

# The Top 20 Questions Asked of Appraisers And How They Should Answer

## **Introduction**

Once a real estate appraisal is delivered, the job isn't always complete. Time and again clients ask Real Estate Appraisers for additional explanations, answer unusual questions or have requests that have legal impact on the appraiser. Some questions exceed the "Scope of the Original Appraisal" while fulfilling certain requests/demands will place the appraiser in legal jeopardy. Components for this class:

- The clients need for additional information could place you in jeopardy
- How certain requests are illegal
- The appraiser supplying certain client needs can result in a fraudulent appraisal
- How far should you go to solve the clients problems

## **Course Objectives**

As a result of taking this class the real estate appraiser shall:

1. Have knowledge of what should be included in the appraisal prior to submission
2. What questions are within the scope of the appraisal
3. What questions exceed the normal "Scope of Practice"
4. Greater understanding of State and Federal Laws and USPAP.
5. If and when the lender/client asks for additional information, how the reply should be structured

<b>Session Hours</b>	<b>Major Topics</b>	<b>Method of Presentation</b>	<b>Equipment Materials</b>	<b>Assignment</b>
1) 1.5 Hours	Going through 10 questions. Indicating what is legal and what questions create jeopardy for appraisers USPAP Advisory Opinions and OCC Advisory letters regarding lenders interactions with appraisers	Lecture Discussion Overhead display	Handout, overhead, graphs, photos	Take Notes
2) Break				
3) 1.5 Hours	Sorting through the final questions Reviewing AO-19 Determining the best format for responses that help prevent confusion or fraudulent appraisals	Lecture Discussion Overhead display	Handout, overhead, graphs, photos	Take Notes