

# SOUTHERN NEW JERSEY CHAPTER OF THE APPRAISAL INSTITUTE

## Q4 DECEMBER 2025 NEWSLETTER

### President's Message

This year has brought a unique and challenging landscape for residential appraisers, marked by fast-moving markets, limited comparable data, and increasingly complex property characteristics. Many of us are navigating unpermitted improvements, solar systems, ADUs, environmental overlays, and zoning constraints more frequently than ever before. At the same time, the transition to the new URAR has increased expectations for deeper market analysis, stronger adjustment support, and expanded narrative reporting. Combined with ongoing turn-time pressures and heightened review scrutiny, it's clear that the demands on today's residential appraiser continue to grow in both scope and complexity. Yet through all of this, our members continue to show extraordinary professionalism, adaptability, and dedication to credible valuation work.

In response to these evolving challenges, our chapter has focused on delivering education that directly supports your daily practice. This quarter we offered two supporting classes for the new URAR and a timely seminar on New Jersey Updates on Land Development—each designed to strengthen analytical skills and enhance real-world problem solving. We will close out the year with the 7-Hour USPAP Update in December, ensuring members are up to date with the most current standards as we enter a new cycle. These programs are part of our ongoing commitment to providing relevant, high-quality education that empowers appraisers to operate with confidence in an increasingly complex regulatory and market environment.

Please join me in congratulating Joshua Garretson, MAI, AI-GRS, AI-RRS, on being selected as the 2025 recipient of the George Olasin Award. Joshua's long-standing commitment to the Southern New Jersey Chapter, his leadership as a past Chapter President, and his continued service through education, advocacy, and committee involvement exemplify the highest standards of professionalism within the Appraisal Institute. His dedication, mentorship, and steady support of both residential and commercial practitioners have strengthened our chapter year after year. We are proud to recognize Joshua for his

outstanding contributions and extend our sincere appreciation for his ongoing leadership.

As we conclude the year, I am deeply grateful for the engagement, resilience, and generosity of spirit shown by our members, candidates, volunteers, and instructors. Your unwavering commitment to excellence, learning, and service is what elevates this chapter and inspires the next generation of valuation professionals. Together, you strengthen not only our local community of appraisers, but the broader network that makes the Appraisal Institute the leading force for professionalism, integrity, and progress in our field. Thank you for the energy you bring, the standards you uphold, and the dedication you show every day—our collective efforts are what move this profession forward.

Warm wishes for a happy holiday season and prosperous new year.

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

### 2025 Olasin Award

The George Olasin award is given to a member of the Southern New Jersey Chapter of the Appraisal Institute who has given years of dedicated service to the chapter and exhibited a high standard of ethics and professionalism in their appraisal practice.

This award is named after George Olasin, 1962 Chapter President, who passed away in February 2011. **The George Olasin award for 2025 is being awarded to Joshua D. Garretson, MAI, ARA, AI-GRS, AI-RRS. This prestigious honor will be recognized at the December 2nd installation event.**

Joshua D. Garretson, MAI, ARA, AI-GRS, AI-RRS has worked as an appraiser specializing in agricultural real estate in Southern New Jersey for over 18 years. He graduated from Pennsylvania State University with a Bachelor of Science in Finance and a minor in Economics. He joined the Appraisal Institute when he began his appraisal career in 2007 with Farm Credit East, formerly First Pioneer Farm Credit. Now a Senior Appraiser at Farm Credit East, Joshua specializes in valuing land and agricultural properties throughout New Jersey and New York. He has also appraised various other specialized property types including cold storages, food processing facilities, apartments, and office buildings.

In addition to valuing real estate, he is also responsible for the management of all collateral in the branch portfolio, which includes a variety of vehicles, machinery, specialized equipment, and other chattel. He handles the ordering and reviewing of outside appraisals for the branch and completes appraisal reviews in Farm Credit East's offices throughout the northeast.

In addition to the Appraisal Institute designations, Joshua also has an Accredited Rural Appraiser (ARA) designation with the American Society of Farm Managers and Rural Appraisers (ASFMRA). Joshua has served the Southern New Jersey Chapter as 2017 President and 2015-2016 Vice President. He has also served as a director position and represented the chapter at LDAC from 2015-2017. He is currently the Secretary and Education Chair has been elected as the 2026 Treasurer.

