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[FHA Appraisers.com](http://FHAAppraisers.com) now owns [FHA Roster.com](http://FHARoster.com), giving you the two best locations for FHA Appraisers, for just one low price.

Priority listing positions are still available in many areas, but our special introductory pricing ends tomorrow, so check us out today!

Since 1940, **service** you can count on, **experience** you trust.



What Were You Doing Two Years Ago?

Can you justify the selection of comps you used on an appraisal you did in 2005 or 2006?

Yes, no, maybe? Did you know that claims against appraisers are filed—on average—2 to 3 years after an appraisal was done? While all claims may not relate to the selection of comps, this does suggest two worthwhile reminders:

1. Maintain prior acts coverage on your **Errors & Omissions insurance** policy—no lapses!
2. Document your files thoroughly so your work can be defended in the event of a claim.

But most important—count on **Intercorp** for your Real Estate Appraisers Errors & Omissions Insurance.

www.intercorpinc.net; info@intercorpinc.net; or 800-640-7601.

An Interview with Ron L. Nation, MAI, SRA, President and CEO of JVI

BUZZ: Tell me a bit about yourself and JVI.

A: I have been appraising real estate since 1976, have written articles for trade magazines, and am a court expert witness as well. I started JVI in 1991 because I wanted to build a company to “do it the right way” – properly value assets using ‘old school’ methodology and ethics. We have provided more than 600,000 appraisals and 2.1 million inspections.

We achieve this goal by educating appraisers through training beyond standard CE requirements. We have custom developed appraiser training on REO standards and guidelines plus offer nationwide online REO properties training courses approved by the Appraisal Foundation. JVI made this considerable investment in continuing education because we feel this additional education yields more accurate value determinations for

our clients. We've also invested internally in technology and education to empower our internal Appraisal Review Staff.

BUZZ: I noticed on your website 'Taming the Appraisal Beast'. Tell me more about that.

A: "Taming the Appraisal Beast" is our way of saying there are many elements involved in an REO appraisal and many of them are out of our control. JVI is focused on taking all of these unruly elements, making them all work, to deliver a credible appraisal. We sometimes jest that at the properties we appraise, nobody's baking cookies for us. They're not always pretty, but it's our job to dig through and get the truest value for the property.

BUZZ: How can appraisers get more involved in REO appraisal work?

A: Appraisers who want to get more involved in REO need to get educated – they need to take classes and have a firm grasp on Appraisal Process fundamentals. USPAP says it best and quite simply, they need to know how to write a well documented report that clearly communicates credible assignment results. Then I would suggest that they contact their local real estate brokers and talk to them about the market. Contact local contractors and get information about repair prices. Do research about the numbers on local foreclosures. Find out about the local employment trends. Read the newspaper and read the blogs.

BUZZ: What questions should clients ask when interviewing or screening an appraisal firm specializing in REOs?

A: Ask the company how long they've been providing this type of service and information about their experience. This will help determine if they have the depth and breadth of experience required to properly value the assets. It is important to understand the entire process and that the clients need to receive credible results so they can market the property right the first time. Ask about their appraiser training, their on-boarding approval process, and if they've equipped themselves with the latest technology for workflow and delivery of reports back to their clients. Ask if they offer daily or monthly reporting for turn-times, corrections, time to market, and price to market.

BUZZ: I understand you offer more than appraisal only services. Can you tell us more about that?

A: We believe our platform of services offers more than the typical appraisal management company. We view ourselves as a full service appraisal company that incorporates property inspections, indoor diagnostic environmental services, and education services to our customers. This is what they're asking for.

- Inspections: Inspections were first introduced with the HUD contract when we had to inspect properties and inspect improvements to make sure they met standards. JVI did 2.1 million inspections during the 1999-2003 time period. We now cover all aspects of inspection: home, Wind Certified Entity (WCE) and 4

points with a national network of certified inspectors. Another interesting fact to note is that all of our inspectors in WCE have had background checks and have been fingerprinted and drug checked.

- Indoor Diagnostic Services: JVI performs a top to bottom assessment of the indoor environment that is focused on the cause and origin of water damage and environmental impairment. The assessment can include the use of infrared thermography to discover hidden areas of water damage in the home. JVI also conducts EPA- developed DNA mold testing to accurately identify if harmful mold exists in structures.
- Education: We found appraisers often lacked a full understanding of HUD guidelines and requirements, so JVI developed a live seminar on how to complete appraisal reports for HUD REO properties, and subsequently added conventional REO. We also developed two online courses that are taught with CE credit. We believe a well trained appraiser will produce a better appraisal report.

BUZZ: How could someone learn more about JVI?

A: Visit our website, www.jvireo.com or we exhibit at conferences and trade shows on a regular basis. Our next exhibit booth event will be at Valuation Expo in Las Vegas, booth 201, November 10-12, 2008.

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