CAN WE TALK?

APPRAISER-REAL ESTATE AGENT
EDUCATION FORUM

Proposed Outline: Cheryl B. Bella, MAI

Panel:
Compliance Expert (Cheryl Bella, MAI, AI-GRS)
Residential Appraiser (Joseph A. Mier, SRA, AI-RRS)
Real Estate Agent (Bridget Fredericks, ABR, SRA, GRI, e-Pro, REALTOR Broker)
MLS Expert (Ken Damann)
Moderator (Ross Shuffield, MAI)

PROPOSED TIMED OUTLINE

PRESENTATION (estimated at 4 hours total)

COMPLIANCE EXPERT: (50 minutes)
Common Foundation of Both Appraiser and Real Estate Agent Professions
Underlying Differences in Appraisal and Real Estate Agent Professions
Regulatory Constraints on the Appraiser-Real Estate Agent Relationship

Discussion: Appraiser / Real Estate Agent Practice Issues (10 minutes)

STRUCTURAL MEASUREMENT: (50 minutes)
Measurement Guidelines – ANSI Standards
Discussion regarding Electronic Measurement Tools and techniques (appraiser and agent input)
Outsourcing measurement responsibility: Benefits and Risks

Discussion: MLS Reporting of Area (10 minutes)

Break (10 minutes)

RESIDENTIAL APPRAISER: (50 minutes)
UAD Form Discussion and Explanation of Terms (residential appraiser expert)
Uniform Appraisal Dataset (UAD)
Discuss quality ratings (subject and comps)
Discuss condition ratings (subject and comps)
Underwriter Requests (guidelines vs. requirements)
Data Flow between Appraiser and Real Estate Agent

Sales Contract Discussion, Concessions and Finance Disclosure Discussion (10 minutes)

REAL ESTATE AGENT: (30 minutes)
Discussion of Rules and situations guiding disclosure of information in MLS
Indication of methods to improve real estate agent-appraiser relationship
Improve flow of information before the sale
Improve information on closed sales

MLS expert on panel to address appraiser/real estate agent views and potential for data improvement
Overview of system capabilities in serving real estate agent-appraiser needs (20 minutes)