

## **Well, whoever said we were perfect!! Mistakes do occur.**

Due to our newsletter's layout specialist, a computerized "cut and paste" error has resulted in a repeat of the "opinion of value" from the last edition that was only found after the printer had completed the order.

Rather than delay the newsletter's mailing due to time sensitive articles, we have elected to insert the correct Opinion of Value that should have been included in this newsletter. To Chairman Brown whose worthy notes were inadvertently omitted, we apologize. You will find his challenging comments, not only, timely but thought provoking.

The Editor

## **OPINION OF VALUE**

In a conversation the other day about the economy the word "challenging" was used to describe the current situation.

When considered from the standpoint as an appraiser, I agree that to work in the current economy is a challenge. Our profession will find the next 12 to 18 months really challenging. The demand on our profession and on our integrity will be called upon during this difficult period in the economy. For those appraisers that were not around during the 1980s savings and loan bailout, be prepared for our work product to be called into question.

With residential real estate owned (REO) type appraisals picking up and with the implementations of other regulations I can see where we as appraisers will be challenged to render our estimated values. We will have underwriters located in a major metro area that just cannot understand the economic conditions of small town USA, much less rural Arkansas. You must take the time to insert the additional sentence or the paragraph to help the underwriter understand your thoughts in the appraisal process. Be an advocate for your appraisal. That extra sentence or paragraph just might save you some time a week after you have completed the appraisal, placed the report in the file and went on to the next project.

As of this writing, some important legislation is being presented in the state House of Representatives. Charles Johnson Jr., Tom Ferstl, Rep. Garry Smith (D-Camden) and the Arkansas Appraiser Association have introduced HB 1500. This bill will assist the appraiser with the stoppage of outside pressures to meet value. Way to go guys, this will be a big help.

The Arkansas Appraiser Licensing and Certification Board has presented HB 1694 for consideration. This bill deals with the registering and regulation of Appraisal Management Companies. With the financial companies having to take a non-association hands-off with the appraisal request between the loan officer and the appraiser, the demand for appraisal management companies will rise. While there currently exist a number of good appraisal management companies operating within the state, the Board foresees where new management companies will spring up overnight. The Board wants to insure that the appraiser is protected from predator type management companies. That a check and balance system is in place in case an appraiser or someone else has a complaint against an appraisal management company.

As of the middle of January, the Board has four new faces and one reappointment. The Board members whose terms expired will be truly missed, but the new appointees will allow the Board to continue in a very positive way.

April 17 is the last day for Mary Lou Brainerd to work. She is headed for the Gulf. Mary Lou has held the position of Chief Investigator for the past six years. While some folks may not think so, Mary Lou has strived to maintain integrity in this difficult job. I for one feel she has accomplished a lot and can be accredited with a “job well done.” Best of Luck to you!

Frank Manzer, a Hot Springs appraiser, has been engaged by the Board as the chief investigator. Frank starts April 20. When you get the opportunity, be sure to welcome Frank to this position. Hopefully, you will not see much of him.

When you call the Board office and hear a new voice, this belongs to our new administrative assistant, Kelli Black. Kelli comes to us from another state agency. Kelli is busy finding her way around the current workings of the Board office and doing a fine job of it. Be sure to welcome her to the staff.

With the “Day with the Appraisers” event coming up in April, be sure to seek these new folks out and say “hello.” Jim Martin has assured me the agenda will be better than ever and challenge us to do better.

A lot of challenges are happening in our profession and within the state. Hopefully, these can all be met in a positive way by the appraisal profession.

Till next time, regards,  
Dwight L. Brown, Chairman