



GOLDEN STATE AMC
LOCAL APPRAISER NETWORK

Appealing Advice

When Your Expectations and Your Appraisal Aren't in Line

Golden State AMC strives to provide detailed and accurate property appraisals that serve all stakeholders' best interests. At times, however, you might feel that our appraisal didn't account for key details of your property and/or its location that might affect the appraised value of a property. To help in such instances, we happily provide the following information and guidance.

Establishing Appropriate Value

Appraisals of property value are based on available data, and are calculated in accordance with established practices, lender rules and expectations, and California law. If your appraisal doesn't meet with your expectations, checking the data is a good place to start.

For the property itself, check the real and listed:

- Finished square footage (legal and continuous) of the structure(s)
- Lot size
- Quality and recency of improvements
- Damage/wear to the improvements and/or problems with the lot

Any significant differences between the actual size and state of the property and what is listed on the appraisal could account for a difference in appraised value vs. expected value, and should be reported (see below).

For the neighborhood and comparable sales used in your appraisal, examine and consider:

- Have prices in your neighborhood/area been falling recently?
- Were the comparable sales used in your appraisal the most recent and the most similar in terms of size and layout (especially bedroom and bathroom count)?
- Were the comparable sales used by the appraiser the closest geographically?
- Did the comparable sales used involve properties of similar real and effective age (i.e. age after considering wear and tear), and similar condition and quality?
- Was the lot utility (different from total lot size) of comparable sales used similar to that of the appraised property?
- Were the values of comparable sales adjusted appropriately according to location, views, size, and condition?

Lenders won't accept appraisals that don't use the closest, most recent, and most similar comparable sales; only when such sales aren't available can appraisers look farther afield to determine value. If you think there are better comparable sales to look at, make sure they meet the above criteria before suggesting them via the appeals process.

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Appealing an Appraisal

If, after examining the above criteria, you feel that there was important information missed in your appraisal, or that there are discrepancies in what is reported in your appraisal and the real state of the appraised property/neighborhood, Golden State AMC's appraisers follow an industry-approved appeals process to ensure your concerns are heard and appropriately addressed.

You may NOT identify an expected numeric value you are hoping to see on your appraisal, however you can and should call attention to any situations that you feel would significantly alter the valuation of the property in question. Do not offer inconsistent evidence, such as suggesting the use of a comparable that is more favorable to the valuation you want but is less similar to the appraised property than the comparables used. If you feel that certain comparable sales used were inappropriate, provide clear reasons why and provide examples of more appropriate

Present facts, not opinions, and leave emotions out of it—an appeal that presents consistent facts and a clear explanation of why these facts might affect the appraised value will be given careful consideration, but emotional appeals will fall on deaf ears. Remember: your appeal is going directly to your appraiser, and your appraiser's only goal is establishing the real value of your home to the best of their abilities. Attacking or insulting them is not only unwarranted, it is also counterproductive, whereas calmly identifying other evidence and requesting consideration may yield the results you're looking for.

Review Your Results Fairly and Openly

Our appraisers are experienced professionals working within lender and legislative guidelines. While evidence-backed appeals can and do result in changed appraisals, the appraiser might also feel that the initial appraisal uses more relevant information and therefore stands.

If you have any further questions or concerns after receiving the results of your appeal, we are happy to have you contact Golden State AMC directly.

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