Joshua has also served Region VI as chair, vice chair, and third director from 2020-2024. He served on the Appraisal Institute on the National Board of Directors from 2021-2024. He chaired the Region VI Nominating committee in 2025 and will do so again in 2026. He previously served on the Appraisal Institute's National Admissions and Designation Qualifications Committee, Finance Committee, and Strategic Planning Committee. He has also served on several national project teams including the Governance Structure Project Team, CEO Performance Review Project Team, and Board Meetings and Motions Project Team.

#### **Past Award Recipients**

George Olasin, MAI, SRA  
Allen Black, MAI, SRA  
Richard Sheldon, MAI, SRA  
Norman C. LeGore, MAI, SRA  
Henry Herskowitz, MAI, SRA  
Alvin Rosen, SRA  
Edward J. Bligh, MAI, SRA  
Michael D. Jones, MAI  
E. Guy Elzey, Jr. SRA  
Robert Sapio, MAI, SRA  
Howard Rosen  
A. Craig Black, SRA  
Tim Sheehan, MAI, SRA  
Patrick Conover, MAI  
Edward T. Molinari, SRA, AI-RRS  
Joseph V. Heenan, MAI, SRA  
Mary Fox, MAI  
Steven Bartelt, MAI, SRA, AI-GRS  
Jerome J. McHale, MAI

## **Congrats Jack Enright, MAI!**

On August 18, Jack Enright earned his MAI designation. Mr. Enright recently came to us from Austin TX; he has moved back home to New Jersey. We are happy to welcome him to our chapter!

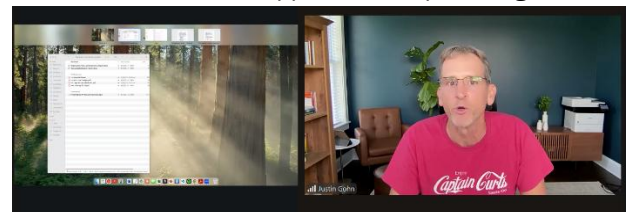
Mr. Enright is a Manager at Withum Smith+Brown, PC, specializing in the valuation of real estate assets

for a diverse range of clients including accountants, attorneys, lenders, and government entities. His experience includes leased fee, fee simple and leasehold appraisals, going concern values, appraisal reviews, fair market values, purchase price and real property allocations, as well as litigation support. Mr. Enright has been involved in the valuation of a wide array of property types and portfolios, including prospective developments, retail, residential, office, industrial and special-purpose assets. These include hotels, gas stations, car washes, self-storage facilities, marinas, mobile home parks, junk yards, and cannabis dispensaries. Mr. Enright holds a Bachelor of Arts from the University of Rutgers, New Brunswick. Congratulations Jack Enright, MAI!

## **Artificial Intelligence and the Appraiser**

On Thursday, September 4, forty-eight people logged into our chapter zoom event, developed and presented by Justin Gohn, MAI, SRA, and Chandra Mast. This 2 hour event helped attendees to 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 unveiled how a "personal army of bots" can juggle your inbox, scrape federal bids, analyze market sentiment, and whip up full-fledged regression models while you sip your coffee.

Justin Gohn, MAI, SRA, founded Gohn & Company in 2006, a full-service appraisal firm providing



appraisal and consulting services for litigation support and bank lending purposes throughout the greater Philadelphia market. Based in Chadd Ford in the Philadelphia suburbs, Gohn serves as the 2025 president of the Philadelphia Metropolitan Chapter of the Appraisal Institute. A graduate of Temple University, he frequently presents both in-person and virtually across the country on the topic of artificial intelligence and its applications in real estate valuation.

Chandra Mast, CGA BCA, is a Certified General Appraiser in Pennsylvania, Maryland, and Virginia, and a Business Certified Appraiser. She specializes in using econometrics and trend analysis to assess various property types and going concerns, catering to a wide variety of client needs. Chandra is the current Secretary of the Pennsylvania State Board of Certified

Real Estate Appraisers. Her background is in real estate, data analysis, and equine studies. She also



works as an instructor for the Lancaster County Association of Realtors where she actively shares her expertise with fellow property professionals on the Commercial & Industrial Board.

