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Agenda

- 1. Discuss the purpose of the appraisal
- 2. Define the responsibilities of the appraiser and reviewer
- 3. Consider valuation assistance
- 4. Explain the Appraisal Review Checklist
- 5. Evaluate the key forms and sections
- 6. Q and A



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Purpose of an Appraisal

- To provide a true portrayal of the subject property, neighborhood and current market conditions
- To provide an accurate and supportable opinion of market value using sound methods and recognized appraisal techniques



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Appraiser's responsibilities

- Their only focus is the property
- Provide an opinion of market value based on their expertise, market data, logical analysis and judgment
- Follow USPAP guidelines
 - Uniform Standards of Professional Appraisal Practice
 - Recognized ethical and performance standards
 - Adopted by Congress in 1989
 - Unbiased opinions of value





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Reviewer's responsibilities

Determine property's acceptability as security

- Value
- Condition
- Marketability
- Eligibility

Obtain complete appraisal

Obtain sufficient documentation







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Valuation assistance

Collateral Representation & Warranty Relief

Fannie Mae

- Collateral Underwriter ("CU")
 - CU Risk Score

Freddie Mac

- Loan Collateral Advisor
 - Loan Collateral Advisor Risk Score
- Automated Collateral Evaluation (ACE)



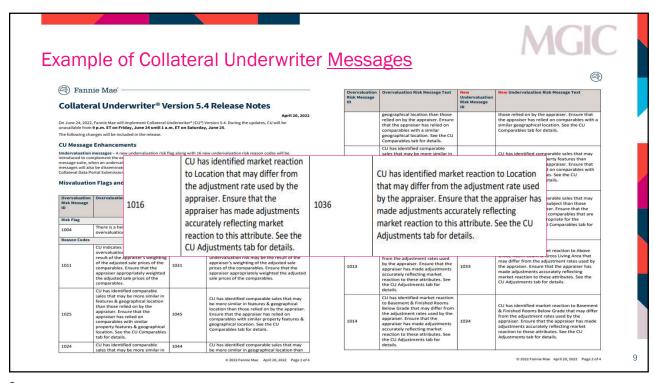
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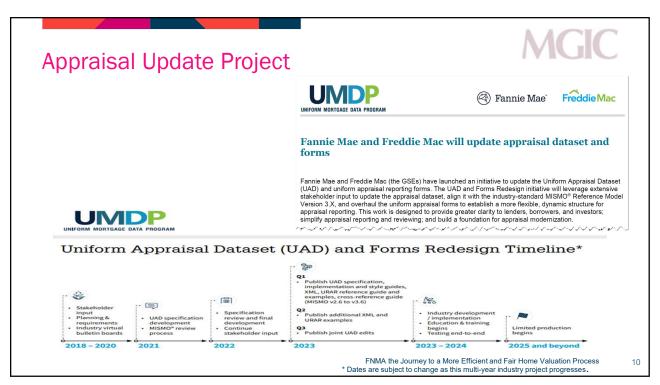
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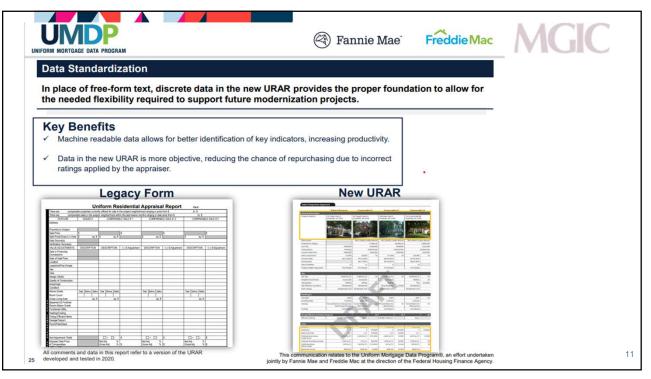
Collateral Underwriter ® and Loan Collateral Advisor ®

