

## **PROFESSIONAL QUALIFICATIONS OF EDWARD T. MOLINARI, SRA, AI-RRS**

*\* Effective March 27, 2022 Edward T. Molinari will be deployed to Germany as an appraiser for the U.S. Army Corps of Engineers Europe District. He will not be available for appraisal assignments in the U.S.. During his absence Justin Molinari and Jessica Klaunder will continue providing the services of Molinari & Associates, P.C.*

Edward T. Molinari is a lifelong resident of Southern New Jersey and since 1986 he has appraised numerous properties in the state. In 1991 he received the SRA designation from the Appraisal Institute which recognizes his expertise in appraising residential properties. In 2018 he received the AI-RRS designation which recognizes his expertise in reviewing residential appraisal reports. In 2004 he became certified as an Instructor for the Appraisal Institute and in 2018 he was the recipient of the George Olasin Award which recognized his years of dedicated service and high standards of ethics and professionalism in his appraisal practice. As an instructor he teaches appraisal courses and seminars in the classroom and on-line. He has also assisted with the development and review of courses and seminars and he has been a guest speaker and panelist for several different organizations. He has appeared as an expert and testified before the US District Court, the Superior Court of New Jersey, the Tax Court of New Jersey, various condemnation hearings, county boards of taxation, and zoning boards. He has extensive experience in land valuation, easement valuation and litigation support. Mr. Molinari has provided his appraisal and consulting service to various clients including: municipalities, counties, state and federal government agencies, non-profit organizations, financial and lending institutions, accountants, title insurance companies, school boards, private businesses, property owners, attorneys, and courts. In 2018 Mr. Molinari became employed with the US Army Corps of Engineers, New York District, as an appraiser. He remains with Molinari & Associates, as an in-house consultant and reviewer for select assignments.

### **EDUCATIONAL BACKGROUND:**

BA Economics, Rowan University, Glassboro, NJ

The New Jersey Board of Real Estate Appraisers requires 28 hours of continuing education credit within a 2 year period. Designated members of the Appraisal Institute must attend additional hours of continuing education. Edward T. Molinari has completed and exceeded the continuing education requirements for the Appraisal Institute and the New Jersey Board of Real Estate Appraisers.

### **MEMBERSHIPS, LICENSES, PROFESSIONAL, AND SERVICE AFFILIATIONS:**

New Jersey Certified General Appraiser #42RG 00015300

SRA Member: Appraisal Institute

AI-RRS Member: Appraisal Institute

Certified Distance Education Instructor™

Instructor: Appraisal Institute

Past President: Southern New Jersey Chapter of the Appraisal Institute - 2002, 2015, 2016

Past Officer and Director: Southern New Jersey Chapter of the Appraisal Institute

Past Region VI Education Liaison: Appraisal Institute

Past Member: Appraisal Institute National Education Committee (2 four year terms), National Nominating Committee, National Continuing Education Committee, and Regional Ethics & Counseling Panel

2018 recipient of the George Olasin Award

Past Memberships: Rotary International, Paul Harris Fellow, Past President Woodbury Rotary Club, Greater Woodbury Chamber of Commerce, Diocese of Camden Real Estate Advisory Committee.

### **TYPES OF PROPERTY APPRAISED:**

Single and multi-family residential, condominium, vacant land, farmland, office, retail, and various special use properties including: equestrian and dairy farms, orchards & vineyards, cranberry bogs, industrial warehouses and manufacturing facilities, restaurants, diners, recreational facilities, marinas, schools, residential subdivisions, meeting halls, bowling facilities, hotels, churches, apartment complexes, convenience stores, and automotive sales and service facilities, contaminated properties, military buildings, landfills, ground leases, life estates, partial interests, and various types of easements.

### **ASSIGNMENTS INCLUDE:**

Market value, prospective value, retrospective value, liquidation value, replacement value, tax appeals, market rent studies, eminent domain, bankruptcy, divorce proceedings, employee relocation, estate settlement, easement valuation, loss of value studies, appraisal reviews, real estate valuation consultations, and litigation support.

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## **APPROVED INSTRUCTOR (Appraisal Institute Courses or Seminars):**

Basic Appraisal Principles  
Basic Appraisal Procedures  
Basic Appraisal/Valuation Principles - International  
Basic Appraisal/Valuation Procedures - International  
Residential Market Analysis and Highest & Best Use  
Residential Site Valuation and Cost Approach  
Residential Sales Comparison and Income Approaches  
Litigation Assignments for Residential Appraisers: Doing Expert Work in Atypical Cases  
Appraisal of Manufactured Homes Featuring Next-Generation Homes  
The Cost Approach: Unnecessary or Vital to a Healthy Practice?  
Supporting Adjustments: The Nexus Between the Cost, Sales, and Income Approaches  
Rapid Response: Market Analysis in Volatile Markets  
Business Practices and Ethics  
Supervisory Appraiser/Trainee Appraiser  
Valuation of Conservation Easements  
Uniform Appraisal Standards for Federal Land Acquisitions  
*\*also served as a reviewer and developer for several courses and seminars*

