

Southern New Jersey Chapter of the Appraisal Institute *Q1 March 2026 Newsletter*

President's Message

We are officially underway in 2026, and I would like to take this opportunity to introduce myself to those members that do not know me and say hello those that do. I have been active in various chapter leadership roles in both our Southern New Jersey Chapter as well as the Philadelphia Metropolitan Chapter over the past 20 years and am very excited to be leading our small but very mighty chapter into 2026! I started my appraisal career/journey in 2001 and have held the MAI designation since 2014. Over the past 25 years, I have seen the Appraisal Institute go through significant changes from leadership to educational to the exponential evolvement of technology – most notably the arrival of the “other” AI. One constant that continues to make the organization thrive are its members – that is you!

As we move through 2026, I implore our members to be active – which could include weighing in on a 45-day notice - to attending a local chapter social event - to probably the most impactful – choosing the Appraisal Institute for your appraisal educational needs. As of 1Q26, our Southern New Jersey Chapter has four education offerings scheduled for April - June and September offering BOTH a mixture of virtual and in-person classes. Plan ahead now to take advantage of the appraisal industry's most recognized educational offerings.

We have an incredible executive board in place for 2026 supported by our veteran executive director of over 20 years ready and excited to engage with our membership. As we move through this hopeful and exciting new year, please reach out with questions, suggestions, ways to get involved or simply to introduce yourself.

“Nobody can do everything, but everyone can do something” – Author Unknown

Let's do something together and continue to stand out as a leading example of how size does not limit an organization's ability to succeed.

~ Meghan Linaris, MAI, Chapter President
(shown at installation)



The Southern NJ Chapter held its annual Holiday Dinner and Installation of Officers/Directors on December 2nd. In the holiday spirit of giving, we collected money and gifts cards to distribute to clients at the Pitman Pantry – a local food bank that serves around 100 clients weekly. The gift cards were \$10-15 for stores such as WalMart, Target, Dunkin. Because of our members' generosity, we collected \$1,845 in donations as well as 49 gift cards. Shown, Appraisal Institute President Mike Mignongna, MAI, SRA, AI-GRS, with 2025 Chapter President Maria Nucci, SRA, AI-RRS. More photos from the event can be found later in this newsletter.

UPCOMING EDUCATION

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

SAVE THE DATE!

Tuesday, April 28 –
Assessor/Appraiser zoom
meeting w/3 hours of CE
***Registration to open
soon***

Featured Speakers:

Shannon Renninger, Economist,
Moody's Analytics
Judge Mala Sundar, P.J.T.C.



Business Practices and Ethics 6 CE hours

Wednesday, June 10, 2026 Zoom

Instructed by Woody Fincham, SRA, AI-RRS

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 how they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users.



<https://www.appraisalinstitute.org/education/search/business-practices-and-ethics/525946>

New Jersey Appraiser Law, Rules & Regulations

September 17, 2026 3:00 – 5:00pm

Developed and instructed by Joseph Palumbo, SRA

Riverwinds Community Center

1000 Riverwinds Drive,

West Deptford, NJ

Join us for Happy Hour at the Riverwinds Restaurant bar after the seminar — first drink is on us!

This course is required by NJ regulations every 2 yrs.

<https://www.appraisalinstitute.org/education/search/new-jersey-appraiser-law-rules-regulations-c-so-nj/526019>



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. Why This Course Matters More Than Ever

- Major Industry Shift – Fannie Mae and Freddie Mac are implementing significant structural and data field changes through the Uniform Appraisal Dataset (UAD) redesign. Understanding these updates is critical for appraisers.
- Stay Compliant & Competitive – Ensure your reports align with mortgage lending

requirements, helping you avoid costly errors and maintain a competitive edge.

- Real-World Application – Learn from expert instructors who will guide you through case studies, best practices, and proven strategies to enhance your appraisal accuracy and effectiveness.

