

Did The Appraiser Just Kill My Deal?

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Has a lender ever told you the deal is off because of the appraisal? Is it really the appraiser who “killed the deal” or perhaps something else? Understanding the role of an appraiser in light of all the current regulations will help real estate licensees get to the closing table. What are the most common home repairs and red flags relating to the appraisal that affect the mortgage commitment? Can a real estate agent successfully “appeal” an appraisal? This is a must-attend class that will guide licensees to best serve their clients and navigate to a “clear to close”.



A. Real Estate Licensees and Real Estate Appraisers

What is the role of an appraiser and an agent?

How is the appraiser’s role different from any other role in the transaction?

Advocacy vs. Non Advocacy

Certification requirements – Is that appraiser “out to get me”?

Liability increases

All who pay dues to the realtor organizations are REALTORS



B. Common repair issues and increasing lender requirements

Is there a difference between conventional and government loans
(VA, FHA, USDA)

What are the most common types of repairs? Three S's

Why is the appraiser requiring repairs on a conventional loan?

Who makes the repairs / Final inspections

Agents: Discuss with your clients who will make repairs during negotiations

C. Appealing an appraisal – what does this really mean?

Is there a standard process? (Should there be?)

Communication: Can real estate agents provide information to appraisers?

Appraiser independence issues – What are AIR Standards?

Prohibitions: Dodd Frank - What actions are prohibited, if any?

Who makes the final decision on changing the value in an appraisal report?

Each person has a role in the process. Respect each professional's role

