

COMMERCIAL & RESIDENTIAL APPRAISALS: REVIEWING & INTERPRETING



One Mission. Community. Banks.

DECEMBER 13, 2024

**CBAI Headquarters
Springfield, IL**

Learn the fundamental principles of the appraisal process, with a focus on reviewing the report for integration into the overall underwriting. This seminar also provides an overview of the 2010 Interagency Appraisal and Evaluation Guidelines, the 2018 FAQs on Appraisal Regulations and the Interagency Appraisal and Evaluation Guidelines, with tips for integrating them into your existing policies, plus other practical issues that banks face.

Highlights

- Why review appraisals? (Beyond regulatory requirements)
- Current guidelines
 - FIRREA and the five minimum standards
 - Latest appraisal guidelines issues in 2010 and 2018 FAQs
 - Recent updates to minimum dollar requirements and greater screening of USPAP compliance
 - Latest USPAP changes and new focus on discrimination
 - Why banking guidelines are more focused on commercial real estate (CRE)
- Issues with residential appraisals
 - Dominance of market approach and comps, including adjustments and bracketing
 - Increasing attention to condition of neighborhood and site
 - Residential-specific regulatory issues, including:
 - Home Valuation Code of Conduct (HVCC)
 - Uniform Mortgage Data Program (UMDP) and the related Uniform Appraisal Dataset (UAD)
 - American National Standards Institute (ANS) guidelines for determining square footage
 - Reconsideration of Value (ROV) procedures effective Fall 2024
 - Examples of review forms
- Issues with commercial appraisals
 - Multiple levels of review to consider (sample checklists included)
 - Administrative/compliance review
 - Technical/internal review
 - Types of appraisals by scope
 - Types of appraisals by format
 - Assumptions and limiting conditions
 - Property identification and ownership interest
 - Third-party or outsourced review and USPAP Standard 3
 - Approaches to value
 - How the cost approach works
 - Direct capitalization method for the income approach
 - Sales comparison approach
- Outcomes: When to request revisions
- Using your analysis to validate existing or older appraisals and documenting your conclusions
- Brief overview of guidelines for evaluations when an appraisal is not required

Who Should Attend?

This informative session would best real estate lenders, commercial and consumer lenders, credit analysts, mortgage lenders, private bankers, small business lenders, loan review specialists, special assets officers, lending managers, credit officers and support staff involved in the construction, appraisal review and real estate lending process.

Meet Your Presenter

Richard Hamm has been training bankers for more than 30 years, specializing in all aspects of lending, including both creating and teaching courses for our national associations, plus regional banking schools (Graduate School of Banking – Wisconsin, Graduate School of Banking at Colorado, Southwestern Graduate School of Banking and Barret School of Banking – Memphis), numerous state banking and community banking associations and individual banks. Hamm is also facilitator of CBAI’s senior lender forums.



Date & Location

December 13, 2024

**CBAI Headquarters
901 Community Drive
Springfield, IL 62703**

Registration Fees & Information

CBAI MEMBER

First Registration..... \$285
Each Additional Person.....\$265

PROSPECTIVE-MEMBER*

First Registration.....\$485
Each Additional Person.....\$465

*CDD members receive a 10% discount. *Only financial institutions/firms eligible for CBAI membership.*

CANCELLATION POLICY

Registrants cancelling two days prior to each seminar receive a 100% refund; one day prior, 50%; the day of the seminar, no refund. All cancellations must be made in writing prior to the seminar day. Invoices and training materials will be sent to all “no shows.” Fees include handout materials, breakfast, lunch and refreshment breaks. An income-tax deduction may be allowed for educational expenses undertaken to maintain or improve professional skills.

TRAINING MATERIALS

Prior to the seminar, you will be emailed a link containing handout materials, seminar certificate, evaluation form and seminar attendee list. Please print and bring materials with you or download them on your own device to access during the program. CBAI will provide power cords in several designated locations to charge devices. (NOTE: If you have NOT received the link one day prior to the seminar, please email Tracy McQuinn at tracym@cbai.com or call 217.529.2265.)

CONTINUING EDUCATION

CBAI is a registered Public Accounting Continuing Professional Education (CPE) provider by the Illinois Department of Financial and Professional Regulation. If you have earned an ICBA Certification, CPE credit earned through your state banking association may be submitted for CPE purposes. Please note, approval is subject to review and must satisfy the respective certification requirements.

SEMINAR AGENDA

Registration begins at 8:30 a.m. The seminar runs from 9 a.m. to approximately 4 p.m. Continental breakfast and lunch provided.

Registration Form

COMMERCIAL & RESIDENTIAL APPRAISALS: REVIEWING & INTERPRETING

December 13, 2024 - CBAI Headquarters, Springfield, IL

Bank Name _____ Telephone # _____

Address _____

City, State, Zip _____

First Registrant Name _____

First Registrant E-Mail _____ Title _____

Additional Registrant Name _____

Additional Registrant E-Mail _____ Title _____

I have special needs, please contact me before the seminar.

Please select your payment method: Check Enclosed Check in Mail Pay at Door Credit Card*

**If you are paying by credit card, please fill out the following information. (Visa, MasterCard & Discover accepted.)*

Name as it Reads on Card _____

Billing Address of Card _____

Card Number _____ Exp. Date _____ Security Code _____

For More Information

DEPARTMENT OF EDUCATION & SPECIAL EVENTS

Tracy McQuinn, Senior Vice President

Melinda McClelland, Vice President

Jennifer Nika, Vice President

Tina Wilder, Administrative Assistant



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