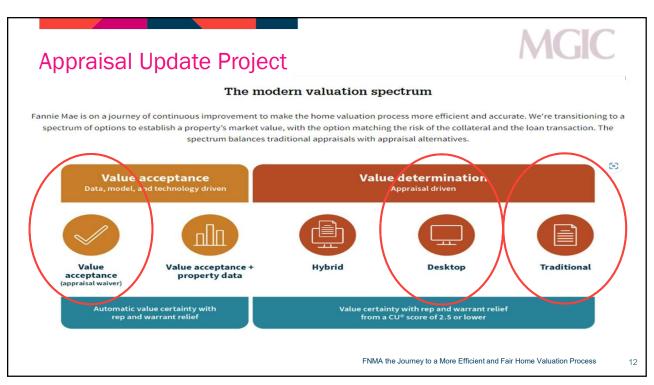
- **MGIC**
- Web based tool that analyzes appraisal reports submitted to the UCDP
- Provides lenders with critical information to help drive appropriate levels of appraisal review
- · Results include a real-time risk score
- Reduce repurchase risk by getting an immediate assessment of the loan's eligibility for collateral rep and warranty relief

Score	1 – 1.5	2 - 2.5	3 – 3.5	4 – 4.5	5
Risk	Very Low	Low	Moderate	High	Very High









opraisal forms			
Property type	Fannie Mae Form #	Freddie Mac Form #	Type of inspection
4. Hait (in alcodes DHD)	1004	70	Interior and exterior
1-Unit (includes PUD)	1004-Desktop	70-Desktop	Desktop
Manufactured Home	1004C	70B	Interior and exterior
Condominium	1073	465	Interior and exterior
Cooperative	2090	NA	Interior and exterior
	1025	72	Interior and exterior

		1	M	
			AIG	
Appraisal R	enort Chec	klist		
ippraisar it	oport o neo	111100		
	Borrower Name:			
	Subject Property Address:			
		1] Do the property address and seller/borrowers' names match the loan file?	□Yes	□No
		2] Is the buyer or seller an LLC or Corporation?	□Yes	□No
Subject ▶	Subject Section >	3] Are there any Special Assessments?	□Yes	□No
Gubjoot /	0.000 × 0.000 0.000 0.000	4] How are the property rights appraised?		Other
		5] Has the subject property been offered for sale in the past 12 months?	□Yes	□No
		6] Did appraiser analyze the contract (if applicable)?	□Yes	□No
		7] Is the contract an arms length sale?	Yes	No
Contract ▶	Contract Section >	8] Does the owner of public record match the seller names on the contract?	□Yes	□No.
		9] Is there any financial assistance being paid by any party on behalf of the borrower?	□Yes	□No
	0	10] If manufactured home, did the appraiser review the manufacturer's invoice?	Yes	No
		11] Is the location rural or less than 25% built up?	□Yes	□No
		12] Are property values declining?	Yes	□No
		13] Does demand/supply reflect an oversupply?	□Yes	□No
Neighborhood ▶	Neighborhood Section ▶	14] Is the marketing time more than six months?	□Yes	□No
		15] Is the sales price within the neighborhood price range?	☐Yes	□No
		16] Does the subject property conform to the present land use?	☐Yes	□No
	9	17] Are there any negative comments in the Neighborhood section?	□Yes	No
LUID Data Blata N	III D D . D	18] Is the HUD Data Plate/Compliance Certificate attached to the dwelling?	☐Yes	□ No
HUD Date Plate ▶	HUD Data Plate (Manufactured Home Appraisal Report) ▶	19] Is a HUD Certificate label attached to the exterior of each section of the dwelling?	□Yes	□No
		20] Do the Wind, Roof Load and Thermal Zone meet minimum HUD requirements for the location of the subject property?	Yes	□ No
		21] Is the zoning rated legal nonconforming or illegal?	□Yes	□No
		22] Is the present use the highest and best use?	□Yes	□No
		23] Are the Utilities and/or Off-Site Improvements public?	Yes	□No
Cito X	4.07040.00000	24] Is the property in a Special Flood Hazard area?	□Yes	□No
Site ▶	Site Section >	25] Are there any adverse comments, (e.g., environmental conditions, land uses, easements, view, etc.) in the Site section? If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home **Technology** If Manufactured Home If Manufactured Ho	Yes	□No
		26] Are the site size, shape and topography generally conforming and acceptable in market area?	□Yes	□No
		27] Is there adequate vehicular access to subject property?	□Yes	□No
		28] Is the street properly maintained?	□Yes	□No

Complete appraisal

Page 1

• All about the subject property

Page 2

- Match up subject property to comparable properties
- Sales history and final value

