



***NJ Chapter IAAO Presents  
2026-27 Appraisal Laws & Regulations Update  
and  
Income Approach: Income, Expenses, Vacancies***

website:  
NJIAAO.org



New Jersey  
IAAO

**Thursday – December 11, 2025 9 AM to 3:30 PM at :** ***Forsgate Country Club  
375 Forsgate Drive  
Monroe Twp, NJ 08831***

***Appraisal License 5 CEU Appraisal Board  
New Jersey CTA 2 CEU Administration AM  
3 CEU Appraisal PM***

**Continental Breakfast**

8:30 Registration  
9:30 – 11:30 Appraisal Law

**Forsgate Lunch Buffet**

12:30 – 3:30 Income Approach

***INCOME APPROACH TO VALUE  
INCOME, EXPENSES, VACANCIES***

Standards come and standards go. The notable principal of value “change” constantly requires the appraiser to evaluate the procedures and data that is used. What is acceptable in today’s world of appraisal to determine value and to defend values when challenged. How and where to come up with current market standards that are being accepted by the NJ State tax court.

**Welcome Appraiser: PAM BRODOWSKI, MAI, ASA, and CTA, owner BRB Valuation & Consulting Services.** Pamela Brodowski is a Certified General Appraiser licensee within the States of New Jersey and New York, has been in the industry for 30+ years.

General questions should be directed to: Gregory Hutchinson  
P: (1) 732-938-6242  
E: [greg.nj.iaao@gmail.com](mailto:greg.nj.iaao@gmail.com)

Direct Payment Questions to: Erin Serfass Treasurer  
E: [treasurer.njiaao@gmail.com](mailto:treasurer.njiaao@gmail.com)

**Mail Registration form  
and Payment to:**

**NJ-IAAO c/o Erin Serfass  
4567 Route 9 North  
Howell, NJ 07731**

**Seminar Cost:**  
**Member \$145**  
**Non-member \$175**

***2026-2027 Appraisal Cycle  
APPRAISAL LAWS & REGULATIONS  
UPDATE - AM***

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The 2 - hour New Jersey Real Property Appraisal Law Course is **mandatory** for all Licensed New Jersey Real Property Appraisers EVERY CYCLE. The update emphasizes changes to the laws and regulations made during the past two years and offers a refresher on the provisions most relevant to every day practice and to add life to the class we’re pleased to **Welcome Back Instructor: JOE PALUMBO, Member NJ Appraisal Board - SRA, AQB - certified Instructor #44578**

**Sign Up Now!!!**

**Registration Deadline:**  
Friday, December 5, 2025  
**All registrations must be accompanied by payment in full (check/voucher EIN #55-0806610) to reserve a space.**

**Withdrawal:**  
Friday, December 5, 2025

# APPRAISAL LAWS & REGULATIONS UPDATE 2026-27

## INCOME APPROACH TO VALUE – Income, Expenses, Vacancies

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*375 Forsgate Drive*  
*Monroe Twp, NJ 08831*

### REGISTRATION

NAME: \_\_\_\_\_

JURISDICTION: \_\_\_\_\_ CHECK # \_\_\_\_\_ PO \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY STATE ZIP \_\_\_\_\_

APPRAISAL LICENSE: \_\_\_\_\_ CTA # \_\_\_\_\_

EMAIL: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

Please note that email address or phone number will be used for contact for any changes to the seminar.

#### Seminar Cost:

Member	\$145
Non-member	\$175

#### Mail Payment and registration form to:

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**4567 Route 9 North**  
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