

If you would like I can go over a few things that we usually discuss with transferees such as yourself and then answer any specific questions that you may have. The first thing is little about our firm. We specialize in relocation appraising. As a firm we have been doing this for over 20 years and individually I have been appraising for over 15 years. The idea behind ARE is that we are local appraisers who have a national training and support system in place to help us do our jobs better and supply you with a higher quality of service. One of our Senior Partners is a past President of the Relocation Appraisers & Consultant "RAC" organization and Meritorious Service Award Recipient from Worldwide ERC. When we are doing a relocation appraisal it is important for you to know that this is your money and we understand that. Unlike a mortgage job where the bank just wants the loan to close and everyone to be happy; this is real money and the values that we come in with impact your family's future. We understand that the values we come up with are most likely being used for buyouts and that a couple of thousand dollars one way or the other is money in or out of your pocket.

The relocation company is asking us to provide them with what is called the Anticipated Sales Price or the price we think the house will sell for in a set number of days. It is important that whoever you choose to do the appraisals knows your market and knows the difference between the Anticipated Sales Price and the Market Value. We get that your area is too big to be covered by one person, so we break our offices down based on geographical area so we have one person handling the DC Metro area, one person, in Arlington, and so on. I will be the one doing the appraisal of your home.

By specializing in relocation we can also provide you with a wide window of dates and times to do the inspection. We are in and out of your area all the time, so it's convenient for us to inspect your home....once the appraisal is ordered, we will contact you within 24 hours to discuss setting an appointment. We can generally get to your home within 24-72 hours of that phone call conversation.

The biggest thing for you is that you want someone that you believe will be fair and someone you trust will do the work necessary to provide you with a credible value. One thing that we think sets us apart is that we will take the time to listen and explain everything that we do. We want your input and welcome any data that you want us to either include or exclude. Sometimes people are very worried about a particular house that sold way too low because of some extenuating circumstance such as foreclosure, divorce, or forced sale. Although we will do our own due diligence, we want to know those things and will ask you about those situations. In most cases those types of sales are not indicative of the broader market and should not be used. We feel that by being thorough and including your input we will be fair and most importantly correct in our valuation.

The biggest thing for us is that with a relocation there is a jury. Someone is going to buy your home, either from you or from the relocation company after you have left, and when it sells they look at the value we came in with and compare that to the actual sales price. The difference goes against our variance and they keep track of that for every job we do. If we start to consistently miss the mark either high or low they start to look for other appraisers to do their work. This checks and balance system is good for you because if we miss the number by 2% it doesn't matter whether it was high or low just that we missed it by 2%. This makes sure no one is playing any games as there is never an incentive to be high or low but just to be right.

A lot of relocation companies will give you a list of questions to ask and one of the ones we get all the time is how many appraisals do you do? It's funny because the relocation companies tell the transferees to ask that question and then tell the appraisers not to talk about their specific volume or clients. We tell people that there are 8 to 9 major relocation companies out there that handle about 90% of all relos. We are one of the largest providers of relocation services in each of our markets for all of these companies. Relocation is all we do at ARE. We can say that we are familiar with your area, and have completed many assignments in your market over the past several years". (IF YOU ARE TRULY COMFORTABLE WITH STATING A NUMBER OF 25+/- OR MORE – THEN BE CONFIDENT IN STATING THAT).

I am not certain of the exact number, but I have completed many relocation appraisals in your immediate and surrounding area, and know it well. We are on the list presented to you as a result of our experience, volume and ability to be accurate.

Another question that gets asked is "What do you think of our market right now? Do you see specific trends?" Like most markets, conditions in your area are quite fluid. While we recognize general market patterns, it is very difficult to identify your "specific" market without actually viewing your home. Your marketplace could potentially be identified by some physical quality of your home and/or location within your area. In order to truly analyze your market, we need to take into account all physical and location features of your property to predict how buyers/sellers will react – that is what we are being hired to do. Once we have viewed your home, we then are in a better position to begin the process of analyzing your market. Any answer I would suggest now, would not be supported by the proper technique.

The final question that we get all the time is how long will it take to complete the report? There is a fine balance between turn time and providing an accurate valuation...but understand that we have to cross the T's and dot the I's. We know that you have some important decisions to make regarding where you are going and where you are leaving. Those decisions require information to be produced in a timely fashion. I am not going to lie – we are busy, but because we do so many appraisals in your marketplace, we are in and out of your area all the time. So accessing your home in a timely fashion will not be an issue. We can typically provide a valuation 2-3 business days after we view your property. As a firm, we are geared up specifically to complete relocation assignments, with various processes in place that expedite turn time while providing accurate valuations.

Any other questions that you have about the process or me as your appraiser?