## Fair Value, Market Value, Fair Market Value

On October 8, the chapter held the seminar Fair Value, Market Value, Fair Market Value on Zoom for 31 people. Chapter favorite Vince Dowling, MAI, SRA, instructed the well-received seminar.



The seminar relied heavily on examples and case studies to help participants understand the diverse ways terms are used and think through how to address the differences when confronting them in an assignment. It also intended to help understand different interpretations of key valuation concepts, so that appraisers can effectively report how they have been applied in a particular assignment.

## Stay Alert: Protect Yourself from Phishing Emails

Recently, an outside group attempted to send messages that mimicked an official Appraisal Institute dues notice. While our systems remain secure, we want to remind members to stay vigilant when reviewing emails that appear to come from the Appraisal Institute or any other organization. Here are a few best practices reinforced in a [Security Bulletin](#) in our Customer Service section to help you identify legitimate emails:

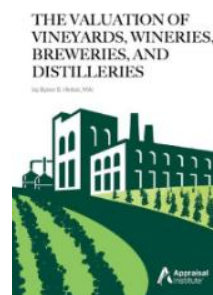
- Check the sender's address carefully. Official Appraisal Institute messages come from addresses ending in @appraisalinstitute.org. Be cautious of misspellings or look-alike domains.
- Hover before you click. Before clicking a link, hover over it to verify that it directs to an official Appraisal Institute domain or another trusted site.

- Avoid sharing personal or financial information by email. The Appraisal Institute will never ask for sensitive data such as passwords or credit card details via email.
- Watch for urgency or threats. Scammers often use phrases like "immediate action required" to pressure recipients into responding quickly.
- When in doubt, verify. If something feels off, contact the Appraisal Institute directly through our [Customer Service page](#). Do not reply to the suspicious email.

Your attentiveness helps protect both you and our professional community. Thank you for helping keep Appraisal Institute communications safe and secure.

## New Release

*The Valuation of Vineyards, Wineries, Breweries, and Distilleries* Author: Byron B. Hinton, MAI



With useful guidance on applying the cost, sales comparison, and income capitalization approaches—plus invaluable data sources to help you support your analyses—this book is as practical as it is comprehensive. The Valuation of Vineyards, Wineries, Breweries, and Distilleries provides clarity and depth to help you deliver

sophisticated valuations of these properties with confidence. [https://www.appraisalinstitute.org/mlp/the-valuation-of-vineyards-wineries-breweries-and-distilleries?utm\\_source=20251029\\_zd4155\\_vineyards-wineries-breweries-and-distilleries&utm\\_campaign=publications&utm\\_medium=email](https://www.appraisalinstitute.org/mlp/the-valuation-of-vineyards-wineries-breweries-and-distilleries?utm_source=20251029_zd4155_vineyards-wineries-breweries-and-distilleries&utm_campaign=publications&utm_medium=email)



## Inside the Annual Conference: What To Expect

The 2026 Appraisal Institute Annual Conference, set for April 14–15 in Nashville, features three distinct tracks — Residential, Commercial, and Business & Professional Development — giving attendees the flexibility to focus on technical learning, market insights, or career growth.

This article spotlights the Residential track, which combines essential policy updates with forward-looking sessions on business strategy, technology,



and leadership — giving appraisers the tools to elevate both their expertise and their enterprise.

But this year, the conference goes further. The new Business & Professional Development track marks a major evolution — helping appraisers strengthen the skills that drive long-term success: leadership, communication, marketing, and entrepreneurship. In “Leadership and Opportunity: Creating Change in the Profession and at the Appraisal Institute,” attendees will learn how to get involved in governance, education, and publishing — and how those experiences advance both careers and the profession. [Beyond Continuing Education: Building Professional and Business Growth](#)

Sessions such as “Lessons in Building Achievable, Repeatable Business Success” and “Working Smarter to Unlock Your Potential” guide appraisers through business planning, client management, and team building. Professional Coaching Sessions will offer a hands-on look at how small group coaching can elevate productivity and goal-setting.

