

President's Message, April 2023

My April President's message is dedicated to all our residential appraisers, including me.

Dear NH/VT Residential Appraisers,

I hope this message finds you well in these uncertain, but not unprecedented, times. Well perhaps that's a bit too rosy because, while most of us have worked through a downturn or two, the pace at which the mortgage-lending industry is trying to replace us is indeed unprecedented and fueled by the ever-growing range of remote tools, big data, AI algorithms, and our own data already collected under the UAD format. We're getting a new '1004' and an upgrade to MISMO designed to assimilate our data into their models faster. Freddie now has five alternatives to a traditional appraisal; including an outright waiver, use of 'remote' data, and on-site data collected by a new real estate professional; the 'data collector'; who will no doubt be trained and licensed in site inspection, water and sewer systems, construction methods, construction materials, building systems, quality ratings, condition ratings and, of course, ANSI Z765-2021. (Insert collective YEA! here)

I've not been shy about telling you the days of appraisal 'form-fillers' are numbered. If your main concern is which box of the 1004 to check, I ask that you consider the value you bring to your clients because that is exactly the type of appraisal the mortgage-lending industry will eliminate first. You've got to show your clients YOUR value by providing that next-level analysis of risk, especially at this time as our residential markets swing to and fro with limited inventory, decreasing affordability, and yet unbridled buyer enthusiasm that seems to defy financial principles. This is exactly the type of market where a professional appraiser can highlight their skills, inform their clients, and make a huge difference in the quality of the underwriting process. When the residential market is steady it's hard to show off these skills. Right now, when the residential market is complex, is exactly the right time to be that next-level appraiser. Bonus, being that next-level appraiser will also lead to private work from estates, trusts, litigation, partition, assessment appeals, and other non-lending sources that fill in our schedule when mortgage lending is slow.

In these unprecedented times our NH/VT Chapter of the Appraisal Institute is there for us; use it. Become that next level appraiser, take our classes, go for your designation, use the Lum Library to research how to value a remainderman interest.. We have the best local speakers, the best classes, and the best peer network, period. If you missed our March meeting you missed out on the best summary of the current NH economic climate ever presented to an appraiser. It sure is nice to refer to some of this material in my current appraisal reports and I'm sure my clients appreciate it as well. Don't miss out on our May 16 speaker;

Dealing with Atypical Properties or Assignment Conditions

[AI Chapter Education Listing \(appraisalinstitute.org\)](https://www.appraisalinstitute.org)

And for those of you who email me about the lack of IN-PERSON CE for your NH credential, don't miss out on our 7- hours of IN-PERSON continuing ed the following week on May 23:

Inconsistency: It's Hiding in Plain Sight in Your Residential Appraisal --- Non-lender examples—Next level analysis

[Event Info \(appraisalinstitute.org\)](https://appraisalinstitute.org)

You stick with us for just this year, you'll have 24 hours of IN-PERSON CE. No excuses.

Kind Regards,

A handwritten signature in black ink, reading "Sean A. Sargeant". The signature is written in a cursive style with a long horizontal flourish extending to the right.

Sean A. Sargeant, MAI, SRA

2023 NH/VT AI Chapter President