News Letter

National Association of Appraisers
Unity • Strength • Professionalism

April 30, 2026 Volume 4, Edition 2

ACTS Pre-Conference Activities
by JoAnn Apostol, MNAA

Pre-conference activities are always a calm way to begin the conference. This year at ACTS in Seattle, two continuing education courses were offered, and we “bumped” into Dustin Harris leading one of his mastermind courses. Dustin said one of his group mentioned the ACTS conference so they decided to move their regular meeting from Portland to Seattle. Thanks to Dustin and the group for also attending the conference.

The Valuation Bias and 7-Hour USPAP courses were well attended with one particular student attempting to disguise himself to sit quietly for his required CE. If you know who was trying to attend these incognito, email us at info@naappraisers.org.

Saturday evening brought the trainee dinner event which was the Murder Mystery Dinner with a 1980s theme. This event was fun for all and great entertainment. Who knew Penelope was such a flirt!

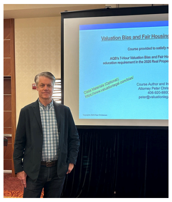
More on trainees will come later with the field trip for onsite experience measuring, using field apps and conducting onsite inspections of new construction.

As Sunday evening neared, the atrium of the hotel began buzzing with vendors setting up for the opening reception. This event kicks off the conference and trade show as the first opportunity for many to talk to vendors, colleagues and friends. The Disco Theme was very evident with everything from glasses that light up to fake curly wigs. It is always a fun event.


Above Left: Stephanie Streep-Tuley, Steve Tessman, Cathy Harper, Keisha Wilkinson and Marty Wagar pose for a quick snapshot during the opening reception.
Above Right: Conversations among friends during the opening reception - pictured include Kari Lang, Chris Shoemaker, Scott Cullen, Dr Sam Henderson, Dr John Aust and Barry Phillips

Below Left: Melissa Bond posing with Disco attire. Below Center: Appraisers and Trainees enjoying deep conversations and visiting with vendors.
Right: Teresa Walker poses with her Disco outfit - She does awesome stuff for NAA!




Above: Bryan Reynolds, Peter Christensen & breakfast, networking and socializing

Congratulations!


Above Left: Brian Marlow - 2026 NAA Appraiser of the Year
Above: NAA 2026 Board Installation - Left to Right: Jeff Morley, Melissa Bond, Jason Covington - Vice President, Barry Phillips - President, Malinda Griffin - Immediate Past President, Pam Teel - Secretary, Hal Humphreys - Treasurer, Blair Dingeman, Cathy Harper

Below Left: Mike Brunson presents the past president’s award to Malinda Griffin
Below Center: 2026 Elected Board Member - Left to Right: Hal Humphreys, Pam Teel, and Blair Dingeman
Below Right: Malinda Griffin receiving the Institute’s YT & Louise Lum Award in Nashville, TN

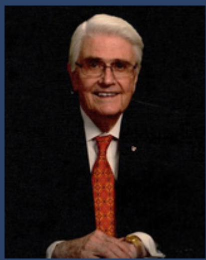


Appraisal Summit
October 30-November 2, 2026

The planning committee is working hard on the speakers, topics and presentations for the Appraisal Summit this fall.

As always, Appraiser eLearning will offer pre-conference courses. Other pre-conference activities include trainee events, Board of Directors Meeting, State Appraisal Organization Leadership Meeting and the Opening Reception which will have a Halloween Theme. Mark your calendars now for this networking and education event.

Be sure to click the link in the graphic and register to attend the conference presented by NAA and Appraiser eLearning.




George R Harrison Scholarship

The National Association of Appraisers created a scholarship program for those who need a helping hand and are interested in entering the appraisal profession.

This scholarship honors the legacy of one of the founders of NAA who believed that quality education plays a pivotal role in becoming a professional appraiser.

To find out more, donate or apply for funds, visit the NAA website here: GRH Scholarship.

Where AO-41 Stands:

2nd Exposure Draft Analysis Ahead of April 23 ASB Meeting

by Dana Murray, MNAA

The Appraisal Standards Board (ASB) released the Second Exposure Draft of proposed Advisory Opinion 41 (AO-41), "Use of Technology in an Appraisal or Appraisal Review Assignment," on March 12, 2026. The public comment period closed April 13, 2026, and the ASB will discuss the comments received at a virtual public meeting on April 23, 2026. With the written comment window now closed, appraisers should understand where the draft currently stands, what improved in the second version, and which operational questions remain open as the ASB works toward a final advisory opinion. The second draft keeps AO-41's principles-based approach and makes several meaningful refinements that appraisers should review closely.

What improved in the second draft:

1. Competency is clarified as a functional standard

The ASB clarified that competency is a functional standard, not an engineering standard. The draft states that an appraiser is not required to reverse engineer a tool's internal processes unless necessary for the assignment but must have the knowledge and experience needed to use the tool competently and recognize when it is appropriate to use the output. This is a meaningful improvement because it better reflects how appraisers use modern tools in real practice.

2. The draft clarifies the difference between tools that provide data and tools used as analytical aids

AO-41 distinguishes between tools that function as analytical aids and tools that function as data sources. That distinction matters because appraisers often receive information from third-party systems and then apply independent analysis and judgment to determine whether reliance is appropriate. The Q and A includes one of the most useful statements in the draft: output from a generative AI tool and information from a data vendor are both "information" until the appraiser analyzes it and determines whether it is relevant and necessary to produce credible assignment results. That principle should be applied consistently across the guidance.

3. Client restrictions are treated more practically

The second draft acknowledges that commonly used market data sources such as MLS platforms may rely on artificial intelligence tools to classify property characteristics or validate listing information. It states that if a client restriction were interpreted to prohibit MLS data because it incorporates artificial intelligence processes, and no other credible data source is available, the assignment could not be completed credibly. This is an important concession that reflects real-world workflow conditions and highlights why blanket prohibitions must be interpreted narrowly.

Key issues that still need clarification

1. "Reasonable steps" is still undefined

Confidentiality remains the biggest practical flashpoint, and the second draft strengthens this section. AO-41 states that appraisers must take "reasonable steps" to prevent improper disclosure of confidential information or assignment results. It also states that before entering confidential information into a tool, the appraiser must confirm doing so does not violate the ETHICS RULE. The draft further warns that knowingly using a system that may inappropriately disclose or transmit confidential information demonstrates a lack of due care and may constitute gross negligence under the ETHICS RULE.

This language is strong, but the draft still does not define what "reasonable steps" means in minimum, practical terms. That gap matters because most appraisers cannot audit vendor systems, negotiate terms, or verify subcontractor handling beyond publicly available information and user-accessible settings.

2. Delivery chain consistency

AO-41's confidentiality language risks creating an uneven standard in the delivery chain. The draft recognizes that common data sources such as MLS platforms may rely on AI processes, and that a broad AI prohibition could make an assignment not credible if no other data source exists. In many lending workflows, appraisers are required to submit full reports through portals that extract and review the complete file, including addresses, photos, and supporting data, immediately upon delivery. Yet AO-41 could be read to discourage appraisers from using technology for pre-signature quality control because a third-party tool might retain, reuse, or allow access to inputs outside the appraiser's control.

The ASB should define "reasonable steps" with a practical minimum standard so appraisers can use technology to improve quality under clear expectations that are consistent with the third-party processing already built into modern appraisal workflows. The ASB should explicitly acknowledge local or offline processing as a practical compliance path, because it allows appraisers to use technology for pre-signature QC without introducing third-party retention or access risks.

Continued on page 3

AO-41 Exposure Draft continued from page 2

3. Workfile practicality

Record keeping is more structured in the second draft. AO-41 distinguishes between tool output that is relied upon versus tool output that is reviewed but not relied upon. When output is relied upon, the workfile may need to include the output, related data, prompts or instructions, and the analysis applied.

Appraisers should note the practicality concern here, since many modern tools are session-based and do not generate exportable logs. The draft also states that the report itself may satisfy record-keeping requirements if it documents how the tool contributed, but the threshold for what will be considered sufficient in review or enforcement settings remains uncertain.

