



# News Letter

October 31, 2023

Volume 1, Edition 4

## Masquerade Gala

by JoAnn Apostol, MNAA

The Opening Reception Gala held to kick off the George R. Harrison Scholarship Fund was a huge success! All attendees had a great time with the masquerade theme which included wearing masks and formal attire, a drawing for some great prizes, good food, table games and great conversations.

A photo booth allowed for selfies with various props which included the Grand Prize winner, Selyna Ball, MNAA and Jeff Whaley, MNAA of the Colorado Association of Real Estate Appraisers celebrating the VIP ACTS Experience which includes every possible activity at the ACTS Conference in April. Selyna could not control her excitement as she jumped for joy when her name was announced. Selyna is a first-time attendee to the conference who works in areas outside of Phoenix. Her enthusiasm for what she learned and the experience she had at the conference is contagious. Attending almost every session possible at the Summit, I met her in the Excel session where she asked difficult questions and worked to learn something new! Other prize winners included Marcela Jimenez, MNAA, George Roberts Jr, Tom Hansson, and Donald Ajodhia.

So many people joined in wearing masks, it was difficult to identify some. The best costume by far was Jeff Bradford with a blonde wig and mask looking like a REAL rock star! Even the other Bradford folks, Patty and Justin, got in on the fun. The vendors were all on hand to greet people and discuss their products. This was a great opening event with fun had by all!



Playing the Roulette Wheel are George Roberts Jr, Jim Morrison, MNAA Ben Maxwell, AeL and Doug Hayes - Posing for a pic are Stephanie Streep Tuley, MNAA, Marcela Jimenez, MNAA and Organizer Sierra Alden. Masked attendees - Left - Paul Ryll, MNAA, SC, Barry Phillips, MNAA, SC, Katya Borisova, MNAA, AZ, and Ken Williams, MNAA, MS - Right Marty Wagar, MNAA, MI, and Pam Teel, MNAA, TX



Selyna Ball, MNAA, AZ, VIP ACTS Experience winner & Jeff Whaley, MNAA



Malinda Griffin, MNAA, SC



Bradford Technology Booth featuring Jeff Bradford's best costume



Marcela Jimenez, MNAA, TX



7-hour USPAP Course winner, Donald Ajodhia, NY with Bryan Reynolds, MNAA and Jason Covington, MNAA



ACTS Registration winner, George Roberts Jr, Arkansas, with Bryan Reynolds, MNAA and Jason Covington, MNAA

## ACTS 2024 - April 20-23, 2024

ACTS 2024 will be held in Colorado Springs, Colorado and is hosted by the Colorado Association of Real Estate Appraisers.

Be sure to plan your trip to this beautiful area of the county for the conference April 20-23, 2024.

<https://www.appraisersconference.net/>

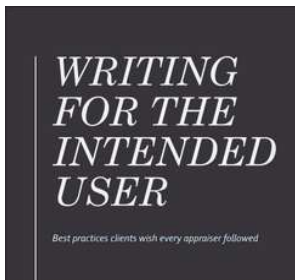
# Summit Recap-Day 1

by JoAnn Apostol, MNAA

The 15th Annual Appraisal Summit kicked off on September 18, 2023 at Planet Hollywood in Las Vegas with a Welcome address by President Joshua, Walitt, MNAA from Colorado. In his opening remarks, he challenged the attendees from 42 different states to be leaders - not only on the stage but in all aspects of business. He welcomed the audience to join NAA and help the outreach of the organization and to reach out to trainees as leaders in the industry.

The sessions kicked off with Jason Covington, MNAA and Barry Phillips, MNAA presenting tools to help appraisers expand into non-lending assignments. They encouraged appraisers to find their niche in the industry by offering services for measuring, owner appraisals, investors, attorneys and CPAs. The theme was to think about these users' problems, frustrations and issues to provide services that help these clients solve their problems.

Pam Teel, MNAA and Heather Sullivan, MNAA, had a very good presentation on writing for your intended users. They gave real world examples of addressing common appraisal issues in the report which focused on the needs of the intended users.



The writing session continued with understanding how the intended users views and appraisal as a risk mitigation. It is more important to understand the marketability and salability of the subject property in some instances than the value. Their recommendations were to present market information to support what you see in the data focusing on the subject, sales comparison approach and reconciliation sections.

The Desktops and Hybrids Session focused on the fact that change is inevitable and these products are part of a changing landscape in the appraisal industry. Cathy Putegnat, MNAA, Chris Shoemaker, MNAA, and Jeff Morley, MNAA, focused on the data collections process with the training requirement from the GSEs, but also the importance of the appraiser verifying the information provided by the data collectors.

These products do require a floor plan with many scanning software providing the technology.  
(continued on page 5.)

## Volunteer Opportunities

Many committees are looking for new members. Committees meet 4 - 12 times a year for about one-hour meetings and provide the Board with assistance and proposals based on the duties assigned. Email [info@naappraisers.org](mailto:info@naappraisers.org) for more information or to apply.

