What Keeps Me Awake At Night
Perspectives

- Fee Appraisers
  - Managing Different Agendas
  - Limited Data
  - Uncertain Future
  - Increased Scrutiny

- Bankers
  - Desperately trying to hang onto their portfolios
  - Difficult to replace totals in today’s environment

- Regulators
  - Charged with ensuring past oversights are not repeated
How Do You Hit Your Mark???
How Do You Hit Your Mark???

- Many Variables to Consider
- Timing
- Feasibility
- View of the Future
Juggling Act
Juggling Act

- Protect the Bank
- Maintain a Consistent Thread
- Manage Different Requirements
Communicating with Appraisers
Communicating with Appraisers

- When Does a Friendly Exchange Crossover to “Arm-twisting”?
- When do you Step in with a 2\textsuperscript{nd} Opinion?
Who To Believe
Who To Believe

- How Can Reports on the Same Property be so DIFFERENT?
  - Optimists
  - Pessimists
Painting Oneself into a Corner
Painting Oneself into a Corner

- Foreclosure Values
  - Use them?
  - Omit them?

- Lenders Relationships
  - How will they replace loans?
    - Need loans to grow
      - Need jobs to create demand
Differing Opinions
Differing Opinions

- Appraiser
- Reviewer
- Bank
- Examiners
Is Anyone Home?
Is Anyone Home?

- Getting Accurate Data
  - Rent Rolls
  - Rent Concessions
  - Is Anyone Really There?
The Frantic Cycle
The Frantic Cycle

- Get them in on time
- Be sure they’re credible
- Be sure they’ll pass review
- BUT GET THEM IN ON TIME!
What’s the Right Way?