



**2014
NATIONAL APPRAISER
SURVEY**

Introduction

I personally want to thank you for taking the time to respond to the survey. I know that every year, especially over the past few years, the appraisal profession has gone through such enormous changes that “this too shall pass”. But they never do.

As I read through the thoughtful comments at the end of the survey I can definitely hear the cries of angst experienced by many. One of the consistent themes has been that in spite of all of the regulatory pressures the signs of hope have been replaced by apathy, despair and utter frustration. The Home Valuation Code of Conduct (HVCC) had a promise of relieving pressure by removing mortgage brokers and loan officers from the ordering process. And then Dodd Frank swept in with promises of righting the unintended consequences of the downward pressure on fees. Promises, promises.

There has been a lot of new regulations, guidance and policies but with little to no impact on the plight of the field appraiser. Dodd Frank was enacted in July 2010 and we are still waiting for enforcement. By all reports, the nonpayment of Customary and Reasonable Fees this is the single biggest threat to the appraisal profession today. The impact isn't just the being felt today. The ripple effect will be felt for years, if not a decade. Many of your questions focused on the lack of enforcement. Hello regulators, where are you?

Please don't feel as though your comments are for naught. There were great suggestions for questions we should have asked. These will be used for some mini surveys throughout the year. And many of your responses provide a roadmap for us internally for Valuation Expo topics. We also rely on your feedback to let us know what educational offerings you want and need.

Your feedback has certainly given me inspiration and a renewed focus on what is important to appraisal professionals. So stay tuned. We have a plan.

Regards,



Joan Trice
CEO
Allterra Group, LLC

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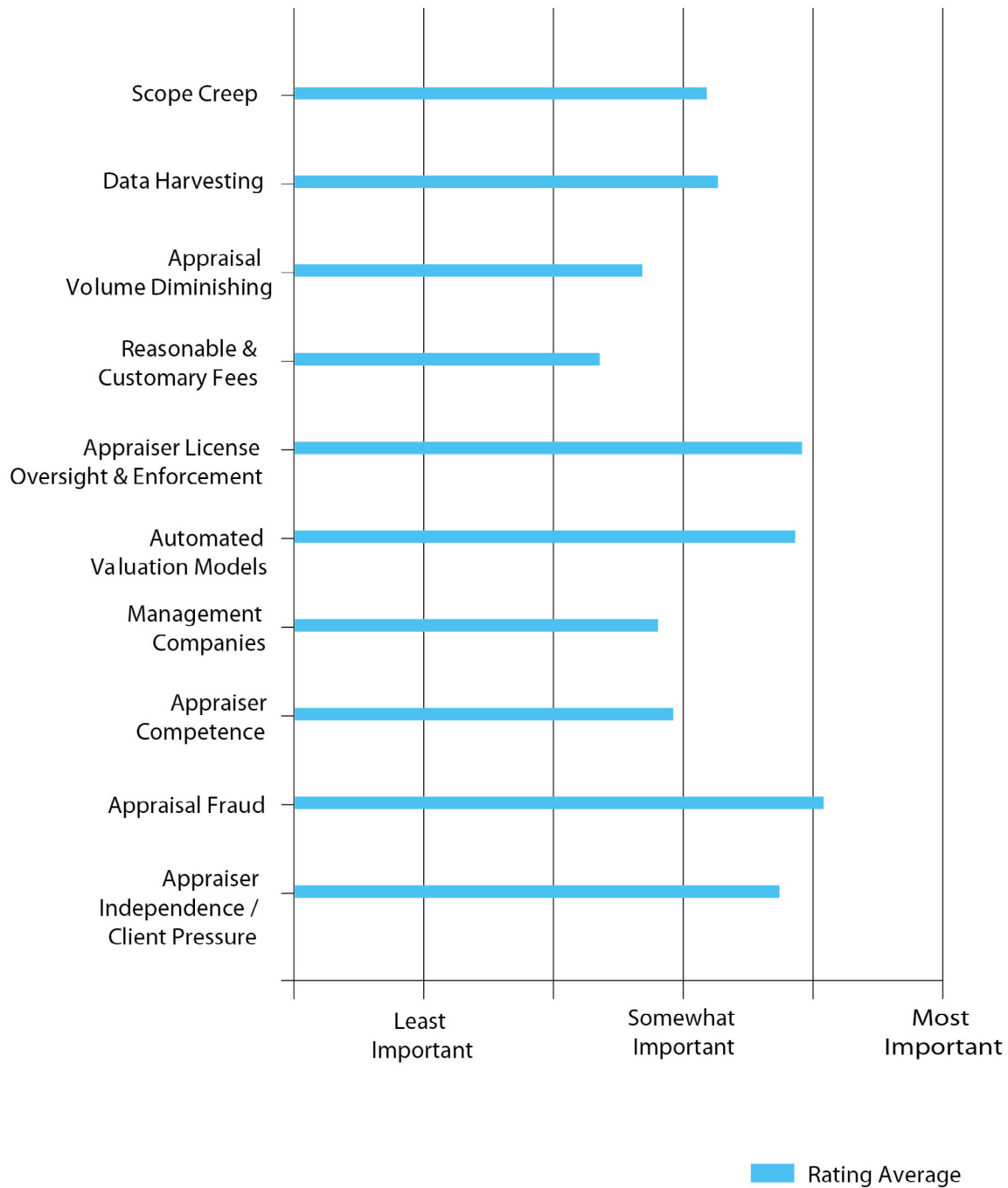


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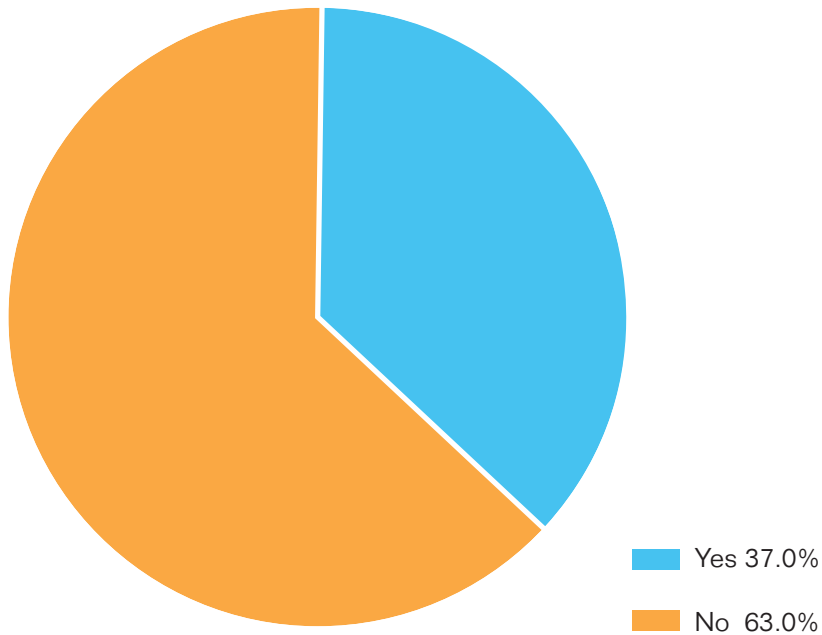
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801 N. Salisbury Blvd. Suite 201
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info@appraisalbuzz.com

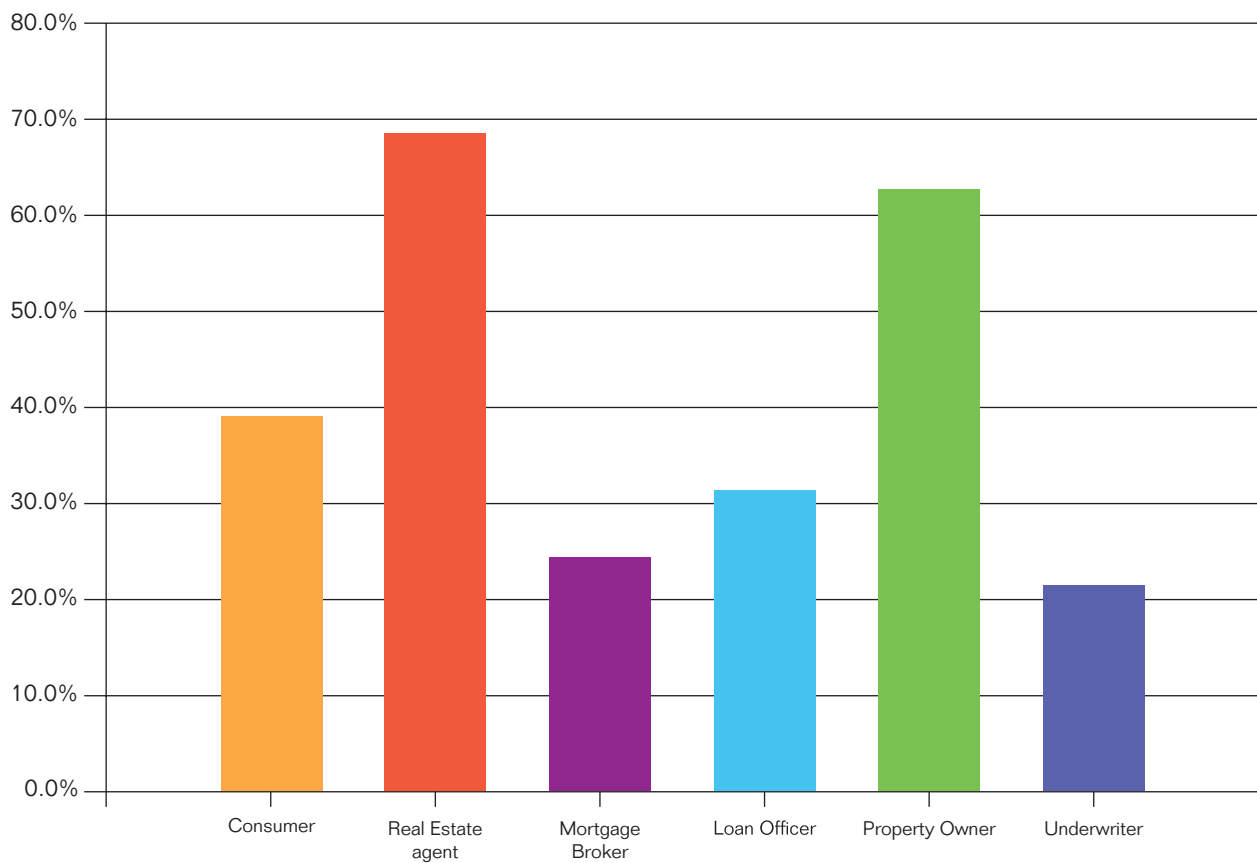
What do you consider to be the most pressing issues facing appraisers today?



