

Southern New Jersey Chapter of the Appraisal Institute

Q3 September 2025 Newsletter

2026 Election Results

The individuals elected to serve as chapter officers and directors in 2026 are as follows:

Positions to be elected: (Officers are 1 year terms)

President: Meghan Linaris, MAI

Vice President: Deborah Tordella, MAI, SRA

Treasurer: Joshua Garretson, MAI, AI-GRS, AI-RRS

Secretary: Steve Bartelt, MAI, SRA, AI-GRS

Director through 2028: Lana Chiapetta, MAI, AI-GRS

Director through 2028: Errett Vielehr, MAI

Regional Reps: Meghan Linaris, MAI (as President)

and Deborah Tordella, MAI, SRA (as Vice President)

Alternate Regional Rep: Joshua Garretson, MAI, AI-GRS, AI-RRS #1

Alternate Regional Rep: Steve Bartelt, MAI, SRA, AI-GRS #2

Alternate Regional Reps would also include all board members.

Remaining on the board:

Director through 2026: Lee Ann Kampf, MAI

Director through 2026: Danielle Fischer

Director through 2027: Jerry McHale, MAI

Director through 2027: Michael Descano, MAI

Past President: Maria Nucci, SRA, AI-RRS

Thank you to those who participated in the election process & showing support of your chapter leadership!

President's Message

As we wrap up Quarter 3, I am proud to reflect on another successful season for our chapter. This past quarter featured strong educational programming, including the highly attended *Master the New URAR: Essential Seminar for Appraisers*, which provided timely insights as the new URAR begins pilot implementation. We also continued to foster dialogue on market trends, regulatory updates, and appraisal best practices, keeping our members at the forefront of the profession.



Looking ahead, Quarter 4 offers a robust lineup of educational opportunities. On Thursday, September 4, we will present *Artificial Intelligence and the Appraiser*, developed and presented by Justin Gohn, MAI, SRA, and Chandra Mast, with a chapter meeting to follow. On Wednesday, October 8, we will offer *Fair Value, Market Value, Fair Market Value* on Zoom, presented by Vince Dowling, MAI, SRA. On Tuesday, November 18, we will hold two programs via Zoom: *NJ Rules and Regulations* (8:30–10:30 a.m., 2 CE hours) followed by *NJ Updates on Land Development* (10:30 a.m.–4:00 p.m., 5 CE hours with lunch). Finally, on Thursday, December 11, the *7-Hour USPAP Update* with Brian Flynn will be offered on Zoom.

As 2025 is a recertification year, I encourage all members to take full advantage of these quality and meaningful educational programs. They not only meet continuing education requirements but also provide timely, practical knowledge to strengthen your practice and prepare you for changes ahead in our profession.

And don't forget to register for our **Annual Installation Dinner**, an integral part of our chapter's leadership and a signature social event. This gathering is a wonderful opportunity to celebrate our accomplishments, welcome new leadership, and connect with colleagues in a relaxed & festive setting.

Your participation and engagement continue to be the cornerstone of our chapter's success. I am grateful for the dedication of our members, instructors, and volunteers who make it possible to deliver high-quality programming each quarter.

I encourage you to register early for upcoming courses, remain active in chapter activities, and take full advantage of the opportunities available to you through the Appraisal Institute.

Together, we are ensuring that the Southern New Jersey Chapter remains a strong, engaged, and forward-looking community of appraisal professionals.

Warm Regards,
Maria Nucci, SRA, AI-RRS
2025 Chapter President

Q3 Chapter Meeting with CE

Artificial Intelligence and the Appraiser

Thursday, September 4, 2025 Zoom

3pm-5pm (2 CE hours)

Developed and Presented by Justin Gohn, MAI, SRA, and Chandra Mast

\$40 Member/ \$50 Non-member

Chapter meeting held immediately after the seminar.

Register using this link:

<https://www.appraisalinstitute.org/education/search/artificial-intelligence-and-appraiser-c-so-nj/525087>

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.



Congratulations Richard A. Plock, MAI, AI-GRS!

