

Some of these seminars are on Zoom! [Students must have computer, webcam & microphone capability to participate & receive CE credit.](#) 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. **FOR USPAP, a copy of your driver's license must be emailed to the Chapter prior to the offering start date.** You will receive a separate email from the Chapter with log-in information. 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: LisaMay.weiss@appraisalinstitute.org

Business Practices and Ethics 6 CE hrs Thursday, February 27, 2025 Zoom
Sign in begins at 8:15 am; class runs from 8:30am – 3pm Instructor: Susanne Curran, MAI, AI-GRS

This important course 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, you'll identify behavior and actions that illustrate violations of the Code of Professional Ethics, and you'll learn how referrals can be made. You'll get an introduction to the Appraisal Institute Guide Notes to the Standards of Professional Practice and see how the Guide Notes can be used to resolve everyday appraisal practice problems. Finally, you'll 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. 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

Real Estate Finance, Statistics, and Valuation Modeling May 8-9, 2025 14 CE hrs + 1 hr exam
Hampton Inn & Suites Deptford, 1253 Hurffville Road, Deptford, NJ 08096
Instructor: Vince Dowling, MAI, SRA

This course introduces the topics of statistics, real estate finance, and modeling with applications to residential and commercial real estate appraisal. During the first half of the course, you will develop an understanding of basic statistics & statistical analysis and learn how those skills can be used in valuation and evaluation practice. In the second half, you will gain an understanding of real estate finance markets, learn about credit conditions and their impact on values and appraisal, and calculate and interpret fundamental numbers on loan payments and balances. You'll gain insights into financial history, how mortgages impact value, and learn about measuring volatility and standard deviations. Course objectives:

- Review and apply basic statistical principles and statistical analysis techniques, and recognize how they can be used in valuation.
- Describe the essential functions of real estate finance markets; recognize the impact of credit conditions on values and appraisal; and calculate and interpret fundamental numbers, such as loan payments & balances.

The Appraiser as an Expert Witness: Preparation & Testimony May 13-14, 2025 14 CE hrs + 1 hr exam
Hampton Inn & Suites Deptford, 1253 Hurffville Road, Deptford, NJ 08096
Instructor: Vince Dowling, MAI, SRA

This course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities you can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments and how to market appraisal services to litigation clients. You'll work in small groups to practice effective deposition and direct testimony techniques and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills. This course is in the [Litigation Professional Development Program](#). View this list

of [FAQs](#), which includes information regarding the courses you'll need to complete the program successfully. (Note: Our Region will be offering all 3 courses in this series in 2025!)

7-Hour National USPAP Continuing Education Course

Thursday, May 15, 2025 Sign in at 8:15am; class starts at 8:30am Zoom

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. 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.

PA Appraisal Statutes, Regulations & Board (Mandatory in your PA cycle!)

Approved in PA

Tuesday, June 3, 2025 Sign in at 8:15; seminar is 8:30-10:30am (2 CE hours) Zoom

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 (Mandatory class in your NJ cycle!)

Approved in NJ

Tuesday, June 3, 2025 Sign in at 10:45; seminar is 11:00am – 1:00pm (2 CE hours) Zoom

Instructed by Susanne Curran, MAI, AI-GRS

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: Business Practices & Ethics (February 27) \$159 member/\$170 non-member

<https://www.appraisalinstitute.org/education/search/business-practices-and-ethics/524245>

Registration Fee: RE Finance, Statistics & Valuation Modeling (May 8-9) \$400 member/\$450 non-member

<https://www.appraisalinstitute.org/education/search/real-estate-finance-statistics-and-valuation-modeling/524365>

Registration Fee: The Appraiser as an Expert Witness (May 13-14) \$385 member/\$445 non-member

<https://www.appraisalinstitute.org/education/search/appraiser-as-expert-witness-preparation-and-testimony/524330>

Registration Fee: 7-Hour USPAP (May 15) \$180 member/\$195 non-member

<https://www.appraisalinstitute.org/education/search/2024-2025-7-hour-national-uspap-update-course/524093>

Registration Fee: PA Rules & Regs (June 3, 8:30-10:30am) \$59 member/\$69 non-member

<https://www.appraisalinstitute.org/education/search/pa-appraisal-statutes-regulations-board-policies-c-so-nj/524364>

Registration Fee: NJ Appraiser Law & Regs (June 3, 11am-1pm) \$59 member/\$69 non-member

<https://www.appraisalinstitute.org/education/search/new-jersey-appraiser-law-regulations-c-so-nj/524021>

All educational offerings with the SNJ Chapter can be found on the chapter website: www.ai-snj.org

Questions? Email: LisaMay.Weiss@appraisalinstitute.org Call: 856.415.0281