Page 3

- Commentary/explanations from appraiser
- Cost approach

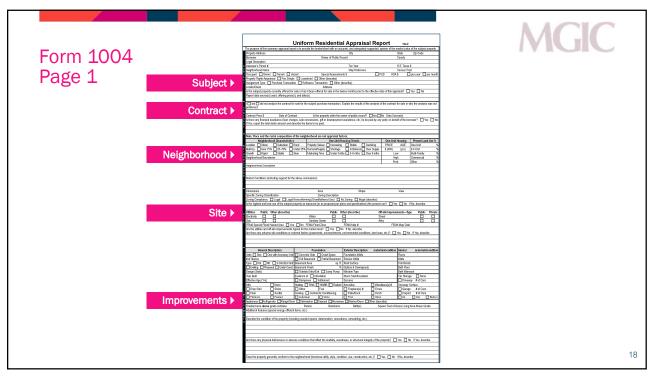
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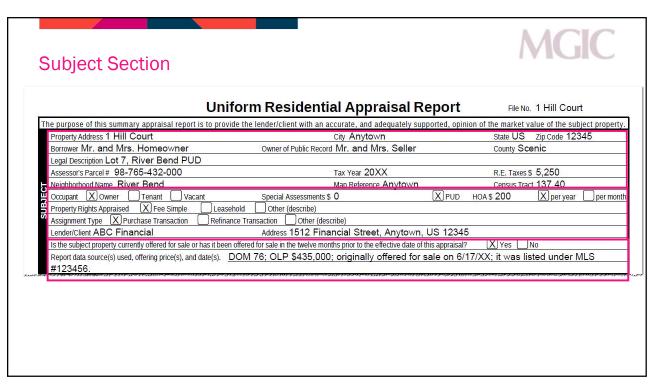
- Official disclosures/disclaimers
- Appraisal signature/licensure info

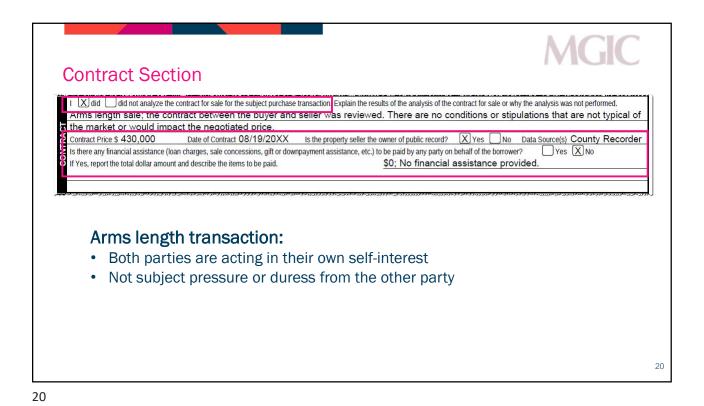


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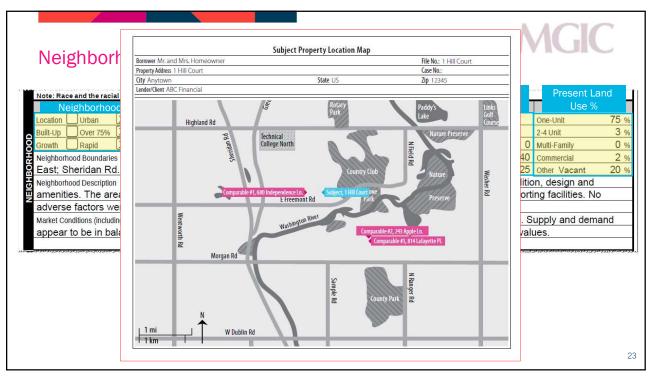