Effective August 8, 2025, Richard A. Plock earned his AI-GRS designation. Mr. Plock is a Senior Vice President at Robert A. Stanger & Company, Inc. and is active in the valuation of real estate assets for real

estate investment trusts and partnerships, including appraisals, appraisal reviews, fairness opinions, ASC805 purchase price accounting and market studies. Mr. Plock has been involved in the appraisal of commercial, industrial, residential, recreational, and special purpose properties and portfolios including, but not limited to, shopping centers, multi-family residential, office, medical office, hospitals, warehouse/distribution facilities, hotels, parking facilities, single-tenant net lease, self-storage facilities, senior housing, marinas, data centers, outdoor signs, and land. Before joining Stanger in 2010, Mr. Plock was a senior asset manager for a real estate investment firm that provided investment advisory, qualified professional asset management (QPAM) and development services to pension funds, institutional investors and governmental entities involved in the development, acquisition, management and disposition of institutional real estate assets. Mr. Plock has also held roles as a compliance officer of private and public construction projects, and as a manager of multifamily residential properties.

Mr. Plock holds a Bachelor of Science from the University of Nevada Las Vegas and a Master of Business Administration from the University of Phoenix. In addition to being a Designated Member of the Appraisal Institute (MAI) and a Designated Member of the Appraisal Institute (AI-GRS), Mr. Plock is also a Member of the Royal Institution of Chartered Surveyors (MRICS), Certified General Appraiser in the 50 States and the District of Columbia, a California Real Estate Broker, and is OSHA-10 certified.

Recent Developments at the Appraisal Subcommittee

The Appraisal Subcommittee (ASC), a federal agency tasked with oversight of state appraiser regulatory programs and maintenance of the National Appraiser Registry, has experienced a series of operational and organizational changes this past year.

As of September 30, 2024, ASC financial records indicated a balance of approximately \$28 million in unspent funds. These funds are generated primarily through National Registry fees collected from state-licensed and certified appraisers. During the same period, the ASC took several administrative actions related to funding and oversight:

- The ASC clawed back previously awarded grant funding from certain recipients.
- The agency reduced the scope of some state compliance reviews.
- Internal reports indicated a staff attrition rate of approximately 30%.

The ASC issued two Notices of Funding Availability totaling \$3.3 million for The Appraisal Foundation Support (TAFS) and State Appraiser Regulatory

Agencies Support (SARAS) grant programs. However, in 2024, only 13 states applied for and received grants totaling \$1.1 million.

The agency's website indicates a board member and agency representative now serves as the active executive director. No formal announcements have been made regarding changes to ASC leadership, funding policy, or the status of the National Registry.

Master the New URAR: Essential Seminar for Appraisers

The biggest shift in residential appraisal reporting in 20 years is here. Are you prepared? The Appraisal Institute is excited to introduce the Appraiser's Guide to the New URAR, a comprehensive course designed by Fannie Mae and Freddie Mac to help you master the redesigned Uniform Residential Appraisal Report (URAR) and stay at the forefront of your profession. If you missed our July offering of this seminar, check here for more dates:

<https://www.appraisalinstitute.org/education/search/appraisers-guide-to-new-urar>

Appraisal Institute Applauds Senate Banking Committee's Upcoming Markup

On July 28, the Appraisal Institute expressed strong support for the Senate Committee on Banking, Housing, and Urban Affairs as it prepared to mark up the ROAD to Housing Act on July 29. The legislation includes two important measures related to appraisal policy: the Appraisal Modernization Act (AMA) and the Appraisal Industry Improvement Act (AIIA).

"We applaud Chairman Scott and Ranking Member Warren for bringing these thoughtful, balanced proposals forward for markup," said Scott DiBiasio, Director of Government Affairs for the Appraisal Institute. "These provisions will help improve consumer engagement, enhance appraisal quality, and support the next generation of appraisers."

The AMA would create a standardized Reconsideration of Value (ROV) process, giving consumers a clear and consistent pathway to request a review of their appraisal when concerns arise. The AIIA focuses on building a stronger and more diverse appraiser workforce by adding state-credentialed trainees to the national registry and authorizing the Appraisal Subcommittee to provide grants for education and training programs through states, nonprofits, and academic institutions. The bill also recognizes FHA-specific education as a pathway for licensed residential appraisers to perform FHA assignments—an important provision to help address appraisal capacity in underserved markets.

"This legislation represents a meaningful step forward for both consumers and appraisers," DiBiasio added. "We appreciate the Committee's recognition of

the vital role appraisal plays in ensuring transparency and fairness in the housing finance system."