Who Should Attend? This course is ideal for:

- Residential appraisers who complete mortgage lending assignments.
- Appraisers looking to stay ahead of industry changes and maintain compliance.
- Professionals new to residential appraisal who want a strong foundation in the new URAR.

What You'll Learn

- Decode the New URAR – Gain a clear understanding of every new field and structural change to adapt quickly and efficiently.
- Avoid Common Pitfalls – Learn how to sidestep reporting errors and enhance accuracy in your appraisals.
- Position Yourself for the Future – Discover how these changes will shape the appraisal industry and how you can leverage new opportunities in the evolving mortgage lending landscape.

This course has been designed for 7 hours of continuing education credits. Don't miss this opportunity to strengthen your expertise and secure your future in residential appraisal.

Appraiser's Guide to the New URAR

September 28, 2026

Mark V. Smeltzer, Sr., MAI, SRA, AI-GRS, AI-RRS

Hampton Inn & Suites Deptford

1253 Hurffville Road, Deptford, NJ 08096

<https://www.appraisalinstitute.org/education/search/appraisers-guide-to-new-urar/526045>

USPAP: 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>

If you have education suggestions, contact Lisa Weiss at LisaMay.Weiss@appraisalinstitute.org

Public Consultation Open: IVS Exposure Draft

Public comments are now being accepted on the International Valuation Standards (IVS) Exposure Draft, which proposes updates to the International Valuation Standards. The consultation is open until April 30, 2026, and feedback is invited from

appraisers and valuers, standards users, regulators, academics, professional bodies & other stakeholders with an interest in IVS. Responses will inform the next edition of IVS, scheduled for publication in January 2027. Comments can be submitted through the online consultation survey, with all responses considered as part of the standard-setting process.

<https://ivsc.org/consultations/ivs-exposure-draft-for-consultation-2026/>

Photos from Installation



Fannie Mae Announcement (SEL-2025-10) Accessory dwelling units and manufactured homes updates

Fannie Mae expanded their accessory dwelling unit (ADU) criteria to meet the growing demand for flexible and affordable housing solutions. Expanded eligibility updates to the [Selling Guide UAD 3.6 Policy Supplement](#) include:

- Multi-unit properties: Allows two- to three-unit properties to include ADUs, provided the number of dwelling units in the primary structure plus the ADUs does not exceed four.
- Multiple ADUs on single-unit properties: Extends eligibility to one-unit properties with up to three ADUs.

- One ADU for standard manufactured housing: Extends eligibility to single-unit manufactured homes (single- or multisection) as the primary dwelling with a single ADU classified as real property.
- Multiple ADUs for MH Advantage®: Extends eligibility to (single- or multi-section) MH Advantage as the primary dwelling, to include ADUs provided the number of dwelling units plus the ADUs (which must all be classified as real property) does not exceed four.

Properties with multiple ADUs must still be classified as either single-unit or 2-3-unit principal residences.

Manufactured Homes expanded eligibility reflects a significant step toward expanding financing access and modernizing appraisal standards for diverse manufactured housing configurations.

The revisions include:

- Single- and Multi-section: Updated definitions
- Manufactured Home: Extends eligibility to two- to four-unit properties.
- Multi-story Manufactured Homes: Extends eligibility to multi-story manufactured homes.

Effective: These changes are effective 3/31/26, and are only available to lenders utilizing UAD 3.6 policy.

WIN Conference



NCAI is excited to host its first-ever WIN Conference on Thursday, March 12th at the Canopy Realtors Building in Charlotte, NC. This full-day event will bring together real estate professionals for engaging sessions and networking opportunities across all sectors, including development, brokerage, appraisal & investment. Attendees will hear from a dynamic lineup of expert speakers addressing current real estate trends, the impact of artificial intelligence on the industry & ways real estate shapes communities & world around us.

