

Southern NJ Chapter of the Appraisal Institute

December 2021 Edition

Bonnie L. Longo, MAI, SRA, Editor; Lisa Weiss, Writer

LAST CALL!!!

Annual Installation of Officers Dinner Meeting
Thursday, December 2nd, 2021

Adelphia Restaurant, Deptford

EMAIL LISA NOW TO RESERVE YOUR SEAT!

5:15–6 pm: Cocktail Reception (appetizers and open bar)

6:00 pm: Dinner

Following Dinner:

- Presentation of the 2020 George Olasin Award to **Mary Fox, MAI**
- Presentation of Designation Certificate to **Maria Nucci, SRA, AI-RRS**
- Keynote Speaker & Installation of Officers/Directors
President: Joseph V. Heenan, MAI, SRA;
Vice President: Sherrie Lisa Galderisi, SRA, AI-RRS
Treasurer: Robert Klein, MAI, AI-GRS;
Secretary: Mary F. Fox, MAI
Directors: Joshua D. Garretson, MAI, AI-GRS, AI-RRS; Lee Ann Kampf, MAI; Jerry McHale, MAI; Maria Nucci, SRA, AI-RRS; Meghan Payne, MAI; and Kathleen Turley
Past President: Michael Descano, MAI

Keynote Speaker: **Rodman Schley, MAI, SRA: 2021 President of the Appraisal Institute**

In the spirit of the season, we will collect non-perishable food items to donate to food banks. **Bring your donations!** Thanks for helping the hungry in our communities!

President's Message

Dear Friends & Fellow Chapter Members,

The past two years have presented us many unforeseen challenges. We have had to pivot to change our preferred in-person method of education delivery to a new virtual classroom method. However, this is a resilient Chapter and an exceptional group of people who never cease to amaze me.

I would like to thank Joe Heenan our Vice President, Mary Fox our Treasurer, and Josh Garretson our Regional Director, as well as all of our officers and directors who have played an integral role in putting together good quality educational offerings, and keeping the Chapter moving

forward, despite the obvious challenges.

I would also like to thank Lisa Weiss our extraordinary Executive Director who has been instrumental in implementing the transition from in-person to virtual education and “interacting” with National.

Finally, I would like to thank each and every one of our members and affiliate members for supporting the Chapter in every way possible, despite these challenging times. Together, we may be small, but we have a very solid core that can stay relevant, even in changing times.

It has been an honor and a privilege to serve the Chapter. We have a bright future under the incoming leadership and I look forward to our progression over the next several years. Best wishes for a happy and healthy holiday season!

Michael Descano, MAI, Chapter President

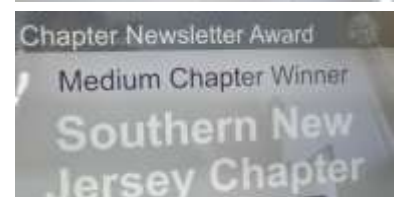
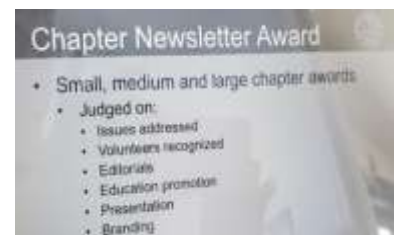
Chapter Awarded BEST NEWSLETTER!



On October 21, the Appraisal Institute's Virtual Chapter Leadership Program (CLP) was attended by incoming Chapter President Joseph Heenan, MAI, SRA, and Chapter Executive Director Lisa Weiss. The CLP is a way to educate and motivate Incoming Chapter Presidents to manage their boards and membership.

Also included in the CLP were the 2021 Chapter Awards Program. This recognized chapters that did exemplary work in the areas of state government relations, newsletter communications and special projects during the preceding year. The Southern NJ Chapter received the Chapter

Newsletter Award, Medium Chapter category. The chapter also won this award at the 2018 and 2020 CLP.