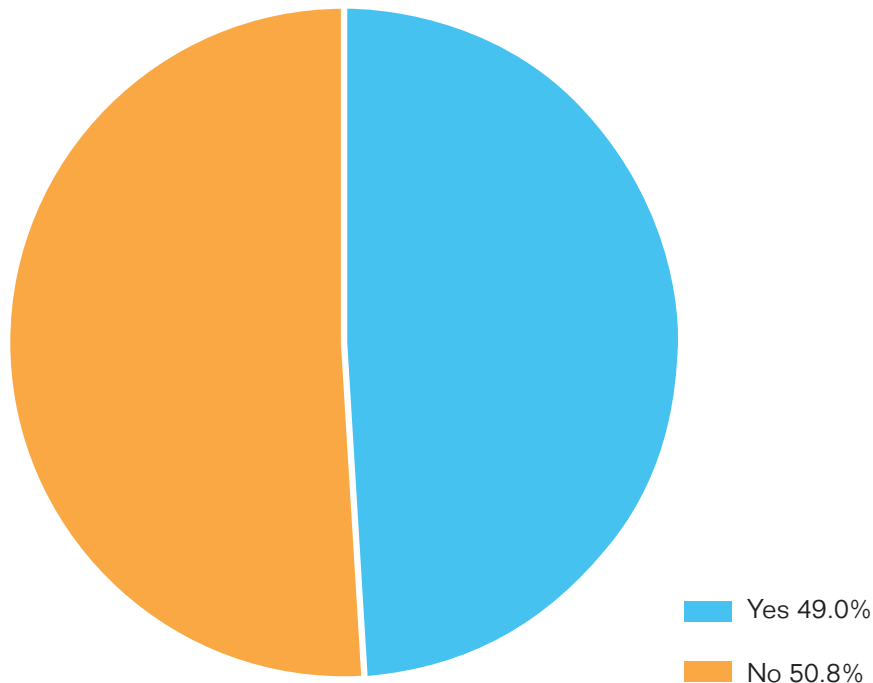
Do you still experience appraisal independence pressure today to inflate values?



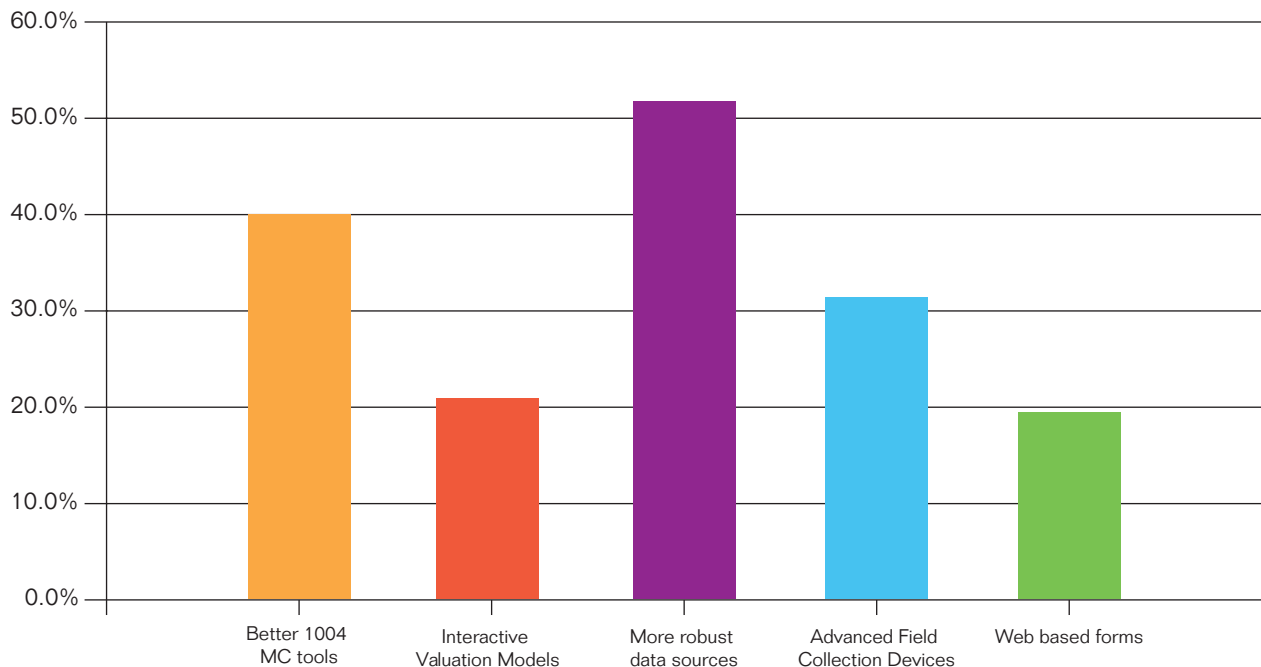
If yes, from whom? (Choose all that apply)



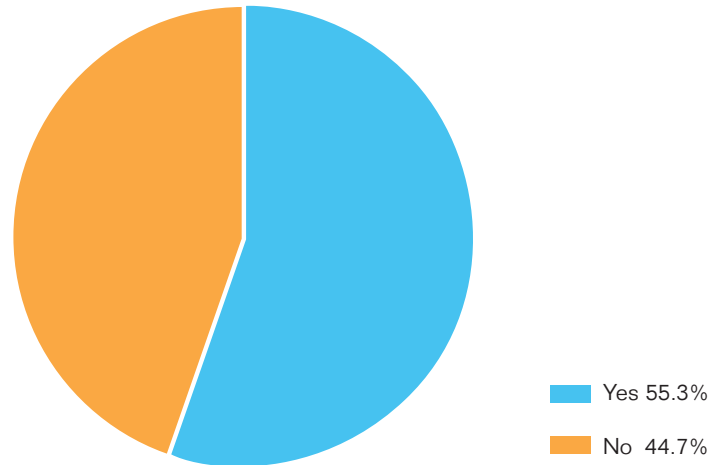
Is it time for Fannie Mae and Freddie Mac to develop new forms and incorporate the 1004 MC into the new design?



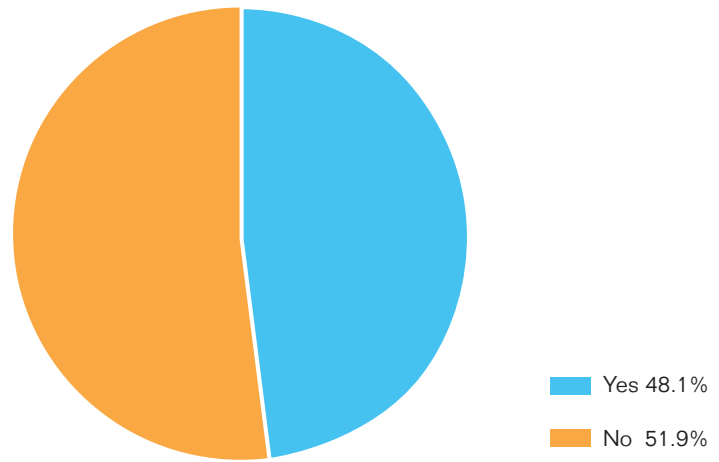
What technology do you desire that is currently not available to you? (Choose all that apply)



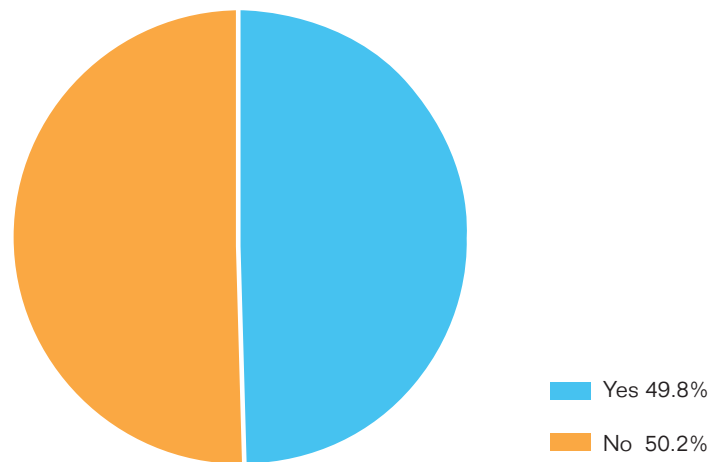
Would you contribute to a shared property database if you were compensated for the data?



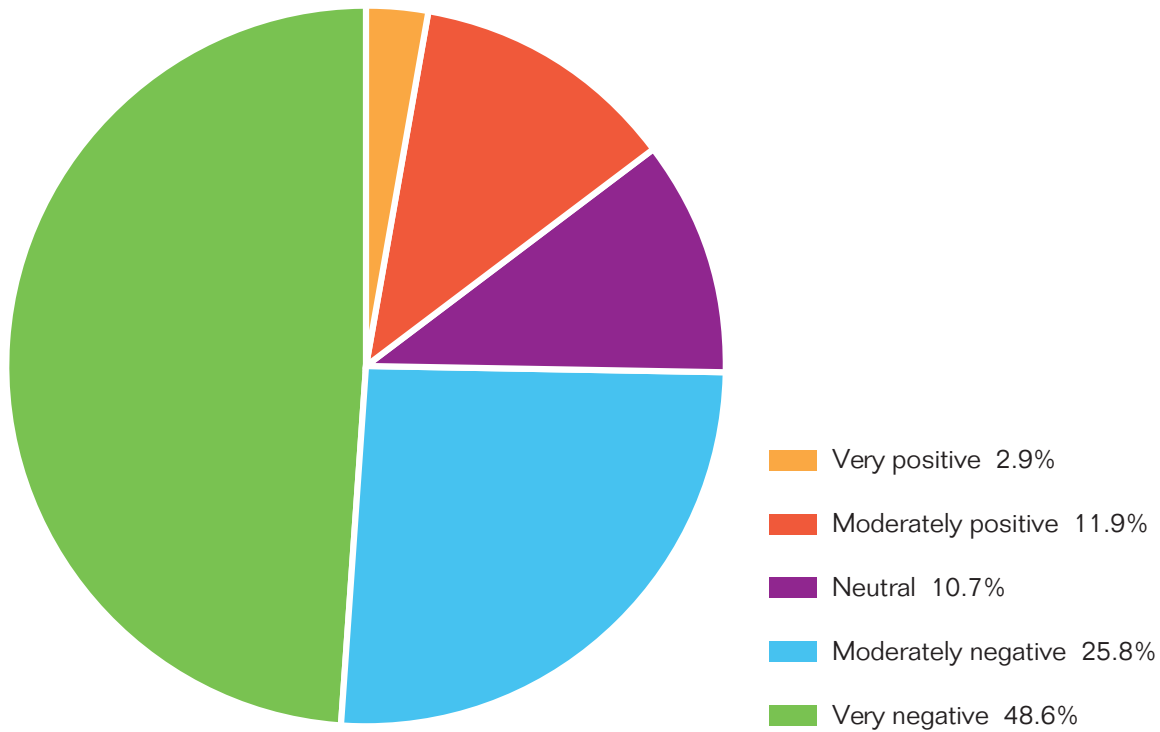
Do you foresee a conflict of interest by contributing to a shared property database?



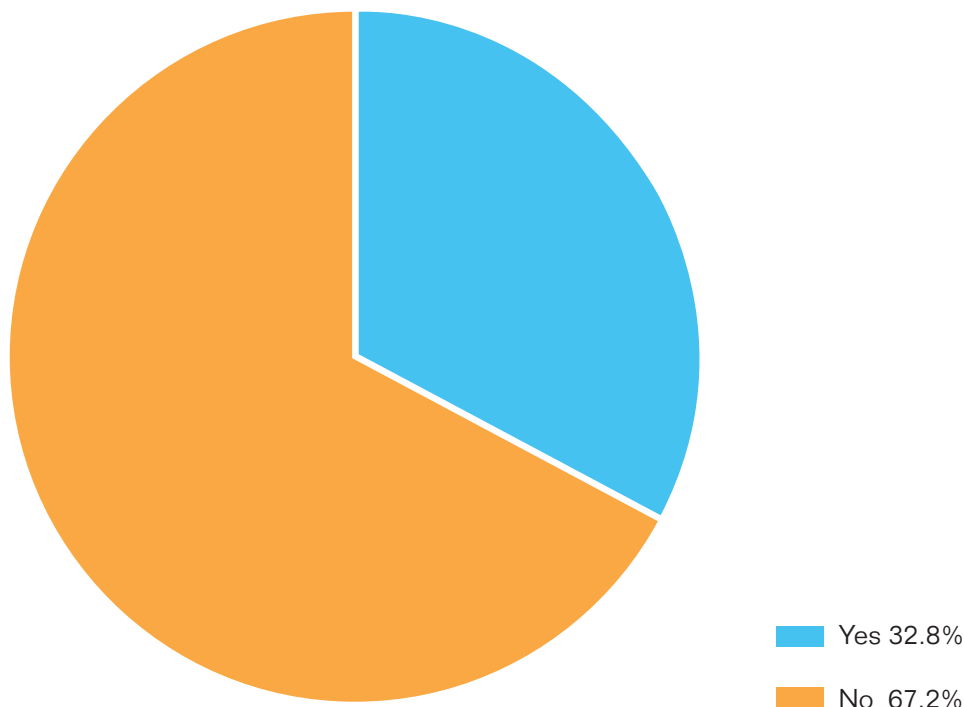
Would you deliver your appraisal reports to a national repository if it were designed to give appraiser access to better data, prevent identity theft, ensure integrity of your report and reduce fraud?



