

The Scope



Volume 2, Issue 1

January 2006

NCPAC

**North Carolina
Professional
Appraisers
Coalition**

Newsletter for the NCPAC

This Months Topic:

"Your Membership in NCPAC" by Darrell K. Hignite

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2005-2006 Officers:

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Vice President/President Elect: [Darrel Hignite](#)

Vice President: [Steve Wolfson](#)

Secretary: [Lauriette West](#)

Treasurer: [Andy Ledford](#)

First I would like to thank everyone for voting for me as Vice-President, President Elect of NCPAC. I will try to live up to the expectations of my friends and associates. I originally started appraising in 1980 and then started teaching in 1997, and I enjoy the tremendous challenges brought to me daily.

Our new President has asked me to be in charge of recruiting new members into our Coalition. NCPAC is just that, it is a group of appraisers from all different specialties of appraising, trainees to Certified General appraisers. I welcome you all and invite you to join us in "Making a difference for every single appraiser in the state of North Carolina." Our dues are very small, only \$60 per year and this is what you get for your \$60.

We are united for the appraisers in this state. We have a fabulous website with so much information for you to see. We can all post questions and answers to the NCPAC bulletin board we call "The Appraisers' Board", we can volunteer to

help the other appraisers in the state by signing up on our "Committee of 100", which makes up all 100 counties in the state. We can benefit from the directory of NCPAC appraisers in the state by getting assignments from lenders. (I always recommend appraisers on our Appraiser Directory, sometimes 4-5 times a week.)

We can ultimately hire a full time lobbyist to lobby the state's general assembly and the North Carolina Appraisal Board. Until we do, the officers and board members look forward to helping all the members of NCPAC. Take time to visit our NCPAC website at www.NCPAC.org and see what we have to offer.

The annual dues are due now and you can pay them by sending a check to Andy Ledford, PO Box 947, Zebulon, N.C. 27597 or by clicking on Register after visiting our front page. Make a difference: Join NCPAC.

Article written by Darrell K. Hignite
Vice-President/ President Elect



Featured Appraiser of the Month

The featured appraiser for the month is Doug Winner, a Certified General Appraiser in Raleigh NC.

Doug has just returned from a twelve-week hurricane relief deployment to Texas and Florida where he served as a FEMA inspector. During this time, Doug had to put his business on hold and refer requests for his appraisal services to other members of NCPAC. His inspections helped verify losses for disaster victims who were in need of federal financial assistance. This FEMA program helps provide safe, dry, and sanitary housing for the victims of national disasters.

Doug Winner is one of the founders of NCPAC and an original officer in the Incorporation of NCPAC. He served as Vice President and Secretary in June 2002, Secretary in 2003, and continues to serve as a Director. From the beginning Doug has participated in board meetings, attended NCAB board hearings on behalf of NCPAC, hosted NCPAC board meetings, and participated in all planning and activities of the NCPAC.

Since 1969, Doug Winner has owned and operated a residential and commercial real estate firm, an insurance company, a real estate school, a construction company, and an appraisal company. Today he continues to appraise, teach, and practice real estate. Doug's knowledge of all aspects of real estate comes from years of "in the trenches experience", extensive professional education and training, and his concise communication skills have made him a highly respected teacher and a

Doug Winner- Raleigh NC



popular speaker. He is one of the Appraisal Foundation's Nationally Certified USPAP Instructors. Doug teaches USPAP, the R & G prelicensing/certification courses, and also teaches Continuing Education for appraisers and real estate agents. He has written several courses and text concerning real estate and real estate appraising.

In 2002 and 2003 Doug traveled to Washington DC and New Orleans to attend the Association of Appraiser Regulatory Officials Conferences, representing NCPAC as affiliate member of AARO, on committees and in break out meetings. He has testified before the Appraisal Standards Board and the Appraisal Subcommittee on behalf of the interest of NCPAC and the North Carolina Appraisal Board concerning the Exposure Drafts and impending rule changes.

