

THE IOWA APPRAISER

VOLUME 3, ISSUE 1

MAY 2019

IOWA DIVISION OF BANKING
IOWA REAL ESTATE APPRAISER EXAMINING BOARD

A Letter From The Editor

Greetings readers. I hope this newsletter finds you well and that you've had a chance to enjoy the nicer weather.

The Board will welcome the Appraisal Subcommittee (ASC) on July 16, 2019. The ASC will be in Des Moines, IA at the Board's office conducting its compliance review of the real estate appraiser regulatory and appraisal management company (AMC) programs. Seeing as the Board received an Excellent review during the 2017 audit, the ASC kept Iowa on a two year review

cycle. This will be the first year the ASC will review the AMC program. The ASC will be at the Board meeting on July 18 which starts at 11 am. As always, meetings are open to the public. Perhaps the Board and I will see you there.

If you've looked at the Board's rules lately, you may have noticed a few more chapters. Effective May 1, 2019, eight additional chapters (IAC 193F Chapters 18-25) were added to the existing rules and Chapters 1, 3, 5, 6, 8, 9, 11, 16 and 17 were

amended to reflect the January 1, 2017 organizational relocation from the Professional Licensing and Regulator Bureau to the Iowa Division of Banking. These rules were purely administrative and incorporated the standard agency and licensing board chapters on things such as waivers and variances, contested cases, and public information.

–Brandy March,
Executive Officer



Real Estate Appraiser Board Member Update

Thank you for your service.

General Robert (Bob) Felderman has retired from the Board effective April 30, 2019. The Board and staff wish him well in his new endeavors.

Reappointment.

Fred Greder, current Chair, was reappointed to the Board on March 26, 2019. Fred will serve his third 3-year term starting May 1. Thank you for your continued service.

New Board Member

The Governor's office is in the process of filling the position held by Bob Felderman and hopes to have an appointment made by April 30, 2019.

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Welcome Appraisers

ASSOCIATE APPRAISER

Batten, Andrea (AG03682)
Bear, Devin (AR03671)
Doyle, Mahala (AG03675)
Ellison, Susan (AR03683)
Korver, Ann (AR03673)
Ludemann, David (AG03674)
Mitchell, Renae (AR03676)
Morgan, JesseRose (AR03687)
Phillips, Marissa (AG03681)
Schmit, Matthew (AR03679)
Soedt, Ryan (AR03680)
Wilson, Spencer (AR03678)

INITIAL CERTIFICATION

Green, Ian (CG03482)
Pittman, Michael (CR03495)
Running, Joel (CR03177)
Smith, Peter (CG03299)
Snyder, Angela (CR03493)

RECIPROCITY

Batis, Joseph (CG03684)
Butts, Sean (CG03686)
Bowyer, Zachariah (CG03670)
Hamilton, Sierra (CG03685)
Nycklemoe, Eric (CG03672)
Sommers, Ricky (CG03677)
Torkelson, Scot (CG03688)



Welcome AMC Registrants

Real Estate Appraisal Solutions, LLC DBA
Synergy Appraisal Services (00109)

Word From The Board



As I make out this letter, I have the windows open and the fresh spring air is rolling into the appraisal office. This weather is heaven for appraisers.

Bob Felderman will be retiring from the board this spring. The board would like to thank Bob for his dedication and service to the Iowa Real Estate Appraisal Examining Board. His wisdom and experience has been an asset to us all. Thank you for your service Bob!

Congratulations are in order to Fred Greder for his third reappointment to the board. Congratulations Fred!

Friendly reminder that renewal season is almost here. A few live classes are still available this spring in Iowa.

