

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**

Advanced Land Valuation: Sound Solutions to Perplexing Problems **Thursday, November 16 ZOOM**

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

Instructor: Stephen D. Roach, MAI

By examining unusual and complex land valuation assignments, this seminar takes concepts covered in the Appraisal Institute curriculum to the next level. In addition to lecture, discussion, and Q&A, sample case studies will demonstrate, primarily in Excel, conceptual and practical applications that participants will be able to incorporate into their day-to-day work. The seminar will suggest strategies for performing these assignments. Objectives:

- Use a land residual technique based on a DCF analysis to value land intended for two alternative competing uses (“for rental” apartments versus “for-sale” condominiums).
- Determine the highest and best use of land when the legally permissible, physically possible, and financially feasible use(s) are very uncertain and cannot be determined using traditional methodologies.
- Determine land value when the value is a function of a curvilinear relationship with its appropriate unit of comparison (in this case, the value of land suitable for apartment development as a function of density).
- Determine land rent using a nontraditional unit of comparison (in this case land rental value based on average traffic volume).
- Estimate the value of land subject to a long-term ground lease with multiple forms of financial benefits accruing to the landowner.

Who should enroll? GENERAL & RESIDENTIAL CERTIFIED APPRAISERS!

7-Hour National USPAP Continuing Education Course Friday, December 8 ZOOM

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

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

This required 7-hour continuing education course, copyrighted by The Appraisal Foundation, focuses on USPAP requirements for ethical behavior and competent performance by appraisers. New case studies and tools are provided to help you learn how to better navigate USPAP in order to solve problems in your daily appraisal practice, and a USPAP Reference Manual is included with the course handbook. The topic of bias and appraisal practice will be covered using Advisory Opinion 16 showing how an appraiser can comply with USPAP as it relates to fair housing laws. The course will help you gain competency in USPAP, and it will help those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers gain competency as well. NOTE. Appraisers must successfully complete the 7-Hour National USPAP Continuing Education Course every 2 years to meet the USPAP continuing education requirement.

Registration includes course materials (not the USPAP Manual from the Appraisal Foundation). When you register for the course the default is to download the course material. If you want hardcopy you have to select that option; there will be an extra fee. This material is required for the course, but it is not the USPAP Manual, it is the student handbook for the class. You are required to have this material in class, hardcopy or downloaded on a computer.

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 registration portal.

Registration Fee: Advanced Land Valuation (November 16)

\$195 member and non-member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=D416421F-476A-4492-985E-3EA6B7A568A3&goback=0

Registration Fee: USPAP (December 8)

\$175 member/\$195 non-member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=73B4CB6E-2413-4C54-92D4-279DBCE0DC78&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



**The Southern New Jersey Chapter of the Appraisal Institute invites you to attend
the most festive & informative gathering of the year!**

We welcome & encourage spouses/guests to attend!

Annual Installation of Officers Dinner Meeting Monday, December 11th, 2023

Bonesaw Brewing Company, Lager Loft, 570 Mullica Hill Road, Glassboro

5–6 pm: Cocktail Hour (appetizers and cash bar)

6–7 pm: Dinner Buffet from Mission BBQ

7–8 pm: Presentation of the 2023 George Olatin award to Steven Bartelt, MAI, SRA, AI-GRS

Recognition of recently retired appraisers

Keynote Speakers & Installation of Officers and Directors

President: Sherrie Lisa Galderisi, SRA, AI-RRS

Vice President: Maria Nucci, SRA, AI-RRS

Treasurer: Meghan Payne, MAI

Secretary: Deborah Tordella, MAI, SRA

Past President: Robert Klein, MAI, AI-GRS

Directors: Steve Bartelt, MAI, SRA, AI-GRS; Danielle Fischer; Lee Ann Kampf, MAI; Jerry McHale, MAI; Kathy Turley; Errett Vielehr, MAI

**State of the Appraisal Institute will be presented by Sandy Adomatis, SRA, 2024 President
of the Appraisal Institute, and Cindy Chance, CEO of the Appraisal Institute.**

REGISTRATION FEE: \$50

To register: <https://tinyurl.com/SNJ-Dinner-2023>

Information about a way you can help our community this holiday season will be emailed after registration.