



**Southern New Jersey  
Chapter**

# 2022 Education Calendar

Updated January 17, 2022

Seminars in January – March are being presented virtually via Zoom. **YELLOW BOOK IS IN PERSON!** Students must have computer, webcam & microphone capability to participate & receive CE 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 download the ZOOM app prior to offering. Check your webcam privacy settings on your computer. Check state approvals before registering to make sure the states you are licensed have approved the course/seminar & allow Virtual education in place of classroom education. Contact the chapter with questions regarding participation guidelines: [lisamayweiss@hotmail.com](mailto:lisamayweiss@hotmail.com)

## **The Legal Side of Alleged Discrimination in Appraising 2 CE hrs** **Wednesday, January 26, 2022**

**Check in begins at 2:45pm; class is 3-5pm**

**Instructor: Peter Christensen, Attorney, Christensen Law Firm**

This presentation is focused on the legal aspects of alleged discrimination in appraising. The goals are to inform participants – primarily appraisers – about the relevant laws, theories of liability, and causes and markers of potential claims concerning discrimination in appraising for lending services. Learners will be able to:

- Understand the key laws that exist with respect to alleged discrimination in appraising, both residential & commercial.
- Understand how Fair Housing Act claims & Equal Credit Opportunity Act claims are brought & to whom these laws apply.
- Recognize what may constitute potential evidence of discrimination in a legal setting.
- By hearing real-world claim examples, understand the HUD complaint process with respect to its investigation of allegations of discrimination and understand the separate legal process within the courts.
- Understand that current allegations of discrimination in appraising are not limited to allegations about low valuations & that other subjects of potential discrimination are being scrutinized, such as availability & pricing of valuation services.
- Consider improvements that can be made to decrease risk of discrimination and claims involving discrimination.

## **ANSI, Fannie Mae and Other HOT TOPICS: A New Jersey Overview 4 CE hrs** **Friday, February 18, 2022**

**Check in begins at 8:15am; class is 8:30am–12:30pm Instructor: Jared Preisler SRA, AI-RRS**

This seminar will prepare the appraiser for the Scope of Work changes taking effect on April 1, 2022, with Fannie Mae assignments. Review both the Improvement and Exhibit sections of the B4-1.3 selling guide. Present the key features and requirements of residential square footage based on the ANSI 2021. Lastly, it will provide guidance on USPAP requirements for reconciliation and disclosure within the report and workfile. Course will provide:

- Overview of the different Types and Sources of Data specifically focusing on Appraiser, MLS and Assessor square footage and the USPAP requirements for reconciling and reporting.
- Basic techniques and procedures for measuring single-family residential dwellings.
- Overview of the methods used by the American National Standards Institute Square Footage-Method for Calculating ANSI Z765-2021. Based on ANSI standard, review GLA and finished living area for many different style of homes including complex 1 ½ story, Two Story with sloped ceilings, dormers and Split-Entry/Bi-Level partial floor in basement and other common challenges.
- Review changes to the Improvement and Exhibits section of Fannie Mae selling guide and their impact on appraisal practice, including how to handle Accessory Dwelling Units.
- Review USPAP requirements for reconciliation and disclosure within the report and workfile

You SHOULD own “Square Footage - Method for Calculating: ANSI Z765-2021” for the seminar: Order the PDF here: <https://www.homeinnovation.com/about/bookstore#Purchase%20Square%20Footage-Method%20for%20Calculating:%20ANSI%20Z765>

## **7Hr. Nat’l USPAP Update 7 CE hrs Friday, February 25, 2022**

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

**Instructor: Susanne Curran, MAI, AI-GRS**

NOTE: An appraiser must successfully complete the 7-hour USPAP Update Course every two years to meet the USPAP CE requirement.

#### Included in tuition:

- New 2022-2023 7-Hour USPAP Student Manual
- New 2022 USPAP Reference Manual

#### Not included in tuition:

- 2020-2021 USPAP Book - Is required to attend class

In addition to the 2022 student manual and 2022 USPAP reference manual (download or shipped directly to you from the Appraisal Institute; the option you selected at the time of initial registration), all attendees must also have their own copy of the 2020-2021 USPAP to class. If you need to purchase a copy from The Appraisal Foundation, go to this link: <https://www.appraisalfoundation.org>

