

Southern New Jersey Chapter of the Appraisal Institute



2008 Licensed Residential Appraiser Classes

Rowan University, Science Building, Room 126, Glassboro, NJ

Find complete course descriptions at www.ai-snj.org

Basic Appraisal Principles NEEDED FOR TRAINEE PERMIT

If you are considering a career in professional valuation services, your journey should begin with *Basic Appraisal Principles*. The course will provide a solid foundation in basic appraisal principles no matter what appraisal specialty you pursue.

Dates: Feb. 23, March 1, 8, 15 (Test 3/15) **Classroom Hours:** 30 (inc. 2-hour exam) **Prerequisites:** None

Recommended Texts: *The Appraisal of Real Estate, 12th Edition* *The Dictionary of Real Estate Appraisal, 4th Edition*

Instructors: Val Pasquarella, Jr., SRA, and Ed Molinari, SRA

Basic Appraisal Procedures NEEDED FOR TRAINEE PERMIT

In this course, you will apply the principles and concepts you learned in *Basic Appraisal Principles*.

Dates: April 5, 12, 19, 26 (Test 4/26) **Classroom Hours:** 30 (inc. 2-hour exam)

Prerequisites: *Basic Appraisal Principles* or equivalent **Instructors:** Val Pasquarella, Jr., SRA, & Ed Molinari, SRA

Recommended Texts: *The Appraisal of Real Estate, 12th Edition* *The Dictionary of Real Estate Appraisal, 4th Edition*

Residential Market Analysis and Highest & Best Use NEEDED FOR LICENSE

This course provides a fresh look at the relationship between market analysis and highest and best use. Discover where to find the information you need to make a highest and best use decision and how to interpret the information you find.

Dates: May 3 & 10 (Test 5/10) **Classroom Hours:** 15 (inc. 1-hour exam)

Prerequisites: *Basic Appraisal Principles*, *Basic Appraisal Procedures* or equivalents

Recommended Texts: *The Appraisal of Real Estate, 12th Edition*; *The Dictionary of Real Estate Appraisal, 4th Edition*
Appraising Residential Properties, 3rd Edition **Instructor:** Ed Molinari, SRA

Nat'l Uniform Standards of Professional Appraisal Practice: USPAP NEEDED FOR TRAINEE PERMIT

The course is designed to comply with USPAP requirements for state certified appraisers and it highlights the role of the appraiser and the implied impartiality often associated with this role. Participants will learn how requirements of the *Uniform Standards of Professional Appraisal Practice* affect their appraisal businesses.

Dates: May 31 & June 7 (Test 6/7) **Classroom Hours:** 14 (15 with exam) **Instructor:** Val Pasquarella, Jr., SRA

Residential Report Writing and Case Studies NEEDED FOR LICENSE

This course engages appraisers in practical writing exercises necessary to produce convincing appraisal reports in daily practice. Course objectives are achieved through the discussion and application of residential valuation procedures, grammar rules and writing techniques, and specific writing assignments based on a residential case study.

Dates: June 12 & 13 (Test 6/13) **Classroom Hours:** 15 (inc. 1-hour exam)

Prerequisites: Check on-line to verify prerequisites

Recommended Texts: *The Appraisal of Real Estate, 12th ed.*, *The Appraisal Writing Handbook*, *Appraising Residential Properties, 3rd ed.* Using Residential Appraisal Report Forms: URAR 2005 (Form 1004) and Exterior Inspection (Form 2055) **Instructor:** Ed Molinari, SRA

Residential Site Valuation and Cost Approach NEEDED FOR LICENSE

Designed for participants with introductory experience and understanding of fundamental concepts of appraising, it focuses on the valuation of vacant land parcels and the development of the cost approach.

Dates: July 10 & 11 (Test 7/11) **Classroom Hours:** 15 (inc. 1-hour exam) **Instructor:** Ed Molinari, SRA

Prerequisites: Check on-line to verify prerequisites

Recommended Texts: *The Appraisal of Real Estate, 12th ed.*, *The Dictionary of Real Estate Appraisal, 4th ed.*

Real Estate Finance, Statistics & Valuation Modeling NEEDED FOR CERTIFIED LICENSE

This two-day course provides an introduction to statistics, real estate finance, and modeling with applications to residential and commercial real estate appraisal.