## NAA Directors

President	Joshua Walitt MNAA CO
Vice President	Malinda Griffin MNAA SC
Secretary	Greg Stephens MNAA TX
Treasurer	Hal Humphreys MNAA TN
Director	Blair Dingeman MNAA CA
Director	Pamela Teel MNAA TX
Director	Barry Phillips MNAA SC
Director	Jason Covington MNAA TN
Director	Kenneth Williams MNAA MS
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Appraiser Trainee . . . . .	Sierra Alden Assoc. Mbr AZ
Board of Governors . . . . .	Pam Teel MNAA TX
Bylaws Committee . . . . .	Gregory Stephens MNAA TX
Communications . . . . .	JoAnn Apostol MNAA CO
Conference Program . . . . .	Joshua Walitt MNAA CO
Education . . . . .	Hal Humphreys MNAA TN
Executive Committee . . . . .	Joshua Walitt MNAA CO
Finance Committee . . . . .	Malinda Griffin MNAA SC
Fundraising . . . . .	Blair Dingeman MNAA CA
Government Affairs . . . . .	Laurie Egan MNAA OR
Membership . . . . .	Barry Phillips MNAA SC
Nominating . . . . .	Bryan Reynolds MNAA KY
Professional Conduct . . . . .	Martin Wagar MNAA MI
Public Relations . . . . .	Cathy Putegnat MNAA OR



## Welcome to New Members

NAA has both state appraisal organizations and individual memberships for appraisers and others.

We have so many new members in 2023 which include one new state organization - Real Estate Appraisers of Southern Arizona (REASA). Welcome!

# NAA Partnership with OREP

by JoAnn Apostol, MNAA

The Board of Directors has been in discussions for many months working on a deal with OREP as a partner of NAA. This is the first of its kind for NAA, so the details had to be just right for all involved.

We are happy to announce that the Board approved a one-year partnership with OREP at their meeting in Las Vegas at The Appraisal Summit. OREP is now a Preferred Provider of Appraiser E&O Insurance for NAA members.

NAA members have enhanced benefits that include an additional \$50,000 of Discrimination Claim coverage when coverage is purchased through OREP.

The partnership is a great value to NAA with national coverage of NAA's activities, initiatives and recognition as a leader in the appraisal industry. OREP is providing advertising in Working RE magazine for NAA.

OREP will also provide members with information on risk management and liability through webinars and articles in Focus Magazine.

The benefits don't stop there! Every member of NAA now will receive a subscription to the print version of Working RE magazine. When you become an OREP member, you also receive 14-hours of CE and state board complaint consulting. Click below to find out more!

## Are You a Realtor?

by Malinda Griffin, MNAA

Did you know, The National Association of REALTORS® (NAR) represents approximately 25,000 state-licensed and certified appraisers throughout the country? The real estate industry has a wide range of professionals including APPRAISERS, brokers, team leaders, salespeople, property managers, and more.

Your membership or subscription to many Multiple Listing Services (MLS) automatically extends membership to your State and National Association of REALTORS®. If your MLS includes the NAR dues, then you ARE a REALTOR® and may use the trademark/logo and take advantage of the many NAR benefits through the [NAR Benefits program](#).

Some states also offer The Realtor Relief Foundation (RRF), which is a charitable organization dedicated to providing housing-related assistance to victims of disasters. It was created as a REALTOR®-driven response to the 9/11 terrorist attacks but continues to restore and rebuild communities effected by disasters such as wildfires, hurricanes, earthquakes, and tornadoes.

As our industry continues to face challenges, remember to seek out the trusted partnerships in place for you. Membership in NAA also has benefits; read on for more information.

## Attention NAA Members!

### OREP Rewards Your Professionalism

with Enhanced Coverage and Lower Rates!



With OREP, NAA Members Enjoy An  
**EXTRA \$50,000** Discrimination  
Claim Coverage

Included in your policy. (Up to \$500,000 Discrimination Coverage max.)

Visit [OREP.org/NAA](https://naappraisers.org/)

Quote in Five Minutes

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# Fundraising Committee

by Blair Dingeman, MNAA

Happy Fall!

I wanted to share some great news about our Fundraising efforts during the Appraisal Summit this year in Las Vegas. We kicked off the [George R. Harrison Scholarship Fund](#) with a masquerade themed opening reception. We had casino tables, some great raffle items, 50/50 raffle, a photo booth and masks for all of the attendees to wear. We want to thank the sponsors of this event who were Validox, AppraiZit, LIA Insurance and McKissock Education.

Everyone had a wonderful time!

During the conference, we held a silent auction that featured a lot of great items donated by our amazing donors! This year we raised just over \$5,700 for the Appraiser Relief Fund and \$2,200 for our new scholarship fund.

In addition to the monies raised for the scholarship fund at the Appraisal Summit, we have been blessed to have other members of our industry donate an additional \$5,000, which is heartwarming and will contribute immensely to this scholarship fund. It's truly a great start for our mission to support individuals who aspire to be a part of this wonderful profession but may face financial barriers.

We are looking forward to the upcoming ACTS conference that will be held April 20-23, 2024, in beautiful Colorado Springs! Our state organization host at this conference will be the Colorado Association of Real Estate Appraisers(CAREA).