Some discussion has taken place on the board about the shortage of rural appraisers in certain areas of America. A very interesting situation is taking place in the State of North Dakota that we are keeping a close eye on. Per the North Dakota Governors office, the State has 79 certified general and 56 certified residential appraisers that reside in the State. North Dakota has 53 counties and 29 of those counties do not have a single appraiser residing in it. Western North Dakota has experienced an economic boom and per the Governor's Office, is severely affected by the scarcity of appraisers, especially in its more rural, western counties. The State is claiming that consumers are being harmed by the lack of appraisers, high cost, and long wait time. North Dakota feels a temporary waiver would help alleviate this problem without jeopardizing the safety and soundness of North Dakota banks, credit unions, and other regulated mortgage lenders. In response to the lack of certified appraisers, North Dakota has asked the Appraisal Subcommittee to use its authority for a temporary waiver request requiring the use of certified appraisers for federally related transactions for residential loans under \$500,000 and for commercial and agricultural loans under \$1,000,000. This year marks the 30th anniversary of the passage of Title XI of FIRREA. In the thirty years since the implementation of title XI, only one temporary waiver has been granted by the Appraisal Subcommittee. It will be interesting to see how this plays out and if this will spread to other portions of rural America.

Sincerely,
Dan Fuhrmeister

Future Board Meetings

Board meeting times are subject to change. The public is welcome to attend at the Board office located at: 200 East Grand Ave, Suite 350 in Des Moines, IA 50309. Agendas can be found on the Board's website at: <https://www.idob.state.ia.us/REAP/> by clicking on "About the Board," "Board Meeting Schedule, Agendas and Minutes," and "2019."

Thursday, May 23, 2019 (In-Person) 12:00 pm

Wednesday, June 26, 2019 (In-Person) 12:00 pm

Thursday, July 18, 2018 (In-Person) 11:00 am

FAQ (Frequently Asked Questions) All About Renewals



May 15.

Q: Can I submit a paper renewal?

A: No, all renewals must be submitted online by going to: https://iowapl.force.com/IPLB_login and entering your user ID and password. If you do not already have a user ID and password, you can click "New User?" to create an account. If you've forgotten your password, please click: "Forgot Your Password?" at the bottom of the page.

Q: I don't have access to a computer at home. How can I submit an online renewal?

A: There is a computer available for use at the Board's office (200 E. Grand Ave, Suite 350 in Des Moines, IA) or you may find a public computer at your local library, a friend's house, or work.

Q: I don't typically use Chrome. Do I have to have Chrome to complete my renewal?

A: While Chrome provides the best user experience, you may be able to use another operating system such as Firefox. Unfortunately, the system does not work with Internet Explorer v11.

Q: Do I have to upload my continuing education (CE) certificates to my renewal application?

A: No. You will be required to list out each course as part of the checklist. Requested fields for the CE addition include the course name, course number, provider name, instructor name, and course method.

Q: I recently took the 15 hour USPAP Update course. Will this count towards the 7 hour USPAP update requirement?

A: No. You will still need the 7 hour USPAP update course.

Q: When will renewals open?

A: Renewals will open 45 days prior to the expiration of your license. This is typically around

Q: I am scheduled for my last continuing education (CE) course on June 15. Can I go ahead and submit my renewal before this date?

A: If you need the hours from the CE course on June 15 to meet the CE renewal requirements, you may not submit your application until the course has been completed.

Q: I created an account in the online system, but I don't see my license number. What do I need to do?

A: This could be due to a variety of reasons such as the merge on the backend did not take place or you already had an account created. You will need to contact the Executive Officer for assistance.

Q: Will I still get a paper license card?

A: No, new license cards are automatically attached to your account once you complete your renewal. To retrieve your new license card, click on your license number from the home page and scroll to the bottom of the page. You will see a document titled "Card." You can view and print this document for your records.

Q: If I just recently received my license, do I need to still renew?

A: If your license shows an expiration date of June 30, 2019, you will be required to renew. You may, or may not, be required to report continuing education. To determine if you are required to report CE, please review Iowa Administrative Code 193F-11. 2(4).





[A Spreadsheet Solution for Land Value Extraction](#)

Richard Price, a Texas Certified Residential Appraiser, wrote this article on how to extract land values when there isn't enough comparable sales of vacant land to adequately complete the sales comparison approach. He claims that using the process outlined in the article will help produce credible and defensible results.

