

Our 16th year offering great seminars in Atlantic City ... Join us again at the Jersey Shore!

And, since it's September, this is also known as the 26th Annual September Symposium!

Friday, Sept. 30, 2022 ♦ Golden Nugget ♦ Atlantic City

8:30 am - 12:30 pm (4 CE hours)

Setting the Stage for Inputs: *An In-depth Look at an Inferred Market Study*

1:30 pm – 4:30 pm (3 CE hours)

Risk and Equity's Role

Both seminars developed & presented by Vincent M. Dowling, MAI, MRICS, SRA, M.Ed.

(For complete seminar outlines, visit our website: www.ai-snj.org)

Setting the Stage for Inputs

Appraisal reports convey opinions and conclusions that are to be based on credible market support. However, the reality is that this does not always occur. USPAP requires the appraisal to have market support, sound reasoning and logic for adjustments in a comparison analysis, all components in a cost analysis and the multiple aspects of an income analysis. This program will address the need for meaningful market analysis for properties that commonly transact and are located in relatively stable markets, using industry approved and peer tested techniques within the Six Step process.

We will focus on how this can be accomplished in an inferred market study. Market analysis precedes and is the underpinning of the highest and best use analysis and conclusion. Many valuation reports convey opinions but often lack the underlying data and analysis to support the opinions and conclusions expressed in the report. The underlying market data and its analysis is often poorly communicated due to clients requesting a quick turn-around time frame or the impact of other restrictions.

This program delves into all aspects of an Inferred market analysis which is the underpinning of a meaningful highest and best use analysis and conclusion. Each step in the Six Step process will connect theory and practice to assist residential and non-residential practitioners in writing more complete and meaningful appraisals, regardless of the medium used to communicate the report. The goal will be to offer pragmatic ways to comply with USPAP and allow clients and intended users to more fully understand all the work done by an appraiser. The program is designed to show how USPAP and appraisal practice and theory can be presented in a succinct manner that will be meaningful to users while demonstrating the depth of research and analysis that trained and experienced appraisers bring to assignments. The intent is to protect the general public and meet the obligation expected in this industry.

Risk and Equity's Role

The program reviews the underlying risk factors that impact all real estate & the role of equity when acquiring and owning real property. Appraisal assignments generally seek to value the whole property as of an effective date and practitioners use the methods and techniques taught academically & gained while on-the-job. We will review factors that contribute to many factors including but not limited to overall & yield rates. It views investments from both the lender & equity investors positions.

While the various types of risk will be discussed, tools used by lenders will also be reviewed. Salient issues such as loan-to-value ratios, breakeven analysis, sensitivity need to be addressed when valuing income producing property. While most of the program will be relevant for the general practitioner, many risk issues are confronted by residentially valuers.

This short program will also focus on the role equity plays when evaluating the real property rights. The program looks at the appraiser's responsibilities as it pertains to the role of equity under USPAP, Interagency Guidelines, and similar documents such as Florida Statutes Title XXXII Regulation of Professions and Occupations which are used to evaluate the reasonableness of an appraisal service.

Discounted rooms available for Thursday: \$75/room/night, plus taxes and fees. Call Golden Nugget's Reservations Dept.: 1-800-777-8477, option 2. You must state that you are with the Southern NJ Chapter of the Appraisal Institute (group code: AAPP22) to receive the discounted room rate. Reserve your room by 5pm on Sept. 15th to receive the discounted rate! Valet parking is \$15; self-parking in garage physically connected to the hotel is FREE!

Seven (7) CE credits total (each class is applied for separately with specific CE hours noted in This document) PENDING w/NJ of Real Estate Appraisers (reciprocal credits in PA), DE, Maryland & NY State; APPROVED by the Appraisal Institute. If you need CE approvals for your state, contact Lisa: 856-415-0281 or lisamayweiss@hotmail.com.

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 10 days prior to class. No credit/refunds for no-shows.

Our cancellation policy is stated on the registration portal.

Registration: Setting the Stage for Inputs: *An In-depth Look at an Inferred Market Study*
(8:30 am – 12:30 pm) 4 CE hours Includes continental breakfast and lunch

Register by August 1st --- \$95 member/\$105 non-member

After August 1st --- \$105 member/ \$90 member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=01285C48-F8B3-4F20-AD4E-6FD75300ED42&goback=0

Registration: Risk and Equity's Role

(1:30 pm – 4:30 pm) 3 CE hours Includes lunch and afternoon snack

Register by August 1st --- \$80 member/\$90 non-member

After August 1st --- \$90 member/ \$100 member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=A3E1D2CC-EDFB-4FFA-B4F2-6094CD6905A0&goback=0

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

REGISTER FOR OTHER UPCOMING EVENTS WITH THE SOUTHERN NJ CHAPTER OF THE APPRAISAL INSTITUTE!

► Inconsistency: It's Hiding in Plain Sight in your (commercial) Appraisal: May 6 on Zoom

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=2516AECF-C04B-47C3-A761-676CBOED83AD&goback=0

► Valuation of Conservation Easements: November 1 - 4 in Bordentown, NJ

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=3CD1B964-CA61-4046-A0BB-E39334COEB7D&goback=0

SAVE THE DATE! Fall Chapter Meeting/Seminar: Top Golf (Mount Laurel) Thursday, September 22
10am-12pm Seminar; 12-2pm Lunch & Golf

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