

# Southern NJ Chapter of the Appraisal Institute

**October 2022 Edition**

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

## President's Message

Dear Friends & Fellow Chapter Members,

Summer has faded away, and as I write this, we are enjoying some beautiful Autumnal weather. I'm hoping that it is a great season for us all.

I was thrilled to have such a strong turnout at our event at Topgolf on Sept. 22<sup>nd</sup>. We were joined by the Philadelphia Metro chapter for an exceptional two-hour seminar by David Wilk, MAI, and then we enjoyed a nice lunch and had time to swing out our frustrations with golf clubs. Thank you to all who attended; maybe we can do it again next year.

Consider taking our Valuation of Conservation Easements course in November (find registration information later in this newsletter.) It is being taught by our own Susanne Curran, MAI, AI-GRS, and it's a course that you won't see offered much at all. We already have students enrolled from Texas and Alaska, so we are lucky to have it right in our own backyard.

I am very excited about our December 2<sup>nd</sup> seminar Complex Valuation. Randall Bell, MAI, PhD, and Michael Tachovsky, PhD of Landmark Research are both very influential in our industry, and it is amazing that they both have agreed to come present to our group. THIS IS THE SEMINAR OF THE YEAR! You won't want to miss this seminar, and make sure to tell others!

The Government Relations team is working with other leaders across the state in regards to SB 777, a bill that relates to concerns with discriminatory appraisals of property on basis of race, creed, color, national origin, or certain other characteristics. Stay tuned as more information will be emailed on this topic as it is made available....but know that we are on it!

We have MANY educational opportunities to close out the year. Each event is a great chance to catch up with new and old friends and colleagues; I hope to see you all soon.

Respectfully,

Joe Heenan, MAI, SRA, CTA

2022 Chapter President, SNJ Chapter of AI

## Positions elected: (1 year terms)

President: Rob Klein, MAI, AI-GRS

Vice President: Sherrie Lisa Galderisi, SRA, AI-RRS

Treasurer: Maria Nucci, SRA, AI-RRS

Secretary: Meghan Payne, MAI

Director through 2025: Steve Bartelt, MAI, SRA, AI-GRS

Director through 2025: Errett Vielehr, MAI

Director through 2023: Josh Garretson, MAI, AI-GRS, AI-RRS (filling Meghan Payne's unexpired term)

Regional Reps would be Rob Klein, MAI, AI-GRS

(as President) and Sherrie Lisa Galderisi, SRA, AI-RRS (as Vice President)

Alternate Regional Rep: Michael Descano, MAI

Alternate Regional Rep: Joseph Heenan, MAI, SRA

Alternate Regional Reps would also include Maria Nucci, SRA, AI-RRS, Meghan Payne, MAI, and all board members.

## Remaining on the board:

Director through 2023: Lee Ann Kampf, MAI

Director through 2024: Jerry McHale, MAI

Director through 2024: Kathy Turley

Past President: Joseph Heenan, MAI, SRA

**Thank you to those who participated in the election process & showing support of your chapter leadership!**

## SNJDC DOT Public Policy Speaker



On July 28, Chapter Executive Director Lisa Weiss joined more than 120 South Jersey business leaders at Rowan University as they participated in the recent Public Policy Speaker

Series hosted by the Southern New Jersey Development Council featuring NJ Department of Transportation Commissioner Diane Gutierrez Scaccetti. Attendees included professionals committed to the economic growth of the South Jersey region who were keen to learn more about upcoming projects and programs to support infrastructure growth and investment in our region.

## 2023 Election Results

The individuals elected to serve as chapter officers and directors in 2023 are as follows:

Marlene Asselta, President of the SNJDC, welcomed the attendees and recognized the event sponsors and elected officials in attendance before turning things over to Dr. Ali Houshmand, President of Rowan University, and host of the event. Jim Weinstein of AECOM, the event's title sponsor, introduced the Commissioner.

Commissioner Scaccetti remarks included an update on the Infrastructure Investment and Jobs Act, Walter Rand Transportation Center improvements and upgrades, the Direct Connect and Missing Moves projects, Delaware River Channel dredging to support offshore wind at the Paulsboro Port & NJ Wind Port in Salem County, capital improvement and grant programs to invest in our roads, bridges, and rails, and many other Department of Transportation priorities that impact the South Jersey region.