[Hybrids: An Appraisal by any Other Name](#)

In this article, Craig Capilla, a trial lawyer with the Franklin Law Group, helps appraisers make a more informed decision by providing appraisers with the actual risks involved when completing a hybrid appraisal. He covers inspections, USPAP compliance, and even touches on state law concerns.

[ASC Roundtable Summary \(11/5/2018\)](#)

On March 28, 2019, the ASC published the summary from the November 5, 2018, ASC roundtable. The focus of the discussion was on financial technology with a goal to find a common approach to integrating technology into the valuation process. Over 40 organizations had stakeholders present at the roundtable. The ASC plans to continue to host events to "facilitate effective and efficient valuation services and regulation."

[What is an Appraiser Service Network](#)

Keith Ellis of Anow and TJ McCarthy of Accurity held a webinar on April 16th at noon. This article provides a peek into an Appraiser Service Network. Keith states a Service Network is, "about appraisers working with other appraisers toward common goals." A common technology platform connects appraisers to increase their scope of service, geographic footprint, and to improve services.

[2020-21 USPAP Adopted](#)

At the Appraisal Foundation's (TAF) public meeting in Kansas City in April 2019, the 2020-21 Uniform Standards of Professional Appraisal Practice (USPAP) was adopted. TAF says the new edition will allow for, "greater flexibility in appraisal reporting." A webinar will be held to answer any questions on the 2020-21 USPAP on May 22, 2019. The book is planned to be released in the Fall of 2019.

Submit a Story

Submit A Story

We'd love to hear from you. If you have a story to submit, or are aware of something going on in the profession, let us know. Maybe you have an interesting story that pertains to the profession or one that would benefit our readers. Email Brandy March at: brandy.march@iowa.gov with the subject line, Story Submission. Your story may be published in the next newsletter.

Spotlight Interview— (Susan Sohm CG02308)

This quarter we highlight Susan Sohm. She is a certified general appraiser who has been practicing since April 2002. Fun fact: she passed the exam on January 29, 2002, which was also the day of her 30th wedding anniversary. Her entry into the profession was quite by accident. In late 1997, the company she was working for closed its doors. She was approached by a local real estate broker and appraiser and started working in their office. She found the work interesting and enjoyed the diversity of the properties. The office work helped her become familiar with real estate terms and methods of sales. Since she already worked there, she didn't have to search for a supervisor. She stated the decision to become a certified general appraiser was the best route for her because she grew up on, owned, and worked on a farm so it's in her blood. Staying connected to the farm community around her is easy because she has many relatives and friends who actively farm.

After she took classes to become a real estate agent, she decided to keep going and become an appraiser. A personal goal of Susan's was to complete all the prerequisites to become an appraiser completed before she turned 50. Unfortunately, she missed that goal by a few months. In 2003, Susan and Alan Fara, another appraiser, opened their own office, AgReCom, Inc. in Dunlap, Iowa, where they both continue to work and appraise today. Susan also has her real estate license with Schaben Real Estate LLC.

When asked about the changes she's seen since becoming an appraiser, Susan said that the biggest one was, "when the mortgage broker could no longer put pressure on the appraiser to "make" a certain value." She said most of those were so unrealistic. Other changes worth noting are the changes with the UAD format and the rating for quality and condition.

Pictured below: Susan and her husband, Randy

Susan said she has a positive feeling about being an appraiser. She mentioned there is flexibility in her hours, she can decide how much she wants to take on and, there is diversity in the assignments that she receives and in the subjects that she works on. She likes the fact that she's not in an office all day. She spends about half of her time out and about looking at comparables for a subject property. Her future goals include retirement. Hopefully in a few years. Overall, appraising is not a physically demanding career. She may just get more picky about what assignments she decides to take on.