At this time, he represented NCPAC in committee meetings concerning educational issues and funding issues of the AF, ASB, AQB, and hosted the hospitality suite for North Carolina as NCPAC, thereby interacting with regulators and members of other

states to develop relationships for intrastate cooperation among state appraiser associations and their state regulators. As the AARO representative, he was pleased to report that several states have started their own state coalitions and have requested our assistance to those ends.

Doug's efforts to assist North Carolina Appraisers also includes extensive work on the Peer Assistance and Review Committee, the Vendor Committee, the By-laws Committee, and the Committee of 100. From the beginning of NCPAC, Doug has used his experience and knowledge to work with and for the members across the state concerning appraisal and professional practice issues.

A Carolina Beach native, Doug has been a 37 year resident of the Raleigh area. He met Luana Luconi, a nationally known portrait painter, while they attended college in Switzerland together. They married in Rome, Italy, and built a home in North Carolina. The Winners have two adult children, Al, a network engineer specializing in security, and Teresa, an opera singer. Teresa and her husband Kevin, who will be receiving a degree from Duke in international law in spring, have just presented the Winners with their very first grandchild, Leyna Catherine.

If you would like to nominate someone for appraiser of the month, please send your nominations to amanda@creeksidera.com in either email or word document format.

Lender Influence at Issue by Bert of Alamance

This past March I received an appraisal request from a Raleigh lender who submitted an order with an *estimated value of \$137,000*. In the comments section of the bottom of the request, the loan officer stated to *please call ASAP if value is an issue*.

Upon the recommendation of my real estate appraiser instructor, I declined the order and submitted a complaint to the NC Commissioner of Banks for this lender attempting to influence the appraiser in obtaining a predetermined value.

Later that month I received a response from the NC Commissioner of Banks (along with a copy of the lender's rebuttal letter to the Commissioner of Banks) stating that "The response appears to adequately respond to your concerns. We will consider this matter closed unless you have further concerns."

I was quite surprised that the NCCOB did not take a strong stance on this common problem, especially when I

read the following explanation from the lender.

"Our application software, Calyx, which is used by ninety percent of Brokers in Raleigh, has a standard appraisal request form already formatted in its system. Once we complete an application in Calyx, the estimated value and loan amounts are standard items we need in order to complete our RESPA documents. This information automatically transfers to our request form. The value was given to us by the client because we have to ask that as part of our application process on page 3 of our 1003, where it asked about real estate owned. If this is against appraisal guidelines, then Mortgage Brokers need to be aware of this new policy. I've been ordering appraisal for 12 years and this is my first incident."

Should we report lenders who try to influence value?

"As far as the, 'Please call me ASAP', (note the words *If Value is an Issue* was left out), is only a request to the appraiser to let him know that if there are problems with the property as far as structure and condition, to let me know before completing a full appraisal and wasting his time."

-This opinion submitted by Bert of Alamance.

Let us hear your thoughts and opinions on these issues... You can post your replies on the website on the Appraisers' Board at www.ncpac.org or send your reply in an email to me at amanda@creeksidera.com

Forum Survey:

Should this have been submitted to NCCOB? Is the lender coercing the value? How should the appraiser address this situation?

FHA Changes Required Starting 1-1-06

FHA now permits an "as-is" appraisal for **existing properties** that serve as security for FHA-insured mortgages when minor property deficiencies, which generally result from deferred maintenance and normal wear and tear, do not affect the safety of the occupants or the security and soundness of the property. FHA no longer requires repairs for these types of minor cosmetic deficiencies to bring a property into compliance with FHA Minimum Property Requirements.

All appraisal guidance for **new** construction that serves as security for FHA-insured mortgages **remains unchanged** beyond the clarification in the Revised Appendix D.