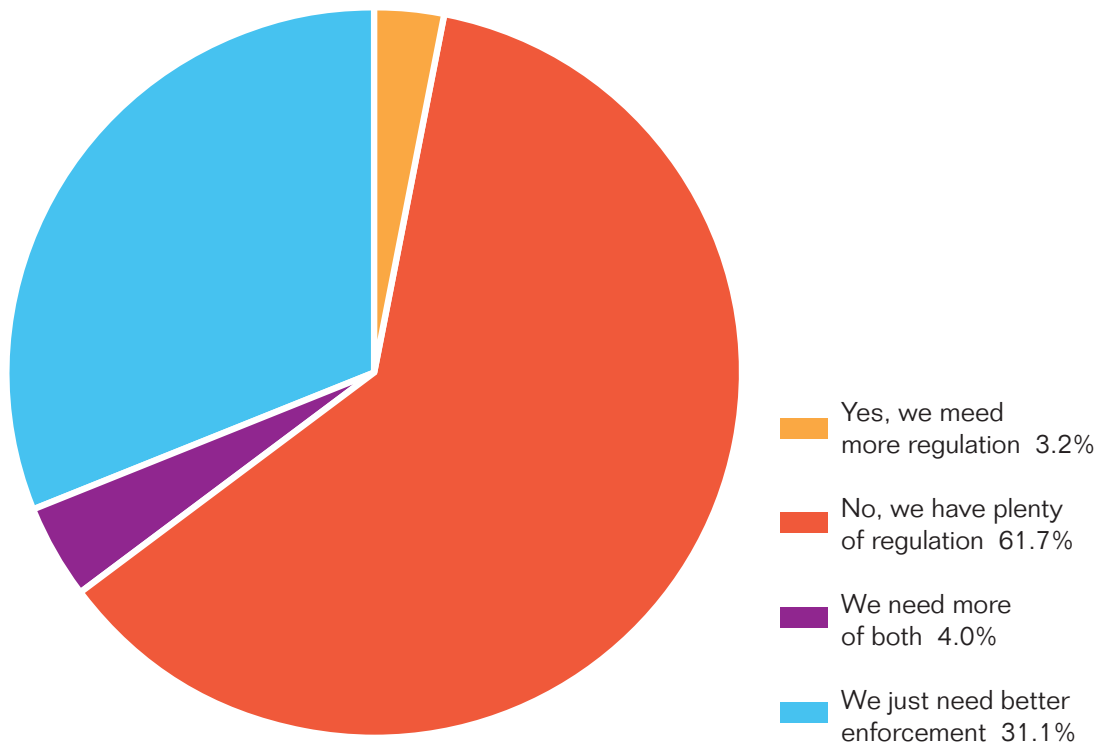
What impact has the “mortgage meltdown” had on the appraisal profession?



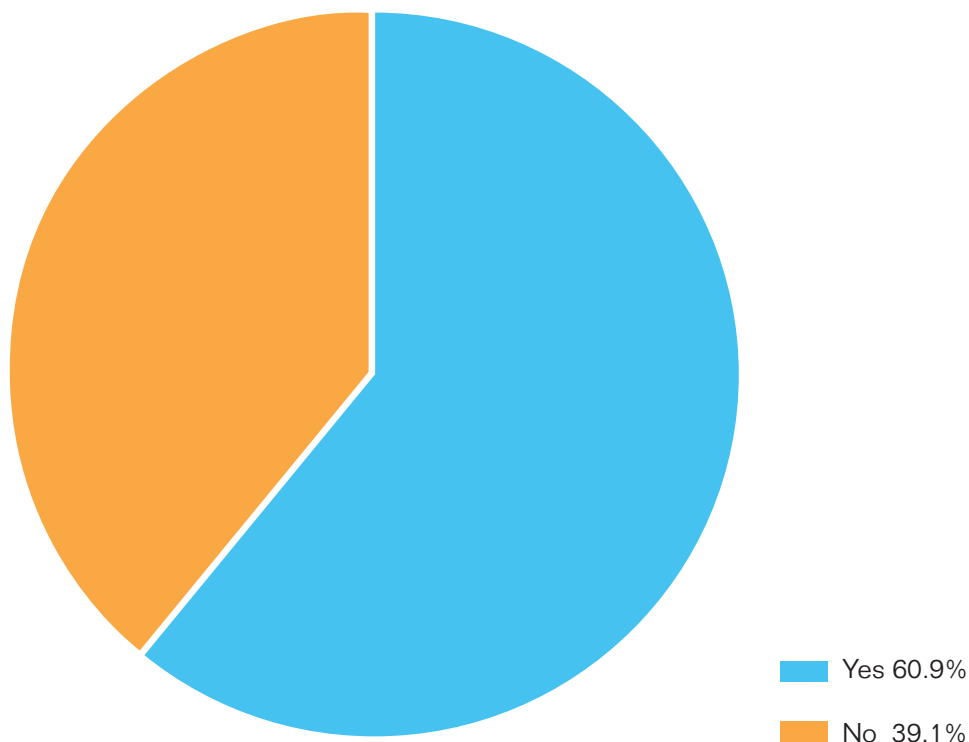
Do you think the Home Valuation Code of Conduct (HVCC) and subsequent Appraisal Independence reforms have been positive for the appraisal profession?



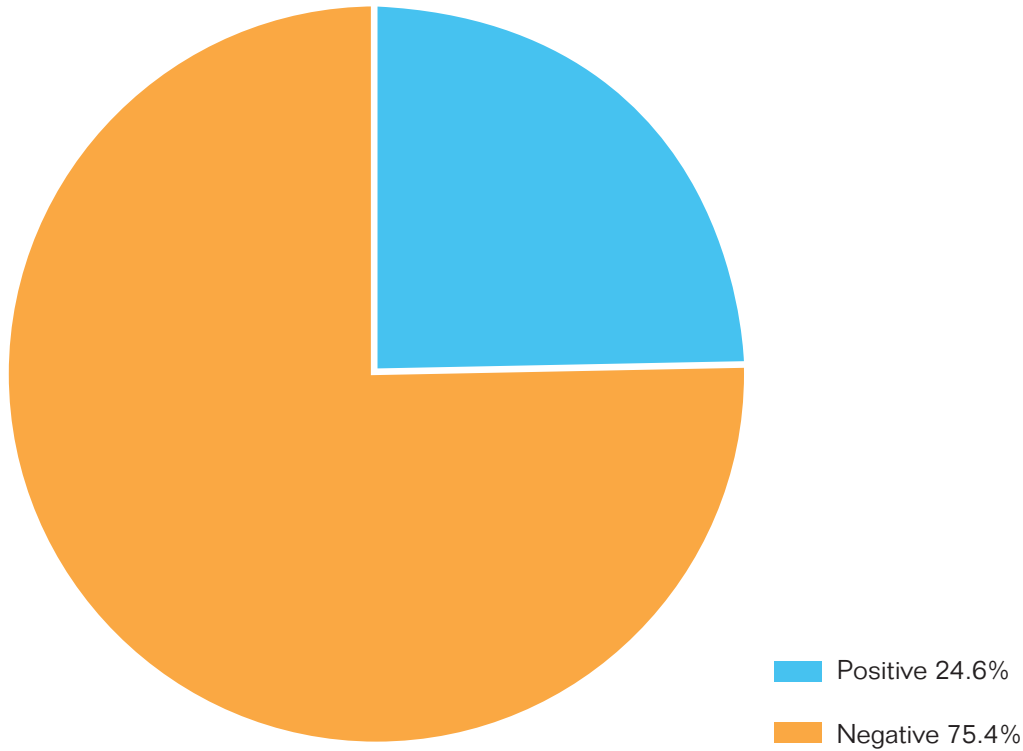
Are you in favor of increased regulation and enforcement?



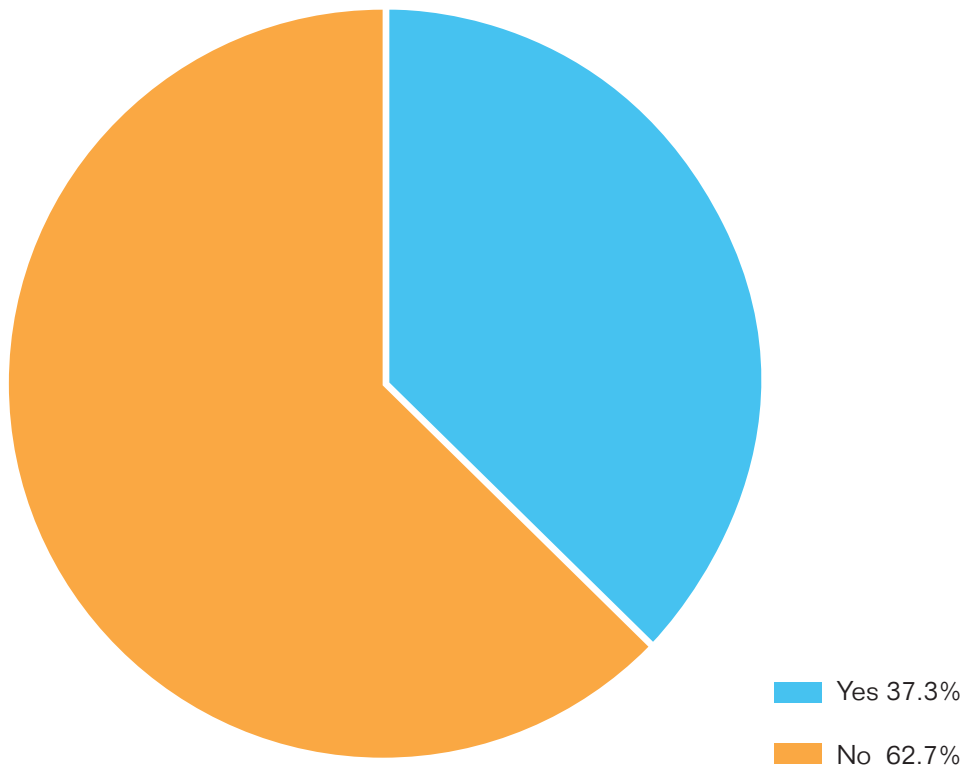
Do you feel your state appraisal board does a good job of enforcement?