We are working hard to put together another memorable event and to provide opportunities for the attendees to continue to help support our efforts in raising money for both the Appraiser Relief Fund and the George R. Harrison Scholarship Fund. We continue to look for additional members to volunteer on the NAA's fundraising committee.

We want to thank each and every one of you that donated an item, bought raffle tickets, bid on silent auction items or donated money to these great causes!

We wouldn't be able to continue to support our peers in their time of need and to assist with bringing in the next generation of appraisers into our profession, without the generosity of so many!

Please reach out to Blair Dingeman MNAA if you are interested in volunteering or would like to donate an item to an upcoming raffle/auction. Keep up-to-date and watch the website for applications to the George R. Harrison Scholarship Fund. [NAAppraisers.org/arf](https://naappraisers.org/arf)

## Donate NOW!

**The Appraiser Relief Fund and NAA George R. Harrison Scholarship Fund help appraisers who are getting into the industry and have unexpected events that impact their lives.**

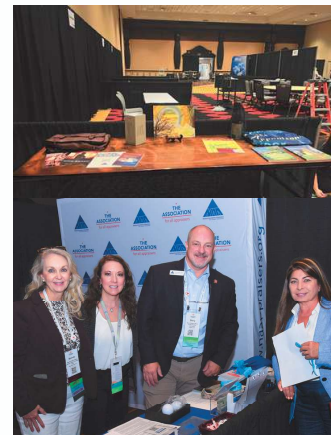
**Visit the NAA website to donate.**  
<https://naappraisers.org/arf>

## Appraiser Relief Fund

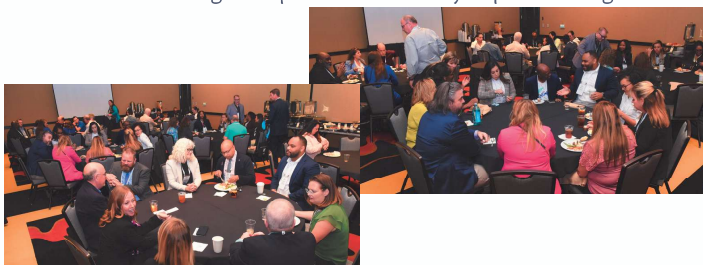
The Appraiser Relief Fund was established three years ago to assist appraisers with day-to-day life after unexpected events such as medical conditions, fires, flooding, earthquakes or any other natural disaster. The fund can assist with education, licensing fees and other items that can help these appraisers get their businesses up and running again. This is a 501-c3 non-profit organization. A silent auction, 50/50 raffle and cash donations at The Appraisal Summit raised over \$5,700 for this much needed fund.

If you know a fellow appraiser in need of assistance or want to donate to the fund, click here:

<https://naappraisers.org/arf>



Images: Clockwise above: Teresa Walker, Admin and Josh Walitt, MNAA President, discussing business. Silent Auction Items at the NAA Booth for the ARF Fund. Barry Phillips, MNAA Selling 50/50 Raffle tickets for GRH Scholarship Fund. Malinda Griffin MNAA, Blair Dingeman, MNAA and Barry Phillips, MNAA at the NAA Booth. Below: Networking with peers and industry experts during lunch.



## Catch us on Social Media

Facebook: <https://www.facebook.com/NAAppraisers>

LinkedIn:

<https://www.linkedin.com/company/national-association-of-appraisers/>

Instagram: <https://www.instagram.com/naappraisers/>

Discuss current appraisal topics on the Clubhouse App or website:

<https://www.clubhouse.com/>

# Trainee Event Recap

## by Sierra Alden, Trainee Committee Chair

Through the National Association of Appraisers (NAA) we host a free event for Trainees and Supervisors during the pre-conference activities at both ACTS and the Appraisal Summit. It all started 3 years ago and has evolved since.

At the Summit, Saturday evening began with a delicious dinner sponsored by RSDS, LIA and Reynolds and Ryll. It turned out to be one of the highlights for many. We all sat, ate yummy food, networked, and laughed. The table next to us was the Board of Directors so the Trainees got to introduce themselves and make lifelong contacts. We have found that this event really sets the stage for the session on Sunday, everyone gets to know each other and then when they walk into the room the next day, they see some familiar faces. It was a pleasure getting to know each one of them who attended. I hope we can help them succeed or just be there to support them, any way we can.

On Sunday afternoon the separate trainee and supervisor sessions started. This year's theme, if you will, was PAREA. A big topic many don't know much about and will be a great option for trainees looking to get into this profession and will help them clear boundaries.

The trainee session started with Rachel Beam at Fannie Mae who works with their Appraisal Diversity Initiative. We really like this program and love to hear all about how they are helping trainees with scholarships and finding mentors who can help them along their journey. Then Jeff Morley, Accurity Consolidated, and Hansel Dobbs, Aloft, presented "What Happens Next?" Both have trained appraisers and work for companies who have trainee programs. They talked about what happens after you get a supervisor and complete your hours. It was interesting to hear the different routes you can take and the advice they gave for appraisers starting out.