Review Activity

Subject section
Contract section

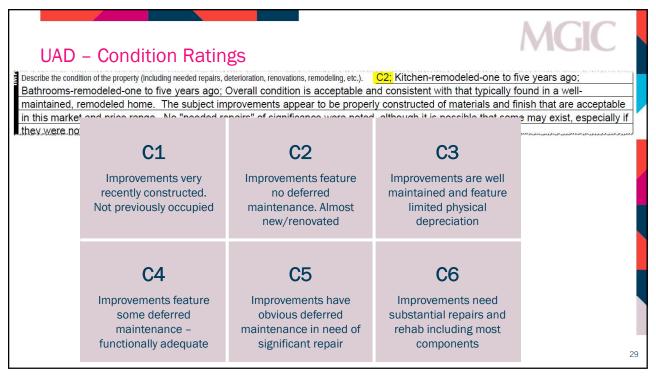


Site Section				M	GIC	
Dimensions See Plat Map	Area 1.25 ac		Shape Irregular	View B;Woo	ods;	
Specific Zoning Classification R-3	Zoning Description \$	Single unit/Resi	dential	-		
Zoning Compliance X Legal Legal	Nonconforming (Grandfathered Use)	No Zoning	Illegal (describe)			
Is the highest and best use of the subject prope				es No If No, describe.	Given pre	sent
zoning and demand, highest and						
Utilities Public Other (describe)		Public Other (de:		ff-site Improvements—Type	Public	Private
Electricity X Gas X	Water Sanitary Sewer		30	reet Paved lev None		
	X No FEMA Flood Zone X	(A)	27202405		140/2000	
Are the utilities and off-site improvements typical		No				
Are there any adverse site conditions or externa	al factors (easements, encroachments, e	nvironn			1	ect
site slopes gently to the rear, whi	ch is heavily wooded. Norma	al utili				to
be no adverse encroachments or	conditions.					
						24



Review Activity

✓ Neighborhood section
✓ Site section



Physical Depreciation

Loss in value due to:

- · Wear and tear
- Disintegration
- · Action of the elements





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Improvements Section...continued

GENERAL DESCRIPTION	FOUNDATION	EXTERIOR DESCRIPTION materials/condition	INTERIOR materials/condition
Units X One One with Accessory Unit	Concrete Slab Crawl Space	Foundation Walls Conc BI/Avg	Floors Cpt&HW/Avg
# of Stories 2	X Full Basement Partial Basement	Exterior Walls Wood/Avg	walls Drywall/Avg
Type X Det. Att. S-Det./End Unit	Basement Area 1347 sq. ft.	Roof Surface Cmp shgl/Avg	Trim/Finish Wood/Avg
X Existing Proposed Under Const.	Basement Finish 0 %	Gutters & Downspouts Alum/Avg	Bath Floor Tile/Avg
Design (Style) Colonial	Outside Entry/Exit X Sump Pump	Window Type Alum DH/Avg	Bath Wainscot Tile/Avg
Year Built 1986	Evidence of Infestation	Storm Sash/insulated Combo/Avg	Car Storage None
Effective Age (Yrs) 15	Dampness Settlement	Screens Yes/Avg	X Driveway # of Cars 2
Attic None	Heating X FWA HWBB Radiant	Amenities WoodStove(s) #0	Driveway Surface Concrete
X Drop Stair Stairs	Other Fuel Gas	X Fireplace(s) # 1 Fence None	X Garage # of Cars 2
Floor X Scuttle			Carport # of Cars 0
Finished Heated	Individual Other	Pool None X Other Shed	X Att. Det. Built-in
Appliances X Refrigerator X Range/Oven	X Dishwasher X Disposal X Microv	vave Washer/Dryer Other (describe)	
Finished area above grade contains:	8 Rooms 4 Bedrooms	2.1 Bath(s) 2,571 Squar	e Feet of Gross Living Area Above Grade

Additional reatures (special energy efficient tiems, etc.). New kitchen; two tone cabinets, solid surface counter tops and SS appliances, beamed ceilings, built-in book shelves and cabinets in LR; trey ceiling in MBR; large tub, shower and vanity area in master bath; rear deck.

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). C2; Kitchen-remodeled-one to five years ago;

Bathrooms-remodeled-one to five years ago; Overall condition is acceptable and consistent with that typically found in a well-maintained, remodeled home. The subject improvements appear to be properly constructed of materials and finish that are acceptable in this market and price range. No "needed repairs" of significance were noted, although it is possible that some may exist, especially if they were not readily visible to the appraiser.

;





Valuation Approaches

Sales comparison

- Compares subject to recent sales of similar homes
 - +/- adjustments based on differences
 - + if inferior to subject
 - - if superior to subject

Cost

- · How much to build subject
 - · Recreating the cost of:
 - Land, property & depreciation (as needed)