## **APPRAISAL COURSES COMPLETED (Appraisal Institute Courses with exams):**

Introduction to Appraising Real Property - 60 hours  
Applied Residential Property Valuation - 39 hours  
Principles of Income Property Appraising - 60 hours  
Uniform Standards of Professional Practice (USPAP) - 15 hours  
Business Practices and Ethics – 7 hours (every 5-year cycle)  
Uniform Appraisal Standards for Federal Land Acquisitions – 15 hours  
International Valuation Standards Overview – 7 hours  
Appraisal Curriculum Overview – 15 hours  
Review Theory – Residential – 17 hours  
Review Case Studies – Residential – 15 hours  
Real Estate Finance, Statistics and Valuation Modeling – 14 hours  
Fundamentals of Separating Real Property, Personal Property,  
and Intangible Business Assets – 14 hours  
Appraisal of Manufactured Homes Featuring Next-Generation Homes – 8.5 hours  
Condemnation Appraising: Basic Principles and Applications – 15 hours  
Condemnation Appraising: Advanced Topics and Applications – 15 hours

## **PROFESSIONAL DEVELOPMENT PROGRAMS COMPLETED**

### **(Appraisal Institute intensive courses of specialized topics with exams):**

1. Valuation of Conservation Easements Professional Development Program
2. Litigation Professional Development Program - includes the following three courses (54 hours): Litigation Appraising: Specialized Topics and Applications; The Appraiser as an Expert Witness; and, Condemnation Appraising: Principles & Applications.

## **CONTINUING EDUCATION SEMINARS ATTENDED: (3 to 7 hours each unless noted)**

State Agriculture Development Committee Appraisal Conference: annually since 1995  
Appraisal Reporting of Complex Residential Properties  
The New Uniform Residential Appraisal Report  
Rates, Ratios & Reasonableness  
Chapter 123: Methodology & Application  
Legal Elements of the Tax Appeal  
Environmental Considerations  
Current Issues in Eminent Domain Appraising  
New Jersey Highway Access Management Code

*continued...*

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### **CONTINUING EDUCATION SEMINARS ATTENDED: continued**

Mock Trial  
Residential Property Construction and Inspection  
60th Annual Princeton Conference  
Highest and Best Use Applications  
Litigation Skills for the Appraiser  
Appraising High Value and Historic Homes Internet Search Strategies for Real Estate Appraising  
Valuation of Detrimental Conditions in Real Estate  
Eminent Domain and Condemnation  
Supporting Sales Comparison Grid Adjustments for Residential Properties  
Appraisal of Non-Conforming Uses  
Residential Finance  
Real Estate Investment Taxation  
Land Appraisal – Dept. of Agriculture  
Econometric Solutions for Real Estate Valuation  
The Appraiser's Role in the Legal System  
Appraisal Institute 2002 National Conference  
Effective Appraisal Writing  
Eminent Domain (CLE International – 15 hours)  
Green Acres Appraisal Conference 2004  
Instructor Leadership & Development Conference 2004 for AI Instructors (16 hours)  
Woodland Management  
Attacking & Defending an Appraisal in Litigation  
Re-appraising, Re-addressing, Re-assigning Appraisal Reports  
The Professional's Guide to the URAR  
Appraisal Consulting  
Advanced Training & Development Conference 2005 for AI Instructors (15 hours)  
Instructor Leadership & Development Conference 2006 for AI Instructors (12 hours)  
Uniform Appraisal Standards for Federal Land Acquisitions (16 hours)  
Residential Design and Functional Utility (online)  
Real Estate Appraisal Operations (online)  
Cost Approach to Residential Appraisal (online)  
A Professional's Guide to Conservation Easements  
Online Relocation Appraisal Training Program  
Introduction to FHA Appraising  
Evaluating Residential Construction  
Evaluating Commercial Construction  
Online Relocation Appraisal Training Program 2010  
Green Acres Appraiser Seminar 2011  
Marketability Analysis  
Income Capitalization in Today's Market  
Appraising the Appraisal: Appraisal Review  
Subdivision Valuation  
Golf Course Property Valuation  
Insurance Replacement Valuation  
Complex Litigation Case Studies  
Hot Topics in Appraising Today  
Unraveling the Mystery of Fannie Mae  
Contract Rent or Effective Rent  
Appraisal Institute 2015 National Conference  
21<sup>st</sup> Annual September Symposium  
Appraisal Institute 2016 National Conference  
Valuation Resources for Solar PV Systems  
The Discounted Cash Flow Model: Concepts, Issues, and Applications  
NJ Appraiser Law and Regulations (every cycle)  
USPAP Update (every cycle)