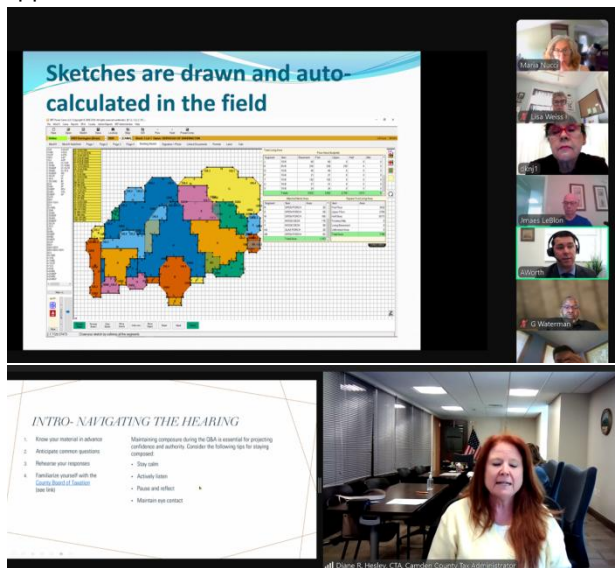


Southern New Jersey Chapter of the Appraisal Institute Q2 June 2025 Newsletter

Highlights from Our Annual Appraiser/Assessor Event

The annual Appraiser/Assessor Event was held on Zoom on April 30th. Topics included “Tax Court Updates and Changes” presented annually by Judge Mala Sundar, P.J.T.C; “What Assessors Want Appraisers to Know” presented by Camden County Tax Administrator Diane Hesley, CTA; and “Revaluations: The Good and the Bad” presented by Tom Davis, SRA, and Brian Schneider from Professional Property Appraisers.



Presiding Judge Mala Sundar provided insights into key tax court issues and recent cases from across the state. With her extensive experience, Judge Sundar offered valuable perspectives on court proceedings and legal considerations.

Diane Hesley, a seasoned professional with over 30 years in assessment, reassessment, and valuation, discussed crucial information appraisers should bring to their interactions with assessors. Drawing from her wealth of experience, she highlighted best practices and common challenges in the profession.

Representing the Professional Property Appraisers, Inc. (PPA), Tom Davis, SRA, and Brian Schneider

shared insights into the revaluation process. The presentation covered the benefits and challenges of revaluations, common concerns, and ways appraisers can assist municipalities and residents throughout the process.



President's Message

Spring Recap & Summer Preview: Education Highlights

Winter is behind us, and summer is approaching fast! We've had a productive and engaging spring focused on education.

The Chapter successfully hosted Business Practices & Ethics (BP&E) and USPAP virtually, along with the in-person 2-day seminar, *The Appraiser as an Expert Witness: Preparation and Testimony*, led by Vince

Dowling. I had the opportunity to attend this class and can personally say it was an outstanding educational experience—complete with a realistic and insightful mock trial.

Looking ahead, don't miss the upcoming *Master the New URAR: Essential Seminar for Appraisers*, scheduled for July 14, 2025, at the Courtyard, Deptford. With certain lenders joining a pilot program as early as September 2025 and a broader rollout planned for January 2026, taking this course now will provide a valuable competitive edge.

[Click here to view the new URAR timeline](#)

Additional educational offerings include:



- NJ and PA Rules and Regulations – June 3
- Market Conditions – June 4

We were proud to send Rob Klein to this year's Leadership Development and Advisory Council (LDAC). This is always an informative and engaging event that brings fresh insight and leadership development to our Chapter.

Lastly, with all the ongoing discussions online regarding developments at the National level, we encourage you to address any concerns directly with National, our Regional Representatives Don Boucher, Barbara Cantrell, or any of our Chapter Board Members. Your insight is valuable to our organization and essential to shaping the future of our profession. Open dialogue strengthens our community and ensures we continue to move forward together.

Have a safe and fun summer!

Maria Nucci, SRA, AI-RRS
2025 Chapter President

2025 Award Nominations

Nominate a deserving colleague by July 31

The Appraisal Institute would like to recognize some of the brightest, most committed and deserving AI members. If you believe you know an AI member who fits the criteria below for the J. Scott Robinson Lifetime Achievement Award, Outstanding Service Award, William S. Harps DEI Award, or the Women's Initiative SPOTLIGHT Award, please [nominate](#) that person. Submissions for these Awards must be completed by July 31, 2025.

J. Scott Robinson Lifetime Achievement Award

The J. Scott Robinson Lifetime Achievement Award is presented to an AI member who best demonstrates high ethical standards; contributed to the Appraisal Institute at the chapter, regional, national and/or international level(s); provided service to his or her community; and contributed to the appraisal profession.

