

American Home Appraisals Winter Seminars for Appraisers

Instructor: Richard Hagar, SRA

February 5, February 9, and February 11, 2010



A.C.O.W.

Appraisers' Coalition
of Washington

Sponsored by

Seminar Schedule

There will be two 3-hour classes held on each of the three days. **Each class is 3 hours WA State CE.** Classes are being scheduled as follows:

February 5, 2010

North Seattle Community College, Room ED-2843A
Seattle, WA

Map and parking passes to be supplied after registration

AMCs, How They Operate, The Federal Laws That Regulate, And How Appraisers Can Protect Themselves

Time: 8:30 AM - 12:00 PM

Lunch Break (Lunch not provided)

Time: 12:00 PM - 1:00 PM

Defining Market Value and How to Adjust for Concessions

Time: 1:00 PM - 4:30 PM

February 9, 2010

Tacoma Community College, Room 250, Building 27
Tacoma, WA

Map and parking passes to be supplied after registration

AMCs, How They Operate, The Federal Laws That Regulate, And How Appraisers Can Protect Themselves

Time: 8:30 AM - 12:00 PM

Lunch Break (Lunch not provided)

Time: 12:00 PM - 1:00 PM

Defining Market Value and How to Adjust for Concessions

Time: 1:00 PM - 4:30 PM

February 11, 2010

Eastmont Baptist Church
400 South Kentucky Avenue
East Wenatchee, WA

AMCs, How They Operate, The Federal Laws That Regulate, And How Appraisers Can Protect Themselves

Time: 8:30 AM - 12:00 PM

Lunch Break (Lunch not provided)

Time: 12:00 PM - 1:00 PM

Top 20 Questions Asked of Appraisers and How to Answer

Time: 1:00 PM - 4:30 PM

Seminar Fees

One course	\$55
Both courses	\$100
Early Registration for both classes	\$95 before January 30

Seminar Descriptions

AMCs, How They Operate, The Federal Laws That Regulate, And How Appraisers Can Protect Themselves

This 3 clock hour course examines the issues that involve appraisal management companies (AMC) and the interactions with appraisers, lenders and the federal laws that govern all parties. There is a lack of understanding regarding the laws and government oversight. This is leading to poor appraisals and problematic interactions within the lending system. This course is designed to help the real estate appraiser understand and deal with AMCs.

This course will explain:

- Reasons for change
- An overview of the historic settlement agreement between the New York Attorney General and Fannie Mae/Freddie Mac
- Explaining that the HVCC isn't new, just an update to existing Federal Law
- The future of the HVCC
- Proposed Federal Laws impacting AMCs and appraisers
- Examining the various claims by AMCs
- The new pressures that lenders, mortgage brokers and borrowers will present to the real estate appraiser
- How the appraiser can **protect** themselves from the new problems and pressures.
- How appraisers can thrive in this AMC based world

Also Covered:

- The proposed state law licensing AMCs
- The impact of AMC licensing on appraisers; the good and bad
- What the AMCs are doing to stop licensing
- Update on the class action lawsuits against AMCs; how appraisers can benefit
- How appraisers can become involved and help

Your world is about to change and these classes will help the appraiser change for the better.

Market Value and How to Adjust for Concessions

When appraising for a bank, failure to use the Federal definition of "Market Value" results in a fraudulent appraisal. Appraisers are being fined and face prison due to their failure to understand "Market Value."

This class will explain:

- The federal definition of "Market Value"
- Why appraisals must be at this value
- How to adjust for seller concessions
- Where on the form the concessions should be described and adjusted for
- How to determine the adjustment
- Where to find the proof
- What needs to be shown on the report
- We will explain the most common concessions agents try to slip in...and their impact on Market Value.

The Top 20 Questions Asked of Appraisers and How to Answer

Ever deliver an appraisal only to have the client call back and ask for more? Do you ever wonder if their requests are proper or even legal? This class takes a look at the 20 most often asked questions and then supplies the legal and correct answers.

Some of the questions we will help the appraiser properly answer are:

- Can you give me a comp check?
- Can you make this value before we order the appraisal?
- Can we get a retype of the appraisal?
- Can you change the name of the client?
- Who is the client?
- Can the property be rebuilt if it burns down?

Learn the right way to help clients, answer their questions and stay in business.

For More Information

To find out about courses being offered by the Appraisers' Coalition of Washington, log on to our website at: www.acow-wa.org

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February 11, 2010**

Please complete the following form and return to:

Appraisers' Coalition of Washington
6351 Seaview Ave NW
(206) 622-8425 Phone/(206) 623-4474 Fax
info@acow-wa.org

Name _____

Company _____

Address _____

City _____

State _____ Zip _____

Phone _____

Fax _____

Email _____

FEES

Each class is 3 hours WA State CE.

FEBRUARY 5, 2010 SEMINARS

- \$55 One Class: _____
 \$95 Both Classes
 \$100 Both Classes - After January 30

FEBRUARY 9, 2010 SEMINARS

- \$55 One Class: _____
 \$95 Both Classes
 \$100 Both Classes - After January 30

FEBRUARY 11, 2010 SEMINARS

- \$55 One Class: _____
 \$95 Both Classes
 \$100 Both Classes - After January 30

I have enclosed a check made out to ACOW for: \$



To pay by credit card online, visit:

<http://www.acow-wa.org>

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AMERICAN HOME APPRAISALS

ACOW proudly sponsors:

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www.acow-wa.org



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Location

February 5

North Seattle Community College, Seattle

February 9

Tacoma Community College, Tacoma

February 11

Eastmont Baptist Church, East Wenatchee