Income

· Value based on rental income generated from subject



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Comparable Sales

Minimum number

3 closed sales required

Age

- <12 months
 - Newest not always best

Selection

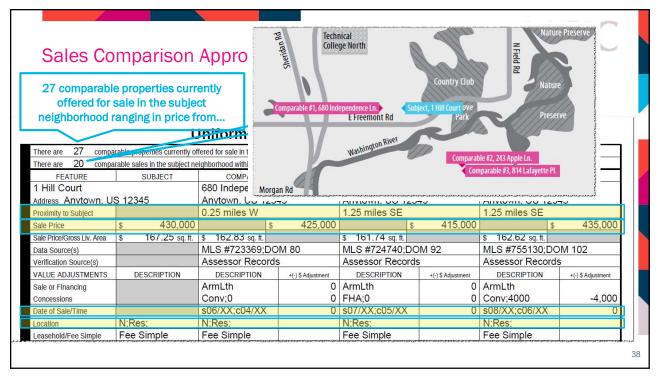
- Similar physical and legal characteristics
- · Competitive appeal
- Same neighborhood

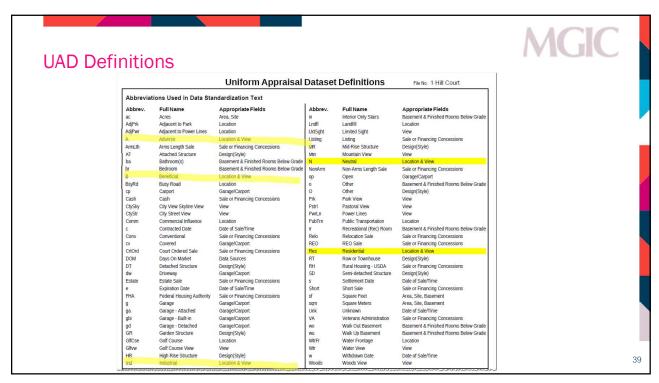
Additional requirements for new subdivision/PUD (Planned Unit Development)

• 1 inside and 1 outside

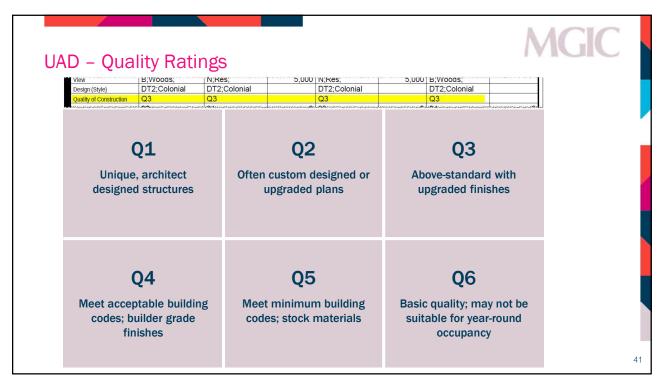
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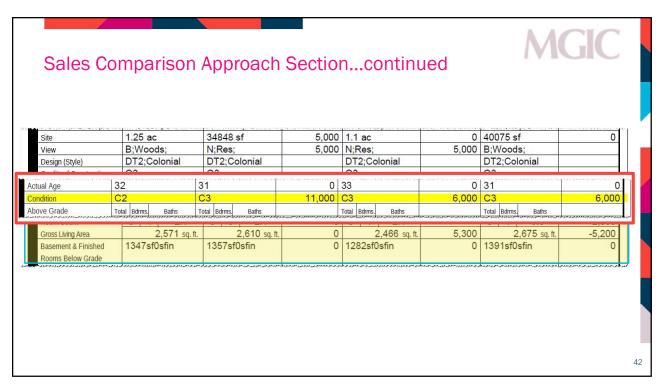