Congratulations to all the 2021 Chapter Newsletter Awards recipients!

Small Chapter Category: Delaware Chapter

Medium Chapter Category: Southern New Jersey Chapter

Large Chapter Category: Chicago Chapter

25th Annual September Symposium



On Thursday, October 7, the chapter hosted *The Heart of the Assignment: A Solid Highest and Best Use Analysis*. This 3-hour seminar was created and instructed by Susanne Curran, MAI, AI-GRS. Sixteen people participated in the seminar held on Zoom. It was well received by those who participated in the lively discussion. After the seminar, we gave away 2 door prizes to attendees selected at random; 2 copies of *Valuation by Comparison* by Mark Ratterman, MAI, SRA, were awarded (and mailed) to Blair Stiefbold and Joseph Rusin, MAI, SRA.

In Memory: Pat McIlhinney

We are saddened to announce the passing of our dear friend and longtime member Pat McIlhinney, MAI, SRA. The following is the obituary. He will truly be missed.

McIlhinney Francis Patrick "Pat" On October 17, 2021, of Cherry Hill and Ocean City, NJ, formerly of Philadelphia, PA. Age 79. Born in Philadelphia on March 24, 1942 to Francis X. McIlhinney and Helen Green. Pat attended grade school at St. Francis of Assisi in Germantown PA, high school at St. Joseph's Prep, and graduated from Villanova University. Beloved husband of Sandi (nee Craig) for 56 years. Devoted father of Sean and his wife Heather and Patrick and his wife Lisa. Loving Pop and Pop Pop of Patrick, Matthew, Molly, Connor, McKeith, Julia, and Julian. Dear brother of Joan and Lee and brother-in-law of Margie Craig. Also survived by numerous cousins, nieces and nephews. Pat's wife of 56 years,



Sandi was the love of his life. A close second were his two children, Patrick and Sean, and their wives Lisa and Heather and his 7 grandchildren and his 2 sisters, Joan and Lee. Other loves included Ocean Colony friends, St. Joe's Prep friends, Wexford Leas friends - his neighborhood of 45 years, Germantown childhood friends, appraiser friends, tennis friends, taking cruises to the Caribbean, winters in Florida, watching sunsets and sports, analyzing and discussing stocks and politics, and all things Villanova, his beloved alma mater. Some adjectives used to describe Pat by his loved ones are brilliant, analytical, objective and non-judgmental, loyal, generous kind hearted spirit, wonderful sense of humor, and athletic and competitive. Pat was loved by and will be sorely missed by all who were fortunate to be a part of his life. There will be a Celebration of Life Memorial Service to be determined later. Donations may be made in Pat's memory to the Animal Welfare Association, 509 Centennial Blvd., Voorhees, NJ 08043.



Interesting Article! Desktop Appraisals Are Here to Stay, FHFA Announces

The option to perform desktop appraisals will become permanent, the Federal Housing Finance Agency announced Oct. 19. Starting early next year, appraisals for purchase loans can be remotely conducted using public records, such as listings and tax appraisals. Desktop appraisals were intended as a temporary response to the coronavirus pandemic, allowing appraisers to safely perform their job amid lockdowns and social distancing. <https://www.fhfa.gov/Media/PublicAffairs/Pages/FHFA-Announces-Two-Measures-Advancing-Housing-Sustainability-and-Affordability.aspx>

AI Board of Directors Approves Strategic Priorities for 2022

The Appraisal Institute Board of Directors at its Nov. 11-12 meeting in Chicago approved the Strategic Plan strategies that will guide the organization's efforts in 2022, and beyond.

The Board approved the overall Strategic Plan at its August 2021 meeting, and the strategic planning process included input from AI professionals who responded to surveys regarding membership needs. As previously announced, the plan includes 4 goals:

- The Appraisal Institute will protect and improve the value of affiliation.
- The Appraisal Institute will provide leadership toward a unified and inclusive profession with diverse perspectives.