<https://www.appraisalinstitute.org/education/search/2026-win-conference-c-nc/526036>

From the NJ State Bd Site

The Div. of Consumer Affairs is issuing an immediate warning to all licensed professionals. A dangerous new scam is actively targeting licensees and applicants, attempting to trick individuals into downloading malicious software. The scam falsely instructs email recipients to download a “new license software.” Clicking on the link in the email and following the instructions may result in the automatic download of malicious software onto your device. The Division does not utilize or require any new software downloads for license renewal or application process. We strongly encourage you to report the email to [DCA here](#) or 973-

504-6200. You may also report the email to the Div. of Criminal Justice at dcjtipline@njdcj.org, or to the Federal Trade Commission at ReportFraud.ftc.gov.

AI Conference – April 14-15

Join us as we return to the stage after a brief hiatus, bringing together valuation professionals in the vibrant and musically enriched city of Nashville. This year's conference theme celebrates harmony, innovation, and revitalized connections within the appraisal community. Learn through hands-on demos of today's most relevant valuation tools and technology, network with hundreds of appraisers from across the country, gain insights from industry leaders shaping the future of appraisal, participate in interactive sessions, quizzes, and competitions, explore business strategies to strengthen your practice, and earn CE credit while advancing your expertise.

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



Why “Diversifying Your Clients” Feels Riskier Than It Should

From the Appraisal Institute

Most residential appraisers understand, at least intellectually, that relying on a narrow set of clients isn't ideal, even if it appears to provide steady revenue. They've heard it before: “Don't put all your eggs in one basket.”

And yet, many appraisers don't act on it. Not because they disagree — but because diversification, as it's usually discussed, feels risky. The unspoken concern sounds something like this: “I can't afford to disrupt what's currently paying the bills.”

That concern is reasonable. Appraisal businesses are rarely consistent. So appraisers do what professionals are wired to do: they protect what works.

The problem is that protection can quietly turn into dependence.

Stability Isn't the Same as Safety

A steady stream of lender work can feel stable, but stability isn't the same as resilience. Resilience comes from having options. Many residential appraisers discover that their income was never as secure as it felt. Changes such as a shift in loan volume or a policy change can expose just how concentrated their business really is. When that happens, the conversation about “finding new clients” becomes reactive instead of strategic.

The Mistake Most Professionals Make

When diversification is discussed, it's usually framed as replacement:

- Replace lender work with attorney work.
- Replace volume with higher-fee assignments.
- Replace old clients with new ones.

That framing creates fear because it suggests you must give something up before you try something new. But there is a better way to think about growth — one that aligns much more closely with how professionals manage risk.

Protect First. Expand Second.

A smarter approach starts by protecting existing income, not challenging it. Ask yourself: “What part of my business must remain untouched while I explore?” This is where the concept of ring-fencing income becomes powerful. Ring-fencing means drawing a clear boundary around the revenue that keeps your business stable—and refusing to put it at risk while you test new opportunities.

What Ring-Fencing Looks Like in Practice

Ring-fencing might mean:

- Keeping your most reliable clients fully intact.
- Allocating a small portion of your capacity to exploring new client types.
- Testing conversations with attorneys, investors, or other non-lender users without depending on them for immediate income.

You are not risking the business, you are running controlled experiments.

A Simple Framework for Exploring a New Channel

Here is a practical way to begin without disrupting your core business:

- Identify your primary revenue channel and commit to not changing anything about it for at least six months.
- Perform a brief self-audit, including your current skills, experience, and interests, and choose one new market to explore.
- Select a target group, such as real estate investors.
- Define how their needs differ from lender clients.
- Monitor local trends and activity within that group.
- Meet prospects intentionally — for example, by attending local real estate auctions—and prepare a short, targeted elevator pitch that speaks directly to their needs.

It is important to recognize that advisory or consultative assignments often require different skills than standardized appraisals. Exploring new client channels may involve strengthening fundamentals beyond form-based reporting, such as cost analysis, highest and best use, and feasibility concepts.

Appraisers often begin building that capacity through:

- Targeted education, such as national Appraisal Institute courses focused on the

cost approach, highest and best use analysis, and broader valuation fundamentals.