On a more personal note, Susan is married to Randy, her husband of 47 years. They reside in Danbury, IA. Susan and Randy have been blessed with four daughters, one son, four son-in-laws, one daughter-in-law, seven grandkids, two step grandsons, and three and one half step great grandkids. She said family gatherings are very loud! But, there is always lots of laughing and food. Her hobbies include cooking, shopping, and gardening. One day, she'd like to get back to sewing. She is active in her church, St. Mary's Catholic Church located in Danbury, Iowa. She'd also like to travel more. She has several places here in the United States still on her "bucket list."



Compliance Corner (AO 23)

SUBJECT: Identifying the Relevant Characteristics of the Subject Property of a Real Property Appraisal Assignment

APPLICATION: Real Property

THE ISSUE:

How does an appraiser determine which characteristics of a real property are relevant to its appraisal?

ADVICE FROM THE APPRAISAL STANDARDS BOARD (ASB) ON THE ISSUE:

Relevant USPAP & Advisory References

- DEFINITIONS, specifically the definitions of

Appraisal: (noun) the act or process of developing an opinion of value; an opinion of value.

Comment: An appraisal must be numerically expressed as a specific amount, as a range of numbers, or as a relationship (e.g., not more than, not less than) to a previous value opinion or numerical benchmark (e.g., assessed value, collateral value).

Assignment: a valuation service that is provided by an appraiser as a consequence of an agreement with a client.

Real Estate: an identified parcel or tract of land, including improvements if any.

Real Property: the interests, benefits, and rights inherent in the ownership of real estate.

Value: the monetary relationship between properties and those who buy, sell, or use those properties.

Comment: Value expresses an economic concept. As such, it is never a fact but always an opinion of the worth of a property at a given time in accordance with a specific definition of value. In appraisal practice, value must always be qualified for example, market value, liquidation value, investment value.

- Standards Rule 1-2(e): *An appraiser must identify the characteristics of the property that are relevant to the type and definition of value and intended use of the appraisal, including:*

(i) its location and physical, legal, and economic attributes;

(ii) the real property interest to be valued;

(iii) any personal property, trade fixtures, or intangible items that are not real property but are included in the appraisal;

(iv) any known easements, restrictions, encumbrances, leases, reservations, covenants, contracts, declarations, special assessments, ordinances, or other items of a similar nature; and

(v) whether the subject property is a fractional interest, physical segment, or partial holding.

Compliance Corner (AO 23) Continued

The Subject of a Real Property Appraisal Assignment

The subject of a real property appraisal has both physical and legal characteristics. In combination, these characteristics define the subject property and, together with the type and definition of value and intended use of the assignment results, provide the basis for deciding what data and analyses should be included in the scope of work.

Appraisers and property owners often discuss a subject property in physical terms, such as *my home*, *the residence*, *my land*, or *the building*. However, a physical object, alone, is not what is being appraised.

Taken together, the definitions of *real property* and *real estate* provided in USPAP require that the subject of a real property appraisal is a specific ownership of a right (or rights) in identified real estate.

The right or rights might be owned in part, as a fractional interest, or in full. Further, real estate can take many forms, such as land, land and improvements, improvements without the underlying land, or an infinite variety that involve one or more of the physical aspects of real estate. Alternatively, a type of property, such as Class A Office Space, does not signify specific ownership rights in identifiable real estate. Consequently, surveys or studies relating to a class of property do not constitute the “subject” of a real property appraisal under STANDARD 1. In such situations, the service provided by completing the survey or study is not an appraisal assignment because there is no “subject property.”

Understanding these different characteristics is essential for correct identification of the subject of a real property appraisal and for determining which characteristics of the property are relevant in the assignment.

How the Characteristics of the Subject Affect the Scope of Work Decision

As discussed above, real property can have many different characteristics, each of which can significantly affect the scope of work in an assignment. Consider the following illustrations:

1. The subject is the fee simple interest owned in a single-family residence situated on an improved site. These components (the land, the improvements, and the ownership) are, together, the subject property of the appraisal assignment. In this assignment the appraiser is developing and reporting a market value opinion.