What to watch as AO-41 moves toward adoption

AO-41 is likely to become a central reference point for how technology use is evaluated under USPAP, especially around confidentiality safeguards, competency expectations, and documentation requirements.

The April 23 ASB virtual public meeting will be the next opportunity to hear how the Board is weighing the comments received, and appraisers should pay close attention to how the following operational issues are resolved in the final advisory opinion:

1. Whether "reasonable steps" is defined with clear minimum expectations that a typical appraiser can follow and document.
2. Whether the tool-as-data-source framework is applied consistently across common third-party systems already in use.
3. How record-keeping requirements will be met when tools do not provide exportable logs.
4. Whether legitimate, high-value pre-signature quality control workflows are preserved as a practical compliance path.

Even after adoption, the way AO-41 is interpreted in review, enforcement, and peer practice will shape its real-world effect. Appraisers should continue to document their technology decisions carefully and watch for future guidance, FAQs, and state board positions that build on the advisory opinion.

Key dates

Written comment deadline: April 13, 2026 (closed)

ASB virtual public meeting (discussion of comments received): April 23, 2026 - complete. Watch past meetings on the Appraisal Foundation's YouTube Channel here.

If a third exposure draft is published, view the Foundation's website for more information.

AO-41 will shape how appraisers, reviewers, clients, and regulators evaluate technology use for years to come. Watching how the ASB addresses the remaining operational gaps in the final version will help appraisers prepare their workflows, documentation practices, and tool selection decisions for a guidance environment that is quickly becoming central to credible practice.

NAA Directors

NAA Committee Chairs

Welcome to New Members

NAA has both state appraisal organizations and individual memberships for appraisers and others. Explore the membership options of this volunteer organization and join us!

Welcome to all new members in 2026!

ACTS 2026 Trainee Events

by Stephanie Streep-Tuley, MNAA

This year, ACTS was held in Seattle, WA, and the trainee committee was excited to host another trainee/supervisor dinner along with our second annual trainee field trip.

For this year's trainee/supervisor dinner, we decided to try something new. In the past, we scheduled the dinner alongside the NAA Board meeting so that once the board wrapped up, they could join and mingle with trainees and supervisors. While that had its benefits, we found that most people stayed seated where they started, and there wasn't as much interaction as we had hoped.

Last year in San Antonio, we took a more casual approach at Rock & Brews. It was a great time, but as you can imagine, the "rock" element made it a little difficult to hear conversations. So, this year—we went in a completely different direction with a murder mystery dinner. Our goal was to create an environment where people could move around, interact, and engage with everyone in the room… and maybe even test a few investigative skills along the way.

Saturday night kicked off with heavy hors d'oeuvres as we settled in to solve a murder—or, as it turned out, three murders. Some attendees were assigned character roles, complete with detailed backstories, and everyone was split into teams of three to work through the mystery. Throughout the evening, participants moved around the room gathering clues, questioning other characters, and yes, paying for information when necessary.

continued below pictures

Above Left: Pete Fontana, Nicole Gere, Jeff Morley, Heather Sullivan, Ben Maxwell & Herb Frymark are grilled as possible suspects at the Murder Mystery Dinner

Below Left: Stephanie Streep-Tuley posing as Best Dressed

Below Middle: Jeff Morley & Melissa Bond show trainees the mirror picture trick during the Field Trip

Below Right: Awards from the Murder Mystery Dinner - Dead Last went to Pete Fontana's team the "Montana Fontanas"

The real highlight was watching people fully embrace their roles. Standout performances included Heather Sullivan, who earned Best Actress; Ben Maxwell, who took home Best Actor; and Carol Huffman as runner-up. Groups were also awarded The Detective of the Night Award' (for the team who guessed who-dun-it, how, and why) and 'The Dead Last Place Award*** (for the team who got nothing right whatsoever!. It was a night full of laughter, energy, and exactly the kind of interaction we were hoping to create.

Sunday brought our second annual trainee field trip—and surprisingly, Seattle delivered warmer weather than San Antonio did last year. We were incredibly fortunate to partner with Connor Homes, who allowed us to use three of their homes for the event.

At the model home, Cotality provided trainees with a private demonstration of their LiDAR sketching program, including practical tips and techniques to help them succeed in the field and build skills they can use to market themselves to potential supervisors. Experienced appraisers were also in attendance, creating an environment where both trainees and seasoned professionals could learn and grow together.

continued in right column

At the other two homes, our experienced supervisors—including new NAA President Barry Phillips and Melissa Bond, developer of the MPAT Practicum—led small groups through the properties. They walked participants through what an appraisal looks like in real time, highlighting what to observe and how to approach the process in the field. This gave trainees a hands-on opportunity to experience the role while asking questions of some of the most knowledgeable professionals in the industry.

The feedback was overwhelmingly positive, so we're already looking forward to building on this momentum at our third annual field trip in Orlando at ACTS 2027.

The trainee committee's hard work over the past six months truly shone this weekend. None of this would have been possible without their collaboration, volunteer efforts, and genuine commitment to supporting the next generation of appraisers. Jeff and I are incredibly fortunate to work alongside such a dedicated group, and we thank you all from the bottom of our hearts.

We also want to give a huge thank you to our sponsors who made all of this possible. Connor Homes generously provided the homes for our field trip, Chase helped us get there by sponsoring transportation, and Cotality sponsored the field trip experience. For the trainee/supervisor dinner, we'd like to thank LIA Administrators & Insurance and Champions School of Real Estate for their sponsorship—we truly appreciate it.

We can't wait to see what's next for our trainees at the Appraisal Summit.

Left: Ibeliz Alvarado, a ADI participant, Michele Golden, and Shawndray Williams smile during the field trip.

Above: The Field Trip Crew with IPads and smiles getting ready to inspect a house.

Appraiser Relief Fund

The Appraiser Relief Fund was established in 2021 to assist appraisers with day-to-day life after unexpected events such as medical conditions, fires, flooding, earthquakes or any other natural disaster.

Fundraising at the ACTS Conference includes the 50/50 raffle, bottle pull and pickleball tournament which raised $3880.

The fund can assist with licensing fees and other items that can help these appraisers get their businesses back up and running again after the unexpected event. This is a 501-c3 non-profit organization. To donate items please email info@naappraisers.org.

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

ACTS 2026 Day 1

After a short welcome from Malinda Griffin, MNAA and Bryan Reynolds, MNAA, Sean Murphy of Freddie Mac and Ken DeFeo of Fannie Mae discussed what they have learned with reports submitted through the 3.6 format including challenges with inground pools, reporting of basements as a level, canned commentary and exhibits.

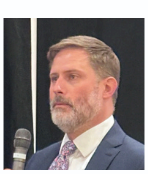
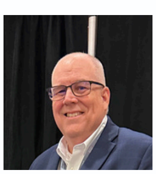
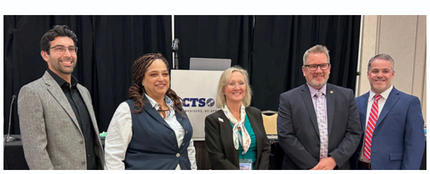
Raymond Wagester presented on the rural practicum template that is now available on the Appraisal Foundation's website to create a program. Other speakers, including Melissa Bond, MNAA and Paul Ryll, MNAA presented on practicum and PAREA programs that have structured experience. These programs include one-on-one mentoring and assignments that teach searching for comparable sales and report writing which are graded. The alternate pathways to licensing theme continued with Dallas Kiedrowski and Peter Fontana discussing using mass appraisal experience to gain a license. There remain challenges in some states accepting these experience hours with the AQB requirement that experience hours must comply with USPAP. The alternate pathways have opened opportunities for more people to enter the profession.