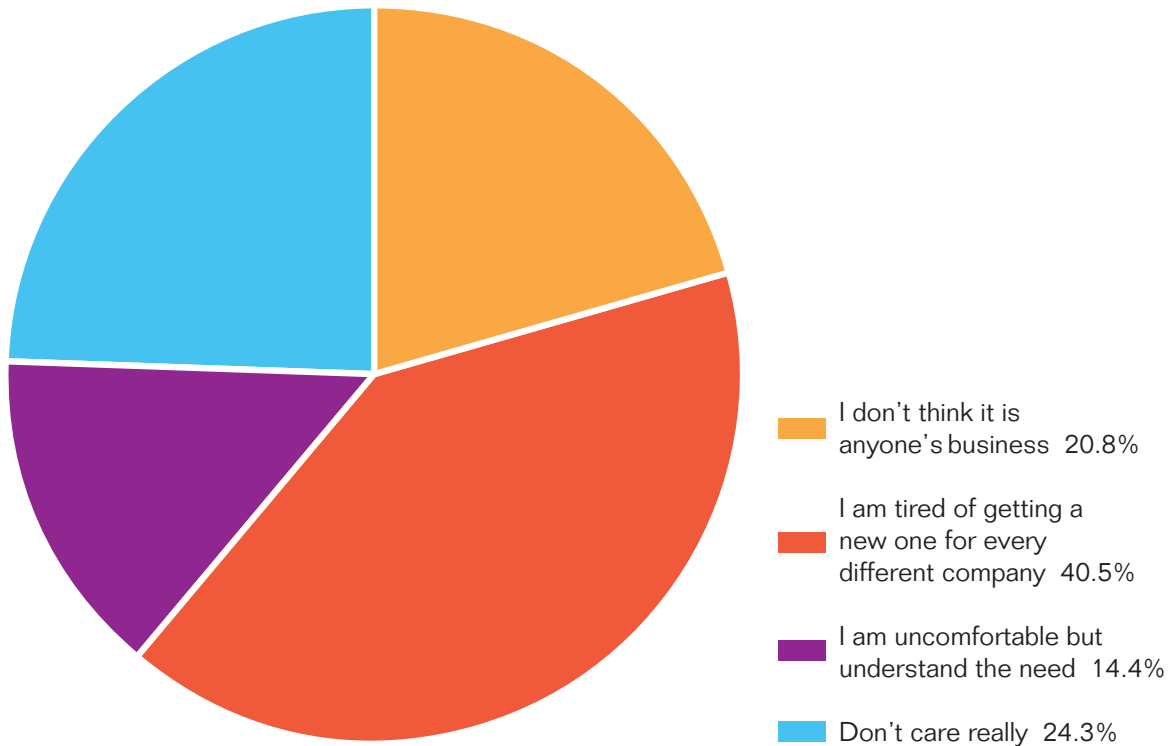
Has Dodd Frank had a positive or negative impact on the profession?



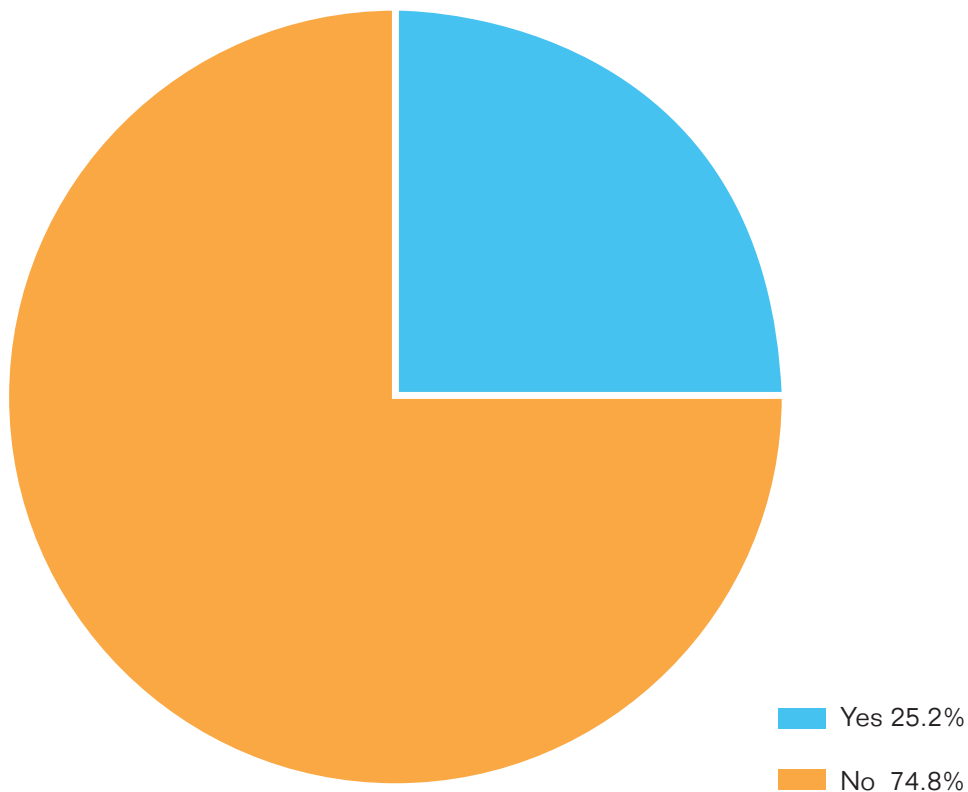
Do you find USPAP to be well written and easy to understand?



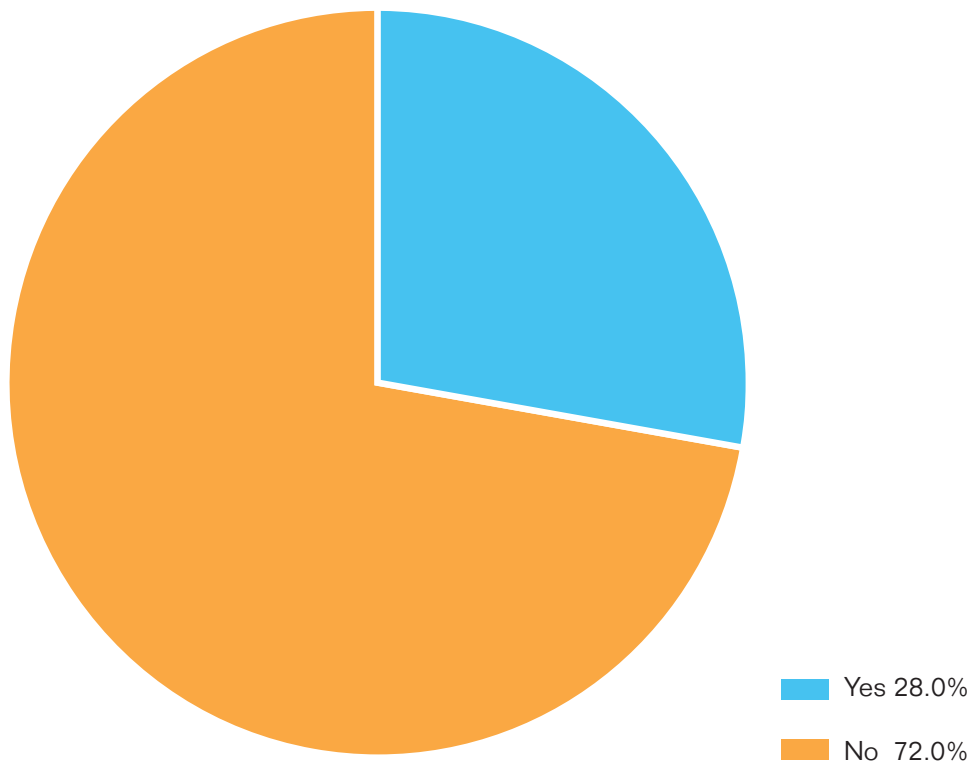
How do you feel about background checks?



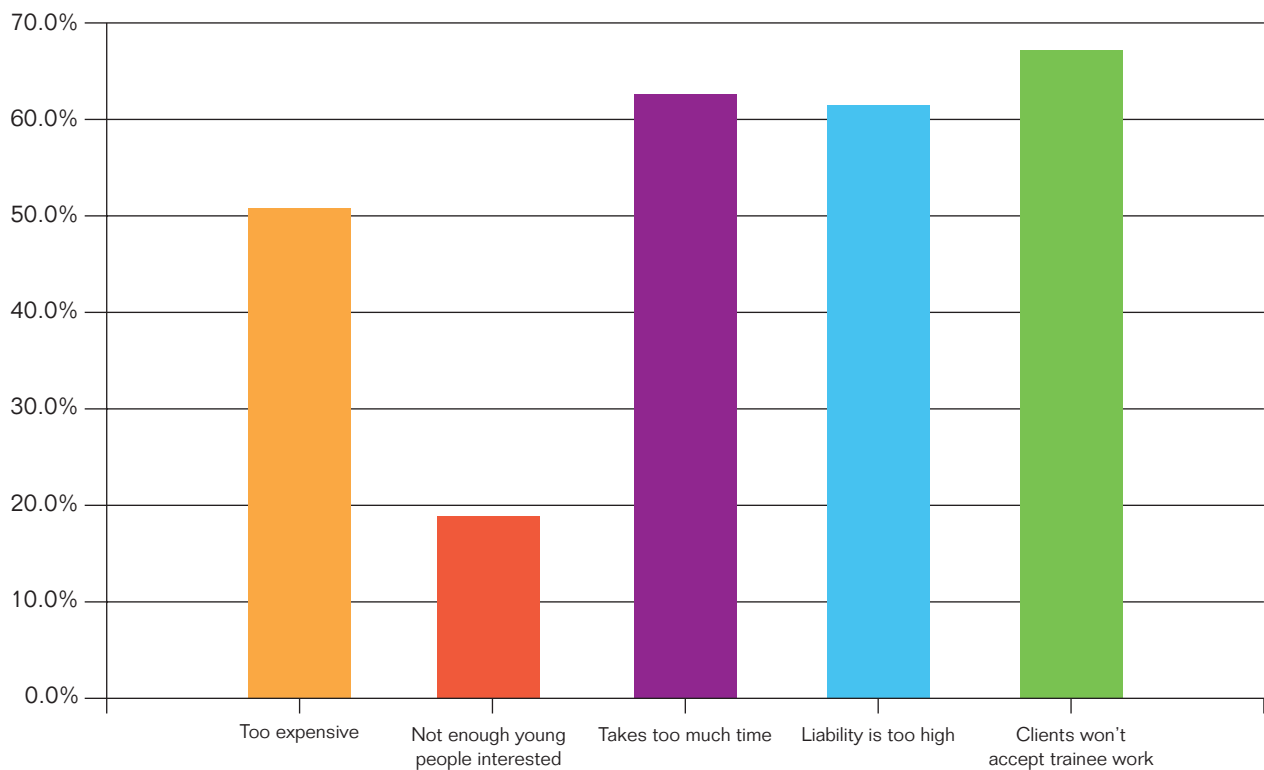
Are you optimistic about the future of appraising?



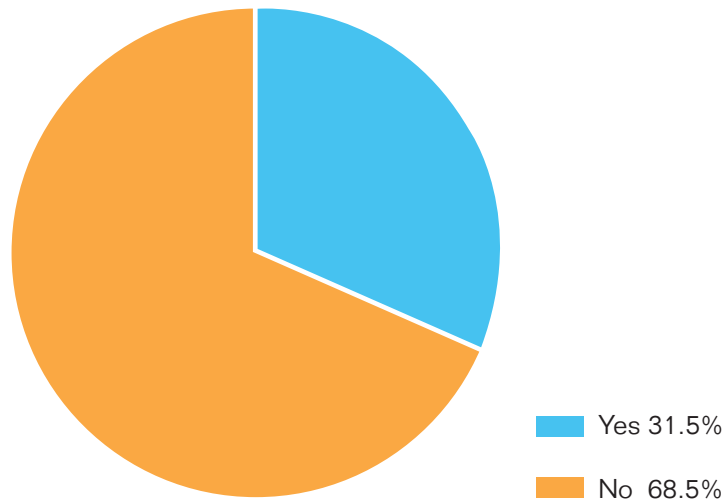
Would you train and mentor someone to join the profession?



