



**The NJ Chapter of the International Association of
Assessing Officers
Invites you to attend the Virtual Class
IAAO Course 102
Income Approach to Value**

website:
NJIAAO.org



Course Instructor: Sue Davison, CTA, SCGREA

Spring 2024 - (30 Hours w/optional 3-hour exam)

8 EVENING CLASSES 3.5 HOURS plus 1 EVENING 2 HOUR CLASS: 3.5 hour classes - June 10, 11,13,17,18,20,24,25 - plus 2.0 hour class on June 27. Registration closes MAY 24th.

IAAO Course 102 - Income Approach to Valuation

This course provides 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 course covers real estate finance and investment, capitalization methods and techniques, analysis of income and expenses to estimate operating income, selection and development of capitalization rates, and application of the approach. *This same information is taught to real estate appraisers on the private side by the Appraisal Institute. IAAO courses qualify you to take higher appraisal education courses.*

Recommended: Property Assessment Valuation (PAV) textbook (3rd edition also used in Course 101)

NJ recertification credits 30.

Questions on Course Requirements & Class Materials contact Sue Davison E: scdavison@hotmail.com
P: 609-425-5275

Please send registration and a check or voucher (EIN #55-0806610) in the full amount, payable to NJ-IAAO

Registration: Course 102 ***** Class is limited to 10 students. **Please email registration to Sue Davison: scdavison@hotmail.com. Mail Registration and Payment to NJIAAO address below.**

Name _____ Jurisdiction _____

Title _____ Phone _____

Mailing Address: _____

Email Address _____

___Member yes **NJ-IAAO Member Fee \$750** _____

___Member no **Non-Member Fee \$800** _____

Text: Property Assessment Valuation \$ 50 _____

Purchase Order _____ or Check _____ **Total Amount Enclosed** _____

E-mail Address will used for your log-in for the course, updates and exam!

Please direct any payment questions to Neil McGettigan, Treasurer neil.j.mcgettigan@gmail.com

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