



Southern New Jersey Chapter

Seminars at the Shore

Our 15th year offering great seminars in Atlantic City ... Join us again at the Jersey Shore!

June 10 & 11, 2019 ♦ Golden Nugget ♦ Atlantic City

Day One: Monday, June 10

8:30 am – 12:30 pm (4 CE hrs)

1:30 – 4:30 pm (3 CE hrs)

Client Requested Evaluations

Challenges Within An Appraisal

Day Two: Tuesday, June 11

8:30 am – 11:30 am (3 CE hrs)

12:30 - 4:30 pm (4 CE hrs)

Foundations of Valuation: An Inferred Market Study

Preparing a Fundamental Demand Analysis: Complex Property Assignments

All seminars developed & presented by Vincent M. Dowling, MAI, MRICS, SRA, M.Ed.

(For complete seminar outlines, visit our website: www.ai-snj.org)

Client Requested Evaluations This program will focus on developing and communicating credible and supportable evaluation appraisal services. We will focus on minimum requirements outlined in the *Interagency Appraisal and Evaluation Guidelines*. This is the core document that practitioners must adhere to when providing this appraisal service. This program will expand specifics within that document to a related publication, the *Uniform Standards of Professional Appraisal Practice*. We will span the entire process from what is an evaluation, guidelines for requesting an evaluation, who can prepare evaluations, to the development and reporting requirements outlined in the Guidelines. The program will assist practitioners on how the appraiser can provide an evaluation and comply with the current USPAP.

Challenges Within An Appraisal This program will assist the attendees in gaining a better understanding of the strengths and weaknesses of the real estate, either man-made or naturally occurring. Valuation nuances will be addressed, especially when the Subject and/or the competitive sales involve limited utility features. USPAP establishes minimum requirements for an appraisal and the practitioner's need for competency will be stressed. We will offer insight into recognizing, understanding, and evaluating physical characteristics & legal controls that impact many assignments. It will be stressed that a practitioner should seek to exceed the minimum requirements thereby better serving clients & intended users.

Foundations of Valuation: An Inferred Market Study The program focuses on developing a sound market analysis that supports the highest and best use conclusion. It is accomplished by an inferred demand market study that is used when valuing commonly traded properties in a stable market where sales and rentals occur routinely. It is relevant for both residential & general appraisers. Market analysis precedes & supports the highest and best use conclusion(s) which extend into the three approaches to value and the reconciliation. This will help attendees prepare and communicate more effectively findings upon which analyses are based by understanding what areas should be researched, data to gather, and analysis to undertake regardless of the appraisal report's communication format. This program will offer techniques to rate and evaluate the property's appeal in the market, using in a six step process.

Preparing a Fundamental Demand Analysis: Complex Property Assignments The program focuses on developing a sound market and marketability analysis that supports highest and best use conclusions. This is accomplished by building upon an inferred demand analysis. This program will focus on a fundamental demand analysis that is property specific. It is used when valuing complex properties in volatile markets. The nuances of the complex properties analyzed in the income capitalization approach involve a discounted cash flow model. Appraisers operating in this arena are expected to research, gather and analyze market information using peer tested and industry approved methods and techniques. A fundamental analysis is applicable for complex, nonresidential properties found in communities throughout the country and especially in New Jersey.

Discounted rooms available: \$80/room/night. Call Golden Nugget's Reservations Dept.: 1-800-777-8477, option 3. You must state that you are with the Southern NJ Chapter of the Appraisal Institute (group code: ASNJA19) to receive the discounted room rate. Reserve your room by 5pm on May 26th to receive the discounted rate!

Fourteen (14) CE credits total (each class is applied for separately with specific CE hours noted in This document) PENDING w/NJ of Real Estate Appraisers (reciprocal credits in PA), DE, Maryland & NY State; APPROVED by the Appraisal Institute. If you need CE approvals for your state, contact Lisa: 856-415-0281 or lisamayweiss@hotmail.com.

To register, go online or complete the form & return it with payment by **June 3rd**. After 6/3, call Lisa (856-415-0281) for availability. Registrations confirmed via email. Any & all cancellations are subject to a **\$15 administrative fee** for each class. A **\$40 cancellation fee per class** applies to all requests for cancellations received within 2 weeks of the event. No refunds will be given for cancellations received less than 1 week prior to the start of the seminar. *If you have a disability & may require accommodations, advise when registering.* In its 15th year, **Seminars at the Shore** has offered quality, top-notch Continuing Education seminars to over 875 people from 13 different states.

Seminars at the Shore ♦ June 10 & 11, 2019 ♦ Golden Nugget
Credit Card registration online: www.myappraisalinstitute.org/education/southernNewJersey

Full Name _____

Company Name _____

Address _____

Telephone _____ Email _____

TUITION OPTIONS : please circle your enrollment choice: all day, ½ day, or both days!

MARCH SPECIAL: Register by 3/31 and save BIG!!! One Day: \$150/\$170 Both Days: \$270/\$310

Best Value!!! BOTH DAYS — 14 CE hrs \$325 member/\$365 non-member

Monday, June 10 ALL DAY: \$175 member/\$195 non-member

½ day: 8:30-12:30pm (4 CE hrs) **Client Requested Evaluations** \$105 member/\$110 non-member

½ day: 1:30-4:30pm (3 CE hrs) **Challenges Within An Appraisal** \$95 member/\$100 non-member

Tuesday, June 11 ALL DAY: \$175 member/\$195 non-member

½ day: 8:30-11:30 am (3 CE hrs) **Foundations of Valuation** \$95 member/\$100 non-member

½ day: 12:30-4:30 pm (4 CE hrs) **Preparing a Fundamental Demand Analysis**
\$105 member/\$110 non-member

Enrollment includes continental breakfast, lunch & afternoon snack.

Mail form & payment: SNJAI, 43 Crescent Hollow Drive, Sewell, New Jersey 08080

Email Lisa at lisamayweiss@hotmail.com, fax at 856-415-1952, or call 856-415-0281

SAVE THE DATE FOR OTHER UPCOMING EVENTS WITH THE SOUTHERN NJ CHAPTER OF THE APPRAISAL INSTITUTE!

- ▶ Residential & Commercial Valuation of Solar: April 8 & 9 @ Rowan Tech Center
- ▶ 2 DIFFERENT SESSIONS OFFERED: NJ & PA Law/Rules & Regs Seminars: May 17 @ Adelphia
- ▶ 7-hour USPAP update: June 4 @ Adelphia
- ▶ NEW 7 HOUR SEMINAR: How Tenants Create or Destroy Value (7 CE hrs): May 10 @ Rowan Tech Center
- ▶ Using Spreadsheets Programs in Real Estate Appraisals: May 16 @ Rowan Tech Center

These programs were developed and organized by SNJAI with the intent of addressing topics of current local interest solely for educational & informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program. Content, including but not limited to any written materials and presenter comments, does not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members, candidates, affiliates and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute has not peer-reviewed or approved the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the Program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.