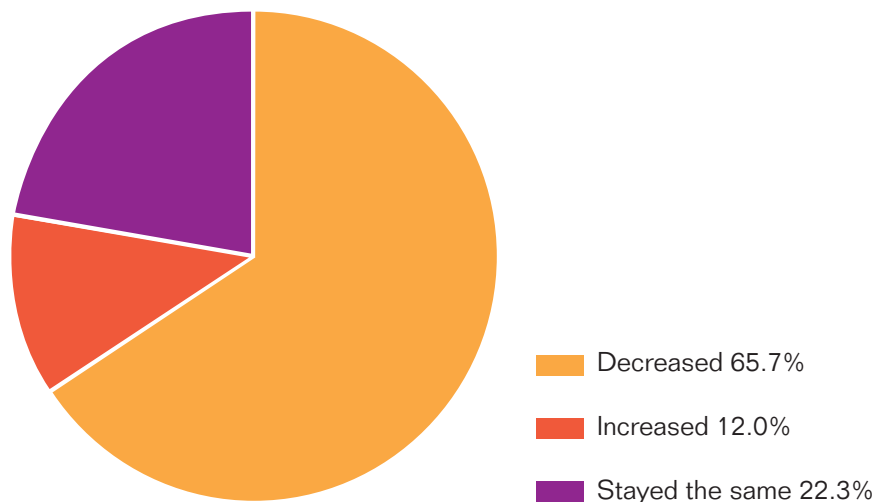
Why do you feel that most appraisers won't take on a trainee? (Choose all that apply)



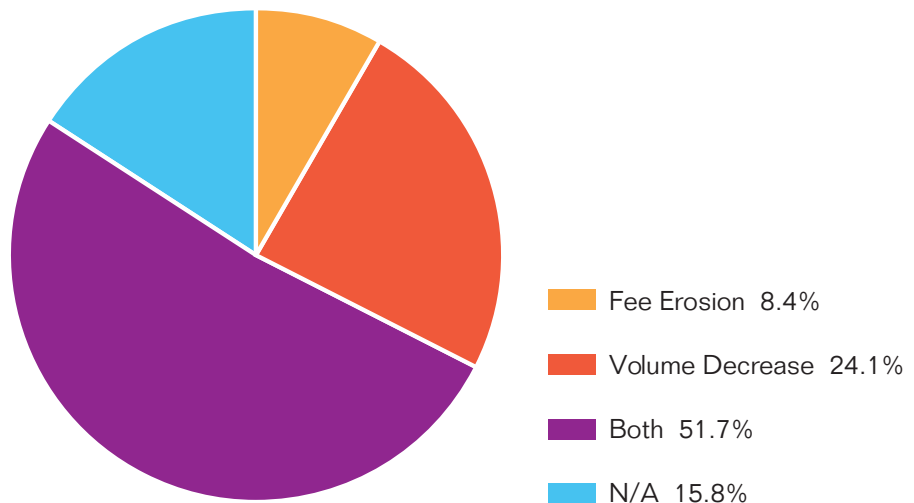
Do you believe that competency exams would assist Lenders and AMCs in differentiating you from your competitors?



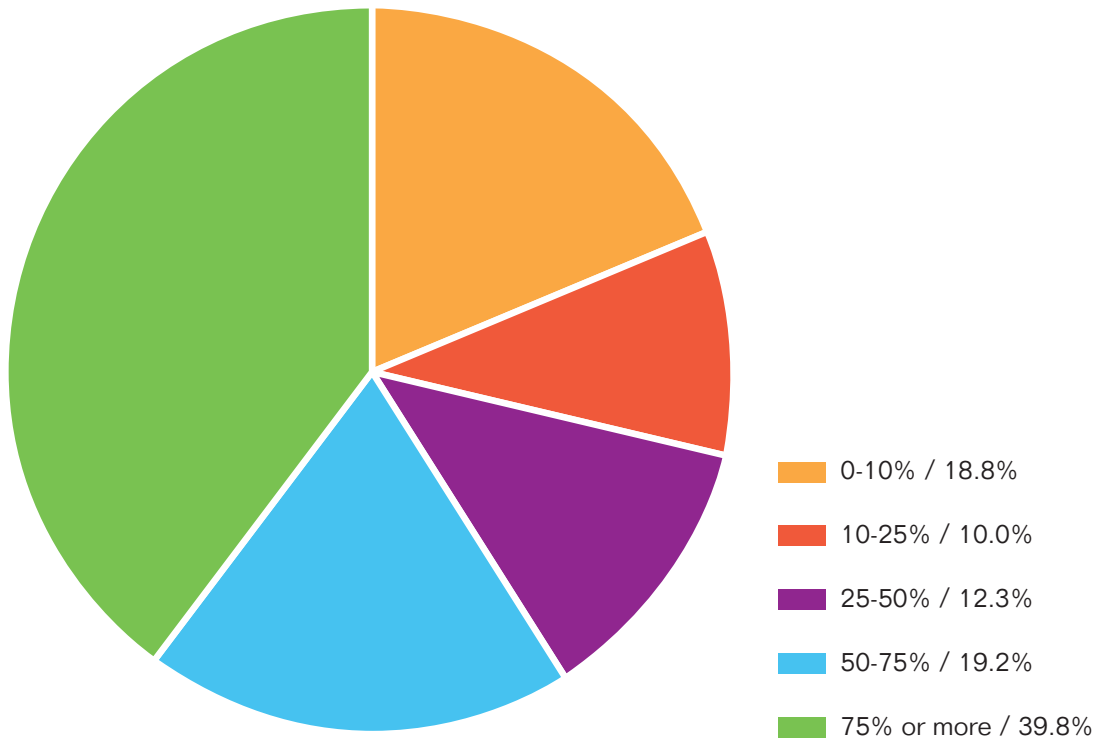
How has your appraisal revenue changed over the past 12 months?



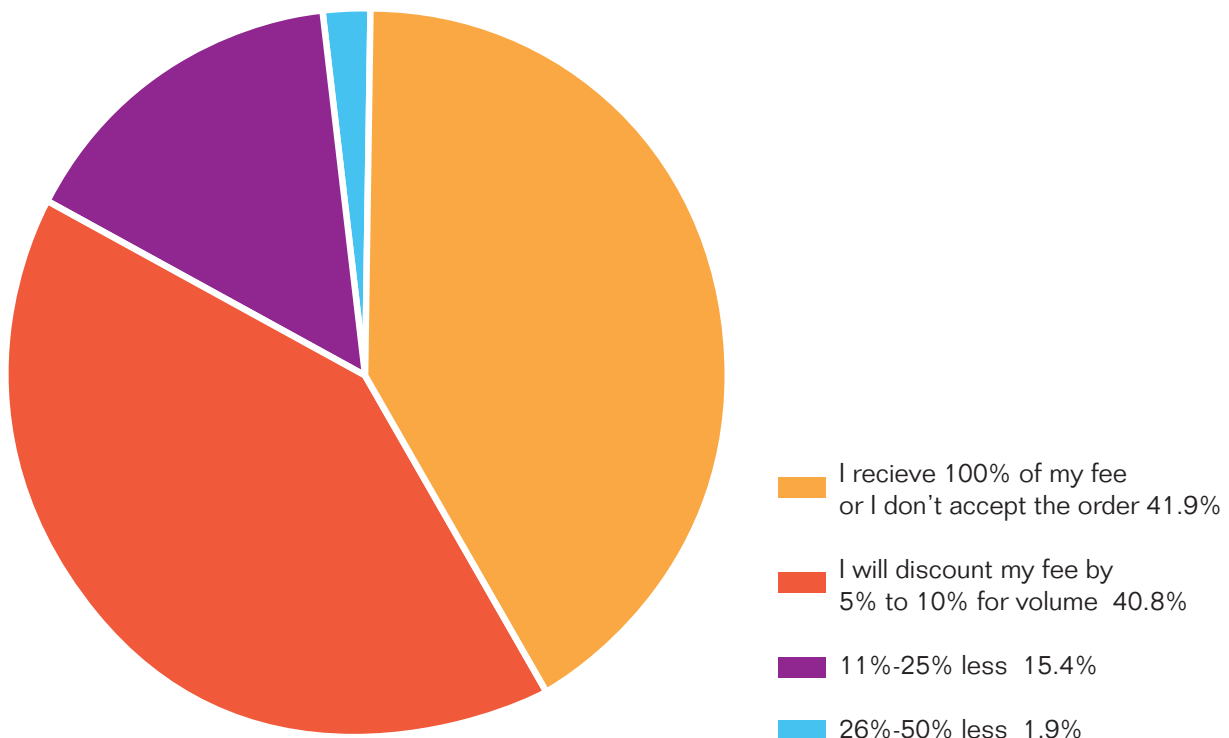
If your revenue has decreased, is it due to fee erosion or volume or both?



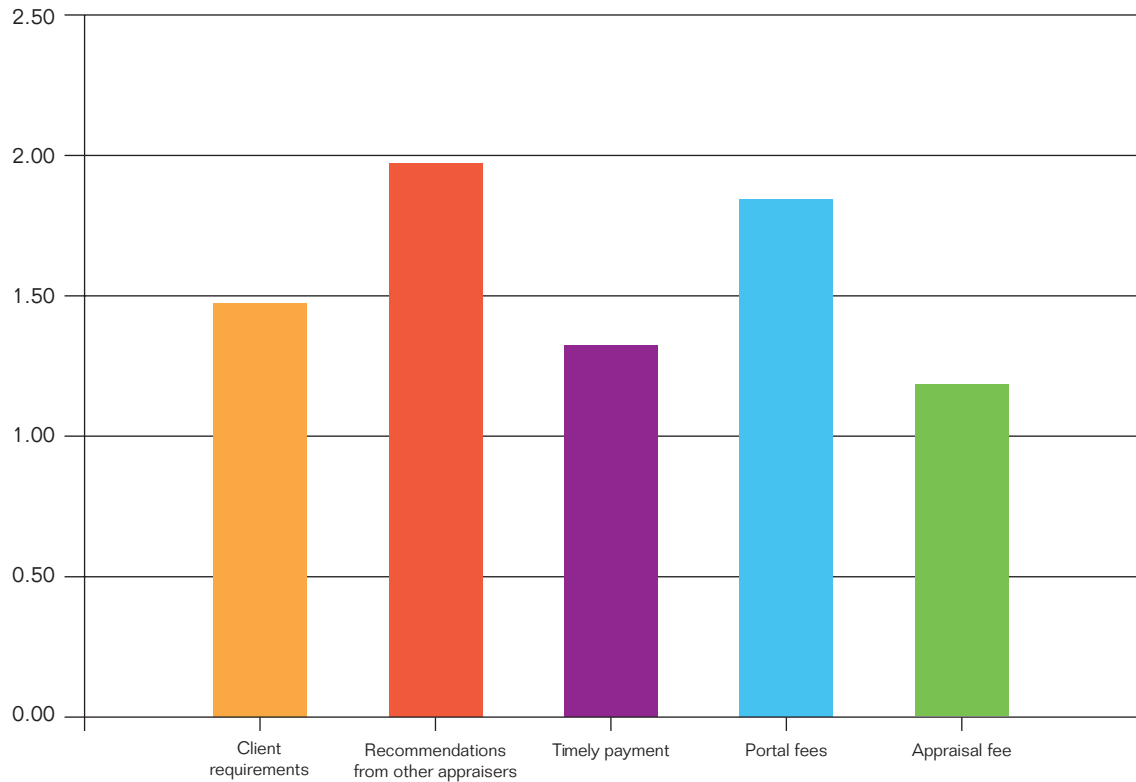
Last year how much of your business was from AMCs?



