



NATIONAL ASSOCIATION OF APPRAISERS

www.naappraisers.org ♦ (210) 570-4950
The Association for All Professional Appraisers

State Appraisal Organization Leader

Re: Future of the Profession

Dear Fellow Appraiser:

This correspondence is being sent to you because of the leadership roles you play within the valuation profession. I would like to ask you to consider with me the future of the practice of real property appraising.

I think we can agree that the future will see a considerable change in the profession. The role of professional associations has changed considerably since regulation went into effect several years ago. Now with the introduction of PAREA (Practical Applications of Real Estate Appraisal), Hybrid and bifurcated appraisal products, and the recent hot topic of Bias, our industry is forever changing and we will be left behind if we do not address and adapt to these changes.

We now have only one major real property appraisal association, with most others either dropping out, scaling down or merging. In fact, the majority of real property appraisers today are not affiliated with any national appraisal guild or association. On the other hand, over the past decade we have seen many local “grass roots” organizations similar to yours emerge.

Many, perhaps most, observers believe that organizations such as yours were organized by appraisers recognizing the need for representation in state regulatory affairs, but why the drop in national association numbers? More than half of appraisers are not affiliated with any guild or association. Based on past surveys, dues were too high for the benefits, and appraisers thought it took too long and was too much trouble to become a “full member.”

Based on those survey results, several volunteers organized the NAA. It took well over a year to get the nonprofit charter, the IRS 501(c)6 tax exemption and to develop appropriate by-laws. Recognizing that some of the local organizations might fail—either because of lack of interest or poor leadership—NAA bylaws provide for a Board of Governors as advisors to the Board of Directors. NAA can give support to local organizations and can give them a voice at the national level. NAA has joined the North American Conference of Appraisal Organizations (NACAO) and is a member of The Appraisal Foundation Advisory Council (TAFAC). Together, NAA and your organization are poised to participate in the future of professional appraisers.

Your organizations members are automatically an affiliate member of NAA. They can also join NAA as a designated member (MNAA) and we will waive the initial \$50 processing fee. If you would like additional information, or just to discuss the profession, please call me.

Sincerely,

Joshua Walitt, NAA President



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National Association of Appraisers Board of Governors Membership

State Appraisal Organization Membership costs \$500 (first year is free...use discount code BOGFREE), and is open to all local and statewide associations and coalitions. Each organization is granted one seat on the Board of Governors (BOG) which has a voice in all NAA issues and at all Board of Directors (BOD) meetings. The BOG serves as a liaison between their state and the NAA Board.

BOG members can send their state board members to the annual Appraisal Summit and ACTS for a reduced fee.

Each member in the state organization has the option of becoming an individual affiliate member of NAA at no cost.

Each member in the state organization can apply to be a designated member of NAA and have the \$50 designation fee waived.

The NAA Board of Directors recently created a program that will allow state appraisal organizations to receive a \$100 credit for every 5 of their members that are designated. The more members you encourage to join as NAA designated members, the bigger your credit will be. If you have 5 members that are designated, you'll receive a \$100 credit, 10 members, then you'll receive a \$200 credit, etc. If 25 of your members become (or are already designated members), your BOG membership is free for the year.

For more information, email us at info@naappraisers.org or call (210) 570-4950.



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What has NAA Done for Its Members?

- Created an Appraiser Relief Fund
- Provided comments on the proposed revisions to the 2024 edition of USPAP
- Created an Appraiser Trainee Network
- Filed an amicus brief in the US Court of Appeals on behalf of appraisers removed from HUD's approved appraiser list without due process
- Provided input to Interagency with regard to minimum standards for AMCs
- Currently working with legislators on solutions to issue of multiple background checks being performed on appraisers
- Developed and implemented Review Certification program
- Co-hosted the Appraiser's Conference and Trade Show and the Appraisal Summit
- Assisted appraisers with complaints filed against them by State appraiser regulatory boards
- Hosted Fannie Mae's Appraiser Diversity Initiative Workshop
- Represented NAA membership in The Appraisal Foundation Advisory Council
- Supported many National and State issues that would benefit appraisers
- Challenged actions that would disadvantage appraisers and the profession including effectively putting a stop to legislation that would require appraisers to hold specific certifications to appraise properties with energy efficient features
- Produced over 100 issues of *Appraisal e-News* newsletter, providing timely, accurate news
- Published quarterly issues of *Appraisal Focus*, providing general, insightful articles
- Represented members at Appraisal Practices Board, Appraisal Foundation Trustees and Foundation Industry Advisory Council meetings
- Represented members at the Association of Appraiser Regulatory Officials meetings
- Maintained a working relationship for appraiser advocacy with other national and state appraisal organizations
- Represented the profession on radio talk shows regarding the appraisal industry
- Became a member of the North American Conference of Appraisal Organizations (NACAO) and provided input on AMC requirements
- Advocated appraiser interests with Congressional committees, CFPB, CUNA, consumer groups, home builders, Realtors® and regulators
- NAA members are currently working with Fannie Mae work group to provide input on the proposed revisions to Fannie Mae appraisal forms
- Successfully advocated for an alternative path for Licensed appraisers to become Certified
- Currently working with other industry groups to amend federal law to allow Licensed appraisers to perform appraisals for HUD
- Proposed clarifying language regarding neighborhood analysis and reporting which was adopted in the FNMA Selling Guide
- Proposed multiple revisions/clarifications that were adopted in the HUD 4000.1 handbook



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- Provided comments on the proposed “de minimis” increase from \$250,000 to \$400,000
 - Succeeded with a request to the California Court of Appeal, Third Appellate District that the Court publish a recent appellate opinion favorable to real property appraisers (**Tindell v. Murphy.**)
 - Provided comments on Tristate Waiver Request
 - Formed the Real Estate AppraisalTalk channel on Clubhouse



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Industry Partners

NAA has partnered with industry leaders to benefit member's appraisal businesses. Here are some of our partner benefits, available to members:

Appraisal Summit and Appraiser's Conference and Trade Show (ACTS)



The Appraisal Summit (www.appraisalsummit.net) and ACTS are co-hosted by The National Association of Appraisers and Appraiser eLearning. These organizations have come together to bring appraisers timely and pertinent information.