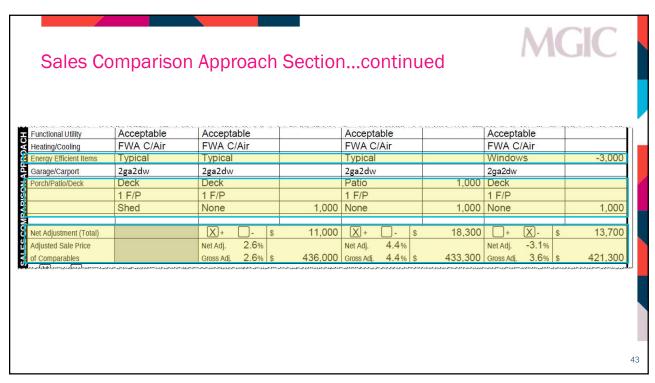




Site	1.25 ac	34848 sf	5.000	1.1 ac	0	40075 sf	0
View	B:Woods:	N:Res:		N;Res;		B;Woods;	
Design (Style)	DT2;Colonial	DT2;Colonial	,	DT2;Colonial		DT2;Colonial	
Quality of Construction	Q3	Q3		Q3		Q3	
Actual Age	32	31	0	33	0	31	0
Condition	C2	C2		C3	6,000	C2	
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths		Total Bdrms. Baths		Total Bdrms. Baths	,
Room Count	8 4 2.1	8 3 2.1	0	8 4 2.1		8 4 3.0	-2,500
Gross Living Area	2,571 sq. ft.	2,610 sq. ft.	0	2,466 sq. ft.	5,300	2,675 sq. ft.	-5,200
Basement & Finished Rooms Below Grade	1347sf0sfin	1357sf0sfin	0	1282sf0sfin	0	1391sf0sfin	0



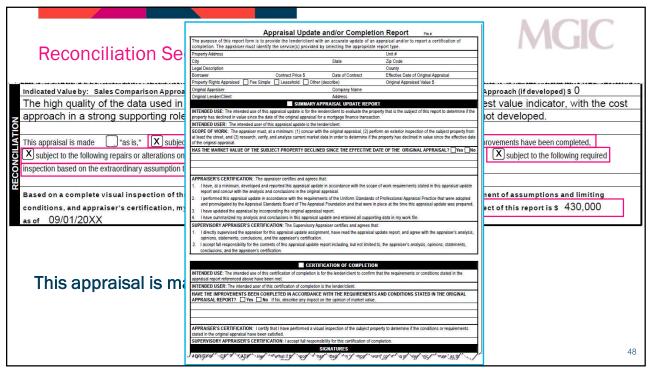






10	omparison arch the sale or transfer history of	angera, commente espera, con accorda a conserva-	production processors compressed in	energia en la companya de la company	•Prior	rch Data: sale or transfer of t property for 3 yrs.	GIC
Data source(s) MLS and	did not reveal any prior sales or tra did not reveal any prior sales or tra				-FIIOI	sale or transfer of the for 12 mos. prior to	
Site	1.25 ac	34848 sf	5,000	1.1 ac	0	40075 sf	0
View	B;Woods;	N;Res;	5,000	N;Res;	5,000	B;Woods;	
Design (Style)	DT2;Colonial	DT2;Colonial		DT2;Colonial		DT2;Colonial	
Quality of Construction	Q3	Q3		Q3		Q3	
Actual Age	32	31	0	33	0	31	0
Condition	C2	C2		C3	6.000	C2	
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths		Total Bdms. Baths	***************************************	Total Bdrms. Baths	
Room Count	8 4 2.1	8 3 2.1	0	8 4 2.1		8 4 3.0	-2.500
Gross Living Area	2,571 sq. ft.	2,610 sq. ft.	0	2,466 sq. ft.	5,300	2,675 sq. ft.	-5,200
summary of Sales Comparison necessary for site, vithe subject. Sales 1 smaller lot size. Adjuenergy efficient wind recognize a functions.	les Comparison Appro- on Approach. All of the co- pon Approach. All of the co- iew, condition, GLA, batan & 2 received view adju- ustments for differences ows. Sales received act and difference between and a 2 is most similar in lot	nparables sales are lo throom, engergy efficie stments due to subject in GLA of greater than djustments for the subje 3 or 4 bedroom home. size. Sale 3 is the mo	nt items and externations and externations and externations and extreme the superior which it is a superior which is a superior and extreme the su	rior features. Compara d view. Sale 1 is in clo de. Sale 3 has superic and/or superior deck. the least amount of ad i is similar in lot size ar	able 2 has inferior sest proximity, ho or bath amenity a The market does justments and is	owever on a not new s not	46
Indicated Value by Sales Con	mparison Approach \$ 430,000	✓ Indicated value	by Sales Compari	son Approach	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	46

