

**Note that some seminars are on Zoom while others are 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)**

**Business Practices and Ethics      6 CE hrs      Friday, February 3, 2023      ZOOM**

**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. The content emphasizes:

- Business practices issues, such as how to respond to seemingly unreasonable requests, how to address client pressure, and how to approach a complex assignment
- Which standards apply to Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates, and when they apply
- The key principles of the Standards of Valuation Practice
- How to identify and avoid behavior that violates the Standards of Valuation Practice
- The correct way to use the Appraisal Institute designations, emblems, and logo
- Understanding of the Appraisal Institute enforcement process

**Inconsistency: It's Hiding in Plain Sight in Your Residential Appraisal – Non-lender examples – Next level analysis      7 CE hrs      Monday, April 3, 2023**

**Check in begins at 8:15am; class starts at 8:30am      Includes light breakfast and lunch**

**Instructor: Rick Carlile, MAI, SRA (seminar developer)**

**THIS CLASS IS IN PERSON! Rutgers EcoComplex, 1200 Florence Columbus Rd., Bordentown**

**NEW SEMINAR!!!!** Sometimes inconsistency in data, analysis, and reporting escapes even the most seasoned appraiser. This can have a major impact on the credibility of the value opinion in the appraisal report and on your credibility as an appraiser. This seminar focuses on significant inconsistencies that can affect categories like the definition of market value, market analysis and highest and best use, the three approaches, functional and external obsolescence, and reconciliation. Broad discussions about the entire appraisal process, topics you may not have given much thought about recently, will be lively, intense, and eye-opening. Every residential appraiser will find this seminar beneficial. If you are a residential appraiser who wants to expand your practice to **non-lender work** or you are already doing non-lender work, this seminar will take your analytical abilities to the next level! Objectives:

- Recognize inconsistencies with the definition of market value & the need to stay consistent with the type of value opinion developed.

- Understand how market analysis supports the highest and best use decision, which drives the remainder of the appraisal process, and how to stay consistent with the highest and best use.
- Realize the need for consistency within and between the three approaches to value.
- Determine what constitutes functional & external obsolescence & how to maintain consistency with both in all 3 approaches.
- Complete a thorough, meaningful, and consistent reconciliation.

## **Rural Area Appraisals: Freddie Mac Guidelines and Property Eligibility Requirements** **7 CE hrs Wednesday, May 10, 2023**

**Check in begins at 9am; class starts at 9:15am Includes lunch Instructor: R. Scott Hartman, SRA**  
**THIS CLASS IS IN PERSON! AWA Community Room, 509 Centennial Blvd, Voorhees**

Appraising rural properties can be challenging. A lack of comparable sales, uniqueness of homes, time between sales, and an expansive geography are factors appraisers must consider. This often means more time, research, and justification to determine an acceptable value for a property. To make this task less daunting, Freddie Mac identified common pain points and misconceptions among appraisers and lenders regarding collateral guidelines for rural properties. With the Appraisal Institute, they have developed a comprehensive rural appraisal training for practicing residential appraisers. This 7-hour seminar addresses eligible and ineligible property qualifications; price ceiling limitations in rural markets; how urban development, farm productivity, and conversion to residential uses affect land prices; highest and best use problems in rural residential appraisals; how the Freddie Mac Appraisal Guidelines relate to rural appraisals; how to extract and support adjustments in rural residential appraisals; how to support deductions for unusual designs or functional problems; and how to use regression analysis to support a conclusion regarding highest and best use. An integrated case study reinforces the concepts presented. Objectives:

- Describe issues lenders have when defining rural markets and the eligibility of properties that secure loans to be purchased by Freddie Mac.
- Identify the issues regarding defining rural, suburban, and urban neighborhoods.
- Describe geographic and demographic issues in rural appraisals.
- Demonstrate issues of highest and best use analysis in rural appraisals.
- List & describe Freddie Mac Guidelines in sect.5601 of the Freddie Mac Single Family Seller/Service Guide.
- Review methodologies for extracting and supporting adjustment rates for comparable sales.

## **7Hr. Nat'l USPAP Update 7 CE hrs Friday, May 19, 2023 ZOOM**

**Check in begins at 8:15am; class starts at 8:30am Instructor: Brian Flynn, MAI, AI-GRS**  
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>

## **PA Appraisal Statutes, Regulations & Board Policies 2 CE hrs Thursday, June 1 ZOOM**

**Check in begins at 8:15am; class starts at 8:30am Instructor: Mark Smeltzer, MAI, SRA, AI-RRS**

This program is intended to review, inform and assist Real Estate Appraisers who practice in the state of Pennsylvania about the Real Estate Appraisers Certification Act, Chapter 36 of the Rules & Regulations, Act 48 Penalties Imposed Against Appraisers and Recently Completed State Disciplinary Actions.

## **New Jersey Appraiser Law & Regulations 2 CE hrs Thursday, June 1, 2023 ZOOM**

**Check in begins at 10:45am; seminar from 11am-1pm 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.

---

**When you register, either choose to download the materials or have them shipped directly to you.** (Not applicable for the Regs classes.) 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. For zoom classes: 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: Business Practices and Ethics (February 3)** \$155 member/\$169 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=F580FD3D-885F-45F0-9BBB-BDEA4EDE8A68&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=F580FD3D-885F-45F0-9BBB-BDEA4EDE8A68&goback=0)

**Registration Fee: Inconsistencies (April 3)** \$169 member/\$179 non-member  
*Discounted price if registered by 3/1*  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=143986E1-F8DF-4ADE-938C-CF579D78655E&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=143986E1-F8DF-4ADE-938C-CF579D78655E&goback=0)

**Registration Fee: Rural Area Appraisals (May 10)** \$175 member/\$195 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=BD8AE608-21F4-4545-AA3C-4F7E666E4C97&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=BD8AE608-21F4-4545-AA3C-4F7E666E4C97&goback=0)

**Registration Fee: USPAP (May 19)** \$165 member/\$180 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=21FEFB7D-B9B3-43BF-A1DB-FF93139023BE&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=21FEFB7D-B9B3-43BF-A1DB-FF93139023BE&goback=0)

**Registration Fee: PA Regs (June 1)** \$49 member/\$59 non-member  
Registration link coming soon!  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=85BC7D47-AE4A-4A9A-995B-019ADA4B66DF&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=85BC7D47-AE4A-4A9A-995B-019ADA4B66DF&goback=0)

**Registration Fee: NJ Regs (June 1)** \$49 member/\$59 non-member  
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg\\_evt\\_key=9EB30F00-B6F9-41A3-80BF-FA222FFD30F&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=9EB30F00-B6F9-41A3-80BF-FA222FFD30F&goback=0)

*(Remember, these fees do not include printed materials.)*

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

**SAVE THE DATE! Joint Chapter Meeting/Seminar Tuesday, March 28, 2023**

Bonesaw Brewing Company, 570 Mullica Hill Road, Glassboro ([www.bonesawbrewing.com](http://www.bonesawbrewing.com))

Joint Event: Southern NJ, Philadelphia Metro and Delaware Chapters of the Appraisal Institute

*We will have a CE seminar in their new Lager Loft. This will include a presentation from their owner about how this state of the art brewery came to life in the heart of Gloucester County. Your registration fee includes CE, one drink ticket, and munchies! (Credits pending in NJ, DE and PA)*

**More education for 2023 is being planned! Watch for more information!**