

PLANNING FOR & MITIGATING THE APPRAISAL SQUEEZE



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PANELISTS

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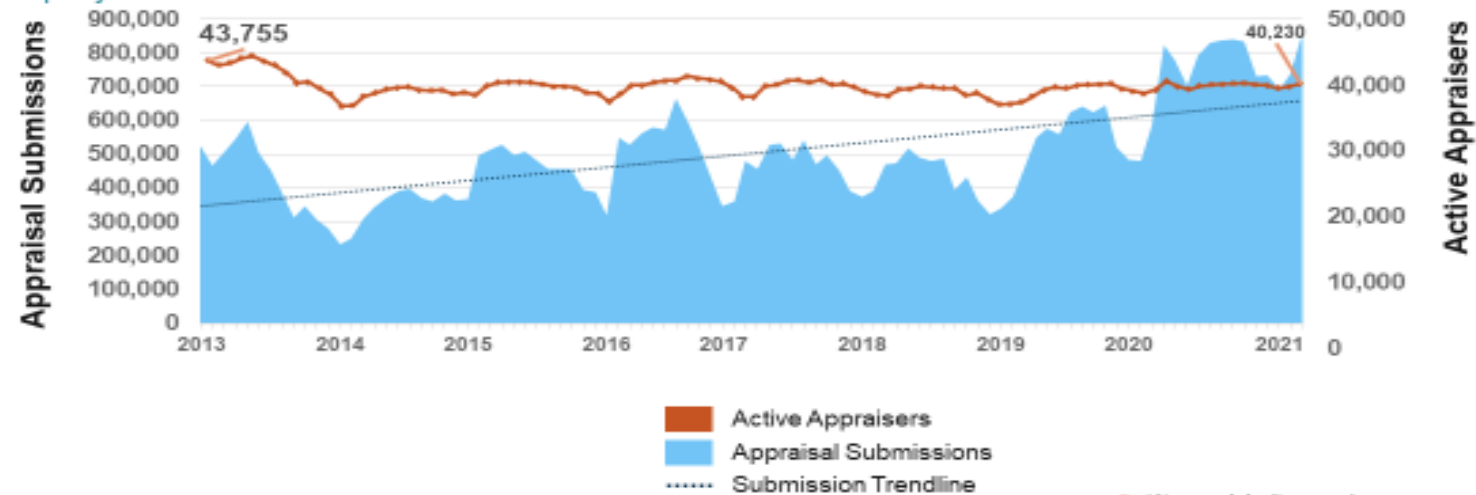
Trends around the dwindling appraiser population



APPRAISAL SUPPLY AND DEMAND

Appraisal Supply and Demand

Uniform Collateral Data Portal® (UCDP®) appraisal submission volume (demand) has increased steadily over the last decade reaching record highs this spring, while the number of active appraisers (supply) has gradually declined at about 1% per year*.



25 Fannie Mae Collateral Policy Update 2021

* 1% annual decline per the Appraisal Sub Committee (ASC)

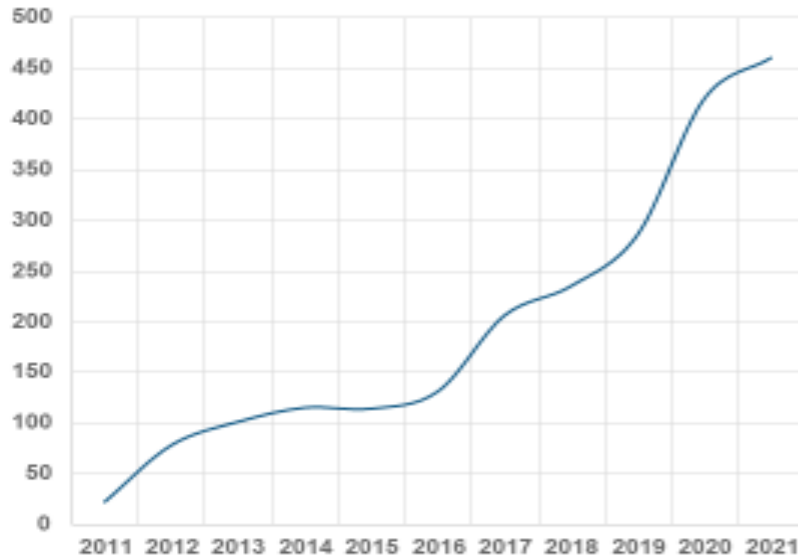
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DWINDLING POPULATION OF APPRAISERS

Replacement Rate Analysis

Range estimates

Active Trainee Count (UCDP)