Reconciliation Section	on		MGI	C
Indicated Value by: Sales Comparison Approach \$4 The high quality of the data used in the sapproach in a strong supporting role. As	ales comparison ap			the cost
approach in a strong supporting role. As This appraisal is made	sis of a hypothetical condition	on that the repairs or alterations have been	ndition that the improvements have been completed a completed, or subject to the following rec	A 20 000
Based on a complete visual inspection of the inter conditions, and appraiser's certification, my (our) as of 09/01/20XX	opinion of the market v	alue, as defined, of the real property ection and the effective date of this app	that is the subject of this report is \$ 430,0	CAN COMPANY
	▲"opinion c	or the market value, as o that is the subject of th	lefined, of the real property iis report is"	
This appraisal is made		s" ect to		
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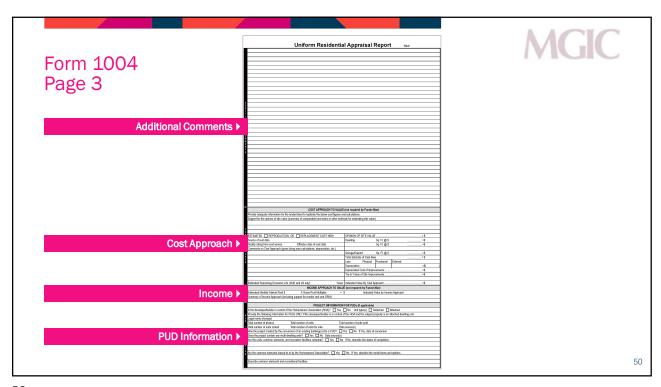


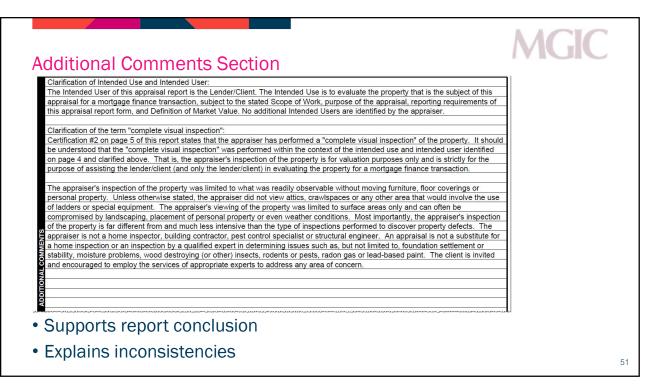
Form 1004D/442 - Appraisal Update and/or Completion Report

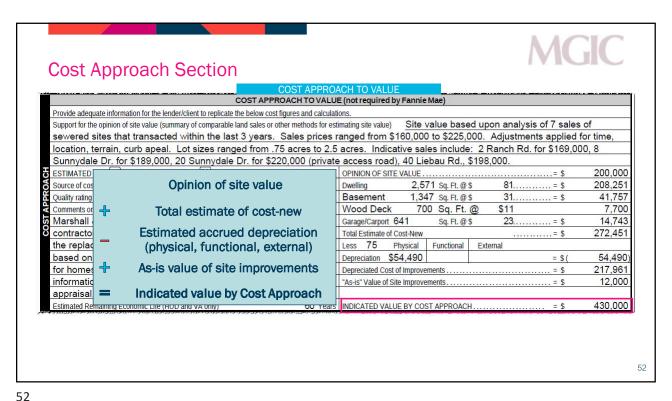


- · Includes completed appraisal report and front photo of subject
- · Appraisal Update
 - Used to update effective date of the appraisal (>120 days old)
 - Report is considered a new assignment
- Used for appraisals completed, "subject to"
 - Report verifies conditions have been met

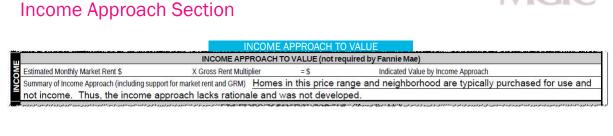
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J2



Rarely used for single-family due to:

- Generally, not purchased for income purposes
- Limited market/rental information

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Planned Unit Development (PUD) Information Section	MGIC
PROJECT INFORMATION FOR PUDS	and the designation of the second control of
PROJECT INFORMATION FOR PUDs (if applicable)	
Is the developer/builder in control of the Homeowners' Association (HOA)? Yes XNo Unit type(s) X Detached Attached	
Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit. Legal name of project	
Z Total number of phases Total number of units Total number of units sold	
Total number of units rented Total number of units for sale Data source(s)	
Was the project created by the conversion of an existing building(s) into a PUD? Yes No If Yes, date of conversion.	
Does the project contain any multi-dwelling units? Yes No Data source(s)	
Are the units, common elements, and recreation facilities complete?	
9	
Are the common elements leased to or by the Homeowners' Association? Yes No If Yes, describe the rental terms and options. Describe common elements and recreational facilities.	
Describe common elements and recreational lacilities.	
Owner has: • Title to lot and dwelling	
Right to use common areas	54

| Compared to Comp

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