After break we went into the Nuts and Bolts of PAREA. First, we heard from Scott DiBiasio at the Appraisal Institute, their program just came out and has had some people already enroll. Then we heard from Kevin Hecht at McKissock, their program will be out in 2024. Once we got to hear and see about each of their individual programs, the audience got to ask questions. It was all great information that we haven't really heard in public yet. We had a trainee in the room who completed his first week with the Appraisal Institute PAREA and had wonderful things to say about the program.

Some of the trainees went on to attend the full conference on Monday and Tuesday. Some of the information may not be applicable to you yet as a trainee, but it is worth it to network and get some of that under your belt. It would be an important thing to put on your resume and to tell a potential supervisor what classes you took and what you learned. A lot of these appraisers will talk with you, give you their email or phone number and you can contact them to pick their brain, ask questions or just listen to their journey. It's a great community that NAA has fostered.

If you haven't been to a conference yet, I highly encourage it, especially as a trainee. We have had trainees come to every conference since we started these sessions. Every time is different, and you will get latest information every time. I hope I get to meet you at the next one! Maybe in Colorado Springs at the 2024 ACTS conference.

(Summit Recap Day 1 - Continued from page 1.)

"Adequate" descriptions for Hybrids and desktop reports does not mean every little detail; it needs to be enough to produce credible results. If conflicting data is uncovered, the appraiser is responsible to verify and use the most reliable data. The statement of assumptions and limiting conditions on the FNMA 1004 Desktop form is imperative to read and understand regarding the reliability of what the appraiser uses of the data researched. Chris also showed the major changes to the forms from the typical 1004 form.

After a wonderful lunch and networking hour, the afternoon kicked off with Scott DiBiasio covering the policy update on valuation. Key legislation includes implementation of the PAVE taskforce, ROV guidance, PAL Act, Appraisal Fee Transparency Act, and reinstating Licensed Appraisers to the HUD panel. He also highlighted the FNMA state letters and the confusion surrounding how these should be handled by the states. Contact [Scott](#) for further information.

Lisa Desmarais, MNAA, TAF, presented a preview of the 2024 USPAP changes and discussed PAREA program requirements, availability, and how much experience can be replaced. Changes to the AQB requirements adding a valuation and bias continuing education requirement for both new and existing appraisers beginning in 2026. Visit the [Appraisal Foundation](#) website for more information.

The afternoon finished with a panel of knowledgeable guests that discussed "An Unbiased Opinion." Josh Wallit, MNAA and President of NAA was the moderator and asked many tough questions of the panel participants. The panel included Craig Capilla of Franklin, Greenswag, Channon & Capilla who represent many appraisers in bias complaints. Other panel members were Bryan Reynolds, MNAA, Paul Ryll, MNAA, Byron Miller, MNAA, Cristy Conolly of Class Valuation and Gene Staples of Hope Church Las Vegas.

There were some common discussion points around bias and how to address this issue which included inconsistencies in training, diversity in the industry, historic lending practices including redlining which all led to the question; "How does an appraiser avoid the appearance of bias?"

How does removing words address bias? Words mean things to different people and vague terms leave room for the reader to interpret them. Reports are failing to meet expectations because readers don't understand the process and appraisal language. However, they do read subjective language like "poor," "crime-ridden," and other code terms.

The panel challenged the audience to ask themselves; Will I, Did I, and Am I part of the problem or part of the solution? Customer service can have an impact on the perception of the appraiser. Was the site visit completed in 7 seconds, or did the appraiser take the appropriate time in the home to recognize the issues? An attitude that says "Don't talk to me" with short answers and refusing a business card gives the owner, client or AMC representative the wrong impression. The key is to form good relationships with clients, homeowners and other business people by being courteous and respectful.

Are we the thermostat that raises the temperature of a situation or should we be the thermometer that reads the temperature?

# Pre-Conference Activities

by JoAnn Apostol, MNAA

Appraiser eLearning held several CE classes ahead of the Summit in Las Vegas including a two-day FHA class taught by Bryan Reynolds, MNAA.

Scott Cullen, MNAA and Timothy Anderson, MNAA, via video, hosted a non-CE webinar called How to Excel as an Appraiser which provided a template, but also methods for supporting and extracting adjustments.

Peter Christiansen presented a CE class on Eliminating Bias which was well-received. Aloft debuted their new adjustment tool called Toolkit where attendees could ask questions and see the program in action. DataMaster and Synapse did similar technology presentations on Sunday for the Tools & Technology Tutoring sessions.

Saturday events also included the Board of Director meeting which is open to the public. This meeting provides insight into what NAA does for its members. Saturday evening the supervisors, trainees and board members met for dinner at a local restaurant.

Sunday included the meeting of the State Appraisal Organizations which is also open to the public. Attending this meeting is valuable to connect with state organizations and NAA. The supervisors and trainees had separate sessions with great presentations related to these roles. There were representatives from The Appraisal Foundation, The Appraiser Diversity Initiative and developers of PAREA that gave great information. Three goody bags and one subscription to Solomon were the prizes during the trainee session.

The Gala was held Sunday evening with casino games, 50/50 raffle and special drawings to raise money for the Appraiser Relief Fund and the newly established George R Harrison Scholarship Fund. These preconference activities are informational and fun, so plan your next conference experience to include these activities.