The Appraisal Institute looks forward to working with lawmakers to support the enactment of these policies. We also thank Sen. Warnock and his staff's willingness to listen to our concerns regarding the public appraisal database and Sens. Cramer and Gallego for their work in strengthening key provisions and their continued support for a credible, independent appraisal profession. The full article can be found at the link below:

https://www.einnews.com/pr_news/834748421/appraisal-institute-applauds-senate-banking-committee-s-upcoming-markup-of-key-appraisal-provisions



On July 14, the chapter hosted the new seminar *Master the New URAR: Essential Seminar for Appraisers*. This was held in Deptford and was well attended by members and non-members alike. It served as a comprehensive course designed by Fannie Mae and Freddie Mac to help attendees master the redesigned Uniform Residential Appraisal Report (URAR) and stay at the forefront of the profession. Companion seminars will be scheduled for an even deeper dive into this new process.



New Book

Self Storage Economics and Appraisal (2nd Ed.)

The Appraisal Institute is proud to announce the release of the second edition of *Self Storage Economics and Appraisal* by R. Christian Sonne, MAI, with contributing author Jonathan Lang. Available beginning June 16, this updated and expanded volume builds on the success of the widely used original, offering a definitive resource for appraisers, lenders, and investors navigating the dynamic self storage industry.

With more than 57,000 facilities across the U.S. and an estimated market value of \$44 billion, the self



storage sector continues to experience strong investor demand and economic resilience. This comprehensive guide reflects today's evolving market conditions and provides appraisers with the tools, methodologies, and data they need to value self storage properties with accuracy and confidence.

"Self storage has moved from a niche asset class to a core component of many real estate portfolios," said Sonne. "This book is designed to help valuation professionals stay ahead of industry trends and deliver credible, market-aligned opinions of value."

Whether entering the space for the first time or sharpening existing expertise, Self Storage Economics and Appraisal, Second Edition offers vital insights for anyone working with this rapidly expanding property type. To learn more or purchase the book, [visit www.appraisalinstitute.org/store](http://www.appraisalinstitute.org/store).

Featured AI Benefit



LIA Administrators and Insurance Services is the endorsed provider for Professional Liability (E&O) Insurance, Commercial General Liability Insurance, and Cyber Liability Insurance for Appraisal Institute members. LIA is the oldest active program for appraisers and multidisciplinary real estate professionals nationwide, insuring more than 20,000 valuation professionals. LIA's National Claims Counsel is headed by Claudia Gaglione of Gaglione, Dolan & Kaplan, with more than 8,000 claims handled. LIA also offers education in risk management with articles, claim alerts, and liability prevention seminars. <https://www.liability.com>

Face Value: SRA Designated Advantage

Discover how this groundbreaking initiative is connecting qualified SRA designees with key players in the residential appraisal market—from regional banks and credit unions to attorneys, estate planners, and government agencies. Garber explains how the program is strategically designed to increase visibility and generate new business opportunities for SRA professionals.

Whether you're an appraiser looking to grow your business or a service provider seeking qualified professionals, this conversation offers valuable insights into the evolving landscape of residential appraisal services. Watch it here:

<https://www.youtube.com/watch?v=co2NnovtXBc>



On June 4th, the chapter held a 2 hour CE seminar, *Market Conditions Analysis in Residential Appraising*, on Zoom. This was developed and instructed by Jason A. Tillema, SRA, AI-RRS. The class was specifically designed to help appraisers meet new GSE guidelines and provided practical methods for developing value trends and corresponding market condition adjustments. The session also addressed Fannie Mae's emphasis on the importance of analyzing comparable sales for changes in market conditions between the contract date and the effective date of the appraisal.



SNJAI UPCOMING EVENTS

For more info, visit www.ai-snj.org

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

Artificial Intelligence and the Appraiser

Thursday, September 4, 2025 Zoom
3pm-5pm (2 CE hours)

Developed and Presented by Justin Gohn, MAI, SRA, and Chandra Mast.

Chapter meeting held immediately after the seminar.

<https://www.appraisalinstitute.org/education/search/artificial-intelligence-and-appraiser-c-so-nj/525087>

Step into the future of real estate with this seminar's tactical playbook on integrating AI tools into every facet of the appraisal process. This sharp, high-impact session unveils how a "personal army of bots" can juggle your inbox, scrape federal bids, analyze market sentiment & whip up full-fledged regression models. Whether you're digging into area comps or mapping out a SWOT analysis with five photos & a dream, this is AI for the boots-on-the-ground appraiser. No fluff—just a fast, scalable system for taking back your time & supercharging your business.