### **Business Practices & Ethics**

**6 CE hrs**

**Tuesday, March 8, 2022**

**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.

### **Valuation Overview of Accessory Dwelling Units**

**7 CE hrs**

**Thursday, March 24, 2022**

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

**Instructor: Lisa Meinczinger, SRA, AI-RRS**

**NEW SEMINAR!!!!** Many markets are reporting a housing shortage particularly in the affordable housing sector. As a result, municipalities are updating their zoning laws to allow one or more accessory dwelling units (ADUs) to be added to single-unit housing. If you are an appraiser involved in residential valuation where ADUs are part of this growing trend, this seminar is for you. It provides an overview on ADUs focusing on the description, legal concerns, valuation methods, and techniques needed to value them. You'll learn about the valuation challenges and discover how the recent changes in the secondary mortgage market selling guidelines now provide more guidance and flexibility in valuing and financing ADUs. This seminar will help you complete appraisal assignments with ADUs competently. Objectives:

- Understand the role ADUs play in the housing market.
- Identify reasons ADUs are commonly added to an existing improvement.
- Recognize characteristics of the most common buyers and renters of ADUs.
- Apply the appropriate highest and best use analysis for ADUs as improved properties.
- Identify the zoning criteria that may limit ADUs.
- Understand secondary mortgage market appraisal guidelines and government appraisal guidelines and requirements.
- List data challenges that complicate the assignment.
- Solve short ADU dilemmas using valuation methods.

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

**14 CE hrs + 1 hr exam**

**Monday & Tuesday, April 4 & 5, 2022**

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

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

**THIS CLASS IS BEING HELD IN PERSON! Courtyard by Marriott, 1251 Hurffville Rd., Deptford**

The update to the *Uniform Appraisal Standards for Federal Land Acquisitions* was released by the Interagency Land Acquisition Conference in December 2016. This is the first update to the standards since 2000. The 2-day Appraisal Institute course not only provides a comprehensive review of the *Uniform Appraisal Standards for Federal Land Acquisitions*, 6th edition, it also includes critical instruction to those involved in federal land acquisition valuation assignments. The course walks you through case studies that demonstrate practical procedures and solutions. Whether you are an experienced appraiser who writes or reviews federal land acquisition appraisals or you are an

appraiser interested in expanding your client base to include federal and state agencies and organizations, this course will show you how to apply the 6th edition of the *Uniform Appraisal Standards for Federal Land Acquisitions* in practice. A 1-hour exam is included. While program materials will be supplied, you will need to download an electronic copy of the required text and bring it with you: the 6th edition of the *Uniform Appraisal Standards for Federal Land Acquisitions*. To download a free copy, [click here](#). A financial calculator is required. The accepted model used in the course is the HP-12C. Note: Cellular phones, tablets, iPads, and other devices that connect to the Internet are NOT permitted during the exam.

**EDUCATION CREDIT:** This course is approved in most states for continuing education credit including NJ & PA. For other states, visit <https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIStateApprovalByCourse&cecKey=BE90A0F3-2A3D-4E3D-BEC2-BF7EAA310761&courseType=classroom>

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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 the January bias seminar; make sure you obtain the ANSI book for the 2/18 seminar.) 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: ...Alleged Discrimination in Appraising (Jan. 26)** \$40 member/\$50 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=AD3B792A-5842-480D-856D-76AD9BA2C929&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=AD3B792A-5842-480D-856D-76AD9BA2C929&goback=0)

**Registration Fee: ANSI (February 18)** \$70 member/\$80 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=6ABCDACD-DAA7-448A-B4B5-B7B5140A34FA&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=6ABCDACD-DAA7-448A-B4B5-B7B5140A34FA&goback=0)

**Registration Fee: USPAP (February 25)** \$165 member/\$180 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=C0BC688C-2815-4FF8-A091-F2699FE1DF76&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=C0BC688C-2815-4FF8-A091-F2699FE1DF76&goback=0)

**Registration Fee: Business Practices & Ethics (March 8)** \$160 member/\$175 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=42DC9648-0ACF-4BF6-924E-2AAE25AB1AEC&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=42DC9648-0ACF-4BF6-924E-2AAE25AB1AEC&goback=0)

**Registration Fee: Valuation Overview of ADU (March 24)** \$175 member/\$190 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=56B18D33-8E8C-463E-8897-9383DC70B99C&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=56B18D33-8E8C-463E-8897-9383DC70B99C&goback=0)

**Registration Fee: Yellow Book (April 4 & 5)** \$370 member/\$395 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=35B45B1F-AB60-4499-BA07-8AC840E0274C&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=35B45B1F-AB60-4499-BA07-8AC840E0274C&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; ANSI also has a book that needs to be purchased separately.)*

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