Images - From Left to right  
Pre-conference Instructors:  
Bryan Reynolds, MNAA  
Peter Christiansen, and  
Scott Cullen, MNAA

# Board of Directors

by JoAnn Apostol, MNAA

The NAA Board of Directors met on Saturday, September 16th as part of the pre-conference activities at the Appraisal Summit in Las Vegas. After a short welcome, roll call and approval of prior minutes, the agenda called for reports from the committee chairs of NAA.

Sierra Alden, trainee committee chair, discussed the trainee events at both the Summit and ACTS with a goal to continue these events but fine tune them to each event type. Also discussed during this was a new program that is being tested in a few high schools to expose young people to the appraisal profession. This program will eventually be available to all members to use in similar presentations at career days and workshops in local schools.

The audit committee reported there has been more spending than in years past due to the increase in board members and sending people to national organizational meetings and conferences. While there is a benefit of attending these meetings and conferences, the audit committee suggested that only one representative be reimbursed for attendance and travel expenses.

The Board of Governors, state appraisal organizations leadership group, had twelve members attend their May 2023 meeting via zoom. The major discussion points were the complaint letters from the GSEs and a letter to FHFA regarding Property Data Collectors which was approved. A copy of the letter to FHA can be found on the [NAA Website](#).

The bylaws committee presentation was a prior recommendation for voting rights by membership type. This had not been adequately exposed at an earlier meeting, but it was approved by the board. The conference committee discussed the preconference gala for the Summit, coordinating dates and efforts between the Summit and ValExpo, and planning for events at the ACTS conference in April in Colorado Springs. They also discussed possible discounts to companies that sponsor multiple conferences to get more exhibitors and sponsors for these events.

The communications committee discussed the newsletter, Focus Magazine, an infographic on ROVs and work on the website. The finance committee reported similar expense increases as the audit committee indicated and monies transferred related to the fundraising efforts for the Appraiser Relief Fund and George R Harrison Scholarship Fund. See the fundraising article on page 4 for more information from this committee.

The membership committee has been busy attending several state organization conferences including Texas and South Carolina. They have reached out to people who have let their membership lapse to understand the reason and encourage them to renew their membership. They announced a free, 1-year membership to the scholarship recipient of Melissa Bond's, MNAA practicum program, and they are working with two states to help start an appraiser organization.

The nominating committee discussed terms of service and the three people who are moving off the board due to the end of terms. They are also working on a vetting process for nominations to ensure the board retains qualified individuals and represents the diverse appraisal profession. Other committees had little to report, but the board did approve the preferred provider agreement with OREP.

Josh Walitt, MNAA, current president of NAA, did announce that he would not be continuing in his current role next year despite most people serving two years at president. He did indicate that it was due to personal reasons, but he will remain on as the immediate past president next year.

# Summit Recap-Day 2

by JoAnn Apostol, MNAA

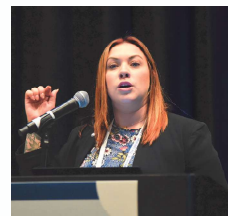
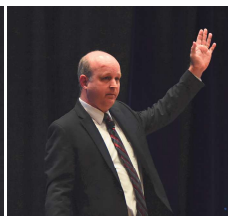
Day 2 started with a continental breakfast, networking opportunities and was moderated by Malinda Griffin, MNAA and VP of NAA. The first session was by Jessica Jenkins-Tome, MNAA on Leveraging Technology. She began with the outages of MLS systems in many areas using Rappatoni as an example of planning and preparing for a solution if something happens or changes. To leverage technology well, we need to ask how we have continuity of our business. Some areas to consider when using technology to benefit our business include panel management, assignment logic, and utilizing virtual assistance, business cards to replace mundane and time-consuming tasks of day-to-day business. Technology can help us only touch each data point once by using mobile apps for inspection because the more often each data point is touched, there is a higher probability of mistakes and errors which can be avoided.

Randy Flowers, Kharon Brown and Jordan Chapman of RSDS presented a Supervisor/Trainee panel discussion across the states. This session focused on the differences between the states in processes and gave good recommendations for trainees and supervisors to follow up on. Suggestions like calling the state and asking how long field experience reviews, issuing licenses and exam approval generally take can help with understanding the processes of getting a license in the state you are working. They also suggested using technology for scheduling appointments, note taking, sharing of workfiles and inspecting using tools that can be taken into the field and accessed by those working on an assignment together. They said don't settle for a supervisor! Training and learning in the supervisor model is a relationship, so find a quality supervisor by interviewing them with specific questions and goals in mind.

After the morning networking break, Lyle Radke began the GSE presentations discussing the ADI (Appraiser Diversity Initiative) program. So far, they have awarded 500-550 scholarships for new appraisers to get the education needed to enter the profession. They have a new scholarship fund in the works to send applicants through the PAREA program. The next ADI events are Seattle in October and a virtual ADI in November. Lyle took a minute to discuss the Value Acceptance Program indicating that these remain a very small part of their portfolio and have many requirements to be acceptable.



