



**Appraisal  
Institute®**  
*Professionals Providing  
Real Estate Solutions®*

**Southern New Jersey  
Chapter**

# Winter 2021 Education Calendar

*Updated November 23, 2020*

**These seminars are being presented virtually via Zoom.** Virtual Classroom-Live/Interactive Participation Guidelines: Students must have computer, webcam & microphone capability to participate & receive continuing education credit. The platform will be interactive and live. The instructor must be able to physically see and interact with all students and students must be able to see and interact with the instructor. A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the offering prior to the offering start date. You will receive a separate email from the Chapter Office with log-in/access information. You do not need a paid account from ZOOM to participate. If you are using your Ipad/Iphone/smartphone please download the ZOOM app prior to offering. Please check your webcam privacy settings on your computer. If you have a Lenovo laptop, you must have the Lenovo Vantage App installed on your computer for webcam to work. Check state approvals before registering to make sure the states you are licensed have approved the course/seminar and allow Virtual education in place of classroom education during the pandemic. Contact the chapter with questions regarding participation guidelines: [lisamayweiss@hotmail.com](mailto:lisamayweiss@hotmail.com)

## **7Hr. Nat'l USPAP Update**

**7 CE hrs**

**Friday, January 22, 2021**

**Check in begins at 8:15am; class starts at 8:30am**

**Instructor: Brian Flynn, MAI, AI-GRS**

**NOTE: An appraiser must successfully complete the 7-hour USPAP Update Course every two years to meet the USPAP CE requirement. Course price does not include a copy of the current USPAP edition, which is required for course credit. (2020-2021 edition) Attendees must have their own copy of the current USPAP edition in class. To purchase a copy, visit The Appraisal Foundation: [www.appraisalfoundation.org](http://www.appraisalfoundation.org).**

## **Appraisal of Manufactured Homes Featuring Next-Generation Manufactured Homes**

**7.5 CE hrs (no exam offered)**

**Friday, February 26, 2021**

**Check in begins at 8:15am; class starts at 8:30am**

**Instructor: Edward Molinari, SRA, AI-RRS**

This new 7.5-hour course, developed in collaboration with Freddie Mac, provides an in-depth look into preparing appraisals for traditional manufactured homes plus insight into CHOICEHome<sup>SM</sup>—the new type of high-quality manufactured homes that are built to HUD code but developed with site-built features. You'll learn how to meet the specific requirements of Freddie Mac, the Federal Housing Authority (FHA), Veteran's Administration (VA), United States Department of Agriculture (USDA), and Fannie Mae using a new, ground-breaking tool—the Manufactured Home Quality Rating Worksheet, which is consistent with the Marshall & Swift<sup>®</sup>—CoreLogic Residential Cost Handbook and the Uniform Appraisal Dataset (UAD). The course begins with a thorough review of existing manufactured housing products then delves into CHOICEHome<sup>SM</sup>, a new accessible, affordable addition to America's housing stock. To apply elementary and complex techniques used in the cost and the sales comparison approaches, you'll work through a case study of these homes to develop a credible appraisal report. Objectives:

- Identify the multiple types of factory-built housing including manufactured home, Next Generation manufactured home, modular home, and panelized home.
- Recognize the distinctive construction qualities of manufactured homes and how they differ from site-built homes.
- Understand the specific secondary market appraisal requirements of Freddie Mac, FHA, USDA, VA, and Fannie Mae.
- Understand proper data collection techniques for manufactured housing.
- Develop an overall quality rating for manufactured homes using the Manufactured Home Quality Rating Worksheet.
- Report accurate results of a manufactured housing appraisal on a Freddie Mac Form 70B (FNMA form 1004C).
- Develop the cost approach for both a manufactured home and a Next Generation manufactured home using the Marshall & Swift<sup>®</sup>—CoreLogic Residential Cost Handbook.
- Use the sales comparison approach for a manufactured home appraisal and apply new techniques when appraising a Next Generation manufactured home.

**New Jersey Appraiser Law & Regulations 2 CE hrs Friday, March 5, 2021**

Check in begins at 8:15am; class starts at 8:30am

Instructor: Mary Fox, MAI

**MANDATORY CLASS FOR NJ APPRAISERS ONCE A RENEWAL CYCLE**

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

Purpose: 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.

13:40A-5.4 (b): All licensed and certified real estate appraisers shall be required to complete a two hour course on New Jersey law and rules governing the practice of real estate appraising.

**Business Practices & Ethics 6 CE hrs Friday, March 12, 2021**

Check in begins at 8:15am; class starts at 8:30am

Instructor: Mary Fox, MAI

*Business Practices and Ethics* is an important course that provides information about standards and ethics requirements for valuers in general and, more specifically, for valuers who belong to the Appraisal Institute. Through discussion questions and examples, the class compares behavior and actions that illustrate violations of the Code of Professional Ethics, and participants learn how referrals can be made. Participants are also introduced to the Appraisal Institute Guide Notes to the Standards of Professional Practice and use these Guide Notes to resolve everyday appraisal practice problems. At the end of the course, they learn about common errors in appraisal reports and review reports, and they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users. These are common business practice issues that appraisers encounter in various assignments, including mortgage lending, litigation, and property tax appeal. Other real-life scenarios in the course illustrate less common business practice issues such as an appraiser's obligation when illegal or criminal behavior is observed.

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When you register, either choose to download the materials or have them shipped directly to you. (There are no materials for NJ Regs.) Make sure you have downloaded class materials PRIOR to class. If you order (and ship) printed materials to you, make sure they arrive 1 week prior to class. Contact the national office if there are any issues at least one week before class. Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows. Our cancellation policy is stated on the registration portal. A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the offering prior to the offering start date.

**Registration Fee: USPAP (January 22)** \$140 member/\$155 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=38B4FBD4-E569-4947-B9FB-EEBC4A7DAE06&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=38B4FBD4-E569-4947-B9FB-EEBC4A7DAE06&goback=0)

**Registration Fee: Appraisal of Manufactured Homes (February 26)** \$159 member/\$175 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=7AB42254-6CB8-48B2-9209-CD761BCDA3DA&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=7AB42254-6CB8-48B2-9209-CD761BCDA3DA&goback=0)

**Registration Fee: NJ Appraiser Law & Regs (March 5)** \$45 member/\$55 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=A1315623-5F44-45A4-9EC5-2FCD93D6C91E&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=A1315623-5F44-45A4-9EC5-2FCD93D6C91E&goback=0)

**Registration Fee: Business Practices & Ethics (March 12)** \$159 member/\$170 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=DBBEE782-DECA-41E7-B990-A37F412AFE05&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=DBBEE782-DECA-41E7-B990-A37F412AFE05&goback=0)

*(Remember, these fees do not include printed materials, nor does the USPAP class include the 2020-21 edition of USPAP from the Appraisal Foundation.)*

All educational offerings with the SNJ Chapter can be found on the chapter website: [www.ai-snj.org](http://www.ai-snj.org)

Questions? Need help enrolling? Email: [lisamayweiss@hotmail.com](mailto:lisamayweiss@hotmail.com) Call: 856.415.0281