Meanwhile, “Expanding Your Influence: Mastering LinkedIn, GenAI, and the New Find an Appraiser” and “Building Your Brand and Expanding Your Network the Right Way on Social Media” deliver strategies for visibility and digital outreach.

This focus on professional growth — rarely seen at this scale in appraisal education — helps attendees strengthen both the business and human sides of their work.

[Grounded in the Essentials: Staying Current in the Lending Space](#)

Residential appraisers still rely on a solid foundation of technical and regulatory knowledge, and the conference delivers exactly that. Sessions like “Need-to-Know Appraisal Updates from the GSEs” and “Responding with Confidence: ROVs and Repurchase Requests for Residential Appraisers” will cover the UAD/URAR redesign, GSE policy shifts, and lender expectations.

Complementary sessions such as “Coverage Crunch: Valuation Impacts of Insurance Availability and Costs” and “Housing Affordability & Market Volatility” connect market and environmental trends to valuation practice.

These sessions form the bedrock of the conference experience — ensuring attendees leave equipped to stay compliant, credible, and competitive.

[Expanding the Opportunity Set: Building Beyond the URAR](#)

The 2026 conference highlights new markets and client relationships that build business resilience.

“Beyond the 1004: New Appraisal Opportunities and Revenue Streams in Residential Appraisal” and “Beyond the Lender Scope: Private-Party, Tax Appeal, and Pre-Listing Valuations” explore diversification

opportunities such as estate, divorce, and litigation assignments.

“Efficacy in the Courtroom: Residential Case Studies on Effective Expert Witness Testimony” will demonstrate how to communicate valuation conclusions under pressure, while “What Appraisal Clients Want You to Know” offers direct insight from residential chief appraisers on emerging client priorities.

[Leveraging Innovation Responsibly](#)

Technology is reshaping the profession — and this year’s sessions help appraisers adapt with confidence.

In “AI and Tech on the Ground” and “GenAI in the Report: Meeting End-User Expectations with Clarity and Compliance,” experts show how data tools and generative AI are changing fieldwork and reporting.

Meanwhile, “Using GenAI Ethically” and “The Best of GenAI: Success Stories and Tips From AI on AI” focus on disclosure, compliance, and responsible innovation — helping appraisers embrace new tools while upholding professional standards.

[A Conference That Builds More Than CE Credit](#)

The Appraisal Institute Annual Conference remains the profession’s trusted source for education and CE credit — but in 2026, it also delivers something more: a holistic approach to professional success.

<https://www.appraisalinstitute.org/2026-annual-conference>



***On October 7-8, nearly 200 Appraisal Institute members gathered in San Diego, California for two days of skill building and networking to start Q4 strong. Events included the joint region meeting and Chapter Leadership Program. The joint regional meeting was also broadcasted on zoom, where dozens more participated from afar.***

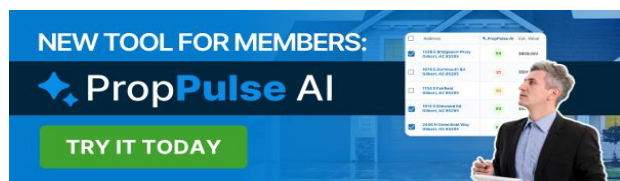


## Featured AI Benefits

Appraisal Institute Members can save up to 35% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number A922300. Complete your reservation and receive instant online and email confirmation of your travel plans.

<https://www.avis.com/en/association/A922300>

**AVIS**



Appraisal Institute members now have access to PropPulse AI through PropertyReach. This AI-powered tool predicts which properties are most likely to sell, helping you pinpoint potential clients, identify market trends and save hours of research time. Members receive an exclusive 40% discount on all PropertyReach plans. [Click here to learn more.](#)

## UPCOMING EDUCATION

For more info, visit [www.ai-snj.org](http://www.ai-snj.org)

### 2026-27 7-Hour National USPAP® Continuing Education Course

December 11, 2025 8:30AM - 4:00PM (EST)  
7 CE hours (30min lunch) Brian Flynn, MAI, AI-GRS  
<https://www.appraisalinstitute.org/education/search/2026-27-7-hour-national-uspap-continuing-education-course/525489>

USPAP NOTE: There is one MAJOR change in regards to the new USPAP course: All materials will need to be purchased by the student directly from the Appraisal Foundation. For years, our national office has supplied the student manual — that is no longer the case.