Outstanding Service Award

The Outstanding Service Award is presented to an AI member who has contributed ideas, service hours and dedication to ensure a specific program or effort is implemented at either the chapter, region, national and/or international level(s).

William S. Harps DEI Award

The William S. Harps DEI Award recognizes an AI member who exemplifies the value of diversity, equity, and inclusion within the valuation profession and has contributed to making the profession reflective of all the communities we serve.

Women's Initiative SPOTLIGHT Award

The Women's Initiative SPOTLIGHT Award recognizes an AI member or other individual associated with the Appraisal Institute who has made an important

contribution to fostering the growth of women in the valuation profession.

To nominate an AI member for an award or to find out more information on all awards, click below.

https://www.appraisalinstitute.org/get-involved/awards-and-recognition?utm_source=procomms_call_for_2025_award_nominations_20250522&utm_campaign=professionalcommunications&utm_medium=email

What do Appraisers do?

- Value all interests, benefits and rights inherent in the ownership of physical real estate
- Value everything from homes, apartment buildings, condominiums, office buildings and shopping centers to industrial sites, hotels, farms and historical districts
- Research, analyze and develop an opinion of value that is relied on by lenders, investors, property owners, buyers, accountants, attorneys and government entities

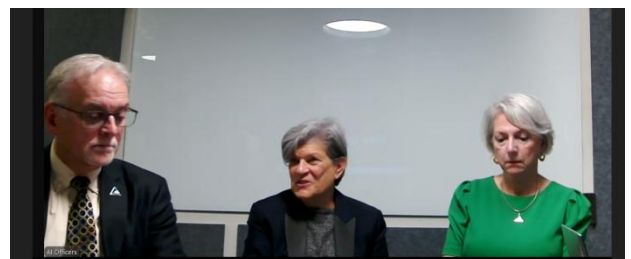


Valuation Magazine

Chapter Executive Director Lisa Weiss was featured in a recent issue of *Valuation* magazine. It can be found on the national website using this link:

https://www.valuation-digital.com/valuation/library/item/issue_4_2024/4257966/

Valuation magazine is a quarterly publication of the Appraisal Institute. It provides key insights and practical strategies to more than 14,000 appraisers and others through articles on best practices, legal and legislative issues, market sector updates and more. It is available in print and digital formats to AI members.

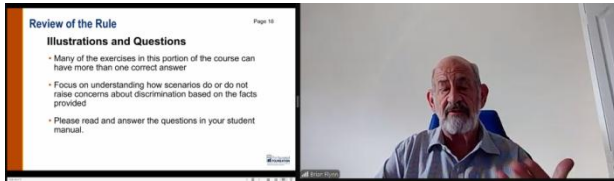


On May 13, the national officers and some select staff offered a recap from the Q2 national board of directors meeting that was held in the prior week. Keep reading your emails as more news from the national office is announced.

NJ Education

New Jersey passed a law in 2024 effective 3/8/25 that requires appraisers to take fair housing and bias training based on the outline provided by the AQB. In February, the board voted to defer the requirement for

the new course until the next licensing cycle starting January 1, 2026. Since the AQB criteria changes January 1, 2026, and that criteria also includes a requirement for fair housing bias training, it would make sense that licensees could take the course in the next cycle and that would satisfy both NJ and the AQB requirements.



On May 15, the chapter hosted the 2024-2025 7-Hour USPAP Update Course on Zoom. The instructor was one of our favorites: Brian Flynn, MAI, AI-GRS. There were 41 people enrolled, from all across the country: Kansas, California, New York, Mississippi, Georgia, Michigan, Ohio — and even from Alaska!

Featured AI Benefit



PropertyReach, Appraisal Institute's newest benefits partner, is offering Appraisal Institute members exclusive access to a powerful real estate data platform at a 40% discount.

This all-in-one solution provides:

- Comprehensive property data on 158+ million properties nationwide
- Detailed property characteristics, permits, liens, and MLS data
- Mortgage details and homeowner contact information
- Powerful list-building tools for business growth

Benefits for Appraisers:

- Save time with consolidated, multi-sourced data
- Reduce costs with affordable MLS access and more
- Enhance accuracy with up-to-date, verified information
- Grow your business with targeted prospecting tools

[View a short guided tour here.](#)

Nat'l Nominating Committee Nominates Byron Miller as 2026 AI Vice President

Byron Miller, SRA, AI-RRS, was nominated for 2026 Appraisal Institute vice president by the AI National

Nominating Committee at its May 7 meeting in Chicago. National Nominating Committee Chair Sandy Adomatis, SRA, submitted the committee's nomination to the AI Board of Directors. Board members may file petitions for additional nominees in accordance with the Appraisal Institute Bylaws. The AI Board of Directors is expected to elect the 2026 vice president at its August 14-15 meeting. The 2026 vice president will serve as the Appraisal Institute's 2027 president-elect, 2028 president and 2029 immediate past president, in addition to chairing the Finance Committee in 2026 and the National Nominating Committee in 2029. [Learn more about Byron Miller, SRA, AI-RRS](#)