- Appraisal Institute professionals will be consistently sought out by users of valuation services.
- The Appraisal Institute will improve the diversity of its affiliated professionals.

In 2022, the organization will pursue those goals with a focus on the following Board-approved strategies:

- Modernize AI's education delivery system and products.
- Modernize technology, such as social media and communication methods, and the AI website.
- Develop a plan to recruit and retain AI professionals.
- Implement the Practical Applications of Real Estate Appraisal (PAREA).
- Develop a diversity, equity and inclusion (DE&I) action plan.

These strategies will positively impact the following Board-defined objectives in the coming year and beyond by increasing:

- The value proposition of affiliation;
- AI professionals' retention rates;
- The breadth and diversity of individuals new to affiliation;
- Diversity among AI leadership;
- Opportunities for AI professionals to identify and gain knowledge to enhance their professional services;
- Efforts to eliminate irrelevant and inappropriate barriers to entry into the profession;
- Opportunities to obtain relevant experience in the profession; and
- Positive perception of the organization among key growth areas.

Objectives have a three- to five-year timeframe and will be reviewed periodically by the Board of Directors.

SNJAI UPCOMING EVENTS

Visit our website for registration links: www.ai-snj.org

The Legal Side of Alleged Discrimination in Appraising
Wednesday, January 26, 2022 (Zoom) 2 CE hrs

Instructor: Peter Christensen, Attorney

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=AD3B792A-5842-480D-856D-76AD9BA2C929&goback=0

7-Hour 2022-2023 National USPAP Update

Friday, February 25, 2022 (Zoom) 7 CE hrs

Instructor: Sussane Curran, MAI, AI-GRS

Registration coming soon!

Business Practices and Ethics

Tuesday, March 8, 2022 (Zoom) 6 CE hrs

Instructor: Mary Fox, MAI

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=42DC9648-0ACF-4BF6-924E-2AAE25AB1AEC&goback=0

Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications (YELLOW BOOK CLASS!!!)

Mon. & Tues., April 4 & 5, 2022 14 CE hrs+1hr exam

Courtyard by Marriott, 1251 Hurffville Rd., Deptford

Instructor: Brian Flynn, MAI, AI-GRS

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=35B45B1F-AB60-4499-BA07-8AC840E0274C&goback=0

If you have classes/seminars/speaker suggestions, please contact Lisa — we want to offer what you need!

Comprehensive Exam Prep

Gary DeWeese, MAI, an instructor for the Appraisal Inst. for more than 20 years, is offering Comp Exam prep material. The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered. For more about the material, read student reviews & learn how to order, visit www.garydeweese.com or contact garydeweese@comcast.net or 925-216-8751.

Materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute.

Facebook Pages for Women Appraisers



AI Women MAI & SRA:

<https://www.facebook.com/groups/1742773122629563>

I Am A Female Real Estate Appraiser:

<https://www.facebook.com/groups/174344949428308>

AI Featured Benefit: Realquantum

Appraisal Institute affiliation benefits include special offers & discounts on products and services for Appraisal Institute professionals. We are pleased to share this offer from realquantum. Realquantum is productivity software for commercial appraisers. It helps eliminate tedious manual work & boost revenue as well as write better reports.

- Property Database
- Report Writer
- Calculation Engine
- Mobile app



Efficiently scale your business. Curate data in your market. Gain free time. For more information:

<https://www.appraisalinstitute.org/designatedcandidateaffiliates/ai-affiliation/ai-affiliation/realquantum/>

Are you on Facebook? "Like" us: [Southern NJ Chapter - Appraisal Institute](#)

News From National ...

Online Education: Learn at your own pace anytime, anywhere. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listing now:

<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?site=AI&webcode=AIProgramByCourseType&CourseType=online&DiscountCode=THANKYOU>

Online Education click-through URL:

<https://www.appraisalinstitute.org/education/online-education/>



How to Enter AI Continuing Education

Instructions on how AI professionals can enter AI Continuing Education and service hours can now be found on [Chapter Business Tools](#) under the Education Section.