Presenters at Appraisal Summit  
Left: Scott Reuter of Freddie Mac  
Below: Jeff Morley, MNAA  
Lyle Radke of Fannie Mae and  
Sierra Alden, Associate Member



(Summit Day 2 Recap continued)

Lyle said 80% of loans sold to FNMA have regular appraisals, and that appraisers CAN do the PDC data collection. Interestingly, he commented that the GSEs have ALWAYS been exempt from using appraisal, but they need the information from appraisals to manage risk well.

He also indicated they still need appraisals and appraisers to ensure they are managing risk; that is why they have spent 5 years redesigning the UAD forms. Software companies are using the style guides to build out the new forms. The GSEs will publish training guides, edits and updates for the next two years, because they are hoping for early 2025 initial implementation of the new forms. If all goes as expected, the new forms will be required in 2026.

The next part of Lyle's presentation was the most interesting to me since I have been working on this topic for some time. The discussion was about the prohibited terms and use of subjective terminology in appraisals. Watch for the next issue of Focus Magazine to find out what I learned from this presentation!

Other interesting information from Lyle included the use of Artificial Intelligence to assess condition. They are using image recognition on pictures from the web which were supported by human reviewers where errors in rating the condition of the home were found in appraisals.

Scott Reuter from Freddie Mac joined Lyle on the forms redesign discussion and then continued with some additional information. He said that purchase and refi volume are down due to interest rates and not due to the Value Acceptance Program.

He reiterated many of the word usage recommendations that were presented earlier noting that objectivity in appraisal reports is the main focus. Scott also discussed the new independence requirements for property data collectors. He stressed that the GSEs have training and background check requirements for data collectors.

After lunch, conference attendees heard from Mike Brunson, MNAA and Barry Phillips, MNAA about Modernization and doing work for VA appraisals. They also indicated that loan volumes are down by 29% for VA loans. The Tidewater process was discussed at length and the differences in this process. The major difference is that Tidewater is enacted by the appraiser before the appraisal is completed when the appraiser determines the value is below the contract price. The lender then has 48 hours to send the appraiser additional information including closed sales that support the purchase price. VA is different in that they can make the loan whether the appraisal supports the contract price or not and will issue a Notice of Valuation (NOV.)

Other updates include the use of trainees by the inspector signing on the left and the VA appraiser signing on the right. Private road maintenance agreements are no longer required by VA. Finally, VA allows exterior only and desktop products for purchases only. These loans must be for single-family properties, be within conforming limits and are only available to lenders who are approved into the Lender Appraisal Program (LAPP).

(continued on page 10)

# State Organizations

## State Organization Leadership Meeting

by JoAnn Apostol, MNAA

The SAOL met at The Appraisal Summit in September with 12 member organizations, six non-member organizations, plus members of the public. Ohio sent representatives for the first time which shows the growth in state member organizations. Alaska and Florida are working towards starting state organizations with help from the BOG and other state organizations. Organizations of appraisers provide many benefits and those that are members of NAA get added benefits of membership including attendance at both ACTS and the Summit for a reduced fee. Each member of the state organization has the option to be an affiliate member of NAA. For more information on the benefits of your organization becoming a member, please visit the NAA website here: [BOG Benefits](#).

Josh Walitt, MNAA and President of NAA led off the meeting with the welcome address where he discussed the organization and the three goals he has for the organization. First, communication with the public, so that there is better general knowledge about appraisal practice and 'boots on the ground' appraiser's obligations. To that end, NAA has published an info-graphic titled "[What Is An Appraisal?](#)" This infographic is designed to answer many common questions and to be given to homeowners, agents and clients to help them understand the appraisal process. The third goal is to celebrate the differences in the appraisal industry and show acceptance of appraisers and assignments.

Some committee chairs also gave presentations on what they have been working on to increase awareness and provide relative information. Laurie Egan, MNAA and chair of the Government Affairs committee discussed the response to interagency guidance on Reconsiderations of Value. This effort addressed a request for information to help standardize the process across the industry. JoAnn Apostol, MNAA, discussed the newsletter and the state section which is designed for state organizations to be recognized and provide advertising for their organizations.

Hansel Dobbs, MNAA of Aloft, provided a brief overview of their new adjustment technology with does paired-sales analysis and depreciated cost analysis. The Aloft Toolkit was also demonstrated on Saturday at the conference for those who were interested in this new tool. Kevin Hecht, MNAA discussed the McKissock version of PAREA and its soon to be launched program.

(continued on Page 9)

## NAA Member Organizations

Appraisers Coalition of Washington (ACOW)

<https://acow-wa.org/> - [info@acow-wa.org](mailto:info@acow-wa.org)

Association of Texas Appraisers (ATA)

<https://www.txappraisers.org/> - [info@TXappraisers.org](mailto:info@TXappraisers.org)

Coalition of Arizona Appraisers (CoAA)

<https://www.azcoaa.us/> - [info@AZCOAA.us](mailto:info@AZCOAA.us)

Coalition of Oregon Real Estate Appraisers (COREA)

[COREAppraiser@gmail.com](mailto:COREAppraiser@gmail.com)

Colorado Association of Real Estate Appraisers (CAREA)

<https://carea.wildapricot.org/> - [CAREA.appraising@gmail.com](mailto:CAREA.appraising@gmail.com)

Mississippi Coalition of Appraisers (MSCAPP)

