



**Appraisal
Institute®**
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Real Estate Solutions™*

**Southern New Jersey
Chapter**

Joint Seminar/Meeting: Appraisers & Assessors

Sponsored by the Southern NJ Chapter of the Appraisal Institute

Expert Testimony: Tips & Techniques for NJ Appraisers and Assessors

Wednesday, April 28, 2021 on Zoom 3-5pm (2 CE credits)

It's not a traditional dinner meeting, but it's the best we can do right now! Join us for some good home-grown CE, followed by a chapter meeting & discussion with old friends. BYOB: Bring your own buffet ;)

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

** Log in begins at 2:30 pm **

3:00 – 5:00 pm

Covid-19 Impact on Southern NJ Appraisers and Assessors

Pamela Brodowski, MAI, ASA, CTA, BRB Valuation & Consulting Services

Anne Klein, Newmark Knight Frank

Thomas Mancuso, Tax Assessor: Township of Plainsboro, Borough of Highland Park and the City of Rahway

A View from the Bench: Reviewing Tax Court Issues & Recent Cases

Presented by Judge Mala Sundar, P.J.T.C.

Covid-19 Impact on Southern NJ Appraisers and Assessors: Residential values for the most part are on fire, land prices increasing. NOW WHAT? Are people laughing all the way to the bank, or losing everything? This seminar will provide guidance from an experienced MAI/CTA appraiser who is regularly engaged in Tax Court and County Board of Taxation hearings, and an experienced Tax Assessor who is also a County Tax Administrator. We will also hear from an expert in the office market: what is happening there as people work from home? The seminar will focus how a global pandemic affected real estate prices both commercially and residentially. We will learn about the impact on appeals as well as revaluations.

A View from the Bench: Judge Sundar will discuss tax court issues & recent cases from across the state. Her insight and experience will be a great benefit to all.

Pamela J. Brodowski, MAI, ASA, CTA, is Principal of BRB Valuation & Consulting Services. She is a Certified General Appraiser in New Jersey and New York with approximately 30 years of professional experience with real estate appraisals. Ms. Brodowski has appeared as an expert witness before numerous New Jersey County Boards of Taxation, the State Tax Court of New Jersey, the Superior Court of New Jersey, and the Supreme Court of New York with major clients ranging from corporations, financial institutions/ law firms/ accounting firms, municipalities/courts, and state agencies/ courts/other jurisdictions.

Anne Klein is an Executive Managing Director at Newmark Knight Frank. She is a 33-year veteran, and consistent top producer, of the commercial real estate industry. Based in South Jersey, she provides tenants and owners with a wide range of services including workplace strategy, labor pool analysis, state incentive shopping and acquisitions/dispositions. In addition to representing tenants in the U.S. and throughout the world, Ms. Klein has extensive experience representing local and institutional owners to market their properties, increasing the value through successful leasing and sales.

Thomas Mancuso, CTA was appointed to the position of Tax Assessor for the Township of Plainsboro in August of 2008. He has over 29 years of service as a Tax Assessor with 12 of those years serving in East Brunswick Township. He left government in 2003 to pursue a position with BRB Valuation & Consulting Services, LLC, an appraisal firm that specialized in valuation for tax appeals and other appraisal issues. During that time he worked both for and against municipalities which has given him a better

understanding of Ad Valorem issue from both perspectives. He is a Certified Tax Assessor and a State Certified General Real Estate Appraiser.

Mala Sundar, P.J.T.C. was appointed to the Tax Court by Gov. Chris Christie and took her oath on July 27, 2009. She was reappointed in June 2016 by Christie. She became the presiding judge of the Tax Court on January 16, 2021. Prior to her judicial appointment, she had joined the NJ Division of Law as a deputy attorney general, representing state/governmental agencies on all taxation related issues. She completed her career there as section chief for transportation. She earned her law degree from Rutgers Law School in Camden.

Registration Fee: \$30 Register on-line:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=6FF14830-9D4B-4EC0-B198-8E7283BDDC34&goback=0

All educational offerings with the SNJ Chapter can be found on the chapter website: www.ai-snj.org
Questions? Paying with a purchase order? Email: lisamayweiss@hotmail.com Call: 856.415.0281

Any & all cancellations are subject to an administrative fee. No credit/refunds for cancellations made on or after April 21st. No credit/refunds for no-shows. Confirmations will be emailed. **Two hours of continuing education credits are PENDING with NJ Board of Real Estate Appraisers (PA & NJ Div of Taxation (appraisal credits) reciprocal credits); APPROVED for ADMIN credits w/the NJ Div. of Taxation. 100% seminar/speaker attendance required to receive CE credits, as per State & AQB criteria.**

This program was 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.

More 2021 events with the Southern NJ Chapter of the Appraisal Institute!

Case Studies in Partial Interests: An Overview of Local NJ Examples Wednesday, May 12 (Zoom) 4 CE hrs

Instructor: Susanne Curran, MAI, AI-GRS **FLASH SALE! Register by April 16 and save \$10. Use this promo code:**
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=579560C3-575C-4811-8A28-461F26A540BA&goback=0

PA Appraisal Statutes, Regulations & Board Policies Thursday, June 3 (Zoom) 2 CE hrs Instructor: R. Scott Hartman, SRA
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=1A457744-932D-4840-AA58-A2714E432771&goback=0

7Hr. Nat'l USPAP Update Thursday, June 10 (Zoom) 7 CE hrs Instructor: Susanne Curran, MAI, AI-GRS
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=60CA3952-253F-4E0A-8E06-D4601E70E327&goback=0

New Jersey Appraiser Law & Regulations Wednesday, September 1 (Zoom) 2 CE hr Instructor: Mary Fox, MAI
MANDATORY CLASS FOR NJ APPRAISERS ONCE A RENEWAL CYCLE
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=D35172CB-C040-4E83-B4FC-33FBA0CF69ED&goback=0

Appraising Condos, Co-ops, and PUDs Friday, September 10 (Zoom) 7 CE hr Instructor: Maureen Sweeney, SRA, AI-RRS
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=19A8473E-1E4A-4D9B-8083-03234C161C7D&goback=0

Artificial Intelligence, AVMs, and Blockchain: Implications for Valuation Thursday, October 14 (Zoom) 4 CE hrs
Instructor: Mark Linne, MAI, SRA (COURSE DEVELOPER)
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=2A801FE8-67A9-4FB9-A203-0584F8070CC3&goback=0

7Hr. Nat'l USPAP Update Friday, Oct. 29 (Zoom) 7 CE hrs Instructor: Brian Flynn, MAI, AI-GRS
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=7AF00ADD-B689-4AE1-926E-EBE435640AEA&goback=0