Uniform Standards of Professional Appraisal Practice (USPAP)

USPAP class participants need to purchase & bring to class their own copies of this book from the Appraisal Foundation. The USPAP document is not part of the course materials provided by the Appraisal Institute. *REMINDER: The Appraisal Standards Board (ASB) and The Appraisal Foundation (TAF) announced that the current edition of the Uniform Standards of Professional Appraisal Practice (USPAP) will be extended by one year. 2020-2021 USPAP will now be effective until December 31, 2022.*

Scholarships The Appraisal Institute Education & Relief Foundation offers [scholarships](#). Scholarships are for courses (not exams or Capstone) and do not apply to those retaking a course. If a Candidate needs emergency assistance due to a natural disaster, medical emergency, etc., apply for assistance through the [Appraisal Institute Education & Relief Foundation](#)

Upcoming National Events

Jan. 1 | Candidate for Designation and Practicing Affiliate AIERF Scholarship Application Deadline [More info.](#)

Feb. 24-25 | AI Board of Directors 1st Quarter Meeting

May 12-13 | AI Board of Directors 2nd Quarter Meeting

May 18-20 | Leadership Development and Advisory Council (LDAC), Washington, DC

Nov. 10-11 | AI Board of Directors 4th Quarter Meeting

Chapter Service Hours Chapter service falls under Service to the Appraisal Institute for Designated members and Practicing Affiliates wishing to receive AI Continuing Education points for that service. AI professionals will need

to submit those hours themselves by logging in to their AI account. The "AI Continuing Education: An Overview" resource provides more information on how to submit CE and is available to Designated members and Practicing Affiliates within their AI account online. Find that document here: https://www.appraisalinstitute.org/assets/1/7/AI-CE_Overview.pdf

The Lum Library has a new E-Book Tab

A new E-book tab has been added to the catalog's search module. The library's e-book collection can now be quickly browsed, or basic keyword searched. See the e-book information tab on the library's home page for user guides, FAQs and accessibility compliance.

As Urban Areas Experience Strong Multifamily Demand, the Sector is Expanding to the Suburbs and Beyond: Valuation Magazine

With most urban areas experiencing positive rent growth and strong demand, the multifamily sector is now seeing expansion to the suburbs and beyond, according to an article in Valuation magazine's third quarter 2021 issue.

Valuation magazine is a quarterly publication of the Appraisal Institute, the nation's largest professional association of real estate appraisers.

The newest issue's cover story, "[Multipurposed to the Max](#)," discusses how the multifamily sector, with a few exceptions, is booming as renters nationwide reconsider their needs for space, amenities, location and lifestyle.

Read "Multipurposed to the Max" in Valuation magazine's [third quarter 2021 issue](#). Also in this issue: "[Out of Office](#)" dives into appraisers' thoughts on the drastic and sudden changes in demand for office properties brought on by COVID-19. Has the pandemic rendered office property comparables useless?

Additional Option for Education Exams

Scheduling exams at Pearson VUE testing centers had been a challenge for many Candidates during the pandemic and has also been challenging for those in remote areas or overseas.

Beginning on Friday, October 1, 2021, the Appraisal Institute launched OnVUE, online proctoring, which allows access to education testing from home. It's still administered by Pearson VUE, but you may take select exams at home, on camera, monitored by a live proctor.

This examination format is **NOT** accessible for the Comprehensive Examination requirement.

<https://www.appraisalinstitute.org/education/resources/examinations/> Contact the AI Education department with any questions by calling AI's main number at (888) 756-4624 and indicate their question is about a challenge exam, re-exam, synchronous course, or whatever the case might be.