Dates: July 17 & 18 (Test 7/18) **Classroom Hours:** 15 (inc. 1-hour exam) **Instructor:** Mark Smeltzer, SRA

Prerequisites: *Basic Appraisal Principles*, *Basic Appraisal Procedures*; HP12C calculator needed

Recommended Texts: *The Appraisal of Real Estate, 12th Edition*; *Guide to Appraisal Valuation Modeling*
Practical Applications in Appraisal Valuation Modeling

Residential Sales Comparison and Income Approach NEEDED FOR LICENSE

Through two in-depth case studies, this introductory course provides you with the techniques necessary for completing the sales comparison and income capitalization approaches of the valuation process. You will develop and apply qualitative and quantitative analysis techniques as well as organize and reconcile data.

Dates: Aug. 7, 8, 14, 15 (Test 8/15) **Classroom Hours:** 30 (inc. 2-hour exam) **Instructor:** Ed Molinari, SRA

Prerequisites: *Basic Appraisal Principles*, *Basic Appraisal Procedures* and *15-Hour USPAP* or equivalents

Recommended Texts: *The Appraisal of Real Estate, 12th Edition*;
The Dictionary of Real Estate Appraisal, 4th Edition; *Appraising Residential Properties*

We enforce attendance requirements mandated by state regulatory agencies. If you do not attend 100% of a course, you will receive notice with your exam results stating you have not met attendance requirement. You must sit for exam on exam day.

For some courses, you must have a HP12C calculator. You must be familiar with calculator operation when the course begins. Answers to problems in course material are shown using the HP12C. Do not come to class expecting to be taught how to use a financial calculator. For help using the calculator, visit the [free](http://www.appraisalinstitute.org) review online at www.appraisalinstitute.org.

REGISTER ON-LINE: www.appraisalinstitute.org/education/southernNewJersey

Saturday Classes: Registration begin at 8:00 a.m. Classes begin at 8:30 a.m.

Thurs./Friday Classes: Registration begin at 8:30 a.m. Classes begin at 9 a.m.

(All classes generally finish by 5 pm – Lunch is not included.)

Full Name: _____

Address: _____

Telephone: _____ Fax: _____

Email: _____ AI Chapter: _____

Tuition:	Member	Non-Member
Basic Appraisal Principles**	\$325	\$410
Basic Appraisal Procedures**	\$325	\$410
Residential Market ...	\$245	\$325
USPAP 410**	\$260	\$345
Residential Report Writing & Case Studies	\$245	\$325
Residential Site Valuation & Cost Approach	\$245	\$325
RE Finance, Stats & Valuation Modeling	\$245	\$325
Residential Sales Comparison & Income Approach	\$375	\$435

Deduct \$100 if enrolling in all 3 courses for Trainee Package (noted above with**)

\$810 member \$1065 non-member

Deduct \$200 if enrolling in all 8 courses \$2065 member \$2700 non-member

Must pay for all courses at the same time to receive discounted price!

Books:	Member	Non-Member
The Appraisal of Real Estate, 12 th Edition	\$60	\$75
The Dictionary of Real Estate Appraisal, 4 th Edition	\$70	\$85
Appraising Residential Properties, 4 th Edition	\$60	\$75
Guide to Appraisal Valuation Modeling	\$25	\$35
Practical Applications in Appraisal Valuation Modeling	\$40	\$50
Appraisal Writing Handbook	\$20	\$30
Using Residential Appraisal Report Forms	\$30	\$40

Textbooks are not included in the tuition costs, but may be purchased at this time and picked up the first day of class. Please include textbook payment with tuition. Please note that specific books are recommended (not mandatory) for each class; only order what you need for your interests/course work.

- To pay with credit card, register on-line: www.appraisalinstitute.org/education/southernNewJersey
- Make check Payable to the Southern NJ Chapter of the Appraisal Institute

Complete this form and mail it with your payment to:

The Southern NJ Chapter of the Appraisal Institute, c/o Lisa Weiss, Executive Director
43 Crescent Hollow Drive, Sewell, NJ 08080

Email Lisa at Lisamayweiss@hotmail.com, fax at 856.415.1952 or call 856.415.0281

Registration must be received 14 days prior to course. (Please email Lisa Weiss for availability after.) Cancellations must be received in writing 14 days prior for any refund. The Chapter reserves the right to cancel or reschedule the course. If you have a disability and may require some accommodations, please advise us in this registration & we'll arrange reasonable accommodations. Chapter information is available on our website: www.ai-snj.org. Membership is available through www.appraisalinstitute.org.

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