



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

**Southern New Jersey  
Chapter**

# 2021 Education Calendar

Updated February 16, 2021

**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: [lismayweiss@hotmail.com](mailto:lismayweiss@hotmail.com)

## **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®—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®—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.

### **PA Appraisal Statutes, Regulations & Board Policies**

**2 CE hrs**

**Thursday, June 3, 2021**

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

**Instructor: Mark Smeltzer, MAI, SRA, AI-RRS**

This program is intended to review, inform and assist Real Estate Appraisers who practice in the state of Pennsylvania about the Real Estate Appraisers Certification Act, Chapter 36 of the Rules & Regulations, Act 48 Penalties Imposed Against Appraisers and Recently Completed State Disciplinary Actions.

### **Appraising Condos, Co-ops, and PUDs**

**7 CE hr**

**Friday, September 10, 2021**

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

**Instructor: Maureen Sweeney, SRA, AI-RRS**

Single-family attached homes like condominiums, cooperatives, and townhouses are the primary housing option in many urban markets. New construction detached houses are typically in subdivisions and master plan communities. Age-restricted communities are popular with retirees. Most of these developments have one thing in common: they all have associations which are governed by condominium declarations, bylaws, and/or covenants, conditions, and restrictions which affect the bundle of rights. The first part of this seminar builds the foundation for the discussion on appraising residential properties in community associations. You'll learn why it is necessary to know how to identify the property type, why it is important to have a full understanding of the governing documents, why you need to understand where it is located, and why it's critical to analyze the market. From there, you'll examine the four specific groups of community organizations: condominiums, cooperatives, planned unit developments (PUDs), and condominium hotels. Objectives:

- Identify the differences between condominiums, cooperatives, and planned unit developments.
- Understand how the bundle of rights is affected by the ownership rights associated with these property types.
- Understand how condominiums, cooperatives, and planned unit developments fit in the valuation process.
- Discover which questions to ask when collecting data for condominiums, cooperatives, and planned unit developments.
- Provide credible assignment results to your client and intended users.

### **Artificial Intelligence, AVMs, and Blockchain: Implications for Valuation**

**4 CE hrs**

**Thursday, October 14, 2021**

**Check in begins at 12:45pm; class is 1-5pm**

**Instructor: Mark Linne, MAI, SRA (COURSE DEVELOPER)**

What if you could accomplish more in less time? It may sound crazy, but the idea that appraising is relegated to retrospective analysis may no longer be relevant. Within five years, experts predict that 50% of our interactions will involve artificial intelligence (AI). That's going to unlock an entirely new workflow for the appraisal profession and a new set of capabilities that will drive the back office to the forefront of business strategy. What is clear is that AI and the technologies associated with it will continue to transform how we interact with information and machines. Objectives:

- Understand the components of AI including the internet, big data, machine learning, and the internet of things.
- Understand the relationship of the interplay between the components of AI.
- See how real estate appraisal is impacted by technological change that will be further altered by advances in AI.
- Understand how to change in order to meet the new challenges.

- Understand blockchain and how it can be used to facilitate real estate transactions.
  - Understand how technologies work in tandem with blockchain to transform the real estate marketplace.
  - Recognize the challenges and the potential to gain knowledge that you'll be able to use to provide more relevant analysis to your clients.
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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 and PA 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: 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)

**Registration Fee: PA Appraisal Statutes, Regs & Policies (June 3)**      \$45 member/\$55 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=1A457744-932D-4840-AA58-A2714E432771&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=1A457744-932D-4840-AA58-A2714E432771&goback=0)

**Registration Fee: Appraising Condos, Co-ops & PUDs (Sept. 10)**      \$159 member/\$175 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=19A8473E-1E4A-4D9B-8083-03234C161C7D&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=19A8473E-1E4A-4D9B-8083-03234C161C7D&goback=0)

**Registration Fee: Artificial Intelligence, AVMs & Blockchain (Oct. 14)**      \$95 member/\$105 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=2A801FE8-67A9-4FB9-A203-0584F8070CC3&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=2A801FE8-67A9-4FB9-A203-0584F8070CC3&goback=0)

*(Remember, these fees do not include printed materials for Appraisal Institute seminars.)*

**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