The Washington State update with Scott Biethan included a discussion of the regulatory structure in Washington, which is challenged because their board is only in an advisory position. Kathy Walsh, MNAA, discussed the legislative work on behalf of appraisers in the state, and a presentation of awards to two Washington Representatives who have made it their mission to help pass bills in the Washington Legislature.

Kevin Hecht, MNAA, stated that artificial intelligence is not replacing appraisers because appraisers are economists. His presentation on the human judgement factor in the new machine world highlighted how AI is a tool and that housing is 16% of the Gross National Product and the largest component of consumer spending. As the economic gatekeepers of the economy, appraisers were encouraged to show their value by creating economic and other valuable information for agents, lenders, and the community.



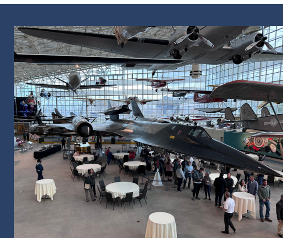
ACTS Day 1 Presentations
Above L-R: Bryan Reynolds, Malinda Griffin, Sean Murphy, Ken DeFeo, Peter Fontana and Dallas Kiedrowski
Right: Paul Ryll, Ray Wagester, Melissa Bond, Dallas Kiedrowski
Below L-R: Craig Capilla, Kevin Hecht, Adan Espino, Washington State Rep. Brandy Donaghy, Kathy Walsh, Washington State Rep Sam Lowe and Tony Sermonti

Anthony Blackburn, MNAA, showed the audience how to create pivot tables to measure market change. The walk through of the Excel processes had visual aids and measured directions on using monthly or quarterly average sales prices to support a market conditions adjustment.

Craig Capilla kept the attention of the audience with stories of negligence, misrepresentation and omission of material facts in his common complaint presentation. He said that most bias complaints have settled in recent months and complaints of breach of contract are rising. He encouraged people to have a strong engagement letter, consistent report language and a robust workfile to mitigate risk.

Museum of Flight

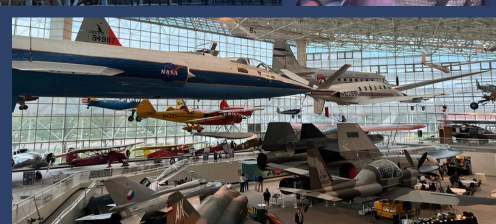


Imagine dining under a SR-71 Blackbird with a drone or a US Army Lockheed Quiet Star. That is exactly the experience during the Local Flavor Night in Seattle on Monday evening.

Appraisers wandering around under vintage aircraft, sitting in cockpits of fighter jet simulators and engaging in great conversations. From bi-planes, fighter jets, drones, and gliders to helicopters, outboard engines, inboard engines, pedal power, jet power and a recreated Wright Brothers' airplane, attendees were in awe of the display. Anthony Blackburn, MNAA stated this museum is his 2nd favorite airplane museum. The Smithsonian is his favorite.

The evening was as advertised with two bus loads of people traveling to the Seattle Museum of Flight.

Top Right 2: Looking down on the dinner setting for the Local Flavor Night under the SR-71 Blackbird and other planes as the centerpiece.
Above Right: Megan Boynton poses in a fighter jet training nose.
Below Left: The glass and lit sign to the museum with modern passenger planes
Below Right: Attendees on the return bus from the dinner
Below: Overview of Museum of Flight

The Private Practice Pivot:
Opportunity or Minefield?
By Jeff Whaley, MNAA

For years, the residential appraisal industry has been tethered to the lender-driven cycle. With roughly 80% of appraisals tied to lending, most appraisers are intimately familiar with the frustrations: AMC pressure, rigid guidelines, and the "faster for less" fee race.

It is no surprise that many are looking toward the private sector as a "promised land" of higher fees and professional freedom. But before you dive headlong into private work, understand that this isn't just a change in client—it is a complete shift in liability, complexity, and business logic.

The "Why" and the "Watch Out"

The shift offers undeniable perks: you command higher fees and escape the "check-box" mentality of UAD forms. However, the trade-off is significant. In the private world, you aren't just a data provider; you are an expert witness, a consultant, and occasionally, a target for litigation.

The Foundations of Private Practice

If you are moving into this space, "business as usual" won't cut it. Success requires a new toolkit:

- The Engagement Letter: This is your best opportunity to limit liability. It should be a collaborative conversation. I recently worked with a client whose husband had passed away; she had already sold the property and needed a retrospective valuation "as of the date of death" for taxes. By asking the right questions about users and intended use, we provided a valuation product based on her photos and public records without needing property access—a win-win that required expert guidance, not just a form.
- Licensing & Insurance: Don't assume you're covered. Ensure your E&O policy explicitly includes non-lender work and litigation support.
- The Narrative Shift: Move beyond lender-centric software. Private clients often require Restricted Appraisal Reports or narrative formats that are readable for laypeople while remaining bulletproof under USPAP.
- The Fee Reality: Your fee must reflect the risk. If you charge the same for a divorce appraisal as you do for a standard purchase, you are dangerously underpricing your professional liability.

Identifying the Niches

Diversifying requires specialized knowledge. While profitable, each niche carries unique "landmines":

- Legal & Litigation Support: Divorce and estate work are lucrative but high-stakes. Are you prepared to defend your adjustments under cross-examination? Expert testimony is a skill set entirely separate from filling out a 1004.
- Consumer Services: Pre-listing appraisals and PMI removal require managing emotional homeowners. A FSBO seller may not understand why your value doesn't match a "Zestimate." In my market, VA buyers are common, so my pre-listing clients pay me to identify potential MPR or condition issues before they jeopardize a closing.
- Financial & Tax Planning: Handling IRS Form 8283 for charitable donations or trust management requires a deep dive into federal requirements. A mistake here doesn't result in a revision request—it results in a federal audit for your client.

Where Good Appraisers Go Wrong

In the private sector, your workfile is your only defense. Avoid these common USPAP pitfalls:

- Unsupported Adjustments: Avoid "rules of thumb." Failing to document market-based support is a top reason for state disciplinary action.
- Improper Scope of Work: Generalizing your intent is effectively meaningless. You must specifically identify the client and intended users to avoid liability for parties you never intended to rely on the report.
- Misleading Boilerplate: Using "canned" statements—such as claiming an inspection you didn't perform or failing to accurately define neighborhood boundaries—seriously damages your credibility.

Marketing: Integrity is Your Brand

Private clients vet you differently than an AMC algorithm does.

- Digital Presence: A professional, SEO-optimized website backed by Google Reviews and LinkedIn is essential. Even with a trusted referral, most clients will check your online presence before calling.
- Networking: You need to be in the room with estate attorneys, CPAs, and financial planners. These are relationship-based referrals; one bad report can burn a bridge for years.
- Communication: Answer the phone. Private clients need more hand-holding and discussion regarding scope and expectations. You cannot hide behind the "you're not my client" shield used in lending.

The Bottom Line

Building a private practice is a "long game" that requires persistence and a thick skin. It offers a path away from the feast-or-famine lender cycle, but it demands a higher level of professional rigor. In the lender world, a mistake is a "stip." In a private dispute, a mistake is a lawsuit.

Pickleball Fundraiser
by Anthony Blackburn, MNAA

The first ACTS Pickleball tournament was held April 15 at Sideout Tsunami in Seattle Washington. Sideout Tsunami is an indoor Pickleball facility with excellent quality courts and great hospitality. We thank them for their help in our tournament. We had 14 players for the tournament and excellent support from all of our sponsors.

We owe a big round of thanks to the generosity of our sponsors, Quantarium, ValueLink, Class Valuation, Intercorp and True Footage. Players ranged from beginner to experienced; however, the fun level was high for everyone involved. A special thanks to Teresa Walker for being an excellent scorekeeper. We played three randomized rounds to get down to the top four teams for a semifinal; the finals for first and second place and a round for third and fourth place.

The final was between Anthony Blackburn and Adrian Fanaru vs Irina Petruic and Mihai Petruic. It was a great game with rapid play and lead changes, and Irina using her two mulligans very strategically to make coaching decisions that nearly confounded the other team. Anthony Blackburn and Adrian Fanaru finally won the hard fight, which ended in an exciting tournament for all.