<https://mscapp.org/> - [mscapp12@comcast.net](mailto:mscapp12@comcast.net)

New York Coalition of Appraiser Professionals (NY-CAP)

<https://www.facebook.com/groups/202436526832014/> -

[NewYorkCoalitionofAppraisers@gmail.com](mailto:NewYorkCoalitionofAppraisers@gmail.com)

North Carolina Profession Appraisers Coalition (NCPAC)

[www.ncpac.us](http://www.ncpac.us) - [ncpac@live.com](mailto:ncpac@live.com)

Northern Colorado Association of Real Estate Appraisers

(NCAREA) <https://ncarea.org/> -

Ohio Coalition of Appraisal Professionals (OCAP)

<https://www.ocapweb.org/> - [info@ocapweb.org](mailto:info@ocapweb.org)

Real Estate Appraisers Association (REAA) <https://reaa.org/> -

[info@reaa.org](mailto:info@reaa.org)

Real Estate Appraisers of Southern Arizona (REASA)

<https://www.reasa.org/> - [admin@REASA.org](mailto:admin@REASA.org)

South Carolina Professional Appraisers Coalition (SCPAC)

<https://www.scpac.net/> - [info@scpac.net](mailto:info@scpac.net)

Utah Coalition of Appraisal Professionals (UTCAP)

<https://uautah.wildapricot.org/> - [Info.UTCAP@gmail.com](mailto:Info.UTCAP@gmail.com)

If you have a state coalition that isn't associated with NAA, consider joining forces by contacting a membership committee person or emailing us at [info@naappraisers.org](mailto:info@naappraisers.org).

## Other State Organizations

State organizations can join forces with NAA to make a louder voice for individual appraisers. The Board of Governors welcomes Real Estate Appraisers of South Arizona (REASA) to our organization.

First year dues for states are waived as a member organization. Annual costs are \$500 per year after. However, a state organization receives a \$100 per year discount for every 5 state members who are Designated Members of NAA. With 25 designated members, a state can have renewal fees eliminated.

If you want your organization listed below, email [info@naappraisers.org](mailto:info@naappraisers.org) with "Newsletter" in the subject line.

Colorado Coalition of Appraisers (COCAP) - [www.cocapp.org](http://www.cocapp.org) - Michael Carroll - [mj@mjvaluations.com](mailto:mj@mjvaluations.com)

Delaware Association of Appraisers, Inc (DAA) <https://www.deappraisers.net/>

Illinois Coalition of Appraisal Professionals (ICAP) <https://www.deappraisers.net/>

Louisiana Real Estate Appraiser Coalition (LAREAC) <https://www.lareac.org/>

Michigan Coalition of Appraisal Professionals (MCAP) - <https://www.facebook.com/groups/michcap/> - Eric Dean Morse - [eric@realistappraisals.com](mailto:eric@realistappraisals.com)

North Dakota Appraisers Association (NDAA) <https://ndappraisers.org/>

Tennessee Appraiser Coalition (TAC) <https://tappc.clubexpress.com/-president@tnappraisercoalition.com>

Virginia Coalition of Appraisers (VaCAP) <https://vacaponline.com/>

(SAOL continued)

There were some common themes in the discussions about issues states are facing in the industry. One of the biggest issues is the complaint letters from the GSE's. These are not signed, and each state has been handling them differently. Recommendations included seeking statutory changes requiring complaints to be signed and prohibiting anonymous complaints.

Utah, Arizona and Mississippi reported issues with the regulatory structure of appraiser boards and how board members are approved. These states are looking for ways to get better representation for appraisers in their states. Property data collection remained a common issue with many states reporting their appraiser boards have no regulatory oversight. Some organizations discussed efforts to change the regulations so the appraiser agencies could oversee and license the data collectors.

Ohio's big challenge was the Rappatoni crisis where their organization trained and provided education on the Realtor Property Resource (RPR) which is available to all members of the National Association of Realtors and was made available to appraisers and agents during the cyber attack which crippled the real estate sector in many states.

Scott DiBiao gave a regulatory update which covered the PAVE action plan, ROV update, quality standards for Automated Valuation Models or AVMs, and the new dashboard on the Appraisal Subcommittee website aimed at reducing barriers to entry into the profession.

One major legislative push is the PAL Act, which will create a Portal for Appraiser Licensure and streamline the issue of licensing applications and renewals into one central location. He also covered the Appraisal Institute PAREA program and announced that 100 people had already enrolled since it went live in mid-September.

The next meeting for the State Organization Leadership group will be via zoom in January. Anyone can attend the meeting, but all state organizations are encouraged to be there to continue to discuss issues that appraisers are facing in the industry. Specific discussion is planned about the renewal process in each state including what is required and the cost to renew.

A second topic is approval of continuing education and whether each state accepts courses approved in another state according to the AQB criteria. If you have additional information or would like to find out how to attend the NAA State Appraisal Organization Leadership, please contact NAA at [info@naappraisers.org](mailto:info@naappraisers.org) and include State Organization in the subject line.

(SAOL continued from page 9)

There were several state takeaways with approvals of education the real challenge, in particular, for companies that offer national education. The other issue was getting state boards and offices to under the difference between asynchronous and synchronous offerings.

