

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: lisamayweiss@hotmail.com

7-Hour National USPAP Continuing Education Course Wednesday, May 22 ZOOM

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

Instructor: Brian Flynn, MAI, 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.

Desktop Appraisals (Bifurcated, Hybrid) and Evaluations

Monday, June 3, 2024 ZOOM (7 CE hours)

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

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

NO DOUBT ABOUT IT, DESKTOP APPRAISALS ARE HERE TO STAY. Recently released by Fannie Mae, after March 19, 2022, loan casefiles meeting certain requirements will receive the option to obtain a desktop appraisal reported on Uniform Residential Appraisal Report (Desktop) (Fannie Mae Form 1004 Desktop). As the world changes, so do processes and methods used in many businesses including the appraisal profession. While alternative appraisal services like bifurcated, hybrid, and desktop appraisals and evaluations aren't new, they are becoming more popular. Many appraisers are uncertain about the general requirements of each service, how appraisal standards might apply, and how these services might create liability. You'll gain more clarity about the different services being requested which will help you to decide if these services are for you. It will review the expectations of alternative appraisal services, potential uses, appraisal standard implications, scope of work, and liability concerns as it applies to residential and commercial assignments. And it will review evaluation formats and the business opportunities for them.

Fundamentals of Appraising Affordable Housing

NEW SEMINAR

Tuesday, June 11, 2024 ZOOM (7 CE hours)

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

Instructor: Stacy Letton, MAI, SRA

This seminar will provide you with a basic understanding of appraising affordable housing. You'll learn about the differences between an affordable multifamily property and a conventional market rent property and discover how regulatory forces rather than the market determines income and even expenses. You'll gain a basic understanding of how Low-Income Housing Tax Credit (LIHTC) programs work and recognize how other affordable housing programs interact with LIHTC units. By working problems, you'll see how traditional appraisal techniques and approaches must be modified. Course objectives:

- Gain an understanding of the principal difference between affordable and market rent properties.
- Understand the basic constructs of affordable housing programs and how regulatory rather than market forces drive income levels.
- Learn how to complete meaningful rental analysis.

- Understand what expenses may be affected by the operation of an affordable housing property.
- Learn to adjust the Income, Sales Comparison, and Cost Approaches to better address the income characteristics of affordable housing.

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

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.

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: USPAP (May 22)

\$195

<https://www.appraisalinstitute.org/education/search/2024-2025-7-hour-national-uspap-update-course/523636>

Registration Fee: Desktop Appraisals (June 3)

\$190 member/\$199 non-member

<https://www.appraisalinstitute.org/education/search/desktop-appraisals-bifurcated-hybrid-and-evaluations/523459>

Registration Fee: Fundamentals of Affordable Housing (June 11)

\$190 member/\$199 non-member

<https://www.appraisalinstitute.org/education/search/fundamentals-of-appraising-affordable-housing/523663>

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>



**Southern
New Jersey Chapter**

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

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

Understanding the Construction Draw Sheet 4 CE hrs Monday, May 20, 2024 Zoom

Check in begins at 12:45pm; class is 1-5pm

Instructor: Lamar Ellis, MAI, SRA

This course covers primarily a residential construction case study. Covered topics include understanding how builders and lenders interact and performing an inspection of a residential home in Downtown Atlanta. It is filled with illustrations and photographs, with an emphasis on a case study of a residential home that was under construction over an 11-month period. It covers the entire process, literally from the ground up. General topics covered include choosing a site, site development, construction techniques, cost breakdown sheet, construction draw sheet, and construction inspection.

<https://www.appraisalinstitute.org/education/search/understanding-construction-draw-sheet-c-de/523448>

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](#). (The other 2 courses are being planned through the Philadelphia Metro and Southern NJ Chapters.)

<https://www.appraisalinstitute.org/education/search/condemnation-appraising-principles-and-applications/523501>