Picture Above Left to Right - 2nd Place - Irena Petruic & Mihai Petruic - 1st Place - Adrian Fanaru & Anthony Blackburn - 3rd Place - Smaranda Lieuallen & Steve Tessman

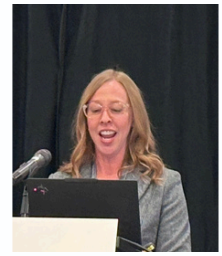
More ACTS Coverage

The second day of the ACTS Conference, 2026, in Seattle, Washington kicked off with the ever-popular Fireside Chat with the GSEs. Brian Barnes of FHA led off the conversation with the modernization of the Minimum Property Requirements (MPRs). Two revisions were released in 2025 to align FHA policies with the rest of the industry and more revisions are coming. Look for a request for information asking for feedback on what the MPRs should be after noting that FHA appraisers are not home inspectors. Enlightening comments indicating that FHA does not expect appraisers to carry a ladder to crawl into attics!

James Heaslet echoed many similar modifications to the VA panel requirements and indicated VA will accept UAD 3.6 reports beginning November 2, 2026. However, it is unknown when the VA will stop accepting UAD 2.6 reports. Both VA and FHA will go to the UAD 3.6, and they are working on updating their systems while working to address President Trumps Executive Order on aligning policy between FHA and VA.

Freddie and Fannie are focusing on quality with the realization that the origination appraisal was significantly different from the appraisal ordered when a loan went into default. They addressed many myths with the removal of adjustment percentages on the new report format, and that development of the appraisal remains the same. There is clarity in the structure of the UAD 3.6 reporting fields, and all encouraged the audience to not let the hard November 2, 2026 date be the end of their careers.





ACTS Presentators
Above L-R: Pam Teel, Anthony Blackburn and Heather Sullivan
Right: Keisha Wilkinson
Below L-R: James Heaslet, Scott Rueter, Hal Humphreys, Lyle Radke and Brian Barnes


Left: Daniel Murphy, Chad Koch, Hal Humphreys and Chris Shoemaker
Below: NAA Appraisers of the Year Recipients: Brian Marlow, JoAnn Apostol, Heather Sullivan, John Dingeman, and Marty Wagar

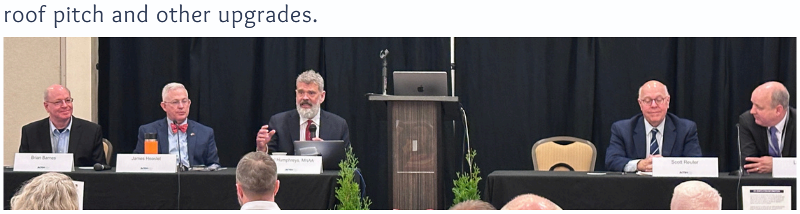

2026 ACTS
Seattle, WA

Below: Local Flavor Night at the Museum of Flight

Keisha Wilkinson followed with a legislative update from NAR. Several bills are moving through the house and the senate at different paces with different policy changes. The most important right now are the Road to Housing Act and the 21st Century ROAD to Housing Act which have included previous versions. These look to add trainees to the national registry, allow a wider scope for ASC grants, create a national licensing database and other changes. A newer legislation is the VA Modernization Act in the senate that addresses the VA panel fees, paying appraisers for mileage and creating a study to align VA and FHA.

Lisa Desmarais, MNAA, from the Appraisal Foundation provided updates that include the barriers to entry, alternate pathways for experience and addressing the aging workforce in the profession. She provided updates on the AQB and ASB exposure drafts and the process of analyzing the comments from the public without bias.

The afternoon began with Heather Sullivan, MNAA, presenting the flexible housing options offered by Fannie Mae. This session focused on the manufactured housing changes in the UAD reporting format and the expansion of accessory dwelling units that qualify for loans sold to Fannie Mae. She also covered the MH Advantage identification with the date of June 4, 2024 imperative in identification of these houses in this program. MH Advantage houses are higher quality manufactured houses with steeper roof pitch and other upgrades.



Above L-R: Bryan Barnes, FHA James Heaslet,VA, Hal Humphreys, Scott Rueter, Freddie, and Lyle Radke Fannie during the Fireside Chat Tuesday Morning

Pam Teel, MNAA, took over from there on how to handle highest and best use in the UAD 3.6 format. She focused on the proper way to handle multiple ADUs and advised the audience to always consider both highest and best use as vacant and as improved. She also covered some case studies in upzoning areas with reporting examples.

Bryan Reynolds, MNAA, had an in-depth presentation on how waterfront property reporting is different in the UAD 3.6 format. He discussed the difference between frontage and access which can have a value impact. He also showed why water depth matters. He did stress that view, frontage and access can all impact the value, but these terms do not represent the same amenity in valuing waterfront properties.

The final session of the day was from members of the Oregon Licensing Board which covered what support for adjustments should look like in the report and in the workfile. The recommendations were to say what you did and why you did it in the report along with what it means. The investigator gave tips on what he looks for during the process in the workfile using the report as a guide.

State Organizations

SCPAC Conference - Mt Pleasant, SC

by Rebecca Johnson, MNAA

The South Carolina Professional Appraisers Coalition hosted a Spring conference in Mt. Pleasant with more than 100 appraisers in attendance from three different states, ranging from seasoned veterans to trainees. The presenter lineup was comparable to what you would typically see at a national conference.

Day one focused on the upcoming URAR 3.6 redesign. Presenters Linda Nelson, MNAA and Malinda Griffin, MNAA walked attendees step by step through how a single-family residential report will be completed under the new format, helping make something that has felt uncertain for many appraisers more understandable and less intimidating.

Software developers, SFREP's Matt Johnson and Total/A La Mode's Joel Baker demonstrated how the new reporting structure will function within their platforms, while representatives from Fannie Mae (Lyle Radke) and Freddie Mac (Scott Reuter) discussed what they are looking for in the 3.6 and what they have observed so far.

The day concluded with a South Carolina LLR Appraisal Board update by Laura Smith, along with a quality control presentation by Class Valuation's John Dingeman and an industry update from Isaac Peck, OREP appraisal insurance provider.

At the end of Day 1, SCPAC participants enjoyed a networking reception where Debi Jones was honored as this year's Lifetime Member Award.

Day two included a live USPAP class with Larry Roscoe to meet the 2026 continuing education requirement. Live classes provide a different dynamic than online courses, allowing for discussion, questions, and shared perspectives among appraisers.

Overall, the conference provided practical education and an opportunity for appraisers across the region to connect with and prepare for upcoming changes in the profession.

NAA BOG Organizations

Appraisers Coalition of Washington (ACOW)
https://acow-wa.org/ - info@acow-wa.org

Association of Texas Appraisers (ATA)
https://www.txappraisers.org/ - info@TXappraisers.org

Colorado Association of Real Estate Appraisers (CAREA)
www.CAREA.net - CAREA.appraising@gmail.com

Florida Association of Appraisers (FAA) -
https://www.faappraisers.org/ - faappraisers@gmail.com

Kentucky Association of Appraisers (KAA) https://www.ky-appraisers.org/ - info@kyappraisers.org

Mississippi Coalition of Appraisers (MSCAPP) https://mscapp.org/ - mscapp12@comcast.net

New York Coalition of Appraiser Professionals (NY-CAP)
https://www.facebook.com/groups/202436526832014/ - NewYorkCoalitionofAppraisers@gmail.com

North Carolina Professional Appraisers Coalition (NCPAC)
www.ncpac.us - ncpac@live.com

Ohio Coalition of Appraisal Professionals (OCAP)
https://www.ocapweb.org/ - info@ocapohio.com

Real Estate Appraisers Association (REAA) https://reaa.org/ - info@reaa.org

Real Estate Appraisers of Southern Arizona (REASA)
https://www.reasa.org/ - admin@REASA.org

Rocky Mountain Appraiser Association (RMAA)
https://rmaa.org/ - President@RMAA.org

South Carolina Professional Appraisers Coalition (SCPAC)
https://www.scpac.net/ - scpac.info@gmail.com

Utah Coalition of Appraisal Professionals (UTCAP)
https://uautah.wildapricot.org/ - Info.UTCAP@gmail.com

Email us for more information on being part of the Board of Governors.

