



Southern
New Jersey Chapter

Bankers, Builders, and
Investors in Construction

Wednesday, October 7, 2026 9:00 am - 12:00 pm ZOOM 3 CE Hours

Developed and presented by Lamar Ellis, III, MAI, SRA

Registration: \$75 members/ \$90 non-members

<https://www.appraisalinstitute.org/education/search/bankers-builders-and-investors-in-construction-c-so-nj/526244>

“Bankers, Builders, and Investors in Construction” is a dynamic, case study that examines the construction process through the distinct yet interconnected perspectives of financing, execution, and investment.

Built around a comprehensive 11-month residential construction project, this course utilizes actual construction draw sheets, detailed cost breakdowns, and both aerial and ground-level documentation to provide a step-by-step analysis of the construction lifecycle. The Case Study begins from initial budgeting and loan structuring to final completion and disbursement.

Participants will gain practical insight into how construction funds are allocated and controlled, how progress is verified through inspections and draw requests, and how each stage of construction influences overall cost, risk & value. The course further delivers a detailed, real-time analysis of the construction process, equipping participants with the ability to identify construction components, recognize finished products, and evaluate completion at each stage of development. Bridging the gap between theory & real-world application, this equips attendees with the tools to interpret construction budgets and draw schedules, identify potential red flags, and better understand the financial & operational dynamics that shape residential development.

This course is designed for real estate appraisers, construction loan professionals, builders, investors, and other industry participants seeking a deeper, practical understanding of construction finance, project execution, and inspection methodology. At the completion of this course, participants will:

- Develop a comprehensive understanding of the construction process from multiple stakeholder perspectives.
- Learn how Cost schedules function in real-world applications.
- Understand how to analyze and interpret construction draw sheets and builders cost breakdowns and how they are related.
- Identify the relationship between the construction progress and cost allocation.
- Gain insight into the risk management considerations of bankers, builders, and investors.
- Apply practical knowledge to improve decision-making in construction-related assignments.

Lamar Ellis, MAI, SRA, has been appraising residential and commercial real estate for over 30 years, having begun his career as a staff appraiser and construction loan inspector for a local Atlanta Savings and Loan Bank in 1989. In 1992, he began working as an independent fee appraiser for local Atlanta Banks. From 1999 – 2000, Lamar led a construction lending department in Henry County, Georgia for Main Street Bank. He is an active member of the Atlanta Chapter of the Appraisal Institute. In 2010, Lamar earned the certification of SRA; in 2011, he became an approved instructor; and in 2014, Lamar earned the MAI designation. In 2014 began to develop courses focusing on Drone Technology and Its Impact on the Appraisal Profession. He has presented in 41 States and internationally on the benefits of aerial inspections for real estate.

Three CE credits pending with the NJ State board (reciprocal credits in PA.) Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows.

This seminar is on Zoom! Students must have computer, webcam & microphone capability to participate & receive CE credit. The platform will be interactive & live. The instructors must be able to physically see & interact with all students; students must be able see & interact w/ instructor. You'll receive a separate email from the chapter with log-in/access information. You do not need a paid account from ZOOM to participate. If you are using your Ipad/Iphone/smartphone download the ZOOM app prior to offering. Check your webcam privacy settings on your computer.

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

Questions? Need help enrolling? Email: lisamay.weiss@appraisalinstitute.org Call: 856.415.0281