined MPAC in 1996. Throughout his 25 year career he has held numerous positions within Valuation and Customer Relations and has worked with various property types. He is an accredited member of the Institute of Municipal Assessors and holds an M.I.M.A. designation. In 2016, he transitioned into the Business Development team, with a primary focus on providing enhanced services to Real Estate Professionals.

Giving REALTORS® a competitive edge