Other State Organizations

Colorado Coalition of Appraisers (COCAP) - www.cocapp.org - Michael Carroll - mj@mjvaluations.com

Coalition of Arizona Appraisers (CoAA)
https://www.azcoaa.us/ - info@AZCOAA.us

Coalition of Oregon Real Estate Appraisers (COREA)
COREAppraiser@gmail.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

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

Professional Appraisers Association of South Dakota (PAASD)
https://paasd.com/

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

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

Email us to be added to this list of state organizations.

CAREA Update: Building the Future of Valuation

by Ryan Goydich, MNAA

The Colorado Association of Real Estate Appraisers (CAREA) kicked off 2026 with a highly engaging and forward-looking educational event, "Pathways to the Future of Valuation," presented by Paul Ryll on February 11th at The Public House at The Alexander.

This timely course brought together appraisal professionals from across the region to examine the rapidly evolving landscape of the profession. Paul Ryll delivered a thought-provoking discussion on key industry shifts, including the nationwide decline in appraiser numbers, the implementation of new data standards such as UAD 3.6, and the challenges surrounding traditional training and mentorship models.

CAREA Update continued
Attendees explored the historical foundations of appraisal education while gaining insight into emerging alternatives such as PAREA and practicum-based experience pathways. The conversation emphasized not only the importance of maintaining competency and public trust, but also the opportunity for appraisers to actively shape the future of the profession. The event was approved for 3 hours of Colorado Continuing Education and sparked meaningful dialogue among both seasoned professionals and those newer to the industry.

On April 9, 2026, we held a Happy Hour for Real Estate Professionals. This was a casual networking event at The Public House at The Alexander with approximately 20 in attendance that included appraisers, real estate agents and at least one lender. One trainee that is in the PAREA program attended who connected with a local appraiser for an additional 500 hours as a Certified Residential appraiser. This gathering was open to all real estate professionals and provided a great opportunity to connect with peers across the industry.

Looking Ahead: Upcoming CAREA Events

CAREA continues to foster connection, education, and professional growth within the real estate community.

May 20, 2026 – Continuing Education Course:
"Professionalism, Partnership & Performance: Elevating the Appraiser Experience" - Presented by Mike "MJ" Carroll

Mike "MJ" Carroll is a respected industry professional and the owner of MJ Valuations, Inc., a firm focused on delivering high-quality residential appraisal services with an emphasis on consistency, communication, and client service. In addition to his appraisal practice, MJ is the founder of The Keys Coaching & Consulting, a new venture dedicated to helping appraisers and real estate professionals grow their businesses, improve operational efficiency, and elevate their professional performance. Through coaching, consulting, and industry insight, MJ is committed to strengthening both individual careers and the profession as a whole.

Learn more about his coaching and consulting services at:
www.thekeys.cc

This upcoming course will focus on strengthening professional relationships, enhancing communication, and elevating service standards within the appraisal profession.

Education Access & Registration

CAREA is committed to making high-quality education accessible. All of our courses are approved for continuing education in Colorado and are offered both in-person and via Zoom. For those outside of Colorado, our courses can be attended virtually and submitted to your respective state for continuing education approval where applicable.

To learn more about upcoming events, register for classes, or get involved, please visit: www.carea.net

CAREA remains committed to providing relevant, high-quality education and creating opportunities for collaboration across the real estate industry. We look forward to seeing you at our upcoming events and continuing the conversation on the future of valuation.

North Carolina Professional Appraisers Coalition (NCPAC) Upcoming Conference

by Dana Murray, MNAA

The North Carolina Professional Appraisers Coalition (NCPAC) represents appraisal professionals across the state through advocacy, peer review, continuing education, and mentorship.

Our members work in every corner of North Carolina, from the Triangle and Charlotte metros to rural mountain and coastal markets.

Professional development is central to our work. NCPAC runs a mentorship program that pairs established appraisers with colleagues earlier in their careers. Members also receive the NCPAC Weekly News Brief, a curated summary of federal and state developments affecting appraisal practice, published every Friday.

Our 2026 Annual Conference, “From the Factory Floor to the Final Report,” will take place October 1–2 in the Raleigh/Holly Springs area. Day 1 will feature Scott Cullen on contributory value and adjustment support, followed by Isaac Peck of OREP on liability, complaints, and risk management.

Day 2 will open with a private tour of the Champion Homes manufacturing facility in Lillington, followed by an afternoon classroom block on manufactured housing with Brad Lovin of the NC Manufactured & Modular Homebuilders Association and two speakers from the NC Department of Insurance.

The program is designed to connect classroom learning with what appraisers see in the field. Registration opens this summer at www.ncpac.us.

NCPAC also takes an active role in appraisal policy. Our coalition submitted formal written comments to the Appraisal Standards Board on the AO-41 Second Exposure Draft and continues engaging with state regulators and national organizations on issues affecting North Carolina appraisers.

For membership and program information, visit www.ncpac.us.

HB 355: A Landmark Victory for Kentucky Appraisers

by Bryan Reynolds, MNAA

The appraisal profession in Kentucky has reached a defining moment.

Over the last five months, the Kentucky Association of Appraisers (KAA), working closely with Representative Shawn McPherson, dedicated countless hours to shaping what has become one of the most significant pieces of legislation ever enacted for Kentucky appraisers and the citizens of the Commonwealth.

Through collaboration, advocacy, and an unwavering commitment to protecting both the public trust and the appraisal profession, House Bill 355 was introduced in December 2025 and moved steadily through the legislative process.

This was not a small bill. It was a comprehensive, thoughtfully drafted piece of legislation designed to modernize Kentucky's appraisal laws and strengthen professional standards across the state.

Among its key provisions, HB 355:

- requires complaints and actions against licensed or certified appraisers to be brought within one year of report transmittal
- changes statutory language from "real estate appraisal" to "real property appraisal"
- formally defines evaluation, federally related transaction, and real property-related financial transaction
- restructures the board as the Kentucky Real Property Appraisers Board as an independent agency
- expands board membership from 5 members to 7 members
- requires specific experience standards for investigators handling grievances
- clarifies that only licensed or certified appraisers may perform appraisal services, subject to statutory exemptions
- expressly allows credentialed appraisers to perform evaluations
- establishes biennial license renewal
- updates continuing education requirements, including allowance for the USPAP update course
- updates fee structures and administrative oversight
- makes conforming changes across multiple Kentucky statutes

I had the honor and privilege of testifying before the Kentucky House Banking and Insurance Committee in support of this legislation.

The response from lawmakers was remarkable.

Both chambers of the Kentucky General Assembly voted unanimously to approve the bill and send it forward.

On March 31, 2026, HB 355 was delivered to the Governor's office for final consideration.

Then, on the tenth and final day allowed for executive action, the Governor issued a veto.

HB 355: Landmark continued

For many, that may have seemed like the end of the road.

It was not.

On Tuesday, April 14, 2026, both the House and Senate voted to override the Governor's veto, turning HB 355 into law and securing a historic victory for appraisers across Kentucky.

This legislation is, in my opinion, the most significant piece of legislation ever passed for Kentucky appraisers.

More importantly, it serves as a powerful reminder of what can happen when appraisers come together with a common purpose.

This was not the work of one person.

This was the work of a profession.

It is proof that when appraisers unite, engage in advocacy, and help shape public policy, we can directly influence the future of our profession and better protect the public we serve.

HB 355 is more than a bill. It is a statement that Kentucky appraisers are committed to professionalism, consumer protection, and taking ownership of our future.