<https://appraisalfoundation.org/pages/store>

**IMPORTANT NOTE:** The 7 hour AQB mandated fair housing/bias seminar is on demand only (online). **CHECK STATE APPROVAL BEFORE SIGNING UP!** There are currently NO PLANS for national to develop an in-person class. If you still have a voucher for a free online seminar from paying your dues in full early in 2025, you can use that on the bias course. To use that voucher, you must register by 12/31/25, but you can take the course after that as long as you have registered for the course officially by year end.

If you have education suggestions, contact Lisa Weiss at [LisaMay.Weiss@appraisalinstitute.org](mailto:LisaMay.Weiss@appraisalinstitute.org)

## Interesting Articles

Aiming high: A gleaming new office tower is Camden's next big swing. — Officials are now quietly working to

get the project started. Dreams of a building a new 25-story, 500,000-square-foot office tower in Camden still hinge on addressing several complex issues, but officials are confident in the project's future, citing commitments from several key anchors in the city and the type of cooperation that has helped other large-scale investments in the city come to fruition.

<https://re-nj.com/aiming-high-a-gleaming-new-office-tower-is-camdens-next-big-swing-officials-are-now-quietly-working-to-get-the-project-started/>

### Mom-and-pop landlords still dominate the single-family rental market

According to BatchData's analysis, 89.6% of single-family rentals are owned by landlords who hold between 1 and 5 properties.

[https://www.resiclubanalytics.com/p/mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds?utm\\_source=www.resiclubanalytics.com&utm\\_medium=newletter&utm\\_campaign=mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds&\\_bhlid=5d1adf1f601efb1fed36df5535001654761b63c7](https://www.resiclubanalytics.com/p/mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds?utm_source=www.resiclubanalytics.com&utm_medium=newletter&utm_campaign=mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds&_bhlid=5d1adf1f601efb1fed36df5535001654761b63c7)

National is offering a special incentive to members who renew in full by January 6, 2026. Members who pay their renewal in full by this date will receive an exclusive discount on our new cutting-edge professional growth program on artificial intelligence, entitled [AI on AI](#). Refer to your renewal email for more information.

**SPECIAL OFFER**

## 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 listings! <https://appraisalinstitute.org/education/search>

Online Education: <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/appraise-r-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 [aiarf@appraisalinstitute.org](mailto:aiarf@appraisalinstitute.org) or call 312-335-4133.

### **Appraisal Institute Upcoming Events**

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](mailto:admissions@appraisalinstitute.org)  
**(312) 335-4111**

### **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>

### **2026 Capstone Program Schedule Now Available**

The General Demonstration Report—Capstone Program is an option that general Candidates may choose to complete their demonstration of knowledge requirement for the MAI designation. Learn more about the program, the required prerequisites, and [register here](#).

Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Classroom/Synchronous
Synchronous	January 15, 2026	January 16, 2026	February 6, 2026	March 3, 2026	March 23-29, 2026
Synchronous	April 2, 2026	April 3, 2026	April 24, 2026	May 19, 2026	June 8-14, 2026
Chicago, IL	June 4, 2026	June 5, 2026	June 26, 2026	July 21, 2026	August 10-16, 2026
Raleigh-Durham, NC	August 20, 2026	August 21, 2026	September 11, 2026	October 6, 2026	October 26-November 1, 2026
Synchronous	October 1, 2026	October 2, 2026	October 23, 2026	November 17, 2026	December 7-13, 2026



c/o Lisa Weiss, Executive Director  
43 Crescent Hollow Drive, Sewell, NJ 08080  
856-415-0281

[LisaMay.Weiss@appraisalinstitute.org](mailto:LisaMay.Weiss@appraisalinstitute.org)  
[southernnewjersey@appraisalinstitute.org](mailto:southernnewjersey@appraisalinstitute.org)  
[www.ai-snj.org](http://www.ai-snj.org)

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)**