

Professional Credentials
of
KENNETH J. JONES

AREAS OF EXPERTISE:

Real estate broker, appraiser, mortgage broker, mortgage analyst, and professional educator regarding residential and commercial real estate, business operations, and heavy machinery & equipment.

Specialization in litigation issues, including eminent domain, real property tax appeal, environmental damages, property rights, and professional competency.

Clients include local businesses, major national and international banks and major national and international corporations. Assignments have been complete throughout the United States, Canada, Central America, and Europe.

PROPERTY TYPES:

Vacant Land: Highest and best use/feasibility analyses for various residential, commercial, industrial, and special use development and redevelopment; proposed and actual subdivision and land development.

Residential: Residential and commercial subdivisions, condominium complexes and conversions, multi-family apartment buildings & complexes.

Commercial: Regional retail malls, strip centers, office buildings, corporate headquarters, mixed uses, fast food & full-service restaurants, banquet facilities, banks, auto dealerships, gas stations, auto repair facilities, car washes, etc.

Industrial: Warehouses, distribution centers, manufacturing facilities, flex buildings, research labs, chemical and food processing facilities, refineries.

Other Uses: Mines, quarries, golf courses, country clubs, hotels, motels, schools, self-storage facilities, marinas, reservoirs, tidal lands, landfills, nursing homes, etc.

**PROFESSIONAL LICENSES,
AFFILIATIONS &
DESIGNATIONS:**

Licensed	Real Estate Salesman NJ (1971)
Licensed	Real Estate Broker NJ (1977) NY (1982) AZ (2001)
Instructor	Real Estate Sales & Broker Pre-Licensing NJ (1983) AZ (2001)
Instructor	Real Estate Appraiser Pre-Licensing NJ (1992)
Instructor	Real Estate Continuing Education (1993) GA, ID, MA, MD, ME, NC, NH, NJ, OR, PA, SC, TX, VA, VT
CTA	Certified Tax Assessor NJ (1986)
ASA	Accredited Senior Appraiser, American Society of Appraiser Real Property (1990) Tech Specialties Mines & Quarries (1991)
IFAS	Sr Appraiser, Nat'l Ass'n of Independent Fee Appraisers (2010)
SCGREA	State Certified General Real Estate Appraiser NJ (1992)
SFR	Short-Sale Foreclosure Resource Nat'l Ass'n of REALTORS® (2009)
SRES	Seniors Real Estate Specialist Nat'l Ass'n of REALTORS® (2018)
Appointee	Condemnation Commissions - Superior Court of New Jersey
Appointee	Expert to the Court - Superior Court of New Jersey
Appointee	Acting Sr Review Appraiser GS-14 Resolution Trust Corp 1991
President	Southern NJ Chapter - American Society of Appraisers 1995-96
Founder	Kenneth J. Jones, Inc. Real Estate Brokerage 1978-Present
Founder	Institute of Real Estate Technologies - 1991-Present
Founder	Liberty Assessment Consultants - 1988-1992

EXPERT WITNESS:

United States Bankruptcy Court
Superior Court of Connecticut
Superior Court of New Jersey
Tax Court of New Jersey

AWARDS:

Million Dollar Sales Award - National Ass'n of REALTORS®
Million Dollar Sales Award - New Jersey Ass'n of REALTORS®
Million Dollar Sales Award - Middlesex County Ass'n of REALTORS®
Best Classified Advertising in New Jersey - New Jersey Press Ass'n (1979, 1980, 1981)

COURSES & SEMINARS

CREATED:

Real Estate Brokerage

Real Estate Sales License Preparation
Real Estate Broker License Preparation
The Ultimate Basic Training
Fundamentals of Commercial Real Estate
The Basics of Commercial Real Estate Brokerage
Understanding Investment Real Estate
The Basics of Real Estate Investing
The 1031 Tax Deferred Exchange
Understanding Cash-Flow Analysis
Exclusive Buyer Agency
The Continuous Close Technique
Common Objections and How to Overcome Them
Developing a Multi-Synchronous Marketing Program
How to Create a Successful Podcast
How to Develop a Continual Lead Flow
How to List 100 Homes a Year

Valuation

Fundamentals of Real Estate Appraising
Appraising 1-4 Family Residential Dwellings
Valuation of Income Producing Properties
Advanced Sales Comparison Analysis
Subdivision Analysis and Valuation
Litigation Valuation and Expert Testimony
Marina Valuation
Appraisal Review and Reporting
Fundamentals of Appraising a Quarry
Golf Course Analysis and Valuation
Let's Get Real About the Cost Approach
What's the Value of the Land?
Condemnation Valuation & Report Writing
Understanding Highest and Best Use
Narrative Report Writing
Income Property Analysis and Valuation
How Many Valuation Methods are Enough?
The Expert Witness

BOOKS:

The Basics of Real Estate Investing
Commercial Real Estate Basics
Terminology of Commercial Real Estate