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## Tuesday's Appraisal Tip from Axis, Your Appraisal

### When should an appraiser adjust the comparable for seller and financing concessions?

*A common tool used to help facilitate a real property transaction is to have the seller provide financial assistance to the buyer. Currently the Appraisal Practices Board is developing a guidance document for appraisers to help identify, verify, analyze, and adjust comparables for both seller and financing concessions. Clearly this will have an impact on appraisal practice.*

The question of course is when should an appraiser adjust for concessions? The answers though are varied and complex. Consider reviewing and responding to this [First Exposure Draft](#) of the recommended guidance. The Draft includes comments and detailed examples on:

- Verifying concessions
- Determining when to adjust for concessions
- Methodology
- Impact and application of concessions in all three approaches to value.

**All interested parties (not just appraisers) are encouraged to comment in writing to the APB before the deadline of December 2, 2011.** Respondents should be assured that each member of the APB will thoroughly read and consider all comments. Comments are also invited at the APB public meeting on December 12, 2011, in Atlanta, Georgia. [APBcomments@appraisalfoundation.org](mailto:APBcomments@appraisalfoundation.org).

*Axis Appraisal Management is the **national** solution for **local** appraisals.*