New Book

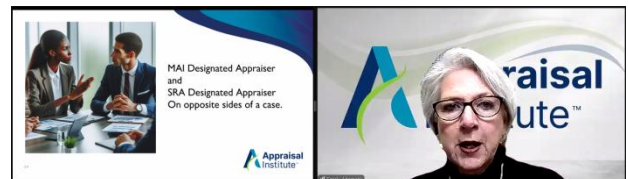
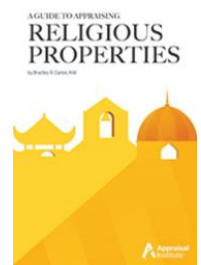
A Guide to Appraising Religious Properties

With attendance and donations in sharp decline, the landscape of religious properties faces unprecedented challenges. Clients navigating these shifts require your specialized expertise, and that's where this essential guide comes in. Author Bradley R. Carter, MAI, sheds light on:

- Appraisers' critical role of appraisers in guiding lenders, property owners, and brokers through these unique properties
- Expert insights and real-world case studies
- Property analysis, land valuation, the cost approach, and the sales comparison approach

This book is your roadmap to understanding and mastering the valuation of religious properties in a rapidly changing landscape. Purchase your copy now!

<https://www.appraisalinstitute.org/insights-and-resources/resources/books/book-a-guide-to-appraising-religious-properties>



On March 11, the chapter held its quarterly meeting on zoom immediately following a 2 hour CE offering. *When Lawyers are Our Clients: The Ups & the Downs* was developed and instructed by Sandy Adomatis, SRA. The seminar covered the differences between an expert witness and a consultant, useful tips on the engagement letter, and developing reports. It helped those in attendance gain a better understanding on some basics, like estimating fees and how to bill for court testimony and prep time were covered.

NOTE. Appraisers must successfully complete the 7-Hour USPAP course every 2 years to meet the USPAP CE requirement. *Registration includes course*

For more than 17 years, I've had the privilege of advocating on behalf of real estate appraisers—meeting with lawmakers, testifying in statehouses, and working closely with regulators to ensure that

appraisers' voices are heard and valued. While I'm not an appraiser myself, I've come to greatly admire the professionalism, expertise, and public trust that appraisers bring to the real estate finance system. At the Appraisal Institute, it's our mission to make sure those qualities are recognized—and protected—through smart public policy.

The Appraisal Institute is proud to be the only appraisal organization with full-time advocacy staff in Washington, D.C., and the only one with a dedicated state government affairs program. Our advocacy efforts are grounded in listening to our members, responding to their concerns, and advancing policies that support their ability to deliver high-quality, independent valuations.

We've worked hard to deliver real results, especially for residential appraisers who are on the front lines of an evolving real estate landscape. We've led the charge on issues that matter most to our members: fair compensation, transparent practices, strong oversight, and respect for the appraiser's professional judgment.

At both the state and federal levels, we've championed the need for fee transparency, ensuring that consumers know where their money goes and that appraisers are not unfairly blamed for fees retained by third parties. We've consistently supported policies that uphold the requirement for customary and reasonable fees—because quality valuations deserve fair compensation.

We've also been a national leader in strengthening oversight of Appraisal Management Companies (AMCs). Appraisers are subject to rigorous standards, state licensure, and disciplinary review—yet AMCs often operate under lighter regulatory structures. We've worked to level that playing field by helping craft and support legislation that holds AMCs to higher standards of accountability and fairness.

Importantly, our work goes beyond protecting appraisers: it benefits homebuyers, lenders, and taxpayers by helping maintain a valuation system rooted in independence and integrity. By standing up for professional standards, we help ensure that the valuation process remains a safeguard for sound lending and consumer protection.

In recent years, we've responded to new challenges with proactive solutions. As technologies like automated valuation models, hybrid appraisals, and property data collection tools have entered the market, we've emphasized that innovation must be paired with responsibility. We've advocated that appraisers remain at the center of valuation, even in evolving models, and that any delegation of data collection must come with training, standards, and clear accountability.

We've also helped educate lawmakers and regulators about the critical distinction between valuation tools and the professional judgment of a trained appraiser. Thanks to these efforts, the Appraisal Institute is now frequently called upon to provide expertise in shaping the future of valuation policy, from housing finance reform to modernization initiatives.

Our advocacy is strengthened by our partnerships. We collaborate with a broad range of stakeholders including consumer groups, veterans' organizations, and government agencies—to develop policies that reflect a shared commitment to fairness, transparency, and professionalism in the real estate process.