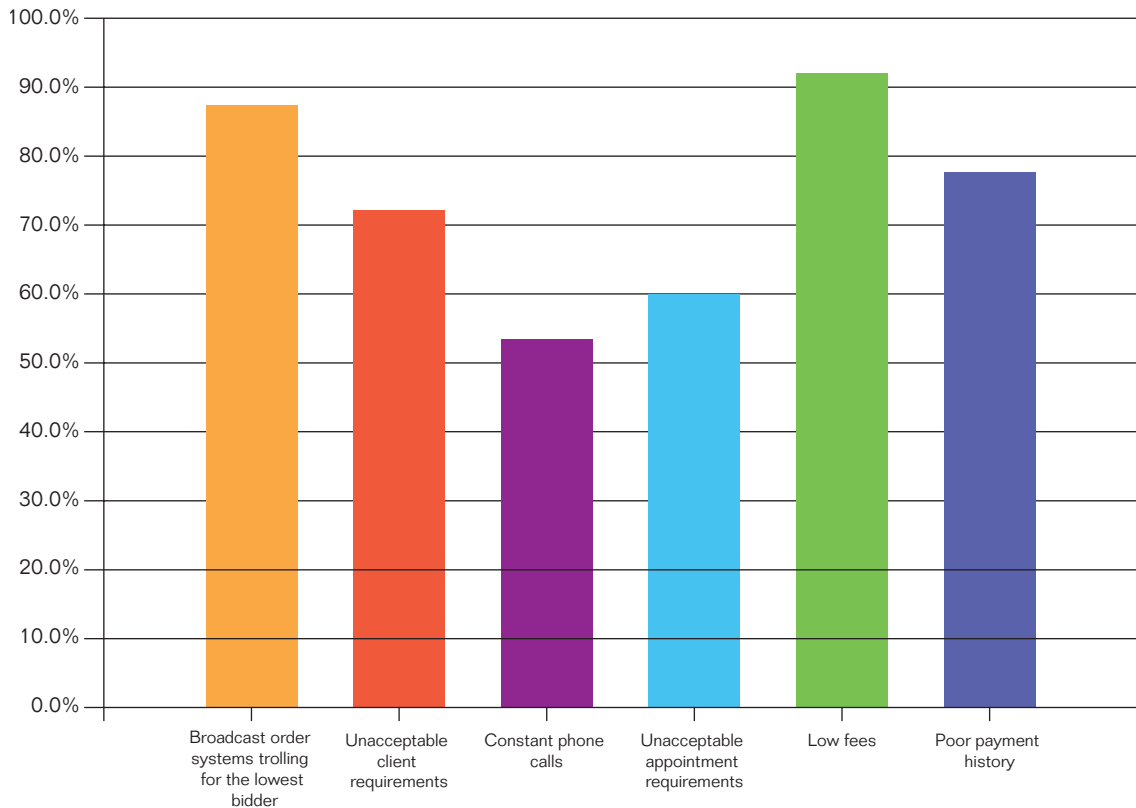
How much less are you willing to receive from AMCs below your standard fee?



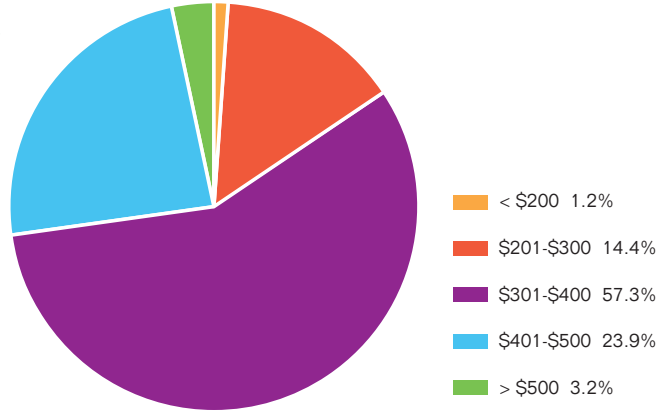
What factor is most important when you choose an AMC or Client?



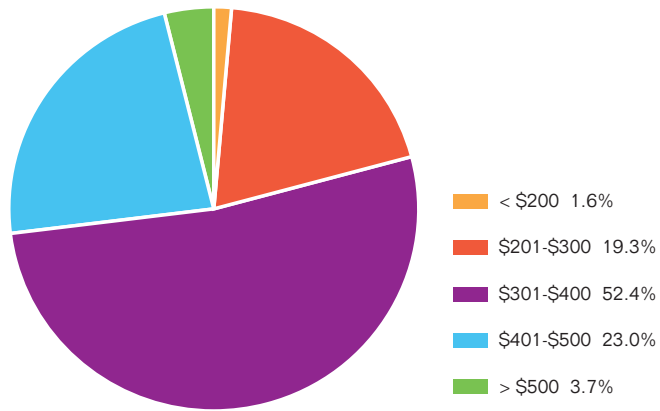
What makes an AMC unacceptable to do business with? (Chose all that apply)



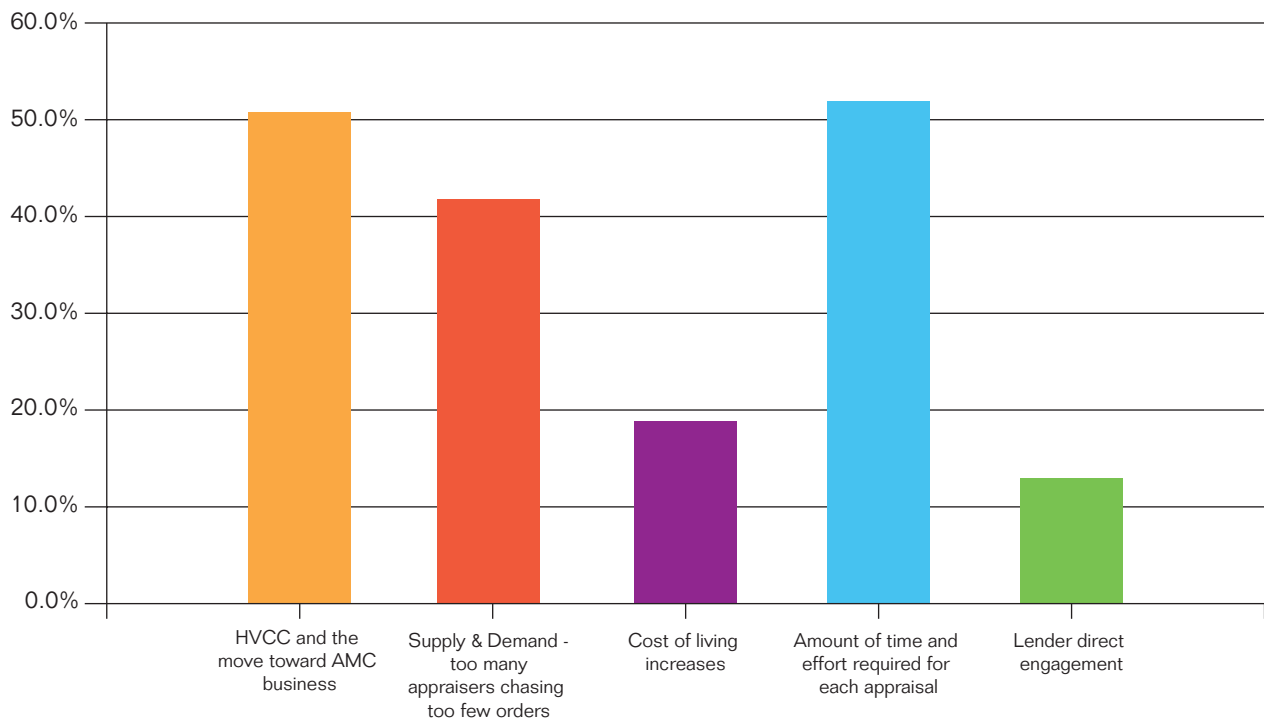
My average fee (For a standard 1004 with MC under \$500K) last year was approximately...



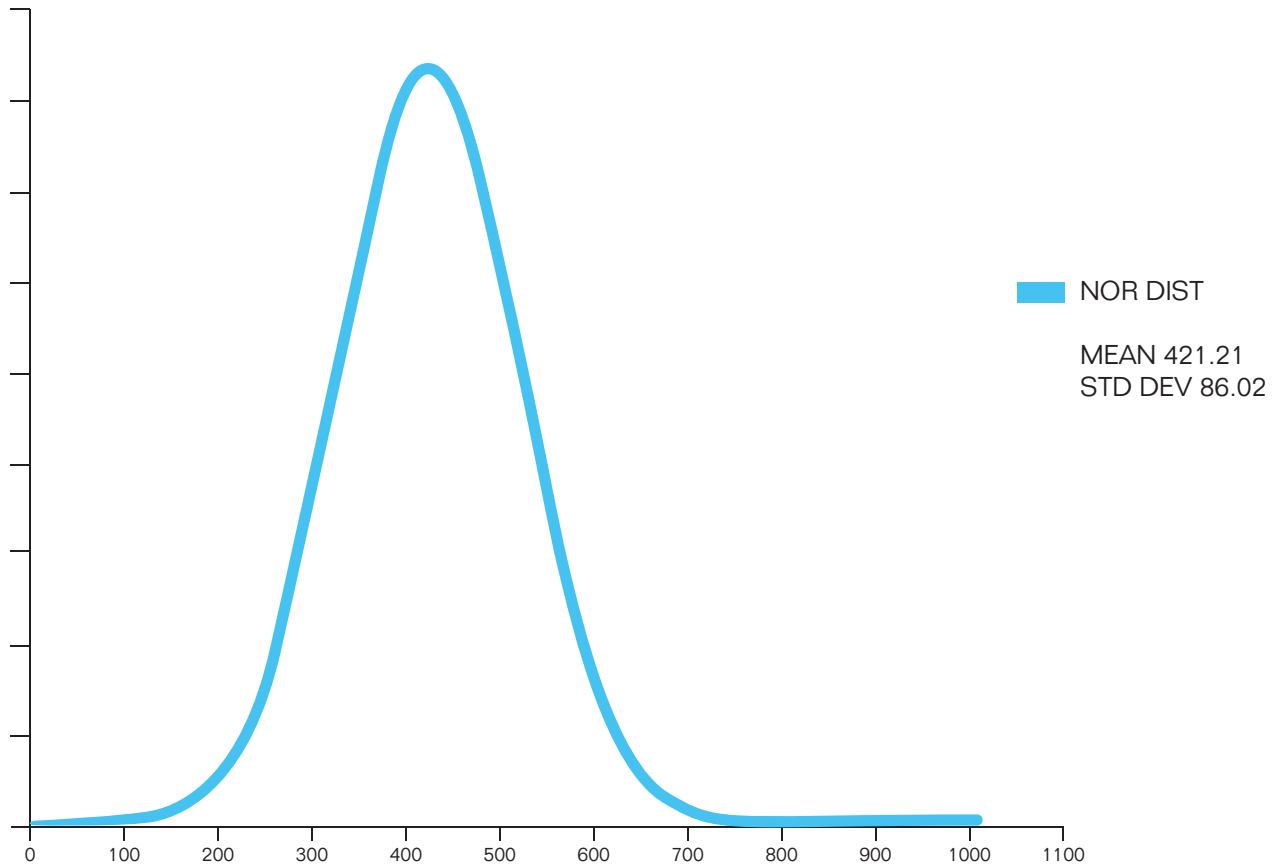
My average fee today is (For a standard 1004 with MC under \$500K) approximately...