An audience Q&A closed out the event. If you would like to watch the event, visit here:

<https://www.youtube.com/watch?v=6rgAI5Gj4MA>

- Access to the prestigious Lum Library
- Affiliation with a local chapter, where you can network with appraisal professionals and explore career opportunities
- Discounts on Appraisal Institute education and publications
- Complimentary Subscriptions to the award-winning Valuation magazine and The Appraisal Journal
- The possibility of earning an AI designation
- Access to many additional [AI Benefits](#)

Questions? [admissions@appraisalinstitute.org](mailto:admissions@appraisalinstitute.org)  
(312) 335-4111



## SNJAI UPCOMING EVENTS

For more info, visit [www.ai-snj.org](http://www.ai-snj.org)

### Inconsistency: it's Hiding in Plain Sight in Your (commercial) Appraisal

Wednesday, October 26, 2022 7 CE hrs ZOOM

Instructor: Stephen D. Roach, MAI, SRA, AI-GRS

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=FE8C5635-36E3-4159-A288-68FDF726003&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=FE8C5635-36E3-4159-A288-68FDF726003&goback=0)

### New Jersey Appraiser Law & Regulations

Thursday, October 27, 2022 2 CE hrs

Seminar from 4-6pm, followed by dinner & chapter meeting Adelphia Restaurant (downstairs), 1750 Clements Bridge Road, Deptford

Instructor: Mary Fox, MAI

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=CB2D4CC6-D101-422E-95CA-6C8CC614C86E&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=CB2D4CC6-D101-422E-95CA-6C8CC614C86E&goback=0)

### Valuation of Conservation Easements

November 1-4, 2022 28 CE hrs + 2 hr exam

Rutgers Eco-Complex Conference Center, 1200 Florence-Columbus Road, Bordentown

Instructor: Susanne Curran, MAI, AI-GRS

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=3CD1B964-CA61-4046-A0BB-E39334C0EB7D&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=3CD1B964-CA61-4046-A0BB-E39334C0EB7D&goback=0)

### 7Hr. Nat'l USPAP Update

Friday, November 18, 2022 7 CE hrs ZOOM

Instructor: Mark Smeltzer, MAI, SRA, AI-GRS, AI-RRS

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=729B3DDA-595E-4ACC-A97C-AF6D2F54DBD3&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=729B3DDA-595E-4ACC-A97C-AF6D2F54DBD3&goback=0)

### Complex Valuation

Friday, December 2 7 CE hrs Adelphia, Deptford

Instructors: Randall Bell, MAI, PhD, and Michael Tachovsky. PhD of Landmark Research



**Appraisal Institute®**  
Professionals Providing Real Estate Solutions®

**Real Estate Appraisal Career Connection Night**

October 26, 2022  
Pyramid Club, Philadelphia  
6-8 pm

**Students -- this event is specifically designed for you!**

- ✓ Are you seeking a summer internship or permanent employment?
- ✓ Meet industry leaders in the Delaware Valley
- ✓ If you are seeking employment outside this area, the national firms can connect you to locations throughout the country

Open to all Student Affiliate Members of the Appraisal Institute

Membership is FREE! Join Today!

Questions or to Register: Contact Tiffany Lewis at [contact@aiphilametro.org](mailto:contact@aiphilametro.org) or 610.326.0100

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## You Know? Student Affiliate Membership to the Appraisal Institute is FREE! **PASS IT ON!!!!**

Why Become a Student Affiliate?

- No Annual Dues
- Meet appraisal experts and learn about the appraisal field

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=904C3F42-7684-4900-8C4C-51EED4349EA2&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=904C3F42-7684-4900-8C4C-51EED4349EA2&goback=0)

**SAVE THE DATE: December 6 – Installation of Officers and Directors/Holiday Dinner, Terra Nova, Sewell**

**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](http://www.garydeweese.com) or contact [garydeweese@comcast.net](mailto: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>



**Are you on Facebook? "Like" us: Southern NJ Chapter - Appraisal Institute**

## Interesting Article!

**Research: US Needs 4 Million More Apartments by 2035**  
Nearly 4.3 million new apartments will be needed across the U.S. by 2035 to meet housing demand, according to research released July 28 by the National Multifamily Housing Council and the National Apartment Association. Currently, there is a shortage of around 600,000 units, and the number of affordable apartments — those with rents less than \$1,000 per month — has declined by 4.7 million between 2015-20. Full article: <https://weareapartments.org/>

## News From National ...

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<https://www.appraisalinstitute.org/education/online-education/> Check out the current course listing now!  
<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?site=AI&webcode=AIProgramByCourseType&CourseType=online>

**How to Enter AI Continuing Education** Instructions on how you can enter AI Continuing Education and service hours can now be found on [Chapter Business Tools](#) under the Education Section. 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](https://www.appraisalinstitute.org/assets/1/7/AI-CE_Overview.pdf)

**Uniform Standards of Professional Appraisal Practice (USPAP)** 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 ANOTHER year. 2020-2021 USPAP will now be effective until December 31, 2023.

