



Table of Contents

About the Author	ix
Acknowledgments	xi
Foreword	xiii
Preface	xv
Introduction	xvii
Chapter 1 Problem Solving	1
Chapter 2 Origin and Evolution of Scope of Work	7
Chapter 3 What Does Scope of Work Mean and Where Is It in Standards?	15
Definitions	16
SVP Scope of Work Requirements	17
IVS Scope of Work Requirements	19
USPAP Scope of Work Requirements	20
Chapter 4 Credibility	27
Chapter 5 Problem Identification: The Significant Seven	35
Assignment and Engagement	36
Client	38
Intended Users	39
Intended Use	40
Type of Opinion	41

	Effective Date	41
	Relevant Characteristics of the Subject of the Assignment	42
	Assignment Conditions	43
	Assignment Planning	49
Chapter 6	Scope Determination: What to Do and Why	53
	Expectations of Intended Users	54
	Peers' Actions	55
	Dissecting the Appraisal and Review Processes	56
	Three Appraisal Assignments Involving the Same Property	58
Chapter 7	Scope Disclosure: What to Report, Why, and How	63
	Reporting Revisited	63
	Where Does the Scope of Work Discussion Belong in a Written Report?	66
	Scope of Work and Assumptions	67
	Sample Statements to Be Included in the Scope of Work Disclosure	69
	Templates for Written Appraisal Reports	73
Chapter 8	Assignment Examples	75
	Case Study 1: Exterior-Only Site Visit of a Residential Property	76
	Case Study 2: Exterior-Only Site Visit of a Commercial Property	77
	Case Study 3: Desktop Appraisal of a Residential Property	79
	Case Study 4: Desktop Appraisal of a Commercial Property	81
	Case Study 5: "Value in Relation to a Benchmark" Appraisal ...	83
	Case Study 6: Recertification of Value Request	85
	Case Study 7: Reporting Value Before Completion of the Written Report	87
	Case Study 8: Phased Assignment	89
	Case Study 9: Market Rent Opinion	91
	Case Study 10: Portfolio Evaluation	92
	Review Examples	94
	Case Study 11: Broad-Scope Review	96
	Case Study 12: Narrow-Scope Review	97
	Case Study 13: Review of Two Appraisal Reports	99



	Case Study 14: Lender Requests Review for Standards Compliance	100
Chapter 9	Conclusion	103
Appendix A	Appraisal Report Template	105
Appendix B	Restricted Appraisal Report Template	115