NAA will attend state conferences with a booth. This is an outreach effort for state members to understand what NAA is doing for them. It is also helpful for state organizations to have a general email address like [info@](mailto:info@) or [admin@](mailto:admin@) so organizations don't miss out on vital news from NAA and others. Each state had an opportunity to discuss what they are doing, their membership numbers and major issues that are impacting appraisers in their state. Education offerings, social hours and conferences were a common theme from state organizations that improved membership. With general morale down in the industry, many recommended acknowledging the industry is in a cycle of change but to turn that to a positive by diversifying practices, offering both zoom and live courses, and letting members know that the objective of the course or meeting is not to complain.



For information and links to activities including a trip planning tool, visit the Visit Colorado Springs website at <https://www.visitcos.com/> or click on the picture.

# Summit Supervisor Event

by JoAnn Apostol, MNAA

The supervisors joined the trainees on Saturday evening at dinner at Flights restaurant in the Miracle Mile at Planet Hollywood. Plates of appetizers and good food were shared while the conversations focused on the trainees and getting to know them.

I helped several get on the Clubhouse app so they could join the conversations on Mondays at 4 pm Eastern time with Barry Phillips, MNAA and Tim Anderson, MNAA during Trainee Talk where the focus was on trainee questions and basics of appraising. If you are interested, download the app and find any of us in the search function. Make sure you join Real Estate Appraisal Talk house to see the scheduled discussions which include many NAA members and others in the industry with a wealth of knowledge and experience.

The Sunday supervisor break-out session began with presentations from the Appraisal Institute and McKissock on their PAREA programs. The presentations were engaging and showed examples and demonstrations of these products. We saw how a virtual house could be altered in dimensions, rooms, finishes and condition where participants in the program were required to rate these and use them in analyses.

We've heard a lot about PAREA regarding the theory and requirements, but seeing the program in action really changed the views of many people in attendance. The roundtable discussion at the end included the discussion of how productive a candidate coming out of PAREA could be and what value-added they could be to an existing appraiser. So often, supervisors begin from the very basics in training people which is time-consuming and costly. However, all in attendance agreed that hiring a PAREA graduate could be more beneficial from the very beginning.

Lisa Desmarais had presentation on USPAP and other resources from The Appraisal Foundation. She highlighted the [Appraiser Talk Podcasts](#) that are available on your smart phone and the [National Exam](#) page for getting more information for both trainees and supervisors. Being well-informed helps both supervisors and appraisers through the process of training and obtaining a license. She also discussed the Guide Notes and how they can help in understanding the requirements to become an appraiser. The Foundation has pages dedicated for [PAREA](#) and [Aspiring Appraisers](#) filled with information and ways to contact staff for answers.

If you are considering being a supervisor or already training a new appraiser, sign up for these sessions at future conferences. They are very informative and helpful with different topics each time.

(Summit Recap Day 2 continued)

Hal Humphreys, MNAA, Malinda Griffin, MNAA and Sierra Alden covered how to navigate GSE and Government Websites and manuals. Hal showed people the easiest way to the [FHA Roster](#) page on the FHA website and recommended bookmarking this for future use. This page has good information and resources for appraisers. He also recommended downloading the Handbook 4000.1 so you could use a keyword search since it is now a searchable pdf.

He also covered the GSEs websites with FNMA showing where an appraiser can get an answer to a question in 24 hours. See the link at the bottom of the page, but if you are on the Appraiser Page of FNMA, scroll to the bottom and select "Contact Us." The information and presentation provided the audience with ways to find answers to questions.

Peter Christensen's presentation "A Word from Your Lawyer" covered the areas that appraisers should be careful of in their daily practice. He said that nothing is really new regarding why appraisers get sued and the #1 mistake remains square footage mistakes. In fact, he discussed a recent discrimination complaint where the appraiser was accused of reducing the GLA purposely to reduce the value of the home. A subsequent reconsideration resulted in no change in the square footage, so the person also claimed the lender didn't do a good job reviewing the appraisal. Regarding the bias complaints, there are 150 investigations that remain pending with HUD that have no resolution as of yet. If these begin getting resolved, there may be something to be learned. However, he advised the audience to look at the language used in appraisal reports and to clean up the neighborhood sections.

Mike Brunson, MNAA gave the closing presentation "Glancing Back While Looking Forward." Mike is a founding member of NAA and used pictures of prior presentations he made at conferences to show where we have been. He also focused on where the profession is today noting that it really isn't a different landscape than it was in 2006 or 2010. We are faced with challenges and a changing profession. Appraisal Modernization is the challenge and we must rise to the challenge to understand why this is needed. We also must accept the change and forge our own path in the new landscape.

I have attended 3 conferences since the Spring of 2022. I remain amazed, that while the speakers are often the same people, the information they give at each conference is unique, informative and relevant. Come see why so many people attend because it's not just for the 14 hours of CE credit.

We hope to see you all in Colorado Springs at the ACTS conference April 20-23, 2024!

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Click Contact us at the bottom of the page to get an answer to a question in 24 hours!

Registration for [ACTS 2024](#) Begins December 1