We're not just present in Washington, D.C., and our state capitals, we're leading. From drafting model legislation to influencing federal guidance, the Appraisal Institute continues to be at the forefront of public policy conversations that affect appraisers and the consumers they serve.

We are proud of what we've accomplished, but we are not resting. We are continuing to advocate, educate, and lead. Our profession is vital, and our mission is clear: to promote and protect the role of appraisers in a real estate system that values quality, independence, and public trust. That's what we're fighting for every day.

Member FAQ

As recent news and associated conversations have raised questions related to Appraisal Institute operations and actions, we have developed a member FAQ to provide clarity and address these topics directly. This resource is designed to support transparency and keep members informed.

https://www.appraisalinstitute.org/about/ethics-and-standards/faq-recent-litigation-2025?utm_source=ainewsletter_appraisal_now_20250523&utm_campaign=ainewsletter&utm_medium=email

News From National ...

On-Line Education:

Learn at your own pace
anytime, anywhere.



Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listing now! <https://appraisalinstitute.org/education/search>

Online Education click-through
URL: <https://appraisalinstitute.org/education>

Appraiser Development Initiative The Appraiser Diversity Initiative is the premier nationwide program designed to attract new entrants to the real estate appraisal field while fostering diversity in the profession. Working through the National Urban League's Regional Entrepreneurship Centers, the Appraiser Diversity Initiative is designed to reach diverse, talented candidates and educate them about the appraisal profession; provide resources for interested candidates to help them get on a path to success; and offer guidance from appraisers employed by Fannie Mae and Freddie Mac.
<https://www.appraisalinstitute.org/advocacy/appraiser-development-initiative>

Chapter Service Hours & Outside Education

Instructions on how you can enter outside Continuing Education and service hours can now be found here: <https://appraisalinstitute.org/why-join/join-pdfs/how-to-self-report-ce> Chapter service falls under Service to the Appraisal Institute for Designated members and Associate members wishing to receive AI CE points for that service. AI professionals will need to submit those hours themselves by logging in to their AI account.

Webinars If you are wondering where you can find Appraisal Institute recorded webinars, they are accessible from the Appraisal Institute website under the "Insights and Resources" section or by clicking here: <https://www.appraisalinstitute.org/education/training-topics>

Scholarships Appraisal Institute Education and Relief Foundation (AIERF) offers numerous scholarships for AI professionals pursuing either their designation or state certification. Additional information and submission requirements are available on the AIERF website. If you have any questions regarding the scholarships, please email ai erf@appraisalinstitute.org or call 312-335-4133.

Appraisal Institute Upcoming Events

July 17: Region VI 3rd Q meeting (virtual)
August 14-15: AI Board of Directors 3rd Q Meeting
October 7: Joint Region meeting – San Diego
October 8: CLP – San Diego
November 13-14: AI Board of Directors 4th Q Meeting

FREE Student Affiliate Membership!

No Annual Dues!
Access to the prestigious Lum Library!
Discounts on education & publications!
Complimentary Subscriptions to the award-winning Valuation magazine and The Appraisal Journal!
Access to many additional [AI Benefits!](#)
Questions? admissions@appraisalinstitute.org
(312) 335-4111

Updates from the National Office

New Membership Support Links

[Associate Member Policy Manual](#)
[Designated Member Statuses](#)
[Designated Member Readmission: An Overview](#)
[Candidate for Designation Policy Manual](#)
[Candidate Resources](#)
[AI Continuing Education Program Overview](#)

Appraisal Institute Member Benefits

As a member, you belong to a welcoming community, with access to discounted best-in-class education and publications, exclusive offers on industry tools, and invaluable resources. Look for resources & discounts: <https://www.appraisalinstitute.org/insights-and-resources/resources/ai-professional-benefits/additional-benefits>



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The Appraisal Institute is the leading professional association of real estate appraisers. The Appraisal Institute's Code of Professional Ethics and Standards of Professional Practice comprise requirements for ethical and competent practice, and advance equal opportunity and nondiscrimination in the appraisal profession. The Appraisal Institute's work includes an array of professional education and advocacy programs, and stewardship of the highest level professional credentials in residential and commercial real estate appraisal. Organized in 1932, the Appraisal Institute conducts its activities in accordance with applicable federal, state and local laws. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA, SRA, AI-GRS, and AI-RRS designations.

2025 OFFICERS AND DIRECTORS

President: Maria Nucci, SRA, AI-RRS
Vice President: Meghan Linaris, MAI
Treasurer: Deborah Tordella, MAI, SRA
Secretary: Joshua Garretson, MAI, AI-GRS, AI-RRS
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Director: Lee Ann Kampf MAI
Director: Jerry McHale, MAI
Director: Errett Vielehr, MAI

**2018, 2020 & 2021 Appraisal Institute
Chapter Newsletter Award recipient
(medium-sized chapter)**