Presented by
Assessor-Recorder Torres
July 26, 2022

Family Wealth Series: Homeowner Resources
Secure a Fair Appraisal
Agenda

➢ By the Numbers
➢ Racial Equity Plan
➢ Estate Planning
➢ Digital Family Wealth Series & SPUR
➢ Secure A Fair Appraisal: Michael Louie & Alfred Barber
Office of the Assessor-Recorder's Role

Primary Office Responsibilities
1. Assess property
2. Transfer Tax Collections
3. Grant exemptions
4. Record documents
## By the Numbers

<table>
<thead>
<tr>
<th>ASSESSOR</th>
<th>RECORDER</th>
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<td><strong>211,500</strong> Number of parcels</td>
<td><strong>$513.4 M</strong> Transfer tax revenue</td>
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<td><strong>$332 B</strong> Total assessed value</td>
<td><strong>$72 M (to date)</strong> Transfer tax audit program</td>
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<td><strong>$3.7 B</strong> Annual property tax revenue</td>
<td><strong>250+</strong> Document types</td>
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<td><strong>$20 B</strong> Exemptions granted</td>
<td><strong>150,000</strong> Documents recorded a year</td>
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Racial Equity Plan

1. Attract, retain, and promote underrepresented people of color
2. Create a culture of inclusion and belonging
3. Work toward being an anti-racist organization
4. Reject tokenism
5. Ensure diversity in every division
6. Be aware of our individual biases
7. Create a space where everyone feels comfortable expressing their identities
Community Engagement
Estate Planning

PLAN YOUR FUTURE TODAY
FREE to very low-cost Estate Plans for San Francisco Southeast and Western Addition Households*

Estate Plan Services

- Includes 1-1 legal counseling
- Financial workshops
- Complete estate plan: documents include a will, living trust, healthcare directive, and power of attorney.
August 11, 5PM: Answering the Call to Build Equitable Housing
In collaboration with SPUR
Contact:

Office of the Assessor-Recorder
assessor@sfgov.org
(415) 554-5596
City Hall, Room 190, M-F 8AM-5PM
sfassessor.org
Secure a Fair Appraisal
Part 1
Agenda

• My work experience

• What is an Appraisal? Facts and Myths

• The Role of a Real Estate Appraiser

• The Home Loan - Appraisal Process from Beginning to End

• Getting a Fair Appraisal. Your Responsibilities.

• Al Barber – Tips, Factsheet, Appeal

• Q&A
Past Experience

- Appraiser with lenders and self-employed – property inspections
- Appraisal Reviewer – review other appraiser reports for valuation and other issues
- Management – maintained bank approved list of over 2,000 appraisers as well managed in-house staff of appraisers and reviewers
- Bulk Loan Purchases and Sales Team – Traveled nationally to review appraisals in loan packages for asset risks as part of in-house portfolio investments. Graded risks and obtained insurance on loan packages for sale to investors.
What is an Appraisal?
Facts and Myths

**Facts**
- Appraisal value is an opinion of ONE appraiser
- Appraisal value for loans looks back in time for comps
- Appraisals can be full report with inside inspection or drive-by report – depending on loan amount or Loan to Value

**Myths**
- Appraisal does not establish worth of your property
- Loan appraisal does not predict future value for your property
- Appraisal does not increase your property taxes
The Role of a Real Estate Appraiser

➢ Main interest to protect lender’s loan amount

➢ To be the eyes of the lender for safety hazards or illegal uses

➢ Competent in area appraised

➢ Fair and impartial to homeowner – race, religion, income, wealth, rapport, communication, etc.
Appraisal Process – Beginning to End

- Bank or management company contacts independent fee appraiser for assignment
- Appraiser does search of property information and some nearby sales before inspection
- Appraiser comes out to inspect and measure property
- Appraiser selects sales based on property characteristics after inspection
- Appraiser completes report with description of property and provides a sketch, outside and inside photos of your property, outside photos of sales used, and location map
Appraisal Process – Beginning to End (Behind the Scene)

1) Bank’s review department looks at appraisal for over-valuation, safety hazards, illegal uses, and languages and photos conflicting with Fair Lending guidelines
2) Review department may condition for appraisal changes and may even lower value itself
3) Bank funds loan
4) Appraisal part of loan file
5) This loan file become graded and insured as to risk for lender or investor
6) Loan is placed in a larger package of various loans
7) Loan package sold in the secondary markets within 2 weeks after funding
Appraisal Process – Checklist

Before Inspection
✓ Put away personal photos and controversial artwork and items
✓ Clean up excessive trash or hoarding
✓ Make list of significant improvements within past 10 years for appraiser

During Inspection
✓ Be respectful to appraiser’s time
✓ Do not ask appraiser about value
✓ Hand over a list of improvements completed
✓ Hand over any similar sales for consideration

After Inspection
✓ Should get copy of appraisal report
✓ If disagree with value, talk to bank reviewer for reason and get reconsideration
Secure a Fair Appraisal
Part 2