**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 Regional/National Events

**October 25** | Chapter Leadership Program, Virtual Meeting  
**Nov. 10-11** | AI Board of Directors 4<sup>th</sup> Q Meeting

**Additional Option for Education Exams** The Appraisal Institute now offers 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.



## Paula Konikoff Elected 2023 AI Vice President

Paula K. Konikoff, JD, MAI, AI-GRS, was elected 2023 Appraisal Institute vice president by its Board of Directors during the Board's Aug. 4-5 meeting in Las Vegas.

Konikoff's one-year term as vice president will begin Jan. 1, when she'll also serve for one year as chair of the Finance Committee. She'll serve as president-elect in 2024, president in 2025 and immediate past president in 2026.

Konikoff serves as vice chair of Region VII, is past chair of the Professional Standards and Guidance Committee, of which she was a member for many years, and is a member of the Body of Knowledge Committee. She received her MAI Designation in 1986 and became active in the American Institute of Real Estate Appraisers (an AI predecessor organization) as a member of her chapter's Admission Committee and as an instructor. She has served on the Standards Committee, the Ethics Committee, the Admissions Appeal Board, and her chapter's Board of Directors. Additionally, she was involved in the creation of the national Women's Initiative Committee in 2019 and was its first chair. She is the author of "*Appraisers in Arbitration*," a developer of online seminars, a member of the development team for the AI-GRS qualifying education and a reviewer of textbooks published by the Appraisal Institute and articles submitted to "The Appraisal Journal."

Konikoff has been recognized twice with the President's Award and once with the Y.T. and Louise Lee Lum Award.

## Interesting Article!

### VA Accepting Some Desktop, Exterior-only Appraisals

The Department of Veterans Affairs announced July 27 that it will allow desktop and exterior-only appraisals for some transactions in response to high demand for appraisal services and limited availability of appraisers in certain areas. The change took effect July 27, and is expected to reduce delays and address a longstanding shortage of VA appraisers. Full article:

<https://www.housingwire.com/articles/va-now-accepting-desktop-and-exterior-only-appraisals/>

## AI BOD Adopts 45-Day Notice Items During August Meeting

The Appraisal Institute Board of Directors voted to adopt two 45-Day Notice items during its Aug. 4-5 meeting in Las Vegas. The 45-Day Notice items address removal of officers, directors, and committee members, and regional elections and voting. The Board also adopted the proposed Regional Election Policy as set forth in the Exposure Draft distributed to Designated Members, Candidates, Practicing Affiliates and Affiliates on June 20. The Board also:

- Directed to 45-Day Notice proposed amendments to Bylaws, Article IX, Part C, related to Board

meeting attendance for the incoming Board of Directors International Member following their election until the beginning of service on the BOD.

- Directed the investigation of high-level recommendations outlined in the diversity, equity and inclusion Action Plan.
- Voted on changes to Board member service on national committees.
- Voted to amend the Instructor Policy to include classroom and synchronous instructor audits.
- Voted to amend the Education Network Manual to include updated content on synchronous/live stream education programs.
- Adopted the 2023 budget.
- Approved the transfer of funds from the Operating Fund to the Reserve Fund.
- Voted to fund the in-person attendance of the incoming International Member on the Board of Directors at the regular Board meeting following his or her election beginning in 2023.

The Board elected the following individuals to serve in committee roles:

- Audit Committee: Elaine Liz-Ramirez, MAI, AI-GRS; Michael V. Tankersley, MAI, SRA, AI-GRS, AI-RRS; and Richard F. Wolf, MAI, SRA, AI-GRS.
- Compensation Committee: Trevor C. Hubbard, MAI, SRA, AI-GRS.
- Professional Liability Insurance Program Committee: Smedmore M. Bernard Jr., MAI.
- Strategic Planning Committee: Joshua D. Garretson, MAI, AI-GRS, AI-RRS.

The next Appraisal Institute Board meeting is scheduled for Nov. 10-11.



## Joint Meeting/Seminar Recap

On September 22<sup>nd</sup>, over 50 appraisers attended our joint seminar/meeting event with the Philadelphia Metro Chapter at Topgolf in Mount Laurel.