My hope is that appraisers in every state see this as encouragement to get involved, support their state coalitions, and help shape the laws that govern our profession.

The future of appraisal is not something that simply happens to us.

It is something we help build.

Picture Above Left to Right - Front Row: Kelsey Martin, Bryan S Reynolds, MNAA, Callie Dodson
Back Row: Chris Stewart, MNAA, Dann Cann, MNAA, Weldon Hawkins

Hello from Texas!

by Brian Marlow, MNAA

As we finish out April 2026, the hot topic remains the same...UAD 3.6! If you are like me, change is a tough pill to swallow, but the bigger pill is the limbo before the change takes place. For a year, we have heard, "Get Ready! Are you prepared? Everything will be different!" I get it!

For the benefit of us being ready, successful, and at the top of our game, the hype keeps us motivated. There is no doubt that the appraisal industry is undergoing notable changes from practices, to technology, to regulatory initiatives. Staying connected has never been more important. That reality was evident during the recent mid-year conference of the ATA (Association of Texas Appraisers) in San Marcos, where we gathered for two days of education, discussion, professional networking, and yes, even some hype.

Hansel Dobbs took us through an interactive, deep dive, experience into AI (Artificial Intelligence) like I have never seen before. It was as if we all had a front row seat in Hansel's office as we watched him at his desk create real-time development of data analytics and report developments including kind, polite prompt requests. Hansel did an amazing job of clearing some of the AI fog and teaching us a few of the benefits that AI can bring to an appraisal business. He showed us how to build a website in ~5 minutes, create a software machine to analyze data, and most importantly, he alleviated our fears of communicating with the AI robots.

Steve Kahane took us through an interactive, survey driven lesson on the importance of judgment when the answers are not in a textbook. "Grey Matters" explored how the answers are not always clear. This became very apparent having ~100+ appraisers in the same room! There was lively discussion where opinions may have even changed through the aspect of peer learning. Steve did an excellent job of asking a few of the tough questions we all face daily, and he did not shy away from controversial topics! This class illustrated the need for networking and peer contacts within our markets. To "phone a friend" is always an option when the solution falls within the "Grey Matters."

Lastly, we had the always "fun," always fulfilling USPAP 7-hour National Update Course! A new voice to the ATA, Russel Rice, provided an energetic, informative approach to the 7-hour lesson. Russel challenged us to use USPAP as a guide to stay in "bounds" during the development of the appraisal assignment. Having a good understanding of regulatory requirements is the cornerstone of our professional development.

These conferences always take a great effort from the ATA Board of Directors, the committees, event speakers, and all the participants that come together to make the conference such a tremendous success. It was a full team and membership effort.

If you missed the mid-year conference, you could take advantage of the regional offerings. The next opportunity is in Corpus Christi, Texas (the Texas Riviera), May 14-15, 2026. Steve Kahane will teach Grey Matters and Bryan Reynolds will teach the USPAP 7-Hour National Update Course. There will be a networking opportunity Thursday evening to socialize and connect with your peers. Maybe take an extra day to enjoy the beach or catch a fish! Register on the ATA website today at www.txappraisers.org

Stay tuned for other regional offerings throughout the state.

We are also looking forward to the ATA 21st Annual Meeting and Education Conference in Georgetown, TX, August 13-15, 2026. At this conference we will offer an additional day (Thursday) for many of the industry's software companies to have on-site demonstrations for attendees. UAD 3.6 is looming and although there has been a lot of education already, this will be an all-day (8am – 4pm) demonstration opportunity to be interactive with the software we rely on.

Take the opportunity of this additional day to be more secure with your favorite software provider or to explore other options.

The conference will continue with CE classes for Cost Approach (Cathy Putegnat), Manufactured Homes (Cathy Putegnat), Lawsuits/Board Complaints/Robots-What Appraisers need to know (Isaac Peck & Byron Miller) and Defusing Difficult Conversations (Jeff Morley). This line-up of classes will introduce many new instructors to the ATA as our Program Committee continues to seek out the best instructor talent in the profession. See website for more detailed information and to register.

We encourage all appraisers to come to visit us in Texas for our next conference. Our ATA members are special, and we'll make you feel special too!

We hope to see you soon!
Brian Marlow

State Appraisal Organization Meeting

by JoAnn Apostol, MNAA

The State Appraisal Organization Leadership Meeting held its in-person meeting on Sunday, April 12th as one of the pre-conference events. This meeting is always interesting because the leaders of state appraisal organizations have the opportunity to share information about their organization, membership numbers, events and struggles.

At least 16 states were represented at the meeting with additional people from the Appraisal Foundation Board of Trustees, NAA Board of Directors, and organizations that are trying to form a state appraisal organization.

The two newest Board of Governors member organizations were present from Florida and Kentucky Associations. Common themes arose throughout the conversations about retaining and growing membership, education as a core to an organization and increasing social activities.

Laurie Egan, MNAA, is the chair of the Government Affairs Committee and would welcome any state organizations to her committee and work with the states to join NAA in the comments provided to regulators and others on behalf of appraisers.

Above: State Organizations discuss key topics at the SAOL meeting.
Right: Cathyy Putegnat & Jeff Whaley, co-chairs of the BOG and Malinda Griffin talk with the states.

Summary of AQB Public Meeting March 2026

by Malinda Griffin, MNAA

The Appraiser Qualifications Board (AQB) held a virtual public meeting on March 19, 2026, bringing together stakeholders across the appraisal profession to discuss current initiatives, transparency concerns, and potential changes to appraiser qualification criteria. The meeting's recording, available via YouTube, offered insight into the evolving regulatory environment and the AQB's role in shaping entry standards for appraisers.

The central theme of the meeting was transparency and communication. Industry participants have increasingly called for clearer access to AQB decisions, including the publication of meeting minutes and supporting materials. This reflects a broader push within the profession for more openness in how qualification standards are developed and revised.

Another important topic was the review and potential simplification of appraiser qualification requirements. Discussions touched on how current criteria impact entry into the profession and whether adjustments could improve accessibility while maintaining competency standards. These considerations align with ongoing national conversations about expanding access to mortgage credit and modernizing appraisal processes.

In connection with these efforts, the AQB noted that it is actively reviewing and evaluating the 194 comments and responses received from the first exposure draft. This ongoing review process is expected to play a significant role in shaping future exposure drafts, as the Board considers stakeholder feedback and assesses potential modifications to the qualification criteria.

The AQB is also working on research initiatives and has released the supporting analyses of the job or role studies. Stakeholders expressed interest in seeing more raw data and underlying research used to inform policy decisions.

The AQB meeting occurred on the same day as a meeting of the Appraisal Subcommittee, underscoring the interconnected nature of appraisal regulation in the United States. Together, these bodies influence both the standards (via The Appraisal Foundation) and the oversight of state regulatory programs.

Overall, the March 19, 2026, AQB public meeting reflected a profession in transition. Key issues such as transparency, qualification reform, and alignment with broader federal policy initiatives remain at the forefront.

As the AQB continues to evaluate its criteria and processes, ongoing engagement with industry stakeholders will play a critical role in shaping the future of appraiser qualification standards.

Industry Advisory Council Update

by Hal Hunphreys, MNAA

The Appraisal Foundation's Industry Advisory Council met for a full day of work that was equal parts thoughtful, technical, and occasionally spirited in the way only a room full of professionals can manage. No theatrics. No grandstanding worth remembering. Just the steady business of people who care about the work and the consequences of getting it wrong.

We reviewed feedback on current exposure drafts. We basically reviewed what the public had to say and then tried to make sense of it. What I found interesting is that the Foundation handed us a framework for analyzing that feedback. Not a suggestion. A structure. The idea was to slow us down, sort comments by type and relevance, and respond with something more disciplined than instinct. It turns out that doing this well takes time. Lots of time. And it is no easy lift.

Discussions moved easily between principle and practice. Both residential and commercial voices had their say. The Council offered its perspectives, sometimes in harmony, sometimes not, but always with the understanding that our role is to advise, not to command.

