



# Understanding Real Estate Appraisals

## Reduce Appraisal Problems Simplify The Loan, Increase Profits

It's vital for real estate agents to understand the appraisal process. This 7.5 clock hour, State approved class provides background information, explains how the appraisal/lending systems work and how to reduce problems.

### Understand the appraisal process

Numerous sales fail due to loan problems. Many of these problems are due to how a property is described by the real estate appraiser. Agent's who understand the appraisal process have fewer problems and more closings.

We offer a class that can help you understand what happens behind the scenes in the loan/appraisal process.

The class is lively and interesting due to the entertaining delivery of knowledge by Richard Hagar SRA

The class will explain:

- **What must be reported on the appraisal**
- **When inspections will be required**
- **How appraisers determine value**
- **What to do when there is a problem**
- **Who owns the appraisal**  
(The answer will shock you)
- **How to make CMA's easier and better**  
(The answer will amaze you.)
- **How to increase the number of listings you have**
- **How to prepare a CMA for an unusual home**
- **How much is a view worth?**
- **Learn "Insider" secrets on why some loans move quicker than others**  
(Many lenders tell tall tails to agents)

### Details

- Classes taught in your office
- \$60.00 per person
- State Approved for 7.5 clock hours
- Call and schedule a date and time

### Professional Directions

together with



[americanappraisals.com](http://americanappraisals.com)

206-236-3037