The scope of work in this assignment should include gathering data about the characteristics of the subject that are significant in the market for this type of property under its highest and best use. Given the characteristics of the subject property, the analysis should include sales of other properties held in fee simple ownership situated in the subject’s market area that are similar to the subject in as many other respects as possible.

Compliance Corner (AO 23) Continued

2. If all of the same characteristics of the property in Illustration No. 1 apply, except that the land is a leased site, the subject property becomes:

- leasehold interest, if the intended user needs to know the value of the rights in the real estate owned by the lessee in the lease, or
- leased fee interest, if the intended user needs to know the value of the rights in the real estate owned by the lessor in the lease.

Note that the subject real estate (physical asset) was the same, but the ownership interest of the subject changed. The impact of this change on the scope of work and on the relevant data in each assignment is significant. For example, in a market value appraisal:

- If the subject property is the leasehold interest, the relevant analysis should include sales of leasehold interest properties that are as similar to the subject as possible, both physically and in terms of its lease (cash flow) characteristics.
- If the subject is the leased fee interest, the relevant data should include sales of leased fee interest properties with similar physical and cash flow characteristics. The subject lease terms determine whether the improvements' characteristics are significant in this type of assignment. If the lease ends before the improvements reach the end of their economic life, the improvements' characteristics can be important to the appraisal problem. If the tenant must remove the improvements upon termination of the lease, the improvements' characteristics likely have little significance in the assignment.

3. Next, assume the same subject property characteristics as in Illustration No. 1 but change the ownership to an undivided one-third interest in the fee simple title. The scope of work in this Illustration is significantly different than that in either Illustration No. 1 or No. 2. (See the Comment to Standards Rule 1-4(e)).

If available, the most relevant analysis would be of sales of similar fractional interests in similar real estate. In the absence of such sales, the research might extend to secondary sources or other less direct analyses to develop, test, and support the fractional interest value conclusion.

4. A prospective client is considering a loan secured by a portfolio of properties owned in fee simple by a loan applicant. The real property offered as loan security is an ownership, held by one party, of several nearly identical properties in different locations.

Compliance Corner (AO 23) Continued

In this situation, the appraiser must pay particular attention to the intended use of the assignment results and how that use affects the property configuration that will be relevant in the analyses. This is essential because assignment results must be meaningful to the client and analyses of the market for the subject must reflect the intended use.

If the client intends to use the appraisal to secure a single loan secured with all of the properties held by the client's loan applicant, the subject property is the entire holding (i.e., the portfolio). In this situation, the appraiser must include research and analyses to address the impact of all of the subject's individual parts appearing in the market at the same time, to be sold by one owner to one buyer. The intended use drives this configuration of the subject's characteristics.

Alternatively, if the same client intended to use the appraisal to secure one loan under loan conditions that would allow each property in the holding to be released (sold) on its own, the assignment is actually for several appraisals communicated in one report or possibly in several reports. In this configuration, each individual property is a subject property to be sold by one seller in the same time frame to (potentially) different buyers. The analyses must still address the potential impact, if any, of having all of the properties in the loan applicant's portfolio on the market at one time but without the necessity of selling to one buyer in one transaction.

The intended use of the assignment results alters the characteristics of the subject that are relevant to the appraisal and clearly alters the appropriate scope of work. In the first instance, the relevant data about the subject and about its market must reflect the subject's characteristics as a property portfolio rather than as an individual property within a community. In the latter case, the relevant data must address the relevant characteristics and market conditions for each individual property. Analyzing a portfolio of properties as if each property were a separate element or increment of value when the subject of the assignment is the portfolio fails to recognize distinct differences between the markets for individual properties and portfolios. Specifically, the value of the subject, as a portfolio, is not necessarily the sum of the values for each of the properties in that portfolio; it could be less or it could be more.

