

# Kenneth J. Jones

Licensed Real Estate Broker  
State Certified General Real Estate Appraiser

## PROFESSIONAL OVERVIEW:

### CAREER HIGHLIGHTS:

1971 - Licensed real estate salesman (NJ) with diversified experience in listing, sales and leasing of residential and commercial real estate, as well as the sale of various types of businesses.

1978 - Founded Kenneth J. Jones Associates, Inc. real estate brokerage in Woodbridge, NJ supervising licensees and administrative staff while becoming a major brokerage in the local real estate market without membership in the MLS..

1982 - Established a real estate appraisal firm and became a recognized figure in the area of litigation appraisal, expert testimony and litigation support.

1987 - Founded Liberty Assessment Consultants, Inc., reducing property tax assessments/taxes for major commercial and residential real estate clients throughout New Jersey and the eastern US.

1991 - Founded the Institute of Real Estate Technologies professional education service providing accredited real estate sales and appraisal pre-licensing and continuing education in 21 states.

1991 - Acting Sr. Review Appraiser (GS-14) and head of Appraisal Review Department for the Resolution Trust Corporation (RTC), Somerset, NJ. Responsible for developing standards and guidelines for reviewing commercial real estate appraisals, supervising staff appraisers and administrative personnel and the sale of real estate assets.

1997 - Senior commercial mortgage loan underwriter/portfolio analyst for Commercial Mortgage Backed Securities firms, including Citicorp Securities, Chase Commercial Mortgage Bank and Deutsche Bank.

## EXPERT WITNESS:

US Bankruptcy Court  
Superior Court of Connecticut  
Superior Court, New Jersey  
Tax Court of New Jersey  
Various State, County and Municipal Boards & Commissions in several states

## PROFESSIONAL LICENSES, DESIGNATIONS & AFFILIATIONS:

Licensed	Real Estate Salesman, New Jersey (1971)
Licensed	Real Estate Broker, New Jersey (1977), New York (1982), Arizona (2001)
ASA	Accredited Senior Appraiser, American Society of Appraisers Real Property/Urban (1990) Machinery & Technical Specialties: Mines & Quarries (1991)
CTA	Certified Tax Assessor, New Jersey (1986)
SCGREAA	State Certified General Real Estate Appraiser, NJ (1992) NY (1999) NH (2002) AZ (2002)
IFAS	Senior Real Estate Appraiser - National Association of Independent Fee Appraisers (2013)
SFR	Short-Sale Financial Resource - National Association of REALTORS® (2013)
SRES	Senior Real Estate Specialist - National Association of REALTORS® (2016)
President	Liberty Assessment Consultants (1987)
Appointee	Acting Senior Review Appraiser (GS-14) - Resolution Trust Corporation (RTC)
Director	Institute of Real Estate Technologies (1991)
Instructor	Real Estate Salesman and Broker License, NJ (1983), AZ (2001)
Instructor	Real Estate Appraiser Pre-licensing/Certification & Continuing Education (1991-Present)
President	Southern NJ Chapter, Mt. Laurel, NJ - American Society of Appraisers 1995-1996
Appointee	Condemnation Commissioner - Superior Court of NJ
Appointee	Expert to the Court - Superior Court of NJ

*Kenneth J. Jones*

*Real Estate Broker and Appraiser*

**BROKERAGE  
AND  
APPRAISALS  
OF:**

Vacant Land: Highest and best use/feasibility analyses; proposed & actual subdivisions.

Residential: Subdivisions, condominium complexes & conversions, multi-family apartment buildings & complexes, and single family residential dwellings.

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

Industrial: Warehouses, manufacturing facilities, flex buildings, and research labs.

Complex Uses: Mines, quarries, sand & gravel pits; golf courses; marinas; reservoirs, tidal lands; nursing homes; hotels, motels; schools; self-storage facilities; land fills, refineries, etc.