The Foundation staff, for their part, came prepared and engaged. They listened. They encouraged us to follow the format they use for analyzing public feedback. They asked good questions. If you want better standards, it takes a lot of work and time.

What came out of the meeting was not a headline or a tidy conclusion. It was something more useful. A clearer sense of where some of the friction points are. And, at least for me, a renewed respect for the difficulty of changing standards and qualifications. It is not a switch you flip. It is a process you endure, one careful step at a time.

We left Miami without a declaration, but with direction. My work on the IAC has been informative and has certainly given me a new respect for the hard work The Appraisal Foundation is tasked to do.

The Spring Stagnation:

Navigating Geopolitics, Tariffs, and a Stubborn Housing Market

by Kevin Hecht, MNAA

Welcome to the second quarter of 2026! If you were hoping for a typical, bustling spring buying season, you might be feeling a bit disappointed. Instead of the usual surge in activity, our housing market is currently navigating a complex web of geopolitical shocks, persistent inflation, and some rather contradictory policy directives.

For real estate appraisers, this means we're dealing with what we might call a "spring stagnation." Sales are sluggish, mortgage rates remain elevated, and builder confidence has taken a hit. As we work through this environment, understanding the big-picture economic forces—from the conflict in the Middle East to the administration's latest tariff and deregulation policies—is essential for accurately interpreting market data and assessing property values. Let's break down what's happening.

The Geopolitical Shock and the Mortgage Rate Rebound

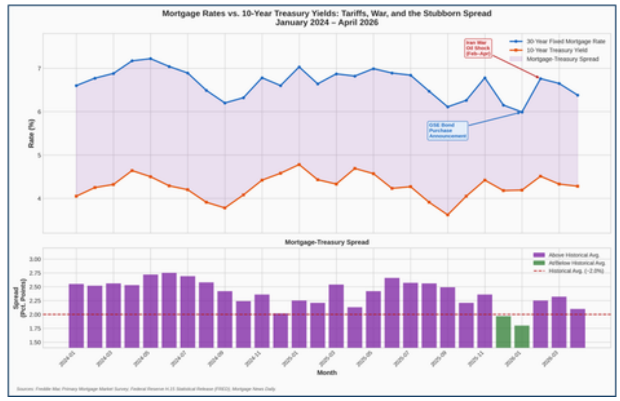
The biggest curveball thrown at the Q2 2026 housing market has been the escalation of the war in Iran. Now stretching into its seventh week as of mid-April, this conflict has sent shockwaves through global energy markets, pushing oil prices above $110 per barrel. This oil shock has, unfortunately, reignited inflationary pressures, forcing the Federal Reserve to keep its foot on the brake. As a result, the Fed held its policy rate steady at 3.5%-3.75% during its first two meetings of the year. In fact, according to Reuters, meeting minutes reveal that officials are increasingly open to potential rate hikes if inflation doesn't cool down.

Naturally, this geopolitical and inflationary environment has directly impacted mortgage markets. Remember the optimism we felt in January when the administration's announcement of GSE bond purchases briefly drove the 30-year fixed-rate mortgage down to 5.99%? That feels like a distant memory now. By early April, mortgage rates surged back to 6.46%, their highest level since September 2025, before settling slightly lower mid-month, according to Freddie Mac's Primary Mortgage Market Survey. This volatility has understandably sidelined many prospective buyers who were hoping for a more favorable borrowing environment this spring.

The Treasury Yield Disconnect and the "Safety Premium" Erosion

A critical factor keeping mortgage rates elevated is the behavior of the 10-year U.S. Treasury yield, which acts as the benchmark for long-term borrowing costs. The Treasury yield has been on a roller coaster, surging into the 4.4%-5.0% range during the height of recent geopolitical tensions.

However, beyond the immediate geopolitical concerns, there's a deeper structural issue we need to watch: the erosion of the Treasury bond's "safety premium." The International Monetary Fund (IMF) recently warned that the explosion of U.S. debt, now sitting at a staggering $39 trillion and 100% of GDP, is causing Treasury bonds to lose their traditional risk advantage over other securities (Fortune, April 19, 2026). With annual budget deficits running at $2 trillion and interest costs reaching $1 trillion a year, the sheer volume of Treasury issuance is pushing yields higher globally. As Apollo Chief Economist Torsten Slok noted, "Hedge funds own a record-high 8% of US Treasuries, and with combined repo and prime brokerage borrowing exceeding $6 trillion, any forced unwind of these leveraged positions could send shockwaves through global fixed income markets." What does this mean for us? This structural upward pressure on Treasury yields means that even if the Fed eventually cuts short-term rates, mortgage rates might remain stubbornly high due to the persistent spread between the two.



The Spring Market Disappointment

The combination of high rates and economic uncertainty has led to a rather disappointing start to the spring homebuying season. Existing home sales in March fell to a seasonally adjusted annual rate of 3.98 million. A 3.6% drop from February and the slowest pace for the month of March since the 2009 global financial crisis, according to the National Association of Realtors (NAR). As NAR Chief Economist Lawrence Yun put it, "March home sales remained sluggish and below last year's pace," attributing the decline to shrinking consumer confidence and a lower job-creation rate. This sluggishness even prompted NAR to drastically revise its 2026 home sales forecast downward, moving from an initial projection of a 14% increase to just a 4% gain for the year.

But here's the catch: despite the drop in sales volume, home prices have continued their upward climb. The median existing-home sales price reached $408,800 in March, setting a record high for the month and marking the 33rd consecutive month of year-over-year price increases. This dynamic of falling sales but rising prices is largely driven by a continued lack of inventory, although active listings have slowly begun to rebound, rising 8.1% year-over-year to approximately 964,000 homes nationally (ResiClub Analytics)

Policy Contradictions: Tariffs vs. Deregulation

Our housing market is also caught in the crosshairs of some contradictory federal policies. On one hand, the administration's tariff policies have significantly increased the cost of construction materials. A report from the Joint Economic Committee (April 7, 2026) highlighted that, following tariffs on steel and copper, the price of copper products rose 25% year-over-year in February 2026, while steel mill products rose 21%. The same report found that there were 60,000 fewer jobs in home construction in February 2026 compared to December 2024—a sobering figure for anyone tracking supply-side capacity.

continued on page 15

NAA Board of Directors

by JoAnn Apostol, MNAA

The ACTS 2026 Board of Directors Meeting convened with the introduction of board members Pam Teel, MNAA, Hal Humphreys,, MNAA and Blair Dingeman, MNAA, all confirmed as incumbents. The Board approved the 2026 officers: Barry Phillips, MNAA as President, Jason Covington, MNAA as Vice President, Pam Teel as Secretary, and Hal Humphreys as Treasurer.

Committee reports highlighted a range of ongoing initiatives. The Trainee Committee continues to meet monthly with a focus on conference engagement, organizing two key activities for ACTS: a murder mystery event and a trainee field trip designed to provide hands-on exposure alongside experienced professionals. They continue to work on planning for upcoming conferences.

The Audit Committee reported that financial records are in order and discussed pursuing sponsorships from financial institutions to strengthen net financial ratios. Communications efforts remain active through newsletters, Focus magazine, which has just been published and the website for a place to house the infographics.

Conference planning is well underway, with 225 registrants confirmed for ACTS 2026. Upcoming events include 2027 ACTS scheduled for April 3–6, 2027, at the DoubleTree Orlando Resort. Future ACTS conference locations are set for Nashville in 2028, while applications are being accepted for the 2029 host site. The Appraisal Summit is scheduled to begin October 31 and run through November 3, 2026, with planning well under way for this conference.

The Finance Committee reported stable operations, with funds continuing to support scholarships. Fundraising efforts have resulted in 13 scholarships and 31 appraiser relief awards. ACTS fundraising activities include a bottle pull raffle, 50/50 drawing, and a pickleball tournament. The committee is seeking additional member participation.