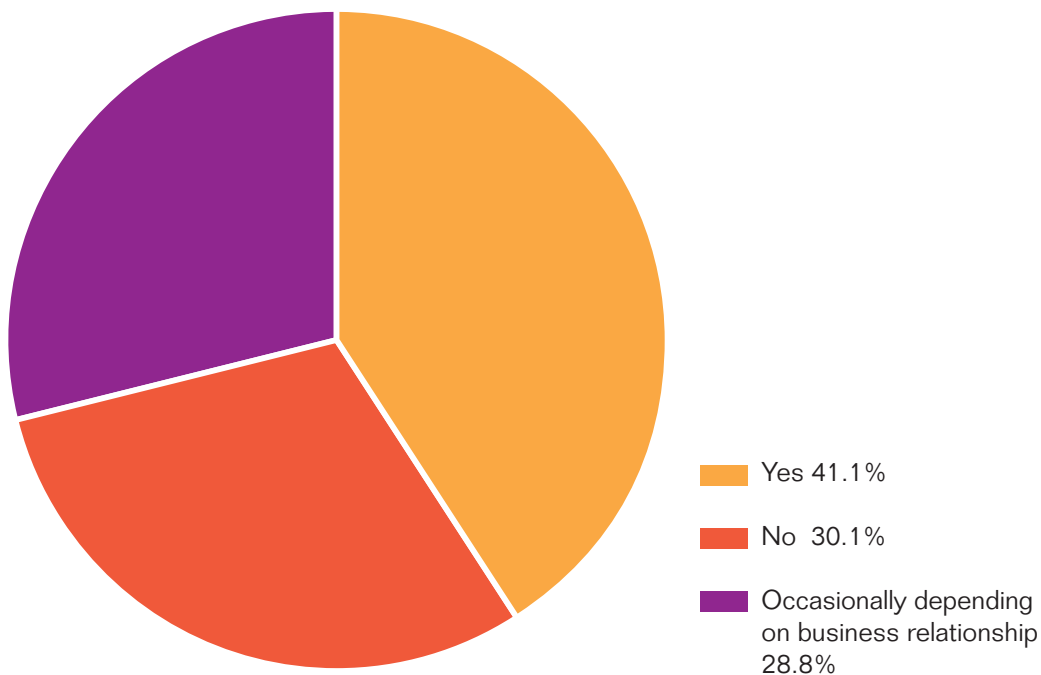
I attribute the change in my fees to... (Choose all that apply):



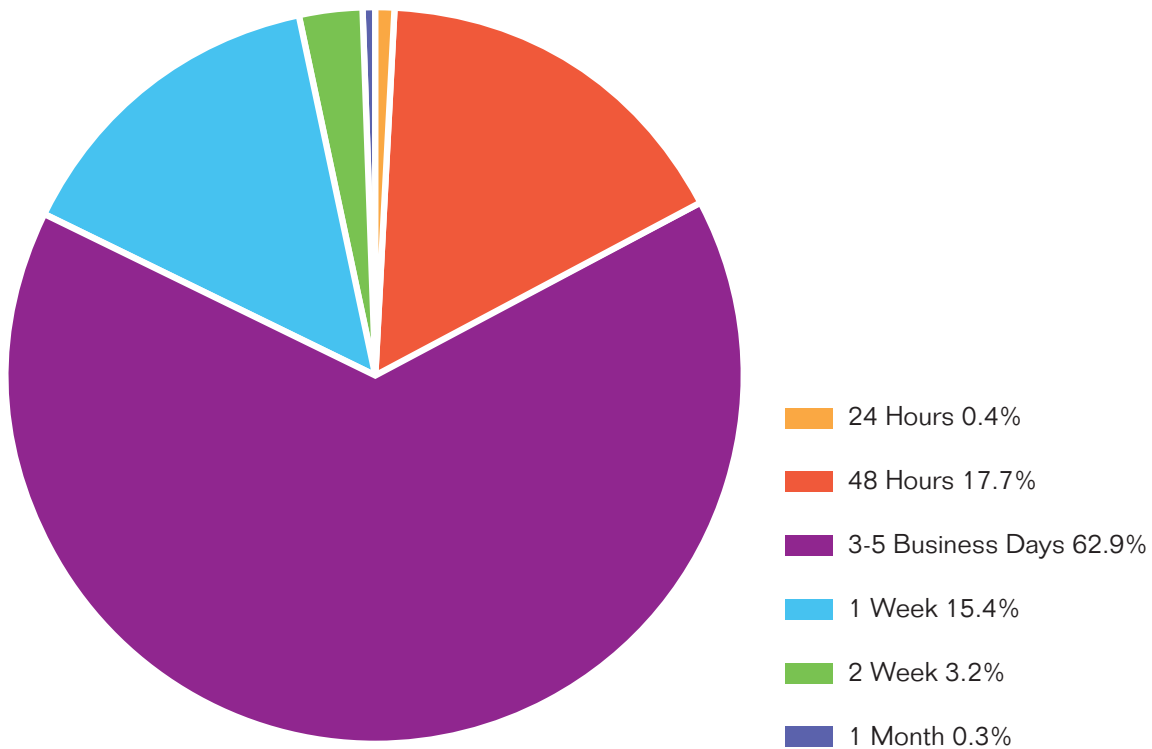
What do you think is an appropriate fee for an appraisal, (1004 with MC), ethically and competently produced?



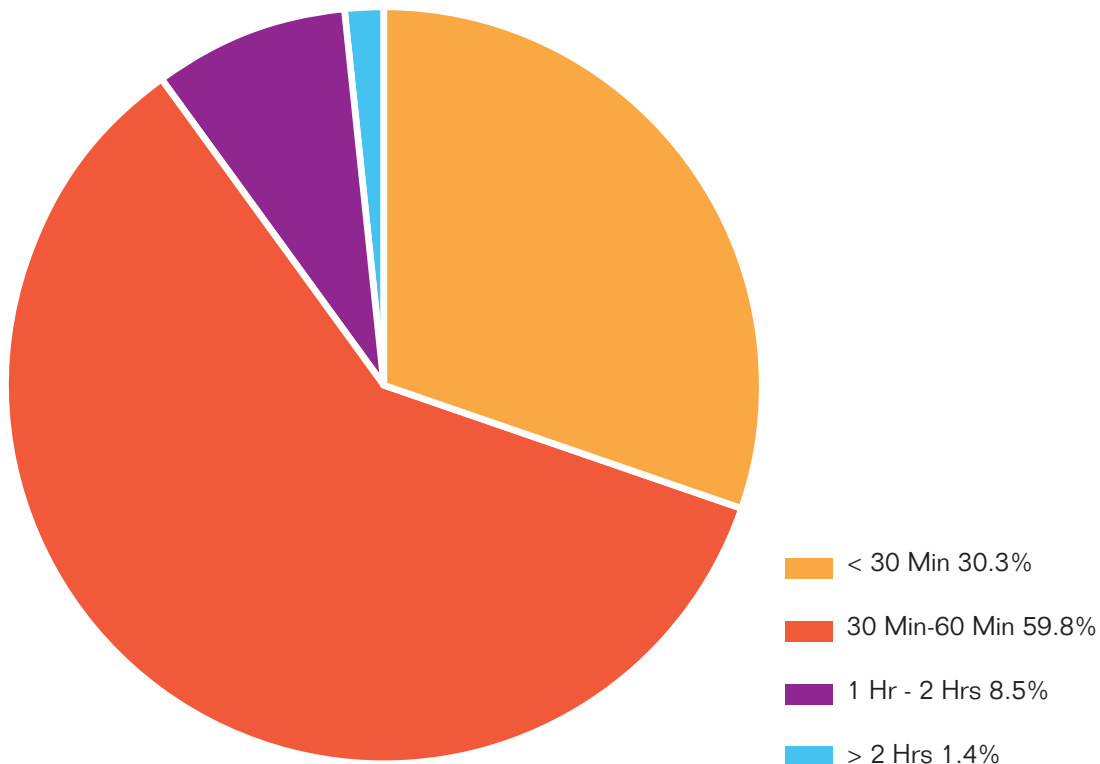
Do you charge the same fee for a similar product for all clients?



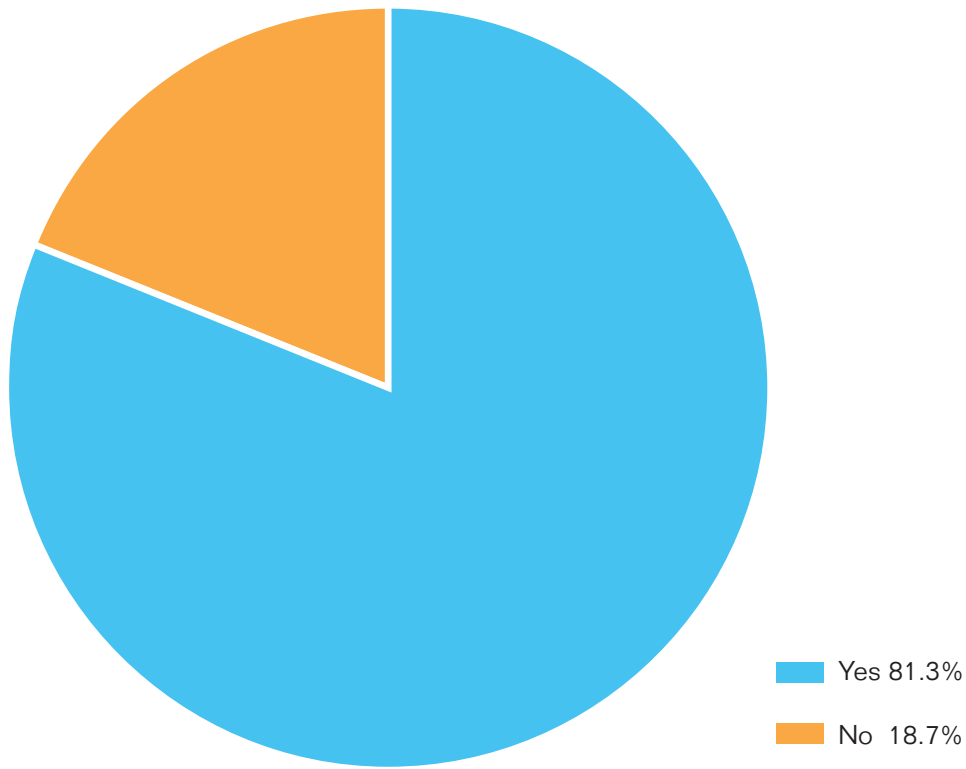
How much time should a lender allow for assignment completion after inspection?



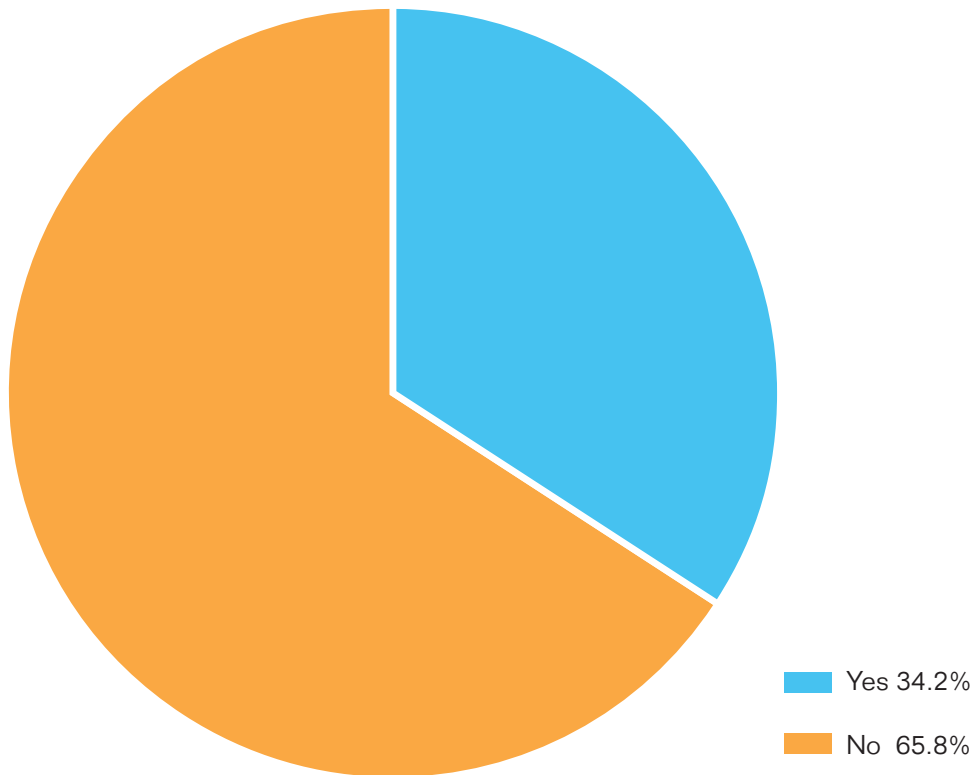
How far will you typically drive (in time) to an appraisal appointment?