Business Going-Concern, Forced Liquidation, Merger & Acquisition  
Machinery & Equipment for Mining, Asphalt & Redi-Mix Manufacturing, Road Construction

**PROFESSIONAL  
EDUCATION:**

**Professional School of Business**

Course New Jersey Real Estate Salesman License - 1971

Course New Jersey Real Estate Broker License - 1973

**American Institute of Real Estate Appraisers**

Course 1A-1 Appraisal Principles - 1983

Course 8-2 Residential Valuation - 1984

Course 1A-2 Basic Valuation Procedures - 1984

Course 1B-A Capitalization Theory & Techniques - Part A - 1987

Course 1B-B Capitalization Theory & Techniques - Part B - 1987

Course 2-1 Case Studies in Real Estate Valuation - 1988

Course 2-2 Valuation Analysis & Report Writing - 1988

Course 2-3 Standards of Professional Practice - 1983 & 1991

Seminar Subdivision Analysis - 1988

Seminar Real Estate Risk Analysis - 1989

**Arizona School of Real Estate and Business**

Course Arizona Real Estate Broker License - 2001

**National Association of REALTORS®**

Course Short-Sale Financial Resource - 2013

Course Senior Real Estate Specialist - 2016

**COURSES &  
SEMINARS  
CREATED BY  
KEN JONES**

**Valuation**

Course Fundamentals of Real Estate Appraising

Course Appraising 1-4 Family Residential Dwellings

Course Valuation of Income Producing Properties

Course Uniform Standards of Professional Appraisal Practice

Seminar Advanced Sales Comparison Analysis

Seminar Subdivision Analysis

Seminar Litigation Valuation & Expert Testimony

Seminar Appraising A Boating Marina

Seminar Appraisal Review & Reporting

Seminar Fundamentals of Appraising A Quarry

Seminar Golf Course Valuation & Analysis

Seminar Let's Get Real About The Cost Approach

Seminar Understanding Highest and Best Use

**Brokerage**

Course	Real Estate Sales License Preparation
Course	Real Estate Broker License Preparation
Course	The Ultimate Basic Training
Seminar	Real Estate: The Best Investment
Seminar	The 1031 Tax Deferred Exchange
Seminar	Agency Relationships: Who Represents Whom?
Seminar	Buyer Agency
Seminar	Understanding Investment Real Estate
Seminar	Fundamentals of Commercial Real Estate

**Investing**

Seminar	What You Should Know About Going Into Business
Seminar	Analyzing The Real Return on Your Investment
Seminar	What You Should Know About Real Estate Investing
Seminar	Understanding the Benefits of the 1031 Tax Deferred Exchange

**PUBLISHED BOOKS:**

The Basics of Real Estate Investing (Amazon.com)  
Commercial Real Estate Basics (Amazon.com)

**PUBLISHED ARTICLES:**

The Cost Approach: It DOES NOT Indicate Fee Simple Market Value  
Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

What's The Value of The Land? The Technologist, 12/93; Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

FIRREA: The Toothless Tiger The Technologist, 3/94;

How Many Approaches Are Enough The Technologist, 6/94; Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

Who's The Expert, Anyway? The Technologist, 6/94; Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

Highest & Best Use and The Valuation Process The Technologist, 9/94

Investment Real Estate and the 1031 Tax Deferred Exchange IRET-Online.com Oct 2005

Real Estate: The Best Investment Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

“Are You Likable?” The Real Estate Professional, Sep-Oct 2004

“Don’t Dictate My Fee” Broker Agent News, Oct 2004; Real Estate Appraisal From A-Z 5<sup>th</sup> Edition

“Five Reasons Why Listing Is Essential To An Agents Success” The Real Estate Professional May/June 2005

“Stop Sharing Your Commission!” Broker Agent News, Jan 2007

**AWARDS:**

1977 - Million Dollar Sales Award - National Association of REALTORS®

1977 - Million Dollar Sales Award - New Jersey Association of REALTORS®

1977 - Million Dollar Sales Award - Middlesex County Board of REALTORS®

1979 - 1<sup>ST</sup> Place - Best Classified Advertising in New Jersey - NJ Press Association

1980 - 1<sup>ST</sup> Place - Best Classified Advertising in New Jersey - NJ Press Association

1981 - 1<sup>ST</sup> Place - Best Classified Advertising in New Jersey - NJ Press Association