

SPECIAL NOTICE TO REAL ESTATE SALES PROFESSIONALS

Apella Real Estate Business Solutions is pleased to have the opportunity to develop a strong business relationship with you.

With today's business environment **Apella** fully understands the challenges facing the real estate industry as a whole, including real estate sales professionals. In order to develop strong business relationships, accommodate our own business guidelines and provide the best possible customer service available, **Apella Real Estate Business Solutions** has developed the following position to educate real estate sales professionals.

Ethics and law require real estate appraisers, home inspectors and real estate professionals to report nonbiased value evaluations, provide fair and accurate condition reporting, provide proper agency and comply with fair housing laws. Appraisers and inspectors are not allowed to be dishonest or mislead. Documentation is required; opinions of value are required to be based on market data/information and privacy/confidential items to be non-disclosed other than to the party as required for an assignment. **Apella Real Estate Business Solutions** and the vendors of **Apella Real Estate Business Solutions** are not allowed nor will they "low ball" or "over state" an appraisal value for any reason or request.

With this stated we hope it is understood, this does not affect our active philosophy governing education of and communication with our clients. As such, **Apella** appreciates your understanding in regards to this subject and looks forward to assisting you in any questions or concerns you may have.

If your client is in need of an appraisal for a loan with a bank, credit union or mortgage company that will or may sell the loan on the secondary market (Fannie Mae/Freddie Mac), is secured by the federal government or is under terms regulated by the federal government, federal regulations require the appraisal to be ordered by a lending institution or on behalf of a lending institution by a party other than the loan applicant(s) regardless of who may or will pay for the appraisal. Please note that this is not deemed to be legal advice and that additional information can be found on this subject through the link found on this page under additional resources. Please have your clients lender contact us and we will be more than happy to help you and your clients lender with all your appraisal needs.