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# Real Appraisal *Axis*

APPRAISAL NEWS FOR LENDERS, LOAN ORIGINATORS, REALTORS, AND THEIR HOMEOWNER CLIENTS



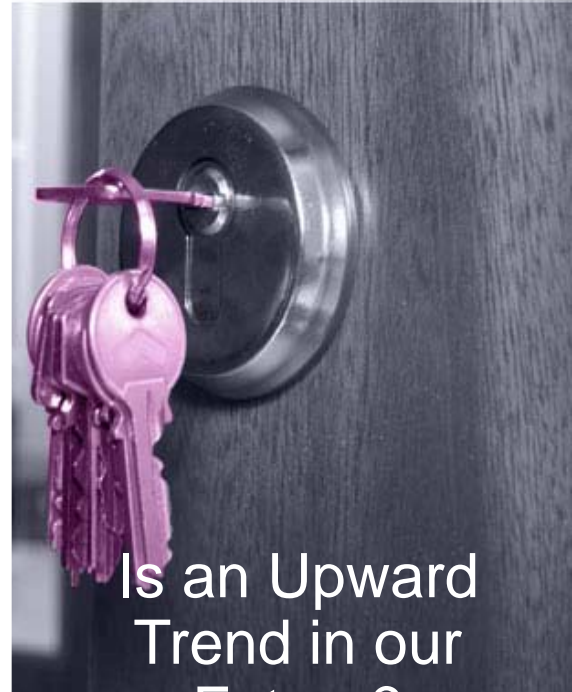
APPRAISAL MANAGEMENT SOLUTIONS

> WE SERVE LENDERS, MORTGAGE INSURERS, ACCOUNTANTS, ATTORNEYS, AND HOMEOWNERS.

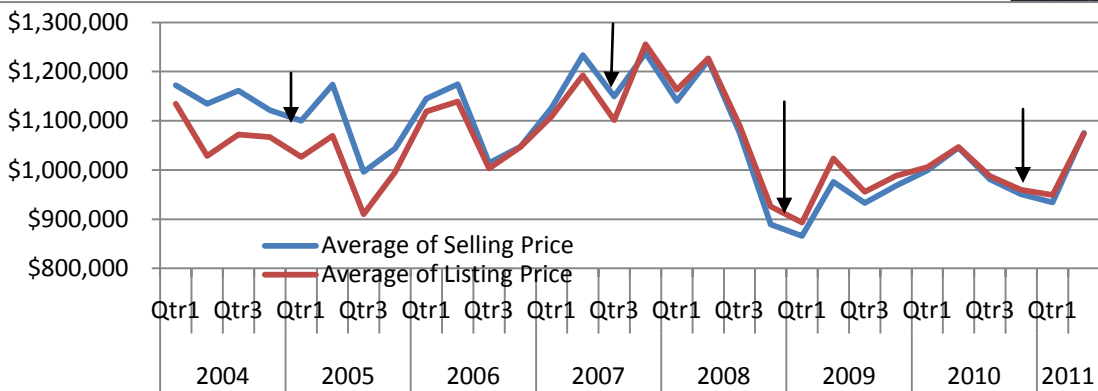
## HVCC Replaced by AIR – What’s Changed?

Much hype surrounded the sun setting of the now infamous HVCC, however very little attention has been given to the replacement requirement, entitled [Appraiser Independence Requirements \(AIR\)](#). The truth is Fannie and Freddie’s new requirement maintains the intentions of HVCC. Here are some highlights from AIR:

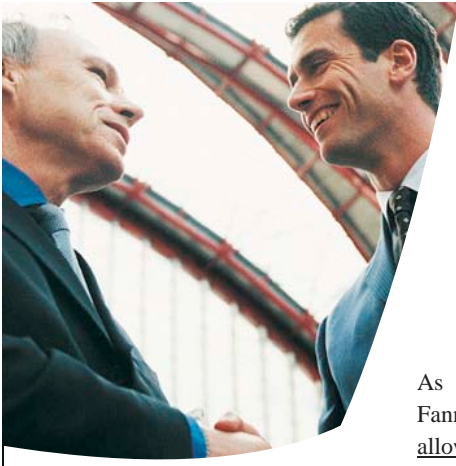
- AIR does not prohibit communication between appraisers and real estate agents.
- AIR states that members of the lender’s loan production staff who are compensated on a commission basis or who report to any officer of the lender not independent of the loan production staff and process are not permitted to order appraisals or influence the selection of appraisers.
- AIR does not allow for originator choice in the selection of the AMC or appraiser – the lender must direct this decision.
- AIR allows for transferred appraisals, however the lender delivering the loan to Fannie/Freddie must rep and warrant it and the appraisal **MUST REMAIN IN THE ORIGINAL LENDER’S NAME**. See the story on the next page for Axis’ management of this AIR requirement.



### Is an Upward Trend in our Future?



The graph to the left is the average listing and selling price of single family MLS sales in San Francisco. In this market, the typical seasonal downward trend starts mid Q3 – even in a good market. But most markets suffer this decline Q4. Remember then that Q1 appraisals are impacted by this most recent sales data. Appraisals report the market at a point in time for similar properties. It’s the quarter that we see the most appeals, but good news, we are moving into the better data months!



# Reducing Appraisal Costs

*Lenders won't accept a transfer appraisal and the appraiser can't switch the name, what can be done to reduce this and other pesky additional fees?*

## REDUCE REINSPECTS

Feel like your appraisal is always “subject to” a repair? Axis has developed a list of typical reinspection requirements to share with your realtors and borrowers. If they make these repairs prior to inspection, it will reduce the number of 1004d reinspection fees and will help manage client expectations. Visit our website's [Help Desk](#)

As mentioned on page 1, Fannie and Freddie's AIR does allow for lenders to accept an appraisal in another lender's name. However, it expressly forbids switching a lender's name. In addition, MDIA requirements require any appraisal completed for a specific lender to follow the disclosure time line for that lender. Yet it is also very frustrating for borrowers to have to assume full new appraisal fees due to these requirements. So if a lender will not accept another lender's appraisal, Axis has developed a compliant system to assist in reducing these costs. However, the following steps must be met:

- The appraisal was completed within 30 days.

- The appraisal was completed by an Axis appraiser for an Axis lender.
- The new lender will accept an Axis appraisal.
- A new appraisal is ordered with a comment about the recent appraisal.

Axis policy is to reassign recent appraisals to the same appraiser. Our appraisers must reinspect after the new disclosure date and turn in a new appraisal with the new lender's name. Most of our appraisers are willing to do this for \$125. But we must have a new order to reenter credit card info. Make sure to have your borrowers sign a new authorization form and keep it in your file.

## A SERVICE ORIENTED AMC?



## WE CALL IT THE AXIS ADVANTAGE:

- ✓ Local, experienced appraiser guaranteed
- ✓ Helpful internal staff
- ✓ Seminars and workshops for your customer base



Contact us for an office seminar – free to our clients!

- ✓ UAD
- ✓ Writing Appeals
- ✓ Graphing your market
- ✓ Appraisal Trends
- ✓ Using Zillow effectively
- ✓ Reducing conditions
- ✓ What listings really mean in today's market
- ✓ Developing a property profile to save time and money

Email [info@axis-amc.com](mailto:info@axis-amc.com) to organize a webinar or seminar today!

Don't miss our next issue:

- ✓ Uniform Appraisal Dataset – it's coming and it means big changes
- ✓ The Listing Ceiling
- ✓ Forecasting

To sign up for our monthly newsletter: [info@axis-amc.com](mailto:info@axis-amc.com)