



**Southern New Jersey Chapter**

# Trenton-Area Seminars

NJ Dept. Of Transportation, Training Room A, 1035 Parkway Ave., Ewing  
Registration begins @ 8am, class starts @ 8:15am. Lunch is not included; a cafeteria is on site. All classes instructed by Susanne Curran, MAI, AI-GRS

## **Solving Land Valuation Puzzles Thursday, October 3, 2019 Classroom Hrs: 7**

Learn how to solve a variety of land valuation and feasibility problems using less commonly used land valuation techniques in this one-day seminar. Interactive case studies and discussion topics cover highest and best use considerations, land residual analysis, contamination, impacts of tax increment financing on feasibility, condemnation, subdivision analysis, unit of comparison selection, and alternatives when inadequate land sales exist. Problem identification, assignment conditions, scope of work decisions, and standards of practice are reviewed in each problem and solutions are discussed. Lively class discussion and interaction will result as problems are explored.

## **Topics for NJ: New Jersey State Laws and Rules; Demographic & Economic Trends Affecting Real Estate Demand Wednesday, December 11, 2019 Classroom Hrs: 7**

NJ Appraiser Law, Regulations N.J.S.A. 45:14F-1, et seq. Real Estate Appraisers Act

This course is required by NJ regulations every two years. Students will learn about the law itself, the regulations that pertain to the law including specific areas noted in the regulation.

### Demographic & Economic Trends Affecting Real Estate Demand

- Population: Age Shifts, Education Shifts, Static Suburbs vs. Urban Expansion; Now Gen X and Millennial generations, and their Children, are driving demand. Can real estate deliver anticipated "Experiences"?
- Income: Salaries vs. Housing and Transportation Affordability; Purchasing Power; Savings Rates, Dual Income No Kids, Dual Income BMTs- Baby Makes Three
- Housing: New Luxury Supply leaves behind demand sectors, Salaries vs. Affordability, Housing Starts, Housing Costs, Records set in Household Formation and Homeownership Rates, Mortgage Interest Rates Inflate/Deflate Sales, School Districts as a Demand Driver
- Factors Driving the Recent Re-alignment of New York MSAs and CMSAs according to Commuting Patterns, Housing Costs and Job Growth
- Regional Edge Cities Break
- Employment as the "Big Dog": the primary Demand Driver
- Trends in Employment Sectors and Major Employers dominated by Gen X/Millennials
- "Under-Demolished" Real Estate: Office, Retail, Schools, Recreation, Others
- Current Demand Trends for HBU Analysis of Real Estate Sectors: Residential, Office, Industrial, Retail

The 12/11 program was developed & 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. The content does not represent the viewpoint of the Appraisal Institute. 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 seminar is APPROVED for NJ CE credits.

*We enforce attendance requirements mandated by state regulatory agencies; 100% attendance is mandatory. A \$25 cancellation fee applies to all orders. No refunds for no-shows; no refunds for cancellations made within 7 days of the event. We reserve the right to cancel/reschedule class. Directions will be emailed prior to class.*

**Register on-line: [www.myappraisalinstitute.org/education/southernNewJersey](http://www.myappraisalinstitute.org/education/southernNewJersey)**

***If you are paying by check, fill out the form and mail (check payable to SNJAI) to the address at the bottom:***

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Solving Land Valuation Puzzles October 3 \$195**

**Topics for NJ December 11 \$180**

**Mail to: SNJAI, 43 Crescent Hollow Drive, Sewell, NJ 08080**

Questions? Email [Lisamayweiss@hotmail.com](mailto:Lisamayweiss@hotmail.com), fax 856.415.1952 or call 856.415.0281