

**Note that some of these seminars are on Zoom!** [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: [LisaMay.Weiss@appraisalinstitute.org](mailto:LisaMay.Weiss@appraisalinstitute.org)

**New Jersey Appraiser Law & Regulations (Mandatory class in your NJ cycle!) Approved in NJ**

**Tuesday, September 24, 2024 4:00-6:00 pm (2 CE hours)**

**Ott's, 340 Greentree Road, Sewell *Fall Dinner Meeting and Seminar***

4:00 – 6:00 pm NJ Appraiser Law & Regulations *Susanne Curran, MAI, AI-GRS*

6:00 – 7:00 pm Buffet dinner (cash bar) and chapter meeting

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.

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

**Thursday, October 10, 2024 Sign in at 8:15am, class is 8:30am -12:30pm (4 CE hours) Zoom**

Instructed and Developed by *Vince Dowling, MAI, SRA*

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. This program 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.

**Challenges Within an Appraisal Approved in NJ**

**Thursday, October 10, 2024 Sign in at 12:45pm, class is 1-4pm (3 CE hours) Zoom**

Instructed and Developed by *Vince Dowling, MAI, SRA*

This program will assist the attendees in gaining a better understanding of the strengths and weaknesses of the real estate, either man-made or naturally occurring. Valuation nuances will be addressed, especially when the Subject and/or the competitive sales involve limited utility features. USPAP establishes minimum requirements for an appraisal and the practitioner's need for competency will be stressed. The program will offer insight into recognizing, understanding, and evaluating physical characteristics and legal controls that impact many assignments. It will be stressed that a practitioner should seek to exceed the minimum requirements thereby better serving their clients and intended users.

The program will review industry approved and peer tested methods and techniques when encountering unique features. Knowing what to look for when inspecting a property or reviewing third party data such as zoning maps and MLS fact sheets will enhance the use of tools available to the appraiser to answer a client's question.

**Impact of Short-Term Rentals (on Real Property Valuation) 7 CE hrs Nationally Approved**

**October 16, 2024 Zoom Instructor: Douglas A. Potts, MAI, AI-GRS**

**NEW SEMINAR!** Short-term residential rentals (STRs) play an increasing role in the global sharing economy. It's important that appraisers, lenders, and underwriters become familiar with the nuances of valuing these properties.

In this seminar, you will gain a basic understanding of the global short-term rental market plus increased awareness about the impact of STRs and the emerging methods, or best practices, required to develop credible valuations of this property type. The seminar provides an overview and brief history of the short-term rental industry, information on aspects of value, FF&E, capitalization rates, going-concern value, motivations of property owners, and proper methods of research. Case study examples demonstrate how to value single-unit, multi-unit, and mixed-use properties that include an STR component.

Seminar objectives:

- Recognize properties that are the subject of valuation that have the potential to be short-term rental properties;
- Discuss appraisal projects with clients in order to properly develop a Scope of Work;
- Derive a highest and best use analysis to properly set up the valuation methodology and valuation techniques to be employed in the appraisal;
- Identify data sources used by one's appraisal peers for short-term rentals and how to apply market information in the valuation of the subject property;
- Properly value a short-term rental property and apply a test(s) of reasonableness.

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**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. These seminars have been approved by the NJ State Board of Real Estate Appraisers.

**Registration Fee: NJ Appraiser Law & Regs (Sept. 24) \$59 member/\$69 non-member**

<https://www.appraisalinstitute.org/education/search/new-jersey-appraiser-law-regulations-c-so-nj/523451>

**Registration Fee: Setting the Stage for Inputs (October 10 Morning) \$100 member and non-member**

<https://www.appraisalinstitute.org/education/search/setting-stage-for-inputs-in-depth-look-at-inferred-market-study-c-so-nj/523833>

**Registration Fee: Challenges Within an Appraisal (October 10 Afternoon) \$80 member \$ non-member**

<https://www.appraisalinstitute.org/education/search/challenges-within-appraisal-c-so-nj/523834>

**Registration Fee: Impact of Short-Term Rentals (October 16)**

**\$185 member/\$195 non-member**

<https://www.appraisalinstitute.org/education/search/impact-of-short-term-rentals-on-real-property-valuation/523832>

All educational offerings with the SNJ Chapter can be found on the chapter website: [www.ai-snj.org](http://www.ai-snj.org)

Questions? Email: [LisaMay.Weiss@appraisalinstitute.org](mailto:LisaMay.Weiss@appraisalinstitute.org) Call: 856.415.0281



Southern New Jersey Chapter

**SAVE THE DATE! Annual Installation of Officers Dinner Meeting**

**Tuesday, December 10th, 2024**

**Adelphia Restaurant Ballroom, Deptford**

**The link for dinner RSVPs will open soon...**

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**Offering from the Delaware Chapter (they have NJ CE credits!)**

**Condemnation Appraising: Principles and Applications 21 CE hrs + 1 hr exam**

**October 1-3, 2024 DeIDOT offices, 250 Bear-Christiana Road, Bear, DE 19701**

**Instructor: Vince Dowling, MAI, SRA**

Gain an understanding of the eminent domain process, rules and regulations governing condemnation appraisals, and important issues unique to this appraisal specialty. Acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel, and the estimation of damages and benefits. Examine advanced applications of appraisal techniques and problem-solving in condemnation cases. Discover how courts view various appraisal methodologies. Case studies are presented to reinforce the application of condemnation appraisal principles. This course is in the [Litigation Professional Development Program](https://www.appraisalinstitute.org/education/search/condemnation-appraising-principles-and-applications/523501).

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