Artificial Intelligence, AVMs, and Blockchain: Implications for Valuation

On October 14, eighteen people participated in the Appraisal Institute four-hour seminar Artificial Intelligence, AVMs, and Blockchain: Implications for Valuation. The virtual seminar was instructed by the developer, Mark R. Linne, MAI, SRA, AI-GRS. He is an Adjunct Professor of Robotics and Artificial Intelligence at the Polytechnical University of



NJ Appraiser Board

Please remember to regularly check the NJ State Board of Real Estate Appraiser's website for any changes. Link: <https://www.njconsumeraffairs.gov/rea/Pages/default.aspx>

Winterize Your Home Now, Not Later, Says Appraisal Institute

"Winter is fast approaching, which means now is the ideal time for homeowners to check those boxes off their winter 'to-do' lists to make themselves more comfortable during the cold weather months," said Appraisal Institute President Rodman Schley, MAI, SRA. "These projects not only make the colder months more comfortable, but they could also result in a return on investment for homeowners."

Realtor.com's 2021 [Fall Maintenance Checklist](#) suggests checking a home's insulation, testing indoor air quality and prepping for unexpected power outages. In addition, lawn maintenance is equally as important to tackle prior to harsh winter weather. Homeowners should keep in mind important jobs such as trimming trees, clearing brush and leaves to keep pests away and winterizing pools so they're ready to dive back in with ease when the warmer-weather months come around. According to HGTV's [12 Ways to Save Your Home From a Winter-Weather Nightmare](#), protecting water lines, resetting the humidity level, fixing faucets and installing a programmable thermostat are also things to consider.

The upcoming weeks are a prime time for homeowners to make their home cozy and clean. According to House Logic's list of [tasks every homeowner should tackle in November](#), getting ahead of the upcoming winter months by completing projects such as washing bed pillows and cleaning mattresses, stocking up on snow supplies and hiring a chimney sweep to inspect the fireplace will help fight a musty and damp winter feel.

Homeowners considering improvement projects should work with a qualified real estate appraiser – such as a Designated Member of the Appraisal Institute – to conduct a feasibility study that will help to determine the potential value added by renovation projects.



Yucatan. He was selected as the 2012 winner of the Valuation Visionary award by the members of the Collateral Risk Network, made up of the nation's Chief Appraisers, GSE's and key national stakeholders. Mr. Linné is recognized as the nation's leading valuation futurist, as well as an author or co-author of four books, more than 50 articles, keynote speaker, presenter, expert witness, blogger, software developer/ inventor with two patents, columnist, commercial developer, instructor, course developer and serial entrepreneur.



Zoom Seminar with Robert Moorman, MAI, SRA, AI-GRS

Seventeen people attended our 7-hour seminar "Getting it Right from the Start: A Workout Plan for your Scope of Work" on October 27th. Don't forget to make sure you are ready with your CE requirements to renew your license by the end of the month; contact Lisa if you have any questions/concerns!



"Appraisal Institute Designated Members have the knowledge and experience necessary to provide valuable insight on projects that will be most beneficial to homeowners, keeping things like community norms in mind," Schley said.

USPAP Seminar on Zoom

On October 29, we held our final USPAP 7-hour seminar update for the year, instructed by Brian Flynn, MAI, AI-GRS. We had 33 students log onto our seminar, from across the country: Vermont, Louisiana, Maryland, Puerto Rico, Colorado and more! We will offer USPAP again in the first quarter of 2022 to get a jump start on your NEXT cycle!



Zoom meetings are just modern seances



"There's someone who wants to join us."
"Elizabeth, are you there?"
"We can't hear you."
"Can you hear us?"

2021 OFFICERS AND DIRECTORS

President: Michael Descano, MAI
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Robert Klein, MAI, AI-GRS
Maria Nucci, SRA
Meghan Payne, MAI
Susan Roettger, MAI
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The Appraisal Institute is a global professional association of real estate appraisers, with nearly 17,000 professionals in almost 50 countries throughout the world. Our mission is to empower valuation professionals through community, credentialing, education, body of knowledge and ethical standards.

Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA, SRA, AI-GRS, and AI-RRS designations.

**2018, 2020 & 2021
Appraisal Institute
Chapter Newsletter Award recipient
(medium-sized chapter)**