5. A prospective client finances real estate development projects and requests an appraisal for use in a single-family residential tract development financing package. The client needs an opinion of value for the project and values for each of four individual floor plans as if each was a finished property on a typical or so-called "base" lot within the development. The project involves acquisition of finished sites and the construction and sale of finished homes in phases over a period of years. All of the values are to be market value and the effective date of value is to be a current date, all for the intended use of securing the development loan and the take-out loan commitment.

Compliance Corner (AO 23) Continued

It is important to recognize that in this illustration the assignment actually involves five properties: the entire project plus each of the four floor plans. In this case, the subject that is the project includes the land and the entitlements that allow development of the residential tract on the land. Each of the four floor plans becomes a subject under the hypothetical condition that the finished home on the typical or base lot actually exists as a finished property as of a current date of value. The appraiser must then develop and report five appraisals of five different subject properties.

For the development loan, the subject's relevant characteristics are those of the project, not the homes, and the scope of work to analyze the market for the project must address the entire project's characteristics.

For each take-out loan, the relevant subject property is an individual finished home, not the project, and the summation of the value for those individual homes is not meaningful in terms of the value of the project. Indeed, summation of the value of the individual homes to indicate the market value of the project is incorrect development, and reporting such a summation as market value of the project is misleading.

The scope of work necessary to analyze the market for an individual home as a subject property is significantly different from that necessary to analyze the market for the project as a subject property.

SUMMARY:

Identifying the relevant subject property characteristics, together with the other information gathered in response to Standards Rule 1-2, enables an appraiser to make a sound scope of work decision.

Accepting a prospective assignment on the basis of incomplete information can result in a significant mismatch between the scope of work and the valuation problem to be solved in the appraisal assignment. The lack of clear communication with the client before deciding to accept or forego an assignment can lead to an excessive or deficient scope of work. When the scope of work is excessive, appraisers might unnecessarily forego valuation service opportunities. When the scope of work is inadequate or the subject property characteristics are not appropriately analyzed given the intended use of the assignment results, the results are not likely to be credible or meaningful.

An appraiser should, by communicating with a prospective client, gather information about the type and definition of value, the intended use, and the effective date of the appraisal, as well as characteristics of the subject of a real property appraisal assignment, before deciding which characteristics are relevant and the appropriate scope of work.

AO 23 is published by the Appraisal Standards Board of The Appraisal Foundation.

Appraisal Management Company Bond Claims

An Appraisal Management Company (AMC) registered in Iowa is required to be covered by a \$25,000 surety bond per Iowa Code 543E.19. An action on the surety bond shall only relate to liabilities, damages, losses, or claims arising out of the appraisal management services performed by the AMC involving real estate located in Iowa. The bond provides that a person having a claim against an AMC may bring suit directly on the bond or the administrator may bring suit on behalf of such person.

In Iowa, it is recommended that the person having a claim against an AMC bring suit directly on the bond. A claimant may contact the Executive Officer at 515-725-9025 or via email at AMCSupervision@iowa.gov to obtain bond information of an AMC.

The Iowa Division of Banking will make bond information readily available to claimants when aware of adverse circumstances with an AMC. At this time, we are not aware of any adverse circumstances with an AMC.

It's Renewal Time!

Renewals for licensees who are on an odd-year renewal cycle, typically licensees whose last name begins with the letters L-Z, will open in a couple of weeks, typically around May 15th. If you have not already created a username and password in the new system, please do so as soon as possible. Click on New User? (at the bottom) of the login page at: https://iowapl.force.com/IPLB_login.

Reminders:

- Renewals are due by June 30 and all continuing education must be completed prior to this date and prior to the submission date of your application.
- Continuing education (CE) requirements are:
 - * Licenses issued for less than 185 days = No CE
 - * Licenses issued between 185 days and 365 days = 14 hours of CE of which 7 is the USPAP course.
 - * Licenses issued for more than 365 days = 28 hours of CE of which 7 is the USPAP course.
- Anyone not renewed by June 30 will lapse. Even though you can renew with a late fee between July 1 and July 30, your license will still be lapsed until the late renewal is completed. In addition, you will be required to document an additional 14 hours of continuing education.
- You are not required to upload your CE certificates at the time of your renewal; however, you are required to list out each course.
- Anyone selected for a CE audit will receive an email advising of the random selection and a request to provide copies of the CE certificates for the claimed courses.