27

Fannie Mae Collateral Policy Update 2021

40,230 appraisers

1,250 retire annually

- 450 trainees

~800 annual decline

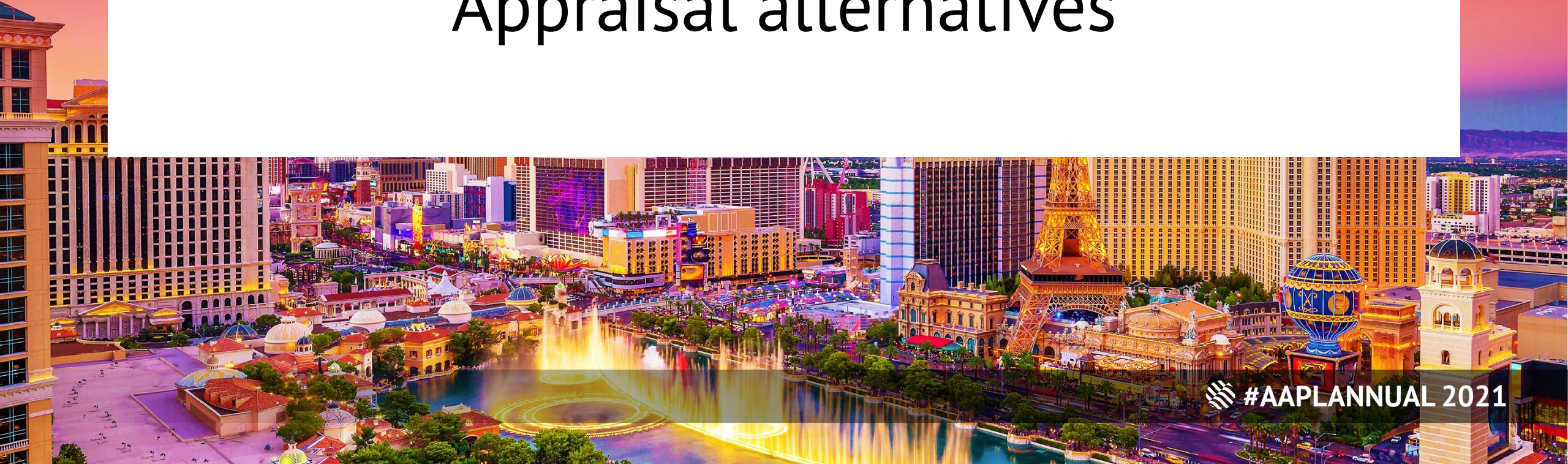
Assumptions:

- The 65+ age group will retire each year over the next 10 years
- All trainees will successfully become certified each year



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Appraisal alternatives



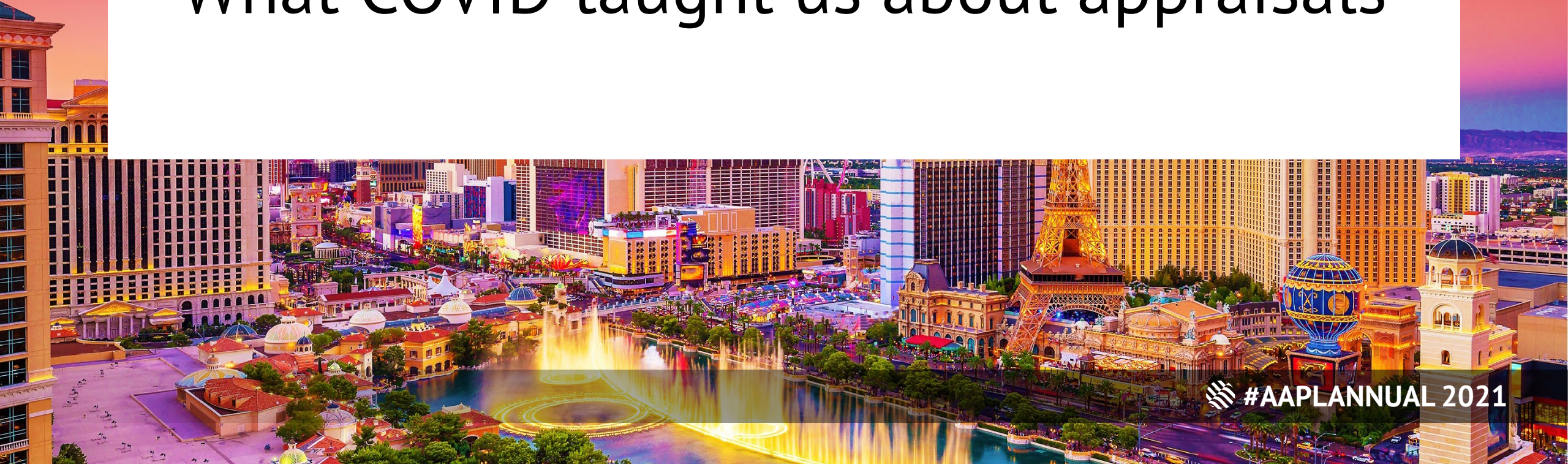
New technology for appraisals and inspections