- Local chapter involvement, which can provide insight into market trends, emerging property uses, and how non-lender clients think about value.
- Peer collaboration, offering exposure to different workflows and expectations outside traditional assignments.

This approach allows you to learn, adjust, and build credibility while your existing business continues to pay the bills.

The Real Opportunity

Diversifying your client base is about reducing dependence so that no single client, policy shift, or market cycle can dictate your income. When appraisers approach expansion strategically — protecting what they have while testing what's possible — they discover that growth doesn't have to feel dangerous. It can feel methodical, controlled, and ultimately empowering.

Help Keep Momentum Going: Support AI PAC Today!

The AI PAC Chapter Challenge is a friendly nationwide competition designed to bring Appraisal Institute Chapters, Regions, and members together in support of the Appraisal Institute Political Action Committee ("AI PAC"). Our goal is to raise \$125,000 for AI PAC, and the challenge will have two ways to win.

- Total Dollars Raised
- Participation Rate (% of members contributing)

The Challenge run until March 15th, and leaderboards will be updated every two weeks, with recognition for top chapters in AppraisalNow! The winning chapters and regions will be honored at the Annual Conference in Nashville in April 2026! Get your chapter in the game, make your contribution today! Let's show the strength of every member, every chapter, every region. <https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=cscdonationslist>

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>



Publications As many professional organizations continue to move their publications to digital-only formats, we remain keenly aware that our print publications are a highly valued touchpoint for members. Print continues to play an important role in how we deliver depth, credibility, and lasting value. At the same time, we're adapting to a modern communications landscape — aligning the right formats with the right purposes so we can remain strong, relevant, and enduring as an organization. What's changing:

- In 2026, *Valuation* magazine will move to a semiannual print schedule (spring and fall issues). Print remains our space for depth, reflection, and enduring value.
- We are launching an AI Blog to become a space for speed, responsiveness, and ongoing conversation.

This shift is part of a broader effort to steward our resources responsibly while continuing to invest in mission-critical member benefits and communications for the long term. This change is not a step back from keeping you informed, connected, or supported. Please note that *The Appraisal Journal* will continue to be published in print on a quarterly schedule, returning to a consistent cadence. This evolution reflects our commitment to balancing tradition with innovation — preserving what members value most while positioning our publications and the Appraisal Institute to remain sustainable and impactful for years to come.

Q1 Board Meeting Recap Slides Catch up on the key takeaways from the Q1 Board of Directors meeting by reviewing the slide deck from the February 10 recap session. This quick read highlights the Board's most important discussions and actions and offers valuable insight into priorities shaping the year ahead. Members are encouraged to take a look. https://www.appraisalinstitute.org/getmedia/77d30838-342a-4565-bddd-65e564e00d47/highlights_1q_2026_bod.pdf?utm_source=ainewsletter_appraisal_now_20260217&utm_campaign=ainewsletter&utm_medium=email

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 ai erf@appraisalinstitute.org or call 312-335-4133.

Appraisal Institute Upcoming Events

February 4-6	AI Board of Directors Q1 meeting
April 13	Joint Regional Meeting, Nashville
April 14-15	Annual Conference, Nashville
April 16-17	AI Board of Directors Q2 meeting
May 20-21	Legislative Day, Washington DC
May 20-22	LDAC, Washington, DC
August 13-14	AI Board of Directors Q3 meeting
October 22-23	Chapter Leadership Program
Nov. 12-13	AI Board of Directors Q4 mtg

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

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>

Featured AI Benefit

Appraisal Institute Find an Appraiser

Our comprehensive real property valuation professional's database lists all practicing AI members from all over the world. It has become an indispensable resource to those seeking real property valuation services, as well as a source of business for AI members themselves. Update your member profile in your portal and make sure it's accurate.



c/o Lisa Weiss, Executive Director
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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.

2026 OFFICERS AND DIRECTORS

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