Fair Value, Market Value, Fair Market Value

Wednesday, October 8, 2025 Zoom

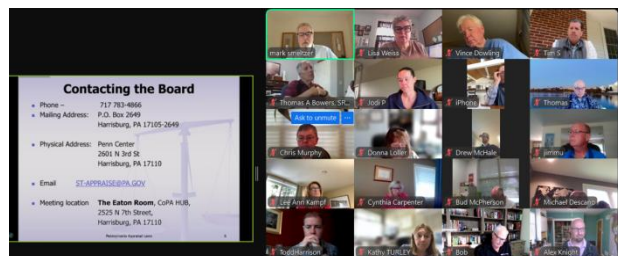
8:30 am – 4 pm (7 CE hours, 30 minute lunch)

Presented by Vince Dowling, MAI, SRA

<https://www.appraisalinstitute.org/education/search/fair-value-market-value-fair-market-value/525169>

NEW SEMINAR! *Fair Value, Market Value, Fair Market Value* was developed because words can have more than one meaning. Even the simple term market value can have a different meaning to a real estate appraiser than it does to a business appraiser, an accountant, or an attorney. Among real estate appraisers, there can be differences of opinion as to the proper basis of a valuation for a property tax assessment, a condemnation action, or a financial report. The laws are not generally written by appraisers, and the various codes and case law can be inconsistent and hard to interpret. The USPAP standards require that an appraiser not only state the type and definition of value, but also “include any comments needed to clearly indicate to the intended users how the definition is being applied.” The seminar relies heavily on examples and case studies to help you understand the diverse ways terms are used and think through how to address the differences when you confront them in an assignment. This seminar is intended to help you understand different interpretations of key valuation concepts, so that you can effectively report how they have been applied in a particular assignment.

If you have education suggestions, contact Lisa Weiss



On June 3rd, Mark Smeltzer, MAI, SRA, AI-GRS, AI-RRS, instructed the Pennsylvania appraiser law and regulations seminar. This program, held every 2 years, was intended to review, inform and assist Real Estate Appraisers who practice in PA 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.

Interesting Articles

Are Modular Homes Going Mainstream?

Modular, 3D-printed and prefab homes are growing in popularity as rebuilding options after disasters despite image and transportation hurdles.

[https://www.floridarealtors.org/news-media/news-articles/2025/06/are-modular-homes-going-](https://www.floridarealtors.org/news-media/news-articles/2025/06/are-modular-homes-going-mainstream?utm_campaign=6-20-25+Florida+Realtors+News&utm_medium=email&utm_source=iPost)

[mainstream?utm_campaign=6-20-](https://www.floridarealtors.org/news-media/news-articles/2025/06/are-modular-homes-going-mainstream?utm_campaign=6-20-25+Florida+Realtors+News&utm_medium=email&utm_source=iPost)

[25+Florida+Realtors+News&utm_medium=email&utm_source=iPost](https://www.floridarealtors.org/news-media/news-articles/2025/06/are-modular-homes-going-mainstream?utm_campaign=6-20-25+Florida+Realtors+News&utm_medium=email&utm_source=iPost)

19 Low-Investment Marketing Tactics That Really Deliver

You get so bogged down with existing strategies and tactics that you don't see the potential opportunities. Consider these 19 underused ideas suggested by the experts presenting at Content Marketing World.

<https://contentmarketinginstitute.com/content-marketing-strategy/low-investment-marketing-tactics>

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
April 13: Joint Region Meeting – Nashville
April 14-15: Annual Conference – Nashville
May 20-22: LDAC – Washington DC

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>

Support AI PAC Today! The Appraisal Institute's 2025 advocacy strategy is producing real results. On July 29, the Senate Banking Committee advanced the ROAD to Housing Act, which includes two major wins for appraisers: a national Reconsideration of Value process and new investments in the appraisal workforce. Also, because of the AI's advocacy on the

Hill, a very concerning proposal for a public residential appraisal database was removed in lieu of Congress requiring GAO to study the feasibility of standing up such a database. These victories reflect years of hard work—but they wouldn't be possible without support from Appraisal Institute PAC. This is our profession's voice in Washington. It helps build relationships with key lawmakers, educate policymakers, and support those who champion credible, independent valuation. Now is the time to keep that momentum going. Every contribution—no matter the size—makes a difference. Members who contribute \$500 or more are recognized in the Presidential Club for their leadership and support.

<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=cscdonationslist>



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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
Past President: Sherrie Lisa Galderisi, SRA, AI-RRS
Director: Steve Bartelt, MAI, SRA, AI-GRS
Director: Michael Descano, MAI
Director: Danielle Fischer
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)**