The Government Affairs committee produce comments for four Foundation Exposure drafts including Guide Note 4, Qualification Criteria to the AQB and two responses on the proposed AO 41 on use of technology to the ASB. Email us to receive copies of these comments and they will be posted on the website in the near future.

The membership committee efforts are focused on roster realignment, onboarding new committee members, and implementing a streamlined partnership agreement outlining obligations to increase designated memberships. Collaboration across committees has supported these efforts.

continued on page16

The NAA Board of Directors Election Results for 2026
Blair Dingeman, MNAA, Hal Humphreys, MNAA and, Pamela Teel, MNAA.
Congratulations and thank-you for your volunteer service!

The Spring Stagnation from Page 14

These rising costs, coupled with economic uncertainty, have severely impacted builder sentiment. The NAHB/Wells Fargo Housing Market Index (HMI) plummeted four points to 34 in April, hitting a seven-month low. As NAHB Chief Economist Robert Dietz explained, "With oil prices higher in the U.S., 62% of builders reported suppliers have increased building material costs due to higher fuel prices," and a striking 70% of builders reported difficulty pricing homes due to material cost volatility (NAHB, April 15, 2026).

On the flip side, the White House has proposed sweeping deregulation aimed at easing the housing crunch. In the 2026 Economic Report of the President, the Council of Economic Advisers (CEA) argues that a 42% "bureaucrat tax" is stifling supply and that regulatory compliance accounts for nearly 29.5% of total costs for a new home (Scotsman Guide, April 13, 2026). The administration claims that rolling back these regulations could unlock the construction of 13.2 million new homes. While these supply-side proposals address long-term structural issues, they unfortunately offer little immediate relief to builders currently grappling with tariff-induced material cost spikes.

Implications for Appraisers

So, what does all this mean for us as real estate appraisers? The Q2 2026 market requires careful navigation of several complex dynamics:

Incentive Adjustments: With builder confidence waning, 60% of builders reported using sales incentives in April, and 36% cut prices by an average of 5% (NAHB, April 15, 2026). We must rigorously analyze new construction comparables to accurately account for these concessions and isolate the true market value of the real estate.

Regional Divergence: The national slowdown masks significant regional variations. While existing home sales dropped 12.2% year-over-year in the Northeast, partially due to severe winter weather, the South actually saw a modest 2.2% increase. Your localized market knowledge remains as paramount as ever.

Affordability Constraints: The persistent disconnect between rising home prices and elevated borrowing costs means affordability remains the primary barrier for buyers. We should closely monitor days on market and list-to-sale price ratios, as buyers are becoming increasingly selective and price-sensitive.

The "great rebalancing" of previous years has given way to a period of stagnation and uncertainty. However, appraisers who can synthesize these macroeconomic crosscurrents, from global conflicts to domestic policy shifts, will be best equipped to provide accurate, defensible valuations in this challenging environment. Stay sharp out there!

PARTNER
OF THE APPRAISAL FOUNDATION

In 2023, The Appraisal Foundation Board of Trustees completed a comprehensive review to ensure the Foundation's governance structure followed best practices and upheld the public trust. As a result, a new opportunity for collaboration with the Foundation was developed: Partners.

Partners are nonprofit organizations that have committed to work with The Appraisal Foundation to uphold public trust in the appraisal profession through communication and collaboration. Partner organizations have the ability to nominate individuals to become Partner Trustees on the Foundation Board of Trustees, but there is no direct appointment. Final selections of all trustees are made by the Board of Trustees in consultation with the Trustee Nominating Committee.

BOD Meeting Continued from page 15

The Nominating Committee announced that Melissa Bond, MNAA, Jeff Morley, MNAA, and Malinda Griffin, MNAA will rotate off the board in 2027, with nominations to open in late fall. Industry Advisory Council meeting report emphasized the challenges of incorporating public feedback exercises and the difficulties of not applying preconceived thoughts and feelings. The board members encouraged increased member and board participation in virtual meetings to be informed.

Under new business, the Board discussed expanding its use of AI by forming new ad hoc Technology/AI Committee to explore tools to support membership in use of the trending technology. Appraiser eLearning with its partnership with NAA will produce monthly podcast updates from NAA to improve communication with members. Malinda Griffin will attend the Appraisal Institute conference to receive the Y.T. and Louise Lee Lum Award; this is the first time the award has been given to a person who is not a member of the Appraisal Institute.

The meeting concluded with a reminder of upcoming events and requests to add two NAR meetings to the list of upcoming events. The next Board meeting will be held virtually in July.

Email us at info@naappraisers.org to attend or for more information.

A ROAD to Housing, with Speedbumps

by John D. Russell, JD

By now you likely have heard of the version of the 21st Century ROAD to Housing Act that passed the US Senate. Its key provisions – allowing Licensed Residential appraisers to perform FHA appraisals, adding licensed Trainees to the National Registry, and permitting the Appraisal Subcommittee to make workforce development grants to state appraiser licensing agencies – all ring as net positive for the appraisal profession at a time where questions swirl regarding capacity and the transition to UAD 3.6 looms large.

Despite the overwhelming support enjoyed in the Senate, House leaders are tepid on the bill as currently constructed. While they balance concerns around the bill's biggest headline (eliminating corporate ownership of single-family homes above a set threshold), it is also worth remembering that the original House version of this legislation contained zero appraisal-related provisions. With the Senate-passed version staring down a conference committee with the House, there is no guarantee the appraisal provisions will make it to the finish line, if one is reached at all.

Complicating matters is the recent Executive Order focused on housing generally, but which contained an entire section focused on appraisal issues; for reference, the last time appraisals were a focus of the Executive branch, the PAVE Task Force was created – underscoring the seriousness with which the EO's provisions must be viewed. From seeking greater use of AVMs and hybrid products to simplifying appraiser qualification criteria, the EO presents several broad concepts the administration may seek to pursue, either with or without passage of Congress' own housing bill.

For now, nothing has changed, though seemingly much remains on the table for the profession to digest. From my perspective, we can expect three likely outcomes from where we stand today:

1. Congress gets together and passes its housing bill, with much of the appraisal related content staying in the bill (the most likely candidate to fall out would be the study of a national appraisal database, though that itself was a significant change from the outright creation in the Senate's original version). This restores value to seeking the LR credential as a first step into appraisal practice, removes the last major hurdle lenders perceive to trainee usage, and provides funding to accelerate growth of the profession. This would give everyone running for re-election in November something concrete to point to as a positive step on housing costs and affordability generally, so it also has the benefit of playing well politically.
2. The Trump administration, through its agencies, moves on expanding the use of appraisal alternatives and hybrid products and nudges the AQB to further streamline appraiser qualification criteria. On the first point, much of what the administration highlights already exist through a prior FHFA rulemaking that expanded waiver eligibility, and hybrids are a ready option for loans originated today, so how much further the box can be pushed is an open question. On the second point, it may be less about materially changing the AQB's end product (with a Second Exposure Draft likely this year) and more about accelerating the pace of play. But even then, most AQB Criteria changes need 24 months implementation runway to allow for states to adopt the new Criteria in the event they do not incorporate by reference. One last minor (major) point: The push for convergence between FHA and VA appraisal products is nothing to gloss over, but the direction of travel matters: A move away from FHA to VA could also lead to added changes (think Tidewater, rotating panels, and set fee schedules), but in the opposite direction it could means erosion of long-standing veteran borrower protections (at the benefit, perhaps, of greater capacity to fulfill VA home loan appraisal orders).
3. Nothing happens, because Washington is mired in its own inertia and every day closer to November means a dwindling appetite to take actions that can be used against you in an election year. Also remember that the Administration wants its preferred voting protection bill passed before it signs any other legislation, and there's the outstanding DHS funding issue to be resolved, so the housing bill is no better than third in queue for action.

Regardless of the outcome, one thing is certain: Appraisers and appraisals are no longer a tertiary issue in DC, but on the minds of legislators, regulators, and the President. All see a similar concern, addressed differently: That we need more appraisers or, failing that, more flexibility to address collateral risk.