

March 11, 2010

Dear appraiser,

██ a major provider of quality appraisals to the real estate and lending industries, must ensure that we do not get caught in a declining market rut and that our appraisers are doing their due diligence in researching all available data and resources for the most trending sales data.

We need to all consider the long term effects and the home value progression if we continue to use sales data from the depressed market, as well as not giving full credence for new arms length sale prices set by current buyers and sellers. For the appraiser to leave stones unturned in assessing value on new arms length purchase transactions may only add to the downward progression of home values and greatly restrict the prospects of future appreciation.

██████████ is very familiar with the appraisal process and fully understands that the appraiser only reports on market conditions at the time of the appraisal. There are plenty of occurrences in which the appraiser encounters a situation where the property is NOT appraising for at least the contract price established by the buyers and sellers for arms-length purchase transactions.

In these situations, the obviously disappointed mortgage broker, lender, Realtors, buyers and sellers will bombard Pinnacle with a whole litany of "did the appraiser consider. . . Questions" To better equip ██████████ for the onslaught of questions and interrogation by the parties involved, and to try and mitigate the then required back and forth between ██████████ and the appraiser, we have identified a few key questions for the appraiser that ██████████ can reference in response to these inquiries.

As such, in the event that the appraiser encounters a subject property that is being sold for higher than the fair market value as determined by the appraiser the attached questionnaire will be required to be completed and returned to ██████████ with completed appraisal.

Respectfully,

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APPRAISER CERTIFICATION FOR VALUE LESS THAN SALES PRICE

Subject property address: _____

I have acquired information that may be an indication as to why the contract price is greater than my estimate of fair market value (e.g. not arms length transaction, additional items of value included not typical of a sale, etc)? Please explain or enter "NA":

*****Check every item as completed. You may provide additional information or explanation on a separate piece of paper, if needed.*****

I thoroughly researched all pertinent sale data found through:

- MLS _____
- County Officials _____
- Verifiable Realtor data? _____

I have researched additional comparables and considered extending the search area, and have determined that adding additional comparables to those already listed on the report would not improve the report quality. _____

I have contacted the Realtors/Agents involved and sought out relevant data that may have been used in reaching agreement on a sales price that may not have been evident to me during my site inspection.

- Listing Realtor/Agent _____
- Selling Realtor/Agent _____

I have carefully reviewed the locations/site of each comparable relative to the subject, and have (or obtained) sufficient knowledge of the neighborhoods involved, and have adjusted my report accordingly. _____

I considered the subject's days on the market and the length of time it took for the arms length purchaser to agree to the sale price? _____

I acknowledge and certify that my responses above are accurate. I have executed my due diligence in researching the subject property. The sales price agreed upon by the buyer and seller is not supported by the local market.

Appraiser Signature

Date