Appraisal Institute®
Professionals Providing Real Estate Solutions®

Southern New Jersey Chapter

2021 Education Calendar

Updated August 12, 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 CE credit. The platform will be interactive & live. The instructor must be able to physically see and interact with all students and students must be able 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 lisamayweiss@hotmail.com with questions regarding participation guidelines.

New Jersey Appraiser Law & Regulations 2 CE hrs Wednesday, September 1, 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.

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 challenges & potential to gain knowledge to use to provide more relevant analysis to your clients.

Getting It Right from the Start: A Workout Plan for Your Scope of Work
7 CE hrs Wednesday, October 27, 2021

Check in begins at 8:15am; class starts at 8:30am **Instructor: Robert L Moorman, MAI, SRA, AI-GRS**

The scope of work decision is the most critical one you will make in the development of an appraisal. After identifying the key elements of the assignment, you decide what needs to be done to arrive at assignment results that address the needs of the intended users of the appraisal. This seminar will help you become familiar with the broad range of services that you can offer under USPAP and give you practice determining the appropriate scope of work for various types of assignments. Return to your office with greater confidence when making scope of work decisions. Objectives:

- Understand the evolution of scope of work in USPAP & the level of flexibility it provides in today's appraisal assignments.
- Recognize the parameters that define an assignment and know how to identify the client's problem to be solved.
- Demonstrate understanding of the numerous ways the appraisal process can be carried out in assignments.
- Understand why disclosure of the selected scope of work is necessary.
- Write clear, concise, and accurate scope of work statements for assignments.
- Understand from examples how a broad variety of services are allowed under USPAP.

7Hr. Nat'l USPAP Update 7 CE hrs Friday, October 29, 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 from** www.appraisalfoundation.org**.**

The current edition of USPAP will be extended by one year. The 2020-2021 USPAP will now be effective until 12/31/22. **You will still need to take the 7-hour CE course every 2 years. This extension does not impact appraiser CE requirements.**

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: NJ Appraiser Law & Regs (September 1) $45 member/$55 non-member
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=D35172CB-C040-4E83-B4FC-33FBA0CF69ED&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

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

Registration Fee: Getting it Right From the Start (October 27) $190 member/$190 non-member
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=21B022B0-7AD2-4FFE-80FF-4B17BC6BAADE&goback=0

Registration Fee: USPAP (October 29) $140 member/$155 non-member
https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=7AF00ADD-B689-4AE1-926E-EBE435640AEA&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

Questions? Need help enrolling? Email: lisamayweiss@hotmail.com Call: 856.415.0281