

ROUND TABLE –CRITICAL ISSUES FOR APPRAISERS:

- 3 HOURS CONTINUING EDUCATION

TABLE 1 – NEW SOLAR LAWS & THEIR IMPACT ON APPRAISALS – MARK LINDSAY, CERT. RES’L

- WILL THE NEW REQUIREMENTS IMPACT EXISTING HOMES?
 - IS THERE A RETRO-ACTIVE COMPONENT?
 - WILL HOMES WITHOUT SOLAR BE WORTH LESS?
- HOW WILL THE NEW LAW BE IMPLEMENTED?
 - IS IT PHASED IN OR EFFECTIVE IN FULL UPON IMPLEMENTATION?

TABLE 2 – HYBRID APPRAISALS – BRUCE FORD, CERT. RES’L

- WHAT IS A HYBRID?
- WHY ARE LENDERS MOVING TOWARDS HYBRIDS?
- WHAT IS AN APPRAISER’S RESPONSIBILITY IN RELATIONSHIP TO THE VALUATION PROCESS USED IN A HYBRID?
- DOES YOUR E&O COVER YOU?

TABLE 3 – FANNIE MAE CHANGES – LOU KESTEL-RUSSERT, CERT. RES’L

- FNMA IS MAKING CHANGES TO THEIR PRODUCTS – WHY?
- WILL LENDERS ONCE AGAIN ADOPT FNMA’S GUIDELINES?
- DO HYBRIDS FALL INTO FNMA’S MODEL OF ACCEPTABLE APPRAISAL PRACTICE OR DO WE EVEN KNOW?
- IF THE 1004MC IS GONE, WHAT ARE OUR OBLIGATIONS IN REPORTING MARKET TRENDS?

TABLE 4 – IS APPRAISING A “DYING” INDUSTRY? – CORINA ROLLINS, CERT. RES’L

- WHAT IS THE FUTURE OF APPRAISING FOR LENDERS?
- WHAT IS THE FUTURE OF LEGAL & ACCOUNTING WORK?
- IS THIS FUTURE LIKELY TO NEED
 - MORE APPRAISERS?
 - FEWER APPRAISERS?
 - SPECIALIZED PRACTITIONERS?
- HOW DO YOU BUILD A NON-LENDER CLIENTELE AND DO YOU WANT THAT KIND OF WORK?

EACH TABLE DISCUSSION IS 40-45 MINUTES – YOU WILL BE ABLE TO GO TO ALL TABLES – 5-10 MINUTE BRIEF INTRO AT START AND ROUND UP AT THE END