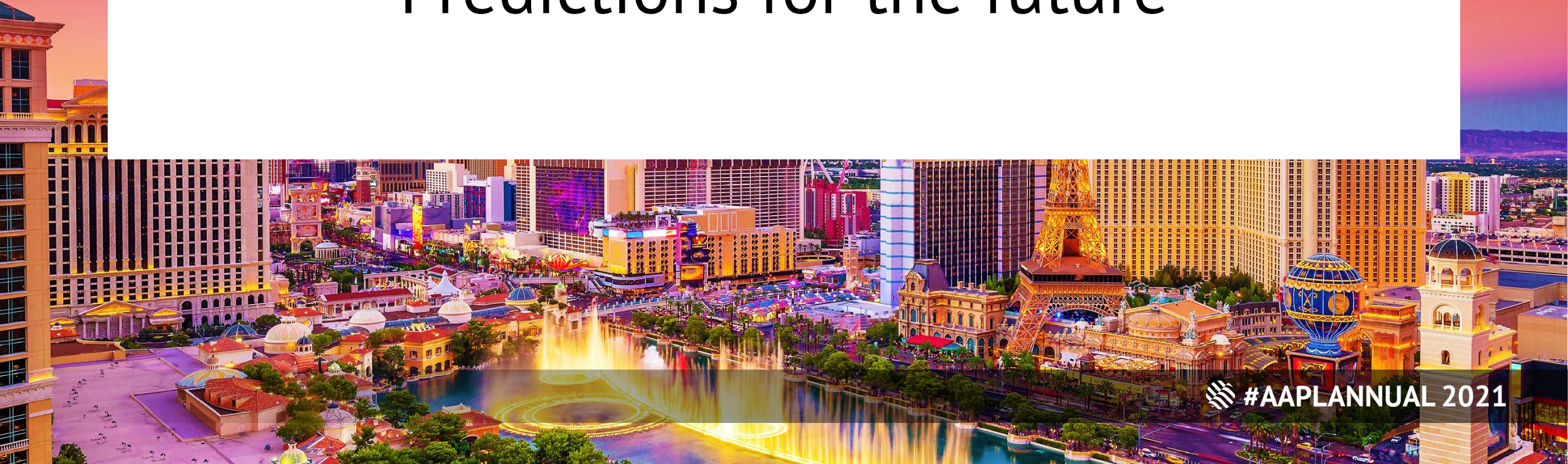
Trends specifically affecting the private lending industry



What COVID taught us about appraisals

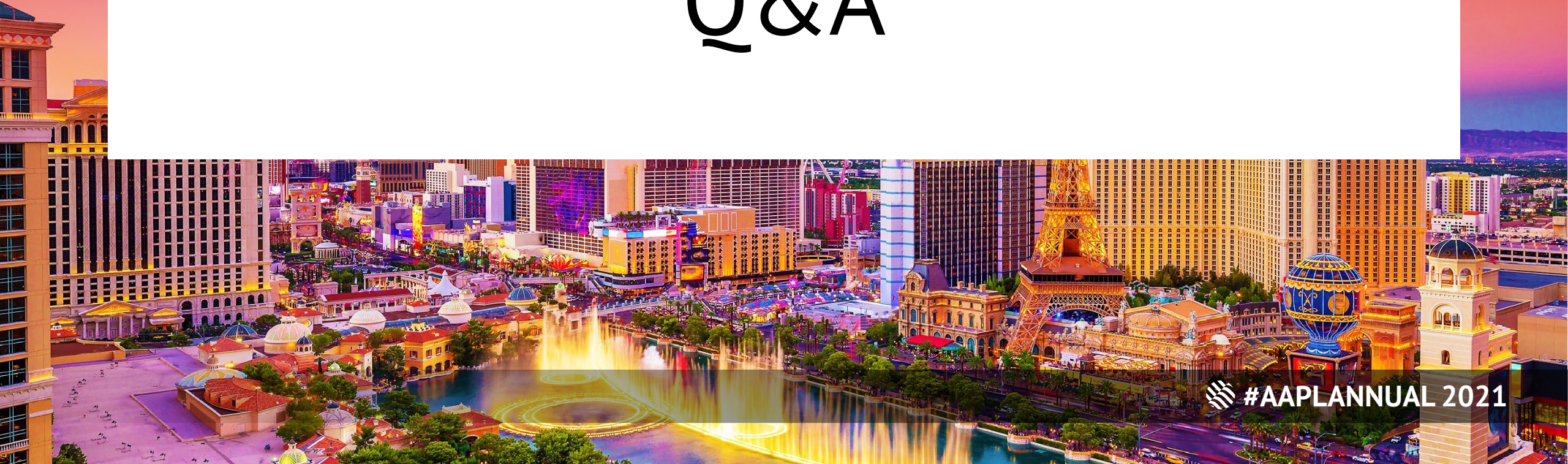


Predictions for the future



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Q&A



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