

RAC TRAC
May 9-11, 2012
Convention Center Grand Hyatt
San Antonio Marriott Riverwalk
San Antonio, Texas

Sessions

“Ding-Dong”..Get the door! It’s the Appraiser!

A session reviewing WERC Relocation Report development including: Preparing for the Appraiser’s visit; review of Appraiser’s response to interior décor; review of Appraiser practice regarding “market change” and “forecasting” adjustments; referring/excluding “short sales”; 60-90-120 day market times and impacts on anticipated sale price outcomes.

“Price is Right” Virtual Tour and Mock Appraisal

(This session will be presented in two back-to-back sessions on Thursday Afternoon)

Teams of RAC Members and relocation industry professionals will virtually tour a vacant home and work together to perform an abbreviated appraisal. Attendees will be grouped into teams of eight members. One member will act as leader/reporter. Each team member will be given a notebook of information: sketch of the floor plan, square footage and MLS information of the subject. They will also be given comps in the area. They will virtually tour the house, observe and take notes. The RAC appraisers and attendees will share information on what they are looking for in the appraisal. They will review the information in their notebooks, including comps and discuss their findings.

The groups will work together to reach the value of the house. They will need to take in consideration the repairs that are needed, how to adjust for the repairs, décor and condition of the house and implement a forecasting adjustment if applicable. Each group will arrive at a value of the subject house. Each group will reveal their value of the subject house. A discussion will be lead by RAC appraisers and each element (listed above) will be discussed.