NAA members register at the member rate which is usually a \$100 savings.

Appraiser eLearning



Appraiser eLearning (www.appraiserelearning.com) LLC is a team of dedicated professionals who love learning. We attend conferences. We take online courses. We produce entertaining and engaging courses. We do this with an eye towards the learner. We – every one of us – believe that learning should be a lifelong pursuit. We – every one of us – believe that education should not only be edifying, but fun.

We offer online courses for real estate professionals who are required to take continuing education to maintain their licenses. While we know they are required to take continuing education, we aim to provide them with enjoyable alternatives to the old, outdated CE offered by old, outdated providers.

Appraiser eLearning produces high quality online training and continuing education for boots-on-the-ground real estate appraisers. Our motto is, "Learn because you want to, not because you have to." We bring in the industry's best educators and practitioners, produce content with them, and deliver education that's tailored to the needs of working real estate professionals. Our courses can be taken anytime, anywhere, from any device, making continuing education a little easier – and way more effective.

Appraiser eLearning is offering NAA members 15% off your entire order.

Class Valuation

[Class Valuation](#) is a top nationwide Appraisal Management Company (AMC), delivering outstanding quality and service to each and every client. We are devoted to combining the best people, products, processes, and technology available to ensure the success of clients, consumers, and appraisers alike. Class has consistently been ranked highly in client service by several of the nation's top mortgage lenders and has been recognized as a top place to work, along with receiving many other industry awards. At Class, we recognize our deep bench of





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appraisers is key to our success, so developing strong partnerships and fortifying those relationships is at the core of our business. Our goal is to best serve our clients through continual innovation of the appraisal process.

DataMaster

DataMaster is happy to offer its patented data extraction process to National Association of Appraisers members. DataMaster has saved appraisers thousands of hours of work by acting as an electronic bridge between their MLS and public records data. DataMaster empowers appraisers by giving them the right data at the right time to make the right valuation decisions.



DataMaster's unparalleled access to MLS data means it can offer rich information that leads to informed and accurate appraisals.

Enjoy DataMaster for 6 weeks at over 38% off. One of the additional benefits of trying DataMaster is access to their unmatched customer service. DataMaster offers one-on-one training with all users and hold advanced training webinars at least twice a month.

Once you see how easy it is to complete your reports with access to the entire data library from your MLS, you'll wonder how you lived without it. Learn more at www.datamasterusa.com.

Distagage (Disto Products)

Distagage.com (www.distagage.com) has been the leading North American Distributor of laser distance meters since 2003. They strive to provide excellent products, prices and the very best in customer support and have been recognized by Leica Geosystems as a member of the prestigious "**Disto Gold Club**" every year since 2005.



Distagage offers 15% off all Disto measuring devices (excludes accessories).

[Click here](#) for more information about these excellent low-cost protection plans.

Office Depot/Office Max

Because you're a member of the NAA you have access to exclusive, members-only discounts at Office Depot and OfficeMax. Office Depot and OfficeMax offer thousands of products discounted below retail pricing both online and in any store location. With your NAA membership, you can save up to 75% off regular prices (as listed on officedepot.com) on our Best Value List of preferred products. Order online and receive FREE next-day delivery on qualifying orders over \$50 (exclusions apply, see the website for details).



Create an account and browse through our discounts, or shop in-store by printing your FREE Store Purchasing Card.



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OREP Insurance Services

OREP, a leading provider of appraiser E&O insurance nationwide, has been endorsed by the National Association of Appraisers (NAA) as the preferred provider of E&O insurance for NAA members. OREP is the proud publisher of Working RE magazine and has served real estate appraisers' insurance needs for over 18 years.

Learn More about [OREP](#).

Solomon Adjustment Calculator



Our blazing fast cost application gives you everything you need to support depreciated cost adjustments for GLA, Bath count, Garage count and 11 more. Automates market extraction of site value; Supports assignment results like economic life, effective age and remaining economic life. Solid data for your workfile, 1004 and desktop.

Learn more at www.SolomonAppraisal.com.

Solomon is offering a 20% discount for NAA members.

Valuation Review

October Research, LLC is pleased to partner with The National Association of Appraisers (NAA) to provide members with a **\$25 discount on a 1-year subscription to *Valuation Review****.



A subscription to *Valuation Review* will provide you with complete access to the real estate appraisal industry's leading independent source of news on topics that impact your business. You will also receive subscriber exclusive webinar discounts and first access to special reports. From customary and reasonable fees to the latest USPAP changes and updates, you'll be covered on everything affecting the appraisal industry.

*Discount does not apply to previously placed orders.

Working RE Magazine



Working RE Magazine is partnering with NAA to offer members 20% off their annual subscription rate. Working RE is an award-winning print and digital publication serving real estate appraisers and other real estate professionals. Working RE is published by OREP.org, providing professional, E&O and General Liability insurance for real estate appraisers other real estate professionals nationwide for over 18 years.

Learn more about WRE [here](#).