We started the event with a 2 hour continuing education seminar created and presented by David Wilk, MAI, CRE, FRICS. He is as Assistant Professor of Finance & Director of the Real Estate Program at Temple University Fox School of Business. He has

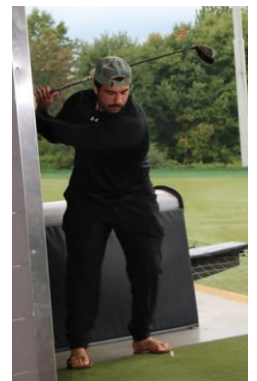
over 30 years of real estate teaching experience between the University of Delaware Lerner College of Business, Johns Hopkins Carey Business School, and Georgetown University. His topic, Infrastructure and Energy Innovation, was very insightful and interesting.





After the seminar, information was presented by Chapter Presidents Joe Heenan, MAI, SRA, and Susanne Curran, MAI, AI-GRS, as well as by Appraisal Institute Director Richard Wolf, MAI, SRA, AI-GRS.

Lunch and golf closed out the half-day event, filled with good conversations and some fun (and at times competitive) games.



## Appraisal Bias: Taking Action, Leading the Conversation

As AI membership, and likely all appraisers, are aware, the past couple of years have found us facing the issue of appraisal bias. Even the words are difficult to hear and against what appraisers stand for in our work. Yet, this challenging issue also provides an excellent opportunity to educate the public about the role of the appraiser, a chance to look at how we can take additional steps to help consumers and focus on making our profession more diverse and inclusive now and in the future. [Here](#) are some of the ways the Appraisal Institute is addressing the issues.



## BE CAREFUL!

Scam artists are out there & active. Our chapter (president, treasurer, etc.) is NEVER going to ask you to send money to ANYTHING: gift cards, donations, etc. Lisa handles payments for all chapter finances. **NEVER REPLY to those phishing emails!** If you are questioning anything, forward Lisa the email. But please...DO NOT ANSWER THESE SCAM ARTISTS and NEVER GIVE THEM YOUR MONEY!

## Appraisal Institute Featured Benefit

### LIGHTBOX

LightBox Valuation enables Valuers to complete appraisal reports 17x faster. Win more engagements, decrease turnaround times, improve data quality, and increase client satisfaction with their end-to-end solution. **All Appraisal Institute professionals receive 15% off their first-year contract.** Visit [AI Benefits](#) to learn more and view additional benefits!

## Interesting Article!

### FHFA Releases Equitable Housing Finance Plans

The Federal Housing Finance Agency on June 8 released Equitable Housing Finance Plans for Fannie Mae and Freddie Mac, which are designed to promote greater access to affordable and sustainable housing and address racial and ethnic disparities in homeownership. Full article: <https://www.fhfa.gov/Media/PublicAffairs/Pages/FHFA-Announces-Equitable-Housing-Finance-Plans-for-Fannie-Mae-and-Freddie-Mac.aspx>



## House Passes ‘Concerning’ VA Appraisal Legislation

The House on Sept. 14 passed [HR 7735](#), the Improving Access to the VA Home Loan Benefit Act of 2022, legislation that proposes to overhaul the Department of Veterans Affairs' appraisal requirements, including when an appraisal is necessary, how appraisals are conducted and who is eligible to conduct an appraisal.

The legislation also allows for desktop appraisals in some circumstances, but the VA has already [made that policy change](#).

The Appraisal Institute opposes this legislation and its Senate counterpart, [S 4208](#), and believes that concerns about slow VA appraisal turnaround times is overblown. In a [May 13 letter](#) to the House Veterans' Affairs Committee, AI noted, "We believe the VA appraisal process is sound and deserves broad support by the mortgage and housing sectors. We believe there are ways in which the program can be enhanced – education and awareness on the AAPP program, being one."

## 2022 OFFICERS AND DIRECTORS

**President:** Joseph V. Heenan, MAI, SRA  
[jheenan@gsvcslc.com](mailto:jheenan@gsvcslc.com)

**Vice Pres.:** Sherrie Lisa Galderisi, SRA,  
AI-RRS [Sherrielisa43@aol.com](mailto:Sherrielisa43@aol.com)

**Treasurer:** Robert Klein, MAI, AI-GRS  
[Rob.klein@cushwake.com](mailto:Rob.klein@cushwake.com)

**Secretary:** Mary Fox, MAI  
[foxmai@aol.com](mailto:foxmai@aol.com)

### Directors:

Joshua Garretson, MAI, AI-GRS, AI-RRS

Lee Ann Kampf, MAI

Jerry McHale, MAI

Maria Nucci, SRA, AI-RRS

Meghan Payne, MAI

Kathy Turley

### Past President:

Michael Descano, MAI

### Executive Director

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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  
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Chapter Newsletter  
Award recipient  
(medium-sized chapter)**