Transition from Associate to Certified: A Licensee's Experience

In Volume 1, Issue 3, Kathy Pettinger was the Spotlight Interviewee. She had just received her initial certification as a certified general appraiser. Today, Kathy is being interviewed to provide insight into the transition from an associate appraiser to a certified appraiser.

Kathy, thank you for taking the time to answer questions today.

Q: Can you tell us a little about what it feels like to finally receive your certified license?

A: At first it was exciting and somewhat terrifying. Knowing my supervisor would no longer be reviewing my work was like a child taking his first bicycle ride without training wheels. It has been over a year now since I have been certified and I feel less terrified and more composed.

Q: Have you had to turn down a request because you didn't feel confident or knowledgeable enough to perform the appraisal?

A: In following the Competency Rule of USPAP, I have had to say "I do not have experience with that type of work but will take the necessary steps to complete the assignment competently." I feel fortunate, as my supervisor (past) and co-appraisers are always willing to provide a helping hand. Also being a member of ASFMRA has allowed me to network with so many informed peers who are always willing to give guidance. So, while I may have to express to my client that I do not have the experience to complete the assignment, I have not been turned away because I am able to work with others to get that competency during the appraisal process.

Q: Have you had to go back to your supervisor for assistance? If so, how did/does that work and were they still willing to assist?

A: Yes. Since he is also the president of our appraisal department, he is generally available to assist, and if not, we have a team of qualified appraisers that are always willing to answer my questions.

Q: What is the best thing about having your certification and not being an associate appraiser?

A: Probably the best thing is scheduling. I only need to consider my own calendar when talking with a client about their time-frame needs. I do not have to consider if my supervisor is going to be busy, tied up in meetings, sick, or away from the office; therefore, not being available to review my report.

Q: Can you tell us about the most unique property you appraised on your own and the struggles that came with it?

A: I am sure this is not necessarily unique, but recently I was tasked with appraising a fairly good size piece of land in the city limits of a rural community that has shown some growth in the last five years. The amount of information to take into account is mind-boggling, as well as the number of contacts you need to make. I worked with one of my peers to create a plan on where to get comparable market sales, who to contact for

Transition from Associate to Certified: A Licensee's Experience

absorption of current vacant lots, zoning, availability of utilities, how to determine if current easements affect the value... and the list goes on and on. This was not something I was able to take on myself, but it was just one piece in a larger assignment. Therefore, I drew from my colleagues to verify my steps and value conclusion. The time spent was exponential compared to the rest of the assignment, but with the help of others, I was able to confidently prepare the report and learned a great deal along the way.

Q: What has been your greatest achievement in the profession since you became certified?

A: Completing a 19-tract appraisal that covered five different counties as well as working toward my accreditation.

Q: Do you have any words of wisdom for all the associate appraisers?

A: Networking is valuable. Never be afraid to ask questions. Make a checklist of USPAP regulations and make sure you cover them well. Make another checklist of questions to ask the client and tenant. You will find the lists are never complete because you learn something new every day, so keep adding to the lists as you continue to grow in your career.

Q: When it comes to getting repeat clients, what traits or skills do you think have been most beneficial?

A: Great communication, being able to educate the client when they aren't sure what they need, and honesty.

Q: What do you consider to be the best way to obtain new clients? AMC panels, local banks, etc?

A: Satisfied clients telling their neighbors about their good experience.

Q: Do you have any last words or comments for our readers?

A: Seven years ago I wrote web-based applications as a Software Engineer, working to make sure new programming code did not break existing functionality. I did not even know what was required to do an appraisal. Now, I am enjoying the daily challenges of doing appraisals and learning something new nearly every day. The time and education are worth the satisfaction of providing the best work possible to your clients and getting to meet some fun and interesting people along the way.