FHA no longer mandates automatic inspections for the following items and/or conditions in existing properties: Wood Destroying Insects, Well, Septic, Flat Roof unless evidence of problem. Any reference to the Valuation Condition form (form HUD-92564-


VC) and protocol for its completion contained in Handbook 4150.2 is no longer applicable as well. FHA intends to retire and replace Handbook 4150.2, CHG-1 in the near future.

This is a much condensed synopsis of the HUDclips document posted as a link on the NCPAC website. If you are an FHA appraiser please go to Appraisers' Board and take a look at the full article.

Calendar For January



January 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 	2	3	4 NCPAC meeti ng	5	6	7
8	9	10	11	12	13	14
15	16	17 NCAB meeti ng	18 NCAB meeti ng	19	20	21
22	23	24	25	26	27	28
29	30	31				

This Month:

NCAB meets Jan 17-18

NCAB meets Feb 14-15

Coming up next Month:

A Valentine for you...



November NCAB Meeting Minutes by Andy Ledford

This past month's meeting of the North Carolina Appraisal Board was held in December and for the first time in three years a member of NCPAC was not able to attend.

Members of the NCPAC board have volunteered to attend January and February 2006 meetings, but we would like to see if another

member of NCPAC is interested in attending the meetings of NCAB for this new year and taking the minutes. You can contact Andy@ncpac.org for more information.

Last month's minutes should soon be on NCAB website. www.ncappraisalboard.org.

Help Wanted: Website Committee

The website committee is looking for individuals who have backgrounds in the technology field for help with maintaining the NCPAC website...

contact Andy@ncpac.org for more information.

NCPAC

Our Contributors
Amanda Creek—Publisher
Bob Reeves— Editor
Guest Contributors

Official Newsletter for the
North Carolina
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The Scope

Check us out online
www.ncpac.org



2005-2006 At-Large Board Members



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[Bob Reeves](#)
[Leonard Breedlove](#)
[Amanda Creek](#)
[Oscar Davis](#)
[Dale Smathers](#)
[Brian Weyeneth](#)
[Doug Winner](#)



Please note that articles featured and opinions expressed here may not be construed as the opinion of NCPAC or the Publisher but are articles that are provided by individuals and members of NCPAC. To the best of our ability we will provide factual, interesting, and accurate information, but we will remain unbiased to support a free press and interactive dialog among the appraisers of NC.

Can you believe it? Editorial by Amanda Creek

Another new year is here, 2006! The year in appraisal for 2005 was a blur, but we are still looking forward to the prospect of a busy 2006...

We have all had time to get used to the forms, but the interpretation of the conditions on the forms are evolving as situations come up that require more finesse than was expected. Every day a new situation arises that dictates we change the way we were doing things to comply with the new limitations. And thankfully agencies like AARO are helping us to address some of these challenging situations.

As mentioned last month, the only new form our firm has not had to do is the co-op. It has been a crazy time. The hardest part has been getting motivated to be busy during the holidays, historically this is a slower time of year.

And where is this supposed housing slump? If you are near Wake County or have been through it lately, it is nuts...

Every time I drive to town I see a new subdivision road cut in for yet another new development.

Where are the people coming from that are supposed to be buying all these new homes? As part of marketing time analysis we look at absorption rate, and most areas are at the capacity of what they did last year. My fingers are crossed that growth can continue at such a rate...

Can you believe it?



New Year's Resolution...

So onward to 2006 and may it be one for the record books. And with this newsletter that was started in 2005 for NCPAC, we have laid the foundation upon which appraisers can build upon. Communication and ideas are flowing again. Some appraisers were riled up about a few of the articles in the Scope and that is a good thing. Whenever people get upset enough to do something, that is progress. It is not merely enough to criticize, you have to be willing to do something about it.

And to do so, I encourage all appraisers to help other appraisers by contributing articles of your own or something you saw that is relevant to appraising. Let's try and get the word out if you have something important to share with others.

Happy New Year appraisers! Keep those emails and articles rolling, send them to amanda@creeksidera.com