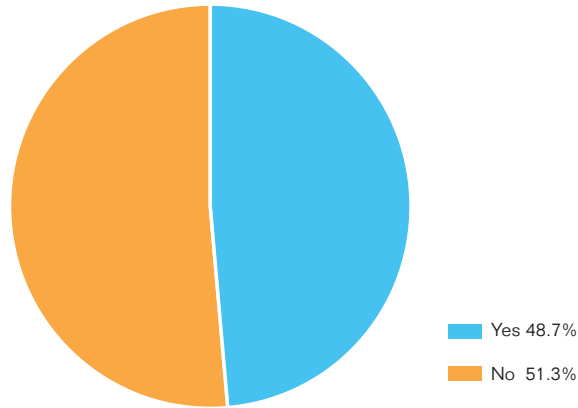
Do your clients provide you copies of their policies and guidelines?



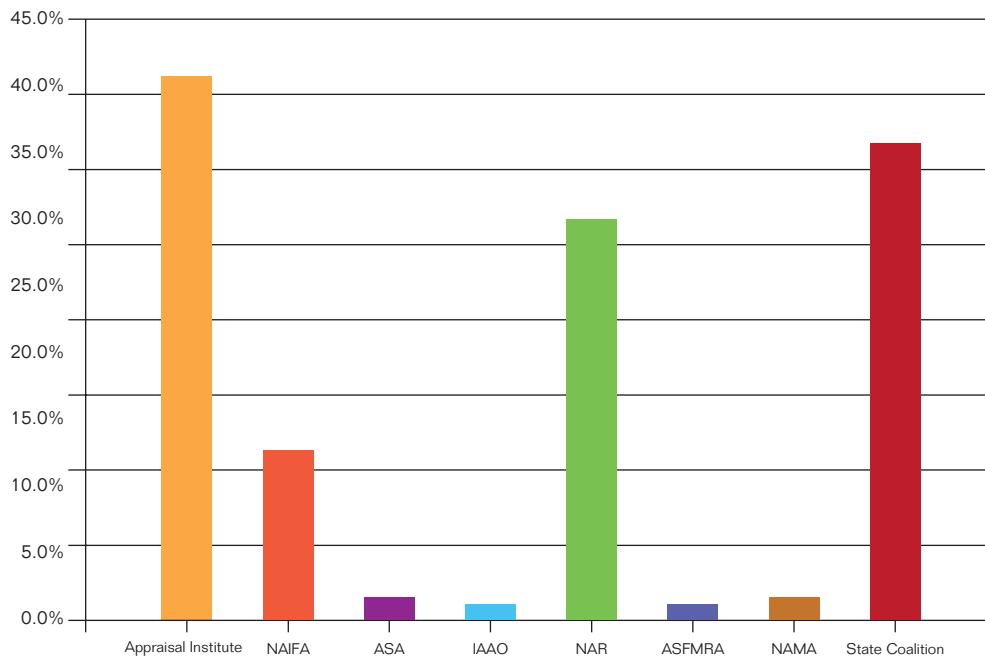
Do your clients have you sign an engagement letter?



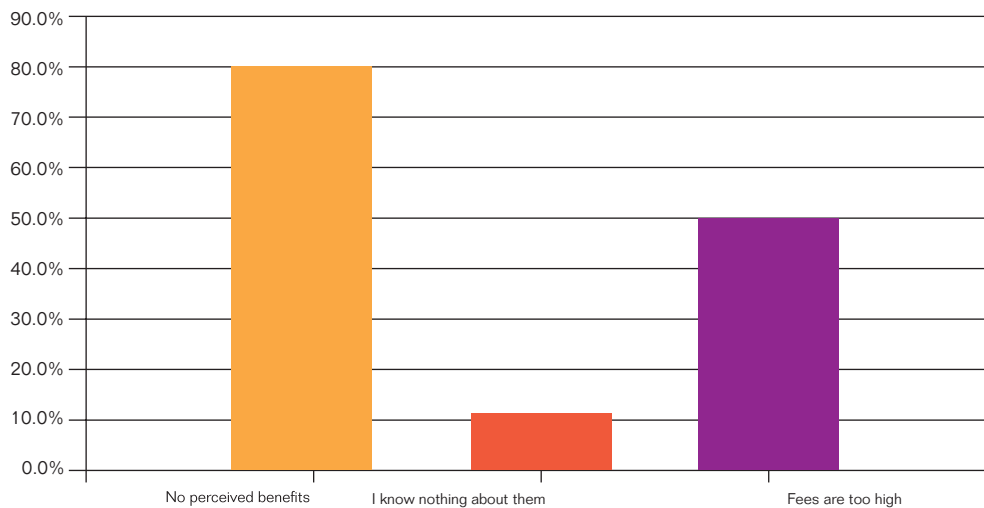
Do you belong to a professional organization?



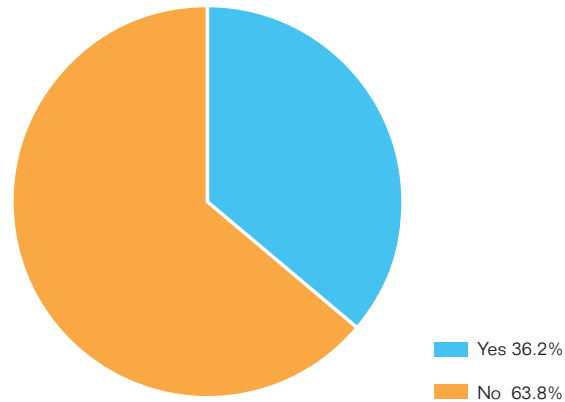
If yes, which one(s)?



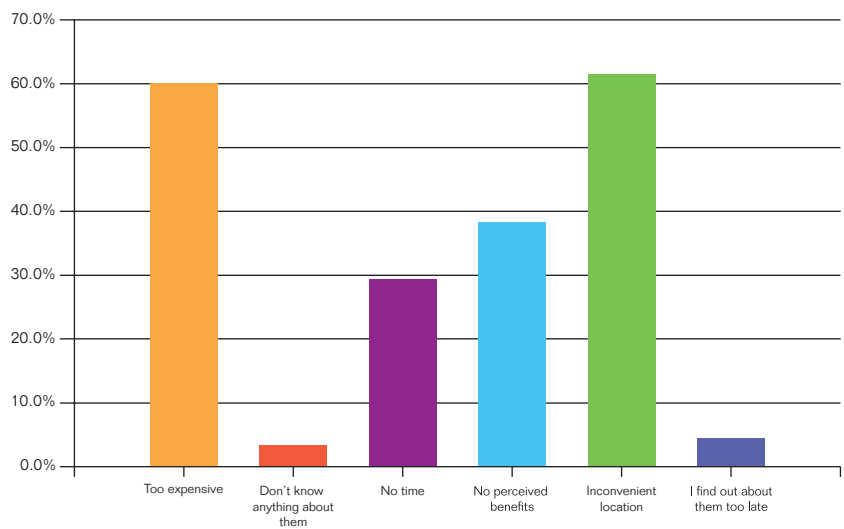
If you do not belong, why not? (Check all that apply)



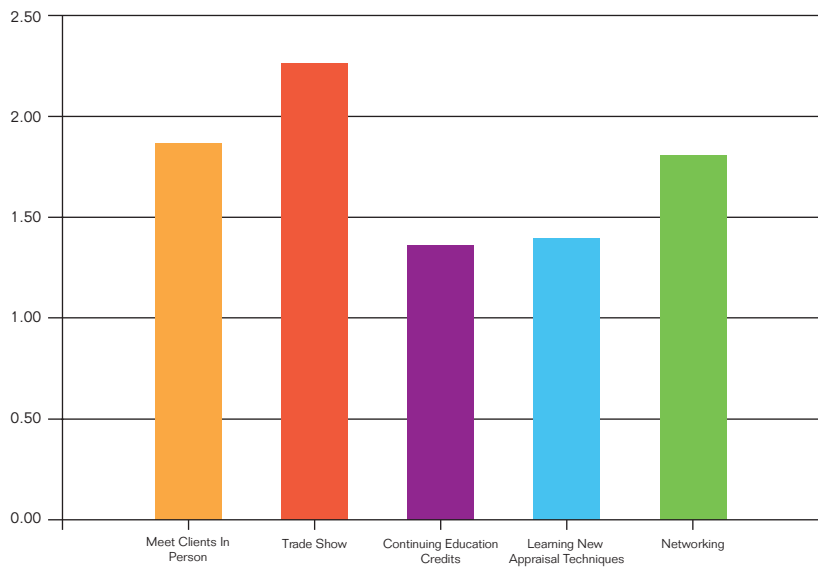
Do you attend conferences and or trade shows?



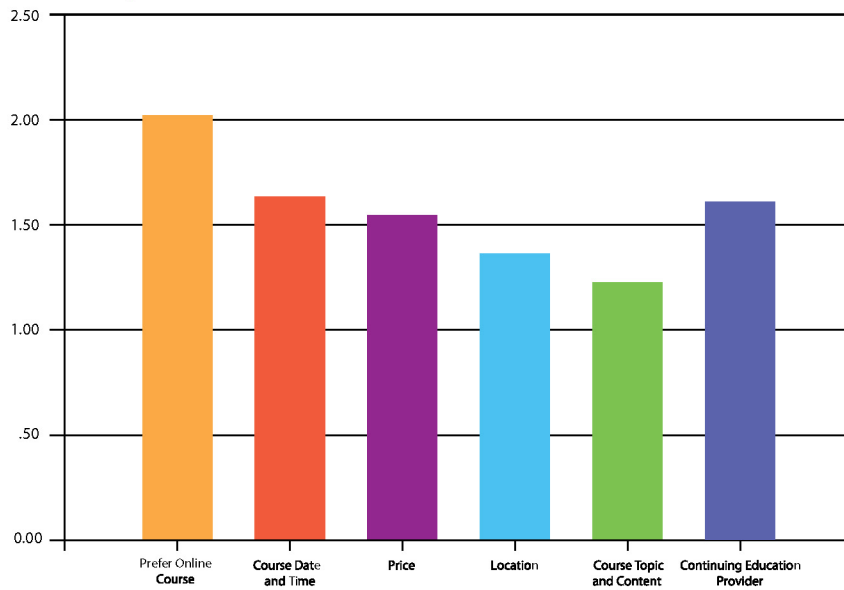
If no, why not? (Check all that apply)



If yes, how important are these factors towards making a decision to attend?



What are the important factors that drive your selection of